Crisis and Challenge Loom for U. K. Trade
By GREAME ANDREWS

LONDON — The British record industry faces radical internal changes in 1967 against a very tough national economic background.

The cost of living is certain to rise in the new year as a result of the recent National and Chancellor Roy Jenkins will announce in January severe economic measures.

But while the industry can do little about government economic policy, it is drastically reappraising its existing methods in response to a colossal shake out, particularly at retail levels.

Over the next 18 months three main issues face the industry, these are: rack-jobbing, resale price maintenance and American competition.

Nashville Sessions Beat Out With Record Rhythm in '67
By BILL WILLIAMS

NASHVILLE — The year just concluded was a "record" year for Nashville, with more than 5,000 recording sessions produced in its still-expanding studios.

Columbia Studios, running to capacity seven days a week, logged 1,664 separate sessions. Harold Hirt, studio manager, said 89 separate artists were recorded.

Beggars recorded to Columbia to record. These were about equally divided between the old ground-floor level studio (which once belonged to Decca) and the modern floating studio with a non-electronic echo chamber.

Having the obvious need for expansion, Hirt advertised that Columbia had plans for additional studios in the future, but would not be pinned-down on a specific time-table. However, it is known that plans have been on the drawing board for some months.

RCA Victor, which plans to begin new studio construction
(Continued on page 26)

PlayTape & Toshiba in Distrib, Producing Deal
By WARREN BIRKENHEAD

TOKYO — PlayTape, the 2-track tape CARRIDGE system, last week concluded a contract calling for the exclusive manufacture and distribution of PlayTape cartridges in Japan by Toshiba Records. The contract was announced here by Frank Stanton, president and developer of the 2-track system, and Yoosuke Suga, president of Toshiba.

Under a PlayTape-Toshiba agreement, the cartridges will retail here at the same price as seven-inch single records—$1.49. Two PlayTape machines are now being sold in Japan and planning is for an additional three Toshiba-brand machines on the market soon.

Toshiba will release not only its own product, on the cartridges, but the product of several other record labels as well. Toshiba Records, partially owned by PlayTape Records, is the exclusive manufacturer and distributor in Japan of all of the EMR record companies throughout the world and the product of U.S. labels like Warner Bros., Liberty, and Kapp.

The PlayTape system is now going strong in 28 countries, Stanton said. "One of the big sales areas is Australia. England"
(Continued on page 33)

Costs Skyrocket in Cutting Hip Sound
By ELIOT TIEGEL

LOS ANGELES—The hip hippie groups are spending months in the studio, experimenting, copying, broadening the scope—and role—of electronics as an artistic medium. The results: staggering amounts of time and money spent in producing the newly emerging sounds of the flower generation. Estimates of some new famous recording sessions ran from the 900 hours taken by the Beatles on a recent album to $40,000 spent for the Fifth Dimension's new L.P. to $50,000 for an Association album.

"The Beatles really spoiled it for everyone by spending so much time in the studio," says one well-heeled independent producer. "These kids want to go into the studio and rehearse at $60 an hour," comments a small record company owner, who cringes when he thinks about these escalating costs.

Limits Time

One label has sought to control the situation by limiting the amount of studio time a new act is given on each album. Jefferson Airplane had completed one album when it learned how many months the Beatles spent on the new "Magical Mystery Tour." L.P. So back to the studio the San Francisco people went to over duty; add layers of sound and echo onto tracks and to produce their album.

Happy New Year

Trade Registers Uptempo Sales Yr.; Cautious on 68
By HANK FOX

NEW YORK—Summations of the 1967 sales year varied, but "just average" and "slightly better than average" predominated in a Billboard check of key wholesale and retail record operations here and in Chicago, Los Angeles and Nashville. The 1968 outlook is one of cautious optimism, tinged with uncertainty over the nation's economy and, in some markets, the ramifications of this year's monaural price rise.

Reaction to this year's sales was mixed in the areas surveyed, however reported average sales. In Nashville, it was a bumper year for country music and 8-track records, but pop and gospel sales were off. Sales were also average in New York, and in Los Angeles tape products showed strong increases into the record market.

The Sandpipers' dynamic recording of "Love Power" (Eps 141), recently promoted by Teddy Tune, is currently skyrocketing throughout the nation. This driving, much needed, universal love message is quickly soaring upward to the Top 15 on all national charts.

(Billboard continued)

Germany Faces Yr. of Upheaval
By OMER ANDERSON

BONN—The West German trade consensus is that the 1968 will show an overall lackluster year in an increasingly deteriorating market for records, tapes and all other sound products.

The European Common Market becomes fully effective in 1968, and its impact on the record industry, as well as on other forms of business, promises to be tremendous.

Total gross record sales in West Germany for 1967 came to around $1 billion. The industry is grateful that sales were not unduly depressed by the German economic slowdown, but the trade was disturbed by the situation which appeared to be having a heavy impact on the sales of record products being sold here.

The stagnation applies only to total gross sales. There have been lively marketing developments in the year past, developments which will strongly influence sales in the year to come.

The two major such developments were the budget label explosion, and the phenomenal disk royalty take

Disk Royalty Take Hits High of $30 Mil
By PAUL ACKERMANN

NEW YORK—Mechanical royalties to publishers from sales in the United States during 1967 will hit an all-time high probably in excess of $30 million"—according to Al Berman of the office of Harry Fox, publishers' agent and trustee.

"An increase of 10 per cent over last year. Berman added that the mechanical income has shown a steady growth for at least 10 years, owing to the development of merchandising concepts in the record industry and the expansion of sales in other fields, notably tape. Some firms in the squeezed area have actually tripled their billing during 1967.

During 1967 the Fox office extended its auditing and polling activities worldwide, and conducted operations on behalf of its clients in such far off markets as Hong Kong, Singapore, Canada, Malaysia and other territories and countries.

Berman confirmed that the piano roll industry is growing and now sees increased consumer interest, are strongly promoting the player piano.
A memorable country ballad by a wonderful country group.

THE BLUE BOYS
Featuring BUD LOGAN
“I’m Not Ready Yet”
RCA VICTOR 9418
Transcontinental Buys Recordwagon

By HANK FOX

NEW YORK—With Top-Tip Record Service acquired a week ago for $3 million, and Cecil Stille, company president, looking for another last week for more than $10 million, Transcontinental Investment Corp. (TIC), is rapidly moving toward its immediate goal of acquiring a large portion of radio's major distributors and record jobbers, with a total price tag of excess of $100 million. The acquisition will cost TIC around $30 million, according to company President Robert R. Lifton.

Recordwagon, the latest of the acquisitions, was bought in exchange for $10 million in TIC stock. The Boston-based distributor and record jobber was located in Duntum, Bay State (both of Boston) and Eastern (Conn.) district offices. The annual volume of total sales, located in 20 States, east of the Mississippi.

Marshall in N. V., Plugging Decca Record

NEW YORK—Peter Marshall, master of ceremonies for Decca’s current show, “Hollywood Squares,” is here to promote his new Decca recording, “Sing Me In Your Eyes,” from the score of “Dr. Dolittle.”

Marshall, who worked with Julie Harris in “Skyscraper” on Broadway, is capitalizing on his recent acting success by pushing his move into the record market. Nearly 12 million viewers watched the Tonight show last week which includes 5 minutes in the show, which is expanding to 2 minutes.

Marshall winds up a national tour with an appearance on the “Woody Woodmen.” show (CD) and plans to release an LP toward the end of January.

Singleton Issues Homberg Videotapes

NEW YORK—Shebby Singleton Productions last week made available for broadcast TV shows two color videotapes of the Homberg performing. It’s a rare opportunity since two times on their latest Verve-Freedom concert. Both shows were produced by Huey Meaux for Sheby Singleton Productions.

Leka & Pinz Author Spot for Job Corps

NEW YORK—Kamla Sutra will be featured on the Leka & Pinz show. Kamla has written the words and music for a one-minute TV spot for Job Corps. The show will be on air March 1.

The commercial will be shown during the show.

In a production agreement with United Artists through Oscar Productions, Leka & Pinz will provide material for a new group, The Beautiful People. The show is on the air’s current chart with “Green Tambourine,” by The Lemon Pipers.

December 30, 1967, Billboard
EXECUTIVE TURNTABLE

Ron Alexenburg promoted to assistant director of national promotion for Columbia Records, a new post. Alexenburg will report to Columbia's director of national promotion. Regional promotion managers will report directly to Alexenburg, who will be based in New York. Alexenburg was promotion manager for the Midwest region during the past two years. Before joining Columbia's Date label, he was local promotion manager for a Chicago record distributor.

Snuff Garrett has resigned as vice-president in charge of artists and repertoire for Dot Records. He'll concentrate on the management of some of Snuff's most recent signings. Garrett will continue to take on several other assignments for Dot from his home in Nashville. An outside producer in Garrett Productions, is in negotiation with various artists and companies to augment Garrett's production roster.

Lou Lavinthal will be promoted to president of Consolidated Distributors, Inc. of New York from his previous birth of execut- utive vice-president post. Lavinthal has been with the company for the past 27 years in various capacities. He will headquarter in New York.

George Grant has been named general manager of D'Lisa Music Publishing.

Tim Gayle, veteran public relations man, was named national public relations director of BMI, the music licensing company.

Jerry Ropelle has joined A&M's artists and repertoire staff on the West Coast. His first group is singer-songwriter Rod Argent, a writer and singer with the band Argent.

Duke Pearson, jazz composer-arranger-pianist, named producer at Blue Note. Pearson, also an artist on the label, will headquarter in New York.

Liberty to Expand in Key Foreign Markets

LOS ANGELES — Already entrenched in the foreign market with record companies in England and Germany, Liberty now wants to form a publishing arm to open up the foreign market. Liberty has just named Liberty Records of Cana- da as its Canadian licensee. In addition, Liberty is pursuing overseas operations, confirms the company. Liberals expansion moves in all major foreign markets to cover both publishing and recording fields.

“Of one our goals for 1968,” says Ken Pecot, Liberty's president, “is to expand our foreign publishing interests. Liberty presently has representatives in New York, London, and Germany which sign local talent as well as publishers and releases the product locally.

“To go along with our expansion plans in France,” he says, “we also want to begin negotiations with publishers in other countries to manage the Met- ric Music Group catalogs.

Liberty interests in Canada will be supervised by Dave Descente, London Records sales manager. All Liberty labels will be represented by London.

* * *

Another one of our plans is to increase the number of personal appearances by foreign artists in foreign countries,” Pecot adds on Liberty labels," explains Kass. "We are presently trying to secure a tour for Vic Dana and Bobby Vee, Johnny Rivers and the Ventures.

Three More BMI Tunes Click

NEW YORK—Three more BMI songs have received the ‘ama- nome’ recognition for double performance payments. The songs total 1,000,000 feature broadcast performances. Early this month, 25 other songs qualified. The newly qualified are: "I Can't Stop Loving You" by Don Gibson, "Never On Sunday" by Manos Hadjidakis and "Young at Heart" by Johnny Richards and Carolyn Leigh, also BMI writers.

HUMPERDINCK TIE

NEW YORK — Engelbert Humperdinck is released in the UK on the Parrot label, instead of Decca as previously reported. Management of the President of London Records have informed.
Remember "Moulin Rouge"...
Remember "A Summer Place"...
Now...

GWTW (Get With the Winner)

By demand

Percy Faith's beautiful performance of "Tara Theme" has just been released as a single!

From his album:

TARA'S THEME FROM GONE WITH THE WIND PERCY FAITH

Including:

A SUMMER PLACE / NEVER ON SUNDAY LAURA / EXODUS / FASCINATION

Other winning albums by Percy...

Available in 4-track stereo tape cartridge
Available in 8-track stereo tape cartridge
* Available only from your local music dealer

On COLUMBIA RECORDS

www.americanradiohistory.com
Hippie Cutting Costs Skysc  

**Market Quotations**

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*As of Noon Thursday, December 21, 1967*

**NEW YORK** — The new show at the Nashville Airport, reviewed Wednesday night (12) proved a solid combination of traditional and modern elements on the country scene. Charlie Louvin, who was missing much of its sound track due to illness, represented a lot of country music history and the fans were aware of it. He is one of the most important artists of his day. He is also the most talented vocalist on the American sound track. His interpretation of the title song, "Goodnight, Baby," is a classic. Louvin is the most versatile of country artists, with his excellent per-formance of "Gotta Travel On." He is also a fine talent. Mary Taylor, a long-time vocalist, took over the lead role and sang with her husband, Steve Pauls, member of the New York Daily Exchange and all principal stock exchanges.

**CLUB REVIEW**

Louvin, Grammer & Taylor Score in Solid Triple Bill

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**UJA's Kaufman Fete**

**NEW YORK** — The Coin Ma-chine division of the United Jewish Appeal honored Harold Kaufman at the annual dinner, December 30, 1968, at the New York Hilton.

*Continued from page 10*

new "After Bathing at Baxter's" package.

The new, young groups, unaffected by custom-ary three-hour sessions, often tie up recording studios for weeks, one producer points out. Cap-tol Records will shortly begin operating its sto- 

The thinking at the manufacturing level in many instances seems to be to put up with the inexperience if the group has something to sell. Lengthy recording sessions and lengthy tracks are becoming common among some of the hit-making teams of the major American recording centers. The de-velopment of the 4 and 8-track recording ma-chines (with 12 inches of tape on the 4, 24 inches on the 8) have been of intrinsic value to the young performers.

**Index Co-Operate**

The independent recording studios, in compet-ing against major label recording facilities on a custom basis, have extended themselves in work- 

**Year Registers Uptempo Sales**

Many distributors who said that sales were average or better, cited the abundance of un- 

But the wintry cold has not a particularly upbeat experience this year, says Sammy Ricklin, owner of California Music, the oldest one-stop opera-

Talmage's Record Merchandiser firm is getting-into the tape CARTRIDGE field. He reports 80 per cent of his this year in mass 4-track, this segment of our business is growing, but it's a slow process.

Sales at United Tapes, the cartridge wing of the Scherber Lewker-Ralph Kaffer operation (Merle, California Record Distributors, Hitville) doubled their sales over the previous season. Cassettes are becoming a commercial item, Ralph Kaffer said, adding that cassettes offer the most promise to young bands and various tape forms.

Although economic conditions this year have been generally unstable, Cai Racks has enjoyed an excellent year this year, according to Bill Muncy, sales manager.

The sales picture for next year, though, will depend upon whether President Johnson will push our sales effort, according to Bill Muncy, sales manager.

"As long as our major accounts continue to grow," he said, "I can see a banner year developing for 1968. A tax increase, and President John-

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*Continued from page 10*
HAPPENING CAT

UNI 55046

B/W "BIRDS IN MY TREE"

"TOMORROW"

WITH THEIR NEW SMASH SINGLE

STRIKES AGAIN!

THE STRAWBERRY ALARM CLOCK
DECCA SOUNDS

BRENDA LEE
That's All Right b/w Fantasy

PETE FOUNTAIN
For Pete's Sake b/w Danke Schoen
FOUR!!! IN 45'S FOR '68

Kitty Wells
My Big Truck Drivin' Man b/w You Want Her Not Me

Webb Pierce
Luzianne b/w Somebody Please Kiss My Sweet Thing

Coral Records Inc., a subsidiary of MCA, Inc.
Year Registers Uptempo Sales

- Continued from page 6

Ricklin, business again will feel the pinch as the consumer turns from records to home entertainment units.

Adding to Ricklin's business woes was the substantial loss of monaural sales following an industry-wide price increase in monaural product. "Stereo sales didn't offset the drop in monaural sales," concluded Ricklin.

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CHICAGO—Most segments of the record business here report some degree of increase over 1966 gross sales, but there are plenty ofsegment, as well. Those who have had a good 1967 credit it to aggressive promotion and advertising.

Singles

Merch, Al Henry, Merv Jim and John THE... Pops ANDERSON FAVORITES SUNSHINE

DUST

SOLITUDE

RED

Eileen Hirt

MMES

Mercury's ROSSES

Cramer... DRUMMER

Wonder...• Continued from page 6

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OVERNIGHT COUNTRY SMASH TURNS POP

JOHNNY DARRELL
The Son of Hickory Holler's Tramp
UA 50235
THE HIT TEAM STRIKES AGAIN!
Larry Williams And Johnny Watson
"NOBODY"
(Original Version)
Okeh

4-7300
BAJA CONTEST WINNERS GET THE CHAIR !!!

***** BAJA MARIMBA BAND MOUSTACHE CONTEST WINNERS *****

GENE SILVERMAN
MERIT DISTRIBUTING
DETROIT, MICHIGAN

TRAFF HUBERT
CONSOLIDATED DISTRIBUTING
SEATTLE, WASHINGTON

KEN CARTER
KONO RADIO
SAN ANTONIO, TEXAS

JOHNNY LAM
SCHWARTZ BROTHERS
WASHINGTON, D.C.

MORRISS BLOOMBERG
SCHWARTZ BROTHERS
WASHINGTON, D.C.

SPECIAL AWARDS TO JULIE LIPSIUS OF PHILADELPHIA, PA. AND JULIE GODEY OF CINCINNATI, OHIO (2 DISTAFF MEMBERS OF THE A&M FAMILY) AND INTERNATIONAL ENTRY, LES COX OF PYE RECORDS, ENGLAND.

RECEIVING AWARDS FOR HAVING THE MOST ENTRIES WERE JATHER DISTRIBUTING, MINNEAPOLIS, MINN. AND BIG-STATE DISTRIBUTING, DALLAS, TEXAS.
**Florida Educator Urges Reappraisal**

By Ray Brack

CHICAGO—The barriers to pop music in formal education are not going away under the onslaught of amplified sound. But it looks as though some educational curricula planners in the Midwest National Band Clinic here two weeks ago took a softer line on guitar and other combo instruments in the music program (see separate story). Perhaps the best articulation of how progressive music educators feel about pop music programs in the schools is from Florida. Christian, Florida State Superintendent of Public Instruction. In an article that appears in a booklet issued by the American Music Conference called "Creative Approaches to School Music," Christian declared: "It's time for us to take a new, long look at what's taking place in music in our schools. I am confident that we are going to find that we need to do more." Christian, 1964-65 accreditation report shows 170,174 students receive instruction in guitar through 12 enrolled in music classes, 5 Per Cent. "That's only 5 percent of 3,174,374 students in those grades," he observed. "What are we doing for the other 3,004,200 students?"

To say that those 3-million-plus students don't like music is not accurate, he pointed out, "for we know they do. We know that they are interested in the country, and that the teenage market is the biggest. Listeners anywhere at any time of the day. It may not be your kind of music, but we all love music, and our young listeners are listening. This is all of us—not only the 75 percent we're reaching in our schools." And in the wake of the more recent age 14, 18 to 20 years, to a tune of music to which they're a product of this generation, we're reaching in our schools." And in the wake of the more recent age 14, 18 to 20 years, to a tune of music to which they're a product of this generation, we're reaching in our schools."

**Seminars to Probe Youth Market**

CHICAGO—Major emphasis during the 1968 sales-management seminars sponsored by the National Association of Music Merchants will be placed on ways and means of penetrating the growing youth market. "With music interest at an all-time high among the younger generation, it is our job to show how to go into this sizeable, young and well-informed market," said executive vice president William H. Hersh. "These seminars will explore in depth how the music industry can capitalize on the expectations and aspirations of the youth market." The seminars, beginning Feb. 19 in Los Angeles, will be attended by 50 knowledgeable sales specialists and retailers from each region. Featured at all the meetings will be Max Sacks, sales training veteran, in a presentation entitled, "The Hidden Sides of Selling."
HERE IT IS!

FAMILY PORTRAIT

HERB ALPERT & THE TIJUANA BRASS • BURT BACHARACH & THE MANHATTAN BAND • TOMMY BOYCE & BOBBY HART • OSCAR MENDES • BRASIL '66 • ANTONIO CARLOS JOBIM • CLAUDINE LONGET • BOBBIE MARE • THE MERRY-GO-ROUND • CHICAGO • CHRIS MONTZ • PHIL PENSI • LES MONTGOMERY • DANNIE ROGERS • THE SANDPIPERS • TAMBA 4

16 OUTSTANDING SELECTIONS FROM A&M RECORDS

RACKS "ONE STOPS" DEALERS CALL YOUR FRIENDLY A&M DISTRIBUTOR NOW!!!
On Keeping on the Right Track

(Talented is the last in a series of articles by arrangement with George Schneider on studio techniques.)

NEW YORK—There were three minutes to go before the end of the session. The tape recorder, the mixing, and the machines were exhausted; the players were exhausted. The final track, however, was going to go. On the last song, an approximation of every recording session had a structure of success or failure of a mix and ultimately the quality of the final record.

Consideration

In determining the track distribution, we must consider the demands of the particular song and arrangement and we are required to make an order of importance for the elements we wish to record, the important single elements, and the parts of the song. For example, any song that requires a particular arrangement, the recording in turn must fit into these arrangements to record these elements, and we make our decisions on the order of importance.

Recording and modern recording techniques have been developed to track distribution in a general manner. We can now use the following tracks:

Track 1—Lead singer (overdub)
Track 4—Rhythm section

To add a complication, we will also have to record the drums, which in a typical session are placed on track 2 and the guitars on piano on another.

We know that on our original recording session we have only one of the two takes, which are then overdubbed with the new lead on track 4, or re-recorded on tracks 3 and 4. There are two tracks, and mix them on piano and track 2, mix them (they are all recorded on a track plane), and re-record the mix of the final track on track 4 using track 2. This allows us to work on the important elements.

This is the general approach to distribution the "right" rationale because it uses a formula: A song requires a particular arrangement, the arrangement in turn must fit into these arrangements to record these elements, and we make our decisions on the order of importance.

Arthur Disques, Coming to Coast

Los Angeles—The Coast gets its second Christmas program in 27 weeks (2276-2170) and combines it in a program for the upcoming season. For us to follow this backward progression of logic we must understand how we are recording our song.

Candy Love

Has a hit with "Christmas Eve"

My Favorite Things

Byeys and Distributors with O'Reilly Records

Blue Magooos

ADD DAY-GLOW

New York—The Blue Magooos, a group composed of Jimmy Stewart, lead singer, and Our Gang, a group composed of (overdub)

Regal's 2nd Record On Young Artists

Portland, Ore.—Regal Records is issuing the second recording in its Young Artists Series, a live performance by the Young Artists Orchestra under Jacques Berman of the Echoes of the Sun Festival Orchestra, conducted by Jack Henners and accompanied by the Studio Orchestra. The orchestra consisted of 23 to 21 year olds.

NEW YORK—The "Cricket on the Hearth", a television cartoon musical, began serenely and charmingly across the "Danny Thomas Show" on screen (W7) in what has been an annual "Santa Claus" entertainment gift for both adults and the kiddies.

The Nascare show was suggested by the Charles Dickens Christmas story about a toy-maker and his daughter who are adopted by a cricket. It's a show filled with imaginative animation blended with tunes of Dickens' day and the voices of the English Pincus-published score, written by Harvey Lawns, and Eliza Bates, is pleasant and in harmony with the story which must be accepted for its goodness of purpose.

Unfortunately, the seven tunes are given only one run-through, and some of these charm get lost; the exception is a ballad, "Through My Eyes," first sung by Danny Thomas and Harry Earhart. Unfortunately, only as an encore, and one of the songs, "Don't Give Your Love Away, Both," was an encore, and only one other song, "Don't Give Your Love Away, Both," was sung. And another noteworthy tune is "When We're Home for Christmas," spiritedly sung by Danny Thomas and the Nascare orchestra.

We're "All Together Now with Tears," was a hit earlier in the season and "A Cricket on the Hearth" is an excellent piece with entertainment from the Lubbock choir.

VETERAN SINGER HARRY DAVIS

Yarbrough & Our Gang Spread Cheer With a Rock-ing Act

New York—Mercury artist Spooky Spotty and Our Gang, a group of Christmas and Christmas spiritedness with a few abandon and showdowns by "花样 Day" and "Sunday Will Never Be the Same" and "Santa Claus is Coming to Town," and "In Excel Is Do." The audience, mostly City College of New York students (who sponsored the show), howled and whooped and danced and screamed and shouted. The audience, mostly City College of New York students (who sponsored the show), howled and whooped and danced and screamed and shouted.

DEC 30, 1967, BILLBOARD
Merry Christmas from the Beach Boys
WABI Switching to Hot 100 Play Jan. 1

BANGOR, Me. — WABI, 5,000-watt CBS affiliate located between the summer resort coastal area of Maine, is switching to a Hot 100 format Jan. 1, according to general manager John Donahue. The station had been in a middle-of-the-road format, featuring "standards and a big band sound," MacRae said. "We were an old station and playing old stuff. I kind of hated to change, but the younger generation has been weaned on rock 'n' roll and you just can't find at home anymore type of music."

"Winters Show" To Bow Dec. 27

NEW YORK — "The Jonathan Winters Show" bows Dec. 27. Premiere of the weekly comedy-variety series will feature Tony Bennett, Bobbie Gentry, and the Cream, among others. Sheldon Keller is producer of the hour show.

KMPX-FM's Donahue Programs
Music With A Wide Open View

By CLAUDE HALL

LOS ANGELES — He calls it black top 40 and it's a potpourri of progressive rock records, blues, folk and rock. Sixty per cent of the programming is progressive rock, "but during a four-hour show we may even play a jazz record," Or a classical work," said Tom Donahue, a self-styled prophet of creative radio.

"I think of it as the other side of the coin—black top 40. This radio station is the exact opposite of the deejay. He can play a large variety of music and the records are played without worrying about the length of the cut."

Donahue is program director of KMPX-FM, a 70,000-watt stereo operation in San Francisco that has become the talk of the radio industry. He's also program director of a sister station in Los Angeles. KPCP-FM, that headquarters in the basement of a church, Donahue calls, "a well-ground radio." KPCP-FM will be tapped to 50,000 watts soon in stereo (its present wattage is 22,500 watts).

The Los Angeles operation has only been under the Donahue influence four weeks, yet it has already won "hundreds of phone calls." As for KMPX-FM in San Francisco, the impact has been decidedly strong and far-reaching.

Gramophone Record Shops in San Francisco thinks enough of the sales-impact of KMPX-FM to bring the station British albums twice a week. "Retailers tell us," Donahue said, "and you can check with Al Braney at Melody Sales, that we're bringing people back into the store, Not hippies either. "If I had all our Gang of Four records and was listening to us—the type of hippie that the media created 10 years ago—it would only be 5 per cent of our audience."

He added, "Our audience is about 18-24 years of age. We're an alternative. Top 40 is a radio station; we are an album that has an audience ... tell them what they should like. But I feel on FM radio, all intelligence and top 40 radio gives themselves away."

In the early days of top 40 radio, "We were dramatizing a kind of music. We couldn't understand why we still doing things the same way two years later," Donahue said.

Donahue left college to join WTOP in Charlottesville, Va., in 1947 and couldn't find the "job like a lot of people get these days into radio but that's the kind of my experience." Ten months later, he went to WINS in Washington, playing mostly folk music. In 1950, he joined WIBG in Philadelphia. "I was the manager and Joe Ni- agra and myself were the only two deejays playing rock 'n' roll records. Doug Arthur played his bandleader rock but actually Larry Miller had already started rock and roll on the station before Donahue got there. Donahue's program came on the tail end of the Specialty program for the first six months.

In the middle of August of 1967, KMPX-FM dumped the rock and roll for the new format for the first six months."

"The Winters Show" is the first set for this year, WNEW general manager Harvey Glasscock said. Benny Goodman is scheduled for a special program Dec. 20 at the Riverfront in Manhattan with his sextet. That program will be aired New York, Los Angeles and San Francisco.

For those past five years the Metropolitan station had been taping "music spectaculars" for air- corn, and the show is still the chain's Oakland outlet, has already taped its first special from the Fairmont Hotel. Warner Paulson, a former WNEW program director who created the program, is now manager at KNEW (formerly KEWB).

According to Glasscock, there is a possibility of WNEW establishing a policy of taping specials alternately in Los Angeles and Oakland.

Shows taped in New York this year have included Lou Rawls, Petula Clark, Lena Horne, Sandler and Young, Mel Torme, Leslie Uggams, and Steve Lawrence-Eddie Gorme. Included in WNEW's schedule of pocket cards for the series is $12,500 for hiring musicians, Platon Don Trenner, booked the 17 men backing Miss Wilson, whose program was both soft and gentle and mesmerizing. She chose a program of tunes from already released albums, only reserving the lead sheet once, to read the words from "Can't Buy Me Love." Otherwise, she winged her way through "Grease is Green," "Watch What Happens," "Winchester Cathedral," "Willow Weep For Me," "Guess Who I Saw Today" and "Satan Doll."

Responding to disc jockey Williams' comment the program was totally "a waste," Miss Wilson noted that she would rather be a "bread and butter" singer than go after hard commercial tunes. "I have to be happy with myself," she said. "If I compromise myself, I feel I'm hurting others."

DEC. 20, 1967, BILLBOARD
Kenny O'Dell
A BEAUTIFUL WRITER
Beautiful People
Next plane to London
A BEAUTIFUL ARTIST
A GREAT ALBUM

BEAUTIFUL PEOPLE

Kenny O'Dell

kentucky woman  massachusetts
different drum  next plane to london
NEW SMASH/FONTANA ALBUMS CONTAIN THAT SPECIAL INGREDIENT... CHARTABILITY

THE COLLAGE
SRS 67101/MGS 27101

THE OTHER SIDE OF GLORIA/GLORIA LYNNE
SRF 67571/MGF 27571

SCOTT WALKER: ALONER
SRS 67099/MGS 27099

JERUSALEM OF GOLD
Songs Of Six Days War
VARIOUS ARTISTS/SRF 67572/MGF 27572

Smash Records & Fontana Records/A Division of Mercury Record Production, Inc.
Yesteryear's Hits

VOX JOX

By CLAUDE HALL Radio-TV Editor

The world's greatest line-up These men are guilty. They steal the biggest audiences in the Bay Area. They've been getting away with it for years. It's not a racket. It's excitement set to music. Join the mob that listens. It's the best way to get life. On KSFO/560. From left to right: Don Sherwood, 6:05 to 9:00 am, Carter B. Smith, 9:05 to 12 noon, Jack Carney, 12:05 to 4:00 pm, Dan Sorkin, 4:05 to 8:00 pm, Al Collins, 8:05 to 12 midnight, Bobby Dale, 12:05 to 6:00 am.

BY DOUGLAS GRAY

Radio-Television programming

POP SINGLES—5 Years Ago December 29, 1962

1. Teled—Tornades (London)
2. Limbo Rock—Chubby Checker (Parkway)
3. Bobby's Girl—Mervielle Blane (Smalls)
4. Go Away Little Girl—Steve Lawrence (Columbia)
5. Big Girls Don't Cry—Four Seasons (Vee Jay)
6. Return To Sender—Elvis Presley (RCA Victor)
7. You Are My Sunshine—Ray Charles (ABC-Paramount)
8. Release Me—Little Esther Phillips (Eloisa)
9. Su-Doo-Doo—Bob D. Sax & the Blue Jeans (Phillips)
10. Hotel Happiness—Brook Benton (Mercury)

R&B SINGLES—5 Years Ago December 29, 1962

1. You Are My Sunshine—Ray Charles (ABC-Paramount)
2. Two Lovers—Mary Wells (Motown)
3. Rebel Happiness—Brook Benton (Mercury)
4. Release Me—Little Esther Phillips (Eloma)
5. Big Girls Don't Cry—Four Seasons (Vee Jay)
6. Return to Sender—Elvis Presley (RCA Victor)
7. Keep Your Hands Off My Baby—Little Eva (Dimension)
8. Ride—Dee Dee Sharp (Games)
9. My Man—He's a Lovin' Man—Baby Lavett (Atlantic)
10. Tell Him—Escourts (United Artists)

POP SINGLES—10 Years Ago December 29, 1957

1. April Love—Pat Boone (Decca)
2. At the Hop—Sonny and the Juniors (ABC-Paramount)
3. Peggy Sue—Buddy Holly (Coral)
4. Great Balls of Fire—Jerry Lee Lewis (Sun)
5. Raunchy—Bill Justis (Philips International)
6. Jailhouse Rock/Trust Me Nice—Elvis Presley (RCA Victor)
7. You Smelled Summertime—Sam Cooke (Kent)
8. Kisses Sweeter Than Wine—Jimmy Rodgers (Route 66)
9. Silhouettes—Ray (Games)
10. Rock and Roll Music—Chuck Berry (Chess)

R&B SINGLES—5 Years Ago December 29, 1962

1. The First Family—Vaughn Meader (Cassette)
2. My Son, the Folk Singer—Alan Sherman (Warner Bros.)
3. West Side Story—Sound Track (Colombia)
4. Jazz Samba—Stan Getz & Charlie Byrd (Verve)
5. Gritty Gritty Girl—Chris Presley (RCA Victor)
6. Peter, Paul and Mary—Warner Bros.
8. Stop the World—I Want to Get Off—Original Cast (London)
9. I Left My Heart in San Francisco—Tony Bennett (Columbia)
10. Ramblin' Rose—Pat King Cole (Capitol)

Regis Lavong, who recently joined WWRL, New York, has been named program director, replacing Rocky G. ... Jerry Chapman, program manager of WFBM in Indianapolis, will assume duties Jan. 1; he'll be manager of both WFBM and WFBN-FM and handle FCC liaison duties formerly handled by F. O. Sharp, who is retiring after 43 years of service. ... Bobby Maple, all-night deejay with WKY in Cleveland, is taking on both a new name and new job. He started last week as Johnny Robin in the afternoon drive slot at WEAM, Washington.

** John (Jack Armstrong) Lursch, known as Bob Jack, on WKYC, has departed the Cleveland operation; he'd been WKY's highest-rated deejay before shifting over to WKYC to handle a radio and TV show. ... Stephen B. Lobenski (see you listening Frank Ward?), president of NSC radio, reports that according to the Radio's All-Dimension Audience Report projected some 140 million on 93 per cent of all Americans listen to radio in one week. The corresponding TV percentage, he said, is 93 per cent. "So radio is reaching about 2.5 million more unuplicated adults per week than TV." He also said that more than 94 million adults listen to radio in a single day.

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** ** Chongers at WCRB, the concert music station of Boston: Richard L. Kaye has been named general manager and station manager; David S. MacNeill has been moved up from program director to assistant general manager and David B. Tucker from music director to program director. ... The Ruth Lyons Christmas Fund, started 27 years ago by Ruth Lyons, is now above $305,732, reports WLRW-TV personality Bob Braun. Last year the Cincinnati station raised $472,000 for 94 hospitals in Ohio, Indiana, and Kentucky. ... Robert S. Ford has been named general manager of WKKI-FM in Kansas City, Mo.; a former air personality, he'd been in sales with KCKN in Kansas City. New program director of the station is Jim Clark, formerly with KCNO in Kansas City.
ULTIMATION PRODUCTIONS In 1968

Means
- Aggressive leadership
- High quality production
- Low prices
- Staff of arrangers
- Original new material

Ullimalion Photograph

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THE MANHATTANS

"I CALL IT LOVE"
Carnival 533
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By great demand from the album / Herb Alpert's Ninth • SP4134
**Classical Music**

**12 Stems Mark Time’s ‘New Life’ Program on Avant-Garde Series**

NEW YORK — Time Records has announced 12 new releases due next year, the first time since 1960 that it has issued a new range of avant-garde series in about two years. A new catalog featuring the 10 existing titles also is being prepared.

First off, the usual Brice Shad, Time president, noted that while initial sales in the series were not as strong as had been market-gardated about five years ago were small. Amid the scorched sales have steadily increased so that for the first time, a recording of a paper is required. This step precedes orders for covers and new pressings.

Earle Brown, composer, who produces playlists for Time, said his new avant-garde material will include all electronic instrumentation as well as music using electronics without longer. Earle said he will also be ordering less conventionally.

Brice Shad said a reason for this is that Time Records is using a pre-sale before the company received orders.

He said the importance of building up his new musical catalog, since others generally work for the entire line rather than specific titles. Among the compositions represented in the first 10 pressings were Kurt Weill, John Cage, Luciano Berio, Luigi Nono, Bruno Maderna, Charles Ives, Brown, Mauricio Kagel, Henry Cowell, Toshiro Mayuzumi, Morton Feldman, Oliver Messiaen, Christian Wolff, Sylvano Basset, Amedeo Roldán, Christian Charly, John Cage, John Luther Adams, John Tavener, Vito Merelli, and Leonard Bernstein.

Brice Shad said that the talking will allow for the full line of music in the series, since he doesn’t feel he can compete with the more expensive.

Shad said that Time’s reputation for good sound and “Z” music has been admirable in the field has resulted in pop acceptance.

He also said he had received offers from major for the first avant-garde album he will continue with the music in the future. He also plans to record for Time in the next year.

**RCA Monaural Album Honors Horowitz Debut**

NEW YORK—RCA Victor next month is celebrating its 40th anniversary in Vladimir Horowitz’ U. S. debut at Carnegie Hall with a monaural album

This is a project that is an addition not previously on LP. Included will be an offering for the pianist’s own composition “Dance Estyquanta.

First items also are released on a Montserrat-Cabello recital of unusual Verdi arias with Harry Partch’s and the Chagall Symphony Orchestra under Marie Gallini and chorus.

The recording also has a work of Britten and Murray-Ravel, another work of Tchaikovsky, and another work of Beethoven.

**80 Titles Set for CRI’s Year-Long Program**

NEW YORK—Congrsus Recordings, Inc. (CRI) is starting a year-long program of clearing a backlog of more than 80 titles with an eight-series, 18-title current release and nine albums with 28 titles due next month. For a limited time, new albums will retail for $4.98 instead of the regular $5.95.

The program is being implemented by Carter Harman, who has been a composer, music reviewer and author, and as usual, many of the classical catalog firsts as the label continues to champion contemporary music.

The first quarter releases include Harry Partch’s “And on the Seventh Day Petals Fell in Petaluma,” a composition performed by the Los Angeles Philharmonic and conductor Andrei Andrei Stefanies and the Polish National Radio Orchestra under William Strickland and Lee Hoby’s “Fanfare for Antelope and the Pheasant.”

Other new recordings include Robert Erickson’s “Sorcerer’s Chamber” with the Hartt Players under conductor David Ferrandiz, Jean-Claude Risset’s “Fantasy and Fugue” with Krenz and the Polish National Radio Orchestra, Otto Luening’s “Symphony No. 6” performed by the Curtis Symphony, and David Van Vactor and the Hungarian Symphony Orchestra under conductor George Szell.

Next releases include Adolph Hoffmann’s “Volklied” with soprano Benita Valente, the Bay Rond Singers and members of the Bamberg Symphony under Alfred Antonini, Karel Husa’s “Maiquela” with the composer conducting the Stockholm Radio Symphony, and Willard Strath’s “Development” with Russell and the London Philharmonic on one LP. Soprano Shirley Meyer, tenor William McDonald, bass William Harvey Grant, carillonneur Charles T. Chapman and the choir of the New York City Presbyterian Church of Washington Tabernacle and Thomas H. Church will perform “Vivace” with Jo Frampton’s “Tillid’s Triumphant” with Alberto Zedda conducting the BBC Philharmonic of Rome and Angelica Milian. Rounding out the release are the concerts of Hoxton and the London Symphony in Oviedo.

**S129 PACKAGE ON RIVIERA**

PARIS—Riviera is promoting a select series of classical complete organ works, which were recorded by Marie-Claire Alain, Pierre-Antoine Sauvage, Jean-Philippe Rameau, and others being offered for the package, which retains for $129.

**CLASSICAL MUSIC**

**DECEMBER 30, 1967, BILLBOARD**
Robert Shaw will conduct the Cleveland Opera in Handel’s “Messiah” with the Cleveland Orchesra on Thursday, March 21. The program includes arias from “Messiah,” the或手稿插曲，以及威尔士作曲家路易斯·埃文斯的“Hansel and Gretel.”

Elaine Pakraski, baritone, performed with the Philadelphia Orchestra at the Academy of Music in Philadelphia, where she was praised for her singing of Verdi’s “Ivans’ Fourth.”

The work was recorded for Columbia Records by Stokowski’s firm hand in control throughout as patriotic songs, folk songs and hymn phrases abounded.

The Camerata Singers, who assisted in the symphony’s premiere in the first half of the program, were joined by an effective Verte “Te Deum,” illustrating excerpts from Gounod’s “Faust” and Schumann’s “Symphony.”

Stokowski’s presentation of “The Messiah” was noted for its excellent performances and the orchestra’s traditional style.

**FRED KIRBY**

**Classic Notes**

**80 Titles in CRI Program**

An electronic music album has been released by Vladimir Ussachevsky’s “Of Wurd and Brain,” and the result is marmalade, the Leningrad Usachevsky “Composition for Electronic Sound and Orchestra.”

Paul A. Pisk’s “Three Ceremonial Rites” will also be performed by the National Symphony Orchestra in Washington, D.C., under the direc
tion of George Szell.

**OPERA REVIEW**

Met’s ‘Hansel und Gretel’ Is a Chuck-Full of Charm

NEW YORK — A stunning performance of Engelbert Humperdinck’s “Hansel und Gretel” Dec. 13, Rosalind Elias as Hansel and Karl Donath as Gretel in the role of Miss Elias, who has recorded extensively for RCA Victor, was in top vocal form. She always can be depended on historically.

The role also has Columbia listings. Joe Clements, who also has recorded for Columbia, sang precisely and filled in for the indispensable Teresa Stratas.

Five jobs were also secured in by the NBC Opera season in the roles of Gretel. Miss Haselbacher has recorded for the Columbia and Victor. Franz. Olfers conducted effectively.

Much of the credit for the evening’s success, however, can be traced to Nathaniel Merritt’s fine direction and Robert O’Hearn’s splendid sets. The program opened with “La far
tana,” a ballet.
Studies in Nashville Pounded Out
A Record 5,000 Sessions in 1967

By BILL WILLIAMS

Jack Clement, Buddy Killen, Chips Moman, Hurry Meaux, Bug Coral, Bobby Russell, Ray Pennington, Pete Drake and Tommy Cargill had produced much of the year, took the independent movement just before the year's end.

Some of the labels with their own studios included Columbia and RCA Victor in a separate building and had produced the multiple track sound.

The 5,063 sessions produced in Nashville represented a growth of more than 20 percent over the preceding year. Hitt explained that Columbia showed no growth simply because the studio was busy enough to turn out capacity to its completion three years ago. The others, on the other hand, all showed strong jumps.

Foreign visitors to the building included those from Canada, Germany, Switzerland, Greece, France, South Africa, England, Scotland, Ireland, Italy, Jordan, Spain, Finland, Australia, India, Denmark, Norway, Uruguay, Brazil, Mexico, Netherlands, and Belguim and Japan.

The Hall of Fame and Museum operated its doors to the public in March. It is expected that more than 100,000 will visit in 1968.

Historic Return: Members Of Drifting Cowboys Play

CMA Roster In 10% Hike

By BILL WILLIAMS

The Drifting Cowboys consist of Jerry Rivers, Howard Dow, Don Helms, Hilleus, Buttram and Sammy Truitl. They performed for one year after Williams, as part of the Ray Price band, but then broke up. Rivers now is a part of a group known as the Homesteaders. Howard Watts (Cedric Rainwater) has left the music business and is a salesman. Don Helms is associated with the Wilburn Brothers and Buttram is a music publisher, and Pruitt performs as part of the George Morgan band.

The show will be held at the Lake Normal Music Hall in Terrell.

NASHVILLE — Independent producer Don Have has reached an agreement with Monument Records to produce all future sessions on Cargill, the young Oklahoma singer who came up with a winner in "Skip a Rope." Law produced the master of the first session, then sold it to Monument, which subsequently signed Cargill to a three-year contract with a two-year option.

The long-time Columbia producer will continue sessions with other masters of 135 labels, including Columbia, but will handle all Cargill's work.

"Skip a Rope" is one of several original songs handled by Law this year which made it on both pop and country charts.

Cargill, who spent five years in "training" for recording, is working the club circuit in Northwestern States, said that Johnny Cash originally had set "Skip a Rope," then Tree Publishing, on the other hand, declined to make a law, agreed to give Cargill a 95-day exclusive on recordings.

Cargill's next single also will be a Tree Publishing song. Helen then will first be able to ride hard on the success of this single.

Hall of Fame Drew
70,000 Since Start

NASHVILLE — Representatives of some 30 nations were among the more than 70,000 visitors to the Country Music Hall of Fame and Museum during its first partial year of operation.

In addition, people from all of the 50 states visited the "sight and sound" structure on Nashville's Music Row between March 1 and the end of Tie.

Mrs. Dorothy Gable, museum director, said the building housed events from the earliest tourist to the serious student of country music history, and scores of representatives from the music industry.

The museum continued to add artifacts to its early stock, and by the year's end had everything from aging manuscripts to original instruments used by artists of the past and present.

Foreign visitors to the building were from Canada, Germany, Switzerland, Greece, France, South Africa, England, Scotland, Ireland, Italy, Jordan, Spain, Finland, Australia, India, Denmark, Norway, Uruguay, Brazil, Mexico, Netherlands, and Belgium.

The Hall of Fame and Museum opened its doors to the public in March. It is expected that more than 100,000 will visit in 1968.
German Trade Faces Structural Uphaval Spearheaded by ECM

Continued from page 1

introduction of the Musicassette for the Philips system.

Budget disks and cassettes will be an even more decisive sales force in 1968. The forecast is for soaring cassette sales, which could greatly alter the entire German trade's sales patterns. The European Common Market will exercise a more subtle effect. First, West Germany, on Jan. 1, is introducing a new type of taxation—the added value (Mehrwertsteuer) tax. This new tax, a French development, is being introduced throughout the five other countries to harmonize their respective tax structure. As concerns the German record industry, the tax will increase the cost of record production by about 5 per cent. But because of hot competition on the German market, record companies are dubious about being able to pass on the consumer the full price hike. Retailers have cleaned out inventories in anticipation of the introduction of the added value tax, and have reduced orders to keep minimum requirements. The reluctance of retailers to carry large inventories pending introduction of the tax has created difficulties for the record companies in planning press plant operations, and it has irriated customers and damaged sales, perhaps seriously. The added value tax is not the major problem which the Common Market will bring German record companies, however. Rather, the big problem is considerably more complex. It involves the structural changes which will become necessary to do business in a situation-market with a total population of around 170 million, in contrast to the present national German market of 60 million.

The last customs barriers will be swept away in 1968, and the Common Market, after a long transition period, will become a common market rivaling that enjoyed by the U. S. record industry in America. The past few years in Germany have brought the decline of the single and rise of the LP. The year just ended has witnessed a proliferation of budget labels. Whereas in 1966 the $2.45 LP accounted for 35 per cent of the German market, at the end of 1967 it had captured a full 50 per cent of the market. Moreover, the $1.25 LP is growing in fast.

Some 18 German record companies are offering a total of more than 100 LP titles priced at between $2.45 and $1.25.

Finally, there is a marked trend by American firms to sever ties with European record companies and establish their own companies. CBS has acquired complete control of its German company, Liberty has set up its own German company, and RCA Victor is due to follow suit in 1968.

Crisis Year Ahead for U. K.

Continued from page 1

Few of EMI's rivals doubt that the company will opt for a full scale recording operation alongside its other record distribution activities but no official confirmation is expected for at least a month.

Further ahead, the industry faces its fight to maintain fixed prices—a fight that now looks to be tougher than was first expected. Currently the case is unlikely to come before the Restrictive Practices Court until 1969. The first case under the law abolishing fixed prices was heard in January this year.

Five major chocolate manufacturers lost their battle to set minimum prices and the court showed conclusively that it will not accept as arguments for keeping fixed prices evidence that manufacturers or retailers will be inconvenienced or put out of business nor will evidence of the results of banning price fixing in other countries such as the USA carry any weight.

Thirdly, the industry is about to face a fresh crop of new record companies set up by the Americans. One industry executive commented "These next two years will be the years of the three Rs—rack-jobbing, resale price maintenance and RCA." American Decca under the name MCA, United Artists and RCA all go independent in 1968 in the wake of CBS, MGM, Liberty, President, Disney and Pickwick with the biggest competition still to come in 1969 when RCA starts to manufacture and distribute its own product as well as seeking licenses and distribution from other record companies.

These new record companies are almost certain to be followed in 1969 by Warner-Reprise plus Columbia's Atlantic and other American companies that are strong in Britain. Meanwhile on the product side the industry is heeding for greater standardization. "The EP will be dead by June except for very occasional special releases," predicts a top BMG marketing man.

There will be greater concentration than ever on the album although promotion is more difficult than ever with the demise of the pirates, the uncertainty of Radio Caroline's future and the limited programming of the BBC's new station formula.

Beyond that there will be a further return to the LP jug as a result of American competition with Liberty introducing its Sunset economy line and United Artists having set a deal for British release of its Unart budget product. One sphere of music sales that is certain to be a growth sector is the tape cartridge market—particularly with heavy American involvement. The big cartridge trend in 1968 will be the establishment of local manufacture for American originated cassettes. Sales of cartridges and recording will be marketing home produced 8-track cartridges inside six months. King Stereo will be doing likewise with its Monz 4-track product and in January ITCC chief Larry Finney will be looking for licenses to manufacture his product. Discotron of Birmingham which holds the manufacturing and distribution rights for Playtape is also planning to install a duplicating plant in Britain. Philips is hitting back at the new competition with its low price $1.25 playback-only machines for its musicassette.

MILENA CANTU', right, signed a three-year contract with Riff Records. Standing are Riff Imaging director, left, and Elie Berrebi, Miss Cantu's record producer. Miss Cantu has been with Clan Cinemato Records.

FMer Gives Pop Boost in Austria

VIENNA — The Austrian Broadcasting Company's introduction of a pop-oriented FM channel has resulted in far greater exposure of pop records in Austria.

The broadcasting service was reorganized in October, providing three separate programs, one of which features popular music predominantly and also broadcasts a record chart based on sales.

The pop station, 0.3, will introduce commercial spots from Jan. 1, but no sponsored programs are planned. In addition, a Eurodisparade, run in conjunction with Europavalle Star (West Germany) and the Swissmark Rundkurzgesellschaft, will be broadcast once a month.

Further link-up transmissions are planned and music industry leaders here see this trend as an important aid to record promotion in view of the wide audiences involved.

To strengthen the impact of its record programs the station has hired two former Radio Luxembourg disk jockeys.

CBS & Sony Tie To Include Distribution

NEW YORK—CBS will end its affiliation with its distributors in Japan, Nippon Columbia, when the present licensing agreement expires in June 1968. Distribution in Japan will be incorporated as a branch in the newly formed CBS-Sony Record Company.

CBS will produce records locally in Japan, distribute them through CBS' world distribution system and publish the new operations pending approval from the government.

The president of the company will be chosen from the Sony directors, while doctors will come from both CBS and Sony.

CBS-Sony will concentrate on imported disks, and anticipate a 10 per cent share of the market by 1975-1976, or about 40-50 billion yen. Japan's record turnover for 1966 was $94,500,000 (3.19 million yen).

HALL ISSUE OF RAPHAEL DISK

MILAN — EMI-Italians has stepped release of a record in Itally by Spanish artist Raphael, while waiting for the singer to straighten out his contractual situation with Hispanov of Madrid. In July, Raphael signed with Spanish EMI label, ELE-Dosam, with coverage also including the U.K., France and Italy. Hispanov claims its current contract with Raphael is valid until March 1967, with an option for renewal. It requested Raphael to fulfill his obligations. Recently, Raphael was held by a Spanish court to be in violation of his contract with Hispanov.

MICHELE, center, renew his contract with RCA-Italians for a four-year term. Standing is RCA-Italians managing director Giuseppe Ornato, right, and the company's legal consultant.

DECEMBER 30, 1967, BILLBOARD
I'm going to try catching up in the spectrum of light, at all costs, with the traffic of Osaka. Arrived early evening having come in by Hanham express from Kobe on my way to catch the Jazz Festival which is better organized, group by group, than any other Japanese Jazz Festival. We traveled to one of the local rock stations and there were the Jaguars again whom I recognized because it had been getting quite an air play for days. The 35-minute cushion ride cost 80 yen (80 cents) and I was soon walking up this semi-dense electronic scene that stretched for a mile. Many record shops, one window showing the Beatles surrouned by young people and some background music might be an interesting experiment. Beales in a Gast bag with today's sound.

Record Shop I found and the layout more contemporary than anything I've seen in New York. Guitars, drums, electric organs, etc. take up the bulk of the shop. The floor where more instruments are shown. The rest of the floor has goods that may have been released in the States (e.g., English releases) and off to the side is a good size 45 display (320 yen. about 85 cents). There are many new and used records. There are also many poster-decor posters showing current Japanese rock groups.

At the Five Jazz Coffee Room but get lost in the maze of arcade shopping floors and end up in the Viking Room which is also semi-dense electronic scene that stretches for a mile. Still have some good Sanitary beer. Five blocks up I finally reach Jazz Tea Room which I see is the last of the Jaguars show me that I'm at the right place.

Admission is 500 yen ($1.25) and this is divided into one drink charge which is quite high. The refreshment is a very pithy, ornate building and you walk up three flights. Kaye swiftly completed the grand opening of the room. Upon entering, the Jaguars are on and the scene could be anywhere in the world. The stage looks like a concert setting. Many like their western contemporaries (hair, dress), are working right to their teenageopper audience. Stream-

By Harry Kaye

OSAKA, Japan—It is very easy to get caught up in the spectrum of light, at all costs, with the traffic of Osaka. Arrived early evening having come in by Hanham express from Kobe on my way to catch the Jazz Festival which is better organized, group by group, than any other Japanese Jazz Festival. We traveled to one of the local rock stations and there were the Jaguars again whom I recognized because it had been getting quite an air play for days. The 35-minute cushion ride cost 80 yen (80 cents) and I was soon walking up this semi-dense electronic scene that stretched for a mile. Many record shops, one window showing the Beatles surrounded by young people and some background music might be an interesting experiment. Beales in a Gast bag with today's sound.

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From the Music Capital of the World

AMSTERDAM

Pirate radio station Veronica is organizing a country and western night at the Neptun Hotel, Amsterdam Saturday (10). The show, promoted by (Cowboy) Gerard de Vries, will feature more than a dozen Dutch country and western bands and entertainers. Productions is staging a Dutch version of the American musical "I Do, I Do" (It. We Do) at the Willy de Vries Theater, starring Anni Namboe van den Bosch and Eddy Koster. In addition, four of the seven radio programs have been recorded with Estelle Harris in Holland to tape a radio series. ... French conductor Jean Ficheur has conducted a series of guest appearances with the Royal Concertgebouw Orchestra during the 1967-68 season.

CNR has released an album of the last two of Giuseppe Verdi's operas, "Mefistofele" and "La Forza del Destino," conducted by the late Bruno surface, and featuring a number of guest appearances with the Royal Concertgebouw Orchestra during the 1967-68 season.

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American News Reports

In Person Report of the Far East Scene

By Paul Revere

CARACAS

The local musicians' union has barred all foreign orchestras from playing in Caracas during the upcoming Latin American Music Festival (January 10-13). Two orchestras from Caracas and one from Buenos Aires will be the only groups to play there. Most affected by the measure will be Latin-American groups who in the past years have done well here. ... Erwin Eza, president of the newly created Camin Recordings, has announced the launching of tape cartridges with the music of some of the most important Latin artists. The first one released contains themes by legendary arranger/producer Armando Manzanero and his group (Palacio). Erwin Eza, president of the newly created Camin Recordings, has announced the launching of tape cartridges with the music of some of the most important Latin artists. The first one released contains themes by legendary arranger/producer Armando Manzanero and his group (Palacio).

Barcelona

Jose Manuel Serrano, one of Spain's leading Catalan singers, has signed with Vergara for release of his recordings in Italian on La Cita. His first album will go to Italy in January for promotion. ... El Duo Dinámico is also with Vergara. It consists of Josep and Francesc Carra. ... Adam Group, formerly with Sonoply, has signed with Vergara. They will appear in two TV shows in February and again on "Teletón" (16-19) and will promote the Tony Ronald composition "El Honorairy," ... Antonio Moreno, Lola Flores, Pura Fraile, Rafael del Rocio and Conchita Velasco have been forming a top Spanish export division where I was shown and after it got the best criticism of the group. Victor of Japan handles almost 100 labels (mostly U.S.) from all over the world. They are affiliates (Philips) and seem to be working very closely together. ... Harry Kaye, president of the newly created Camin Recordings, has announced the launching of tape cartridges with the music of some of the most important Latin artists. The first one released contains themes by legendary arranger/producer Armando Manzanero and his group (Palacio). Erwin Eza, president of the newly created Camin Recordings, has announced the launching of tape cartridges with the music of some of the most important Latin artists. The first one released contains themes by legendary arranger/producer Armando Manzanero and his group (Palacio).
From The Music Capitals of the World

The Magnificent Men, Capital group, at the Rivelor Theater, Ti- 
Meld, Mungo, D. J. P. D., and Shady Grove, Mf., Friday (29).
Bobby Darlin, Atlantic artist, head- 
Mildred in the Latin House, and at li-
N. J., Jan. 22-28, will also be with 
K. M. G. in London (30).
Bob Dylan, the Rolling Stones, and the 
L. G. M. in London (30).
Geraldine Fitzgerald is moving to 
Sydney from Toronto to take some 
advantages of the Sydney club.
(Continued on page 31)

International News Reports

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December 30, 1967, BILLBOARD

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Black Sabbath) and the Doors ("I'm 
not a good example)."

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and the Unknown Blues, Barracuda 
and the Power Plan, the Plastic 
Teens, the Gene Affairs, and the 
Vice Tea Party (who come from 
Sydney, with Bill Cooper, and 
O'Foilin, and the SABA, and 
Trance press chief George Nelson. 
SABA, distributed in France by 
Sydney's New York, the Jazz Grand Prix for 
Mary Lou Williams recording of 
"The Black Christ of the Andes."
From The Music Capital of the World

- Continued from page 30

she appeared on the Bandstand TV show. . . . Bobby Rydell, now working in Chequers nightclub in Sydney, has had "The Loving Thing" and "That's What I Call Living" released in Australia before it is released in the United States, where it was recorded for Reprise. One Melbourne radio station released the record without knowing the release date of the single. . . . The Stig and Hoedley's "Thoroughly United States company. . . . Hendrix and the party ofishoke for the over IRS is called "Vibes." It was to be dubbed the San Fran Disco but the owners though it might tie it to the hippie craze which could fade. . . . Radio 2LD in Sydney is selling Christmas cards featuring pop stars and their super personalities to help the Sydney Blind Appeal. . . . EMI staff held a surprise party at Sydney's oldest hotel, the Hotel of Waterloo, to celebrate Bill Robinson's 20 years with the company. He is the company's repertoire manager, sales division. . . . 2SM personality John Mahon has quit the station to host a morning program on Sydney's Ten TV station. . . . Jimmy Nichol, the drummer who stood in for Ringo Starr with the recently reformated Australia, is reported to be coming back to Australia. . . . "Thoroughly Modern Milly" is breaking all box office and LP sales records. . . . The Quin Trio have left Sydney to tour Japan. . . . Sydney's city pop discothek is opening for lunch hour trade during the Christmas school holidays. . . . Freddy Hampton and the Real McCoy have been the biggest Saturday night crowd in Sydney. . . . Jimmy Fidone, the lead singer of the discos in North Sydney. . . . The Haze pop group have been joined by two new vocalists without a gain in the group. The group is now three piece and aiming for a Jimi Hendrix sound. . . . The Heart and Soul will replace the Questions for two weeks next month in the Maltzam Campus Room while the Questions will be a cover on a cruise they won in the 1965 national contest. . . . "Kinda Country," a pop point of Australia and Western folk material, has signed a local E.P. . . . The Australian Record Company released the Roadway cast LP of "Mamie" in early December. We have been holding it for nearly two years, waiting for it to come off restriction. . . . ARC is strongly plug-

cago's big Picasso sculpture has got national attention, will get several more repeats at the Tonight Show in 1968. . . . Martha Glaser, Errol Garner's manager for 18 years, says the LP he just cut at Universal will be his best ever. She had high praise for engineers Jerry Declerq and Mike Hollaway. . . . Fabian will star in "Stag" 3 at Pheasant Run Feb. 13- March 3. The Playhouse will feature the Cynamones Dece. 28-31. . . . At the band clinic last week, Dan Gordon of Regal Records in Portland, Ore., said the outfit has new hands on its top 4716 North Interstate, 71217, (503) 283-0371

RAY BRACK

SUN JUN

Exquipt and his music (RCA Victor) opens for a nine-week engagement at the Puerto Rico Sheraton Hotel. This artist holds the attendance record at the Sheraton Hotel. . . . John Davidson (Columbia) will be at the Caribe Hilton Hotel for 21. Baritone Davidson's newest albums for Columbia Records are "My Best to You" and he co-stars in the Disney Film "The Happiest Millionaire." . . . The Sydney Symphony Orchestra of local producer Alfred D. Huffer and ballet Paquita Contreras comes to this end. Huffer, director for 17 years, produced over 17 albums for HER-COR by such artists as hisário of them discovering: Lucella (top seller in Puerto Rico, Chubba Avellanet, Julio Angel, Tammy, Galby, Fido and Milki, Abuelo de Peru, the Samoel, Los Ben Big, Los Angeles, Los Mac K, Naco, Los Clarabelas, Al Zeppa for their Hit Parade label, Huffer has not announced his plans as yet, nor what is to become of the label. Distributas Nacional de Discos will open its remodeled quarters in Cerca Street, Sentiment, during New Year's Day. DND, as known here, is one of the top record distributors in the Caribbean region and supplies all bars across Puerto Rico. Gilberto Gonzales, president, points out that the new quarters haves more space for 45 singles while most distributors in Puerto Rico are doing exactly the opposite. . . . ANTONIO CONTRERAS

WHEN SWEDISH MUSIC'S STIG ANDERSSON wrote the Swedish version of "Mr. Sugardown" and Mats Olson (RCA), he retitled the song "Laxa," the name of a small town in Central Sweden. The local newspaper editor and the arts were invited to visit Laxa where they were welcomed by hundreds of the townfolk and a large corps of newsmen. Flvenetside outside Laxa railway station are, left to right, Mats Olson, Tora Carson, the Laxa stationmaster and Stig Anderson, manager of United Artists in Sweden, publisher of the song.

DECEMBER 30, 1967, BILLBOARD
**BRITAIN**

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PARIS — Michel Jaubert, director of Import Manufacturers Jaubert, who has pioneered the sale of car stereo machines and 4- and 8-track cartridge machines in France, will fly to Tokyo in January to seek new contracts with Japanese manufacturers of tape playback equipment.

Since March, Jaubert has imported 6,000 M.30, M.45 and M.12 (home unity) machines from the Maruwa company. But now supplies of machines and spares have been suspended. Jaubert said: "I had an exclusive representation agreement with Maruwa for all the Common Market countries except Italy. And recently I have opened up the African market. I now have orders for 2,000 machines which I cannot fulfill because a big American company has brought pressure to bear on Maruwa to stop supplying me."

I intend to fight this move through the normal legal and commercial channels. I understand that the American company plans to set up its own operation in France and is attempting to eliminate competition in advance by cutting off my supplies. If I yield to this, it will mean that I have spent the last nine months just solidifying up the market for the American firm. Surely the potential of the tape cartridge market in Europe is big enough for both of us to share.

Suspension of shipment of machines from Japan comes at a time when the tape cartridge market in France and the Benelux countries is entering a phase of expansion.

The French Decca-RCA company has just leased its catalog to Jaubert and 8-track, 4-track and the smaller four-track cartridges are appearing on the market. The French CBS company also plans to initiate a tape duplication operation.

Raymond Légrand of Decca-RCA said Jaubert will open its own duplication plant in early 1968. The plant will embrace all tape configurations—8-track, 4-track and minidiscs. The 8-track cartridges are really those at 32 francs 90 ($0.68) and Légrand predicted that with large-scale duplication the price could come down to the level of the normal LP.
Tape CARtridge

Merc Issues 33 Cassettes; Company's Total Hits 233

CHICAGO — Mercury Record Corp. has issued 33 new cassettes, including their first offering from the Command label. The release brings the company's total number of cassette titles to 233.

The Command cassettes are by Terry Snider, Doc Severinsen Sextet, Tony Motolla & Orchestra, Ray Charles Singers, Brass Choir, Enoch Light & Orchestra and Dick Hyman.

Released from the ABC Records library under Mercury cassette contract are LP's by Judy Garland and Frankie Laine.

Impulse is represented in the release by John Coltrane and Dizzy Gillespie LP's. 20th Century's original soundtrack of Doctor Dolittle is included. And United Artists is represented by Leroy Holmes & Orchestra, Bobby Goldsboro, Quincy Jones, the Easybeats.

INSTANT FAST FORWARD is claimed for this Kinematix, Inc., 8-track cartridge player carrying a suggested list price of $99.95. The button, lower left, speeds up the tape three times merely by pressing and releasing it. Once to the desired selection, another push on the button starts the selection at the proper speed.

MR. AND MRS. GRADY BROWN, center, of Brown Sales in Columbia, S. C., winners of ITCC's "Mr. and Mrs. Tape Cartridge Ambassador" contest, attend a cocktail party in their honor at the Friar's Club in New York. The festivities were held prior to their leaving for the command performance, world premiere of 20th Century-Fox's "Dr. Dolittle" in London. With the Browns are the Jerry Gellers of ITCC.

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Associated Booking Corp.
Joe Glaser

DECEMBER 30, 1967, BILLBOARD
ALBUM REVIEWS

SPECIAL MERIT PICKS

ALBUMS

- NATIONAL BREAKOUTS

DONOVAN

- NEW ACTION LPs

A GIFT FROM A FLOWER TO A GARDEN

BAND

LOW PRICE CLASSICAL

MENDELSSOHN: SCENES PITHORITIDES/ KEMENNES: ALCEO-2000/COVENTRY: HILL (Decca)

JAZZ

DOLITTLE: LOVES JAZZ-Gordon Jack (Decca)

INTERNATIONAL

A SHIP IN THE STORM-Decca LP 2433 (M; EMI)

SINGLES

- NATIONAL BREAKOUTS

GIVE ME A LOVE I

- REGIONAL BREAKOUTS

THIS THING CALLED LOVE

ALBUM REVIEW RANKING

STARR PERSON STAR SPOTLIGHT

CLASSICAL

PECKING: KING (Highlight); Five/ISONIO: Youth Artists (MGM; London)

POPULAR

THE SERPENT POWER-UNIVERSAL

NASHVILLE SCENE

- Continued from page 26

Convention" in which he lists all the great fivethreader players of the world, who have been cut a few months ago. . . . The Lemans are probably a group of six-pound girl, Linda Leanne, who will be looked over by a threeyearold girl. . . . And when she went to the Dot West Bott, he took over an old man with a beard. At the Black Poodle Lounge in Nashville, Columbia, Don Westley has a scheduled January release, and the "Don't Think I'm Gonna Stop My Rock N’ Roll" says a little girl's name, "My Heart Couldn't Stand It." . . . As of the first of the year, Westley will break away from package travel, book on a single, and go into single booking for the Nashville area. He plans to form his own band around the group, . . .

NEW RELEASES

ABC

MANHATTAN BRASS CHORUS-Precedel (Philips, 12106, 12107)

ABBA

THE FIVE AMERICAN-Propulsion LP, BRT 4007

BUDHA

THE FIVE STEEPERS-Curly-Fur, FBM 1006

CAEDMON

FLOWER CHILDREN: Songwriters of the American Folklore Institute (Victory)

KENNEDY & LINDA-Three Songs of an American Girl (CBS)

STEWART, RON-Tiny Hands of a Country Singer (Capitol)

SHUGAREE-Eng Engry the First, ESL 719

CHECKMATE

BETHLEHEM-SYMPHONY NO. 4-9/2/Schott, 4106

RATHEN: SYMPHONIES NO. 101 & 144-Deutsche Verlag, C 70002

COLUMBIA

ERNSTSTADT Conducts Music of Our Time, Vol. 2; New York Philharmonic, LSP 8452, MPS 502 (M; VICTROLA)

CORAL

PETE FOUNTAIN Puts His Feet Down; CRL 5704, CRL 5705

CREATIVE SOUND

DAVID L. COOPER-Arranged, BRA (57499, 57500)

RUSSIAN CHORAL TRADITIONS-CHURCH SONGS: Propers (M; VICTROLA)

THE TUNES; CS 507 (M)

DECCA

THE MAIN SALT: DL 4302, DL 47005

ELEKTRA

THE BUTTERFLY BLUES RARE: organ, Parsons, LSP 104, LSP 105, LSP 106

EPIC

DELLAS LOVE JAZZ GORDEN BONN TWU, LSP 2434, S 5024

RUSSELL BAKER-Seven Days of the Week (M; VICTROLA)

VINS, PAT-World of Country Music-Part II, LSP 5927

VARGO, MONTY-Memories of a Rodeo Rider, LSP 5079

VARSITY ARTISTS-Merry Christmas: ABCS Children's Christmas, LSP 5080

Once Again-2994, 34174

VICTORKEN

FEBRUARY-Orchestra, LSL 34174

HICKORY

REX: CARNIVAL OF VARIETY, LPM 1247 (M)

LAMINA

PILTS: THE MUSIC FROM THE P потеряли logo, LSP 5082

TAMLA

THE PEARL OF THE PEOPLE, Saturday at Christmas, 7002, T. 281

TURNABOUT

MOZART: MASS IN C MINOR K 317/ISO/Coventry; London, EMI 9924

UNITED ARTISTS

THE BARKS from the Old South in the Style of Earl Pate COPPER(Cul), UAL 3600, UAL 660

VANGUARD

Le Pavillon: Jacques Brel, 1925-1967; BREL (51012, 51024)

VOX

HAYDEN: STRING QUARTETS, VOL. 1; Decca, 5607 (M)

WORLD

ZAZIE DE DU FRESNE; Universal, M 7002, M 7003, M 7004

ZONDORIAN

Introducing the SINGING TEENS, HLP 720
Method in our madness? Of course! "Turn on" the mod set with all the top albums recorded on Ampex Open Reel Stereo Tape. The "Mod Madness" pack from Ampex will include a total of 50 best-sellers, sparked by colorful display materials. Check the albums included in this promotion and notice how many of them are found in the Top LP list on the facing page. These are but a few of the many exciting artists included in the "Mod Madness" pack from Ampex.

- The Candlesmen
- Vanilla Fudge
- Fresh Cream
- Aretha Franklin
- The Box Tops
- Procol Harum
- Mamas and Papas
- The Doors
- Lovin' Spoonful

- Spanky & Our Gang
- Eric Burdon & The Animals
- The Supremes
- Engelbert Humperdinck
- Country Joe & The Fish
- Mothers of Invention
- Otis Redding

ASK YOUR AMPEX STEREO TAPE DISTRIBUTOR ABOUT THIS EXCITING PROMOTION!
The Beatles on 4 track!

4CL-2047 MEET THE BEATLES!
4CL-2080 THE BEATLES' SECOND ALBUM
4CL-2108 SOMETHING NEW—The Beatles
4CL-2228 BEATLES '65
4CL-2309 THE EARLY BEATLES
4CL-2358 BEATLES VI
4CL-2386 HELP!—The Beatles
4CL-2442 RUBBER SOUL—The Beatles
4CL-2553 "YESTERDAY"... AND TODAY—The Beatles
4CL-2576 REVOLVER—The Beatles
4CL-2653 BEATLES VI: PEPPER'S LONELY HEARTS CLUB BAND—The Beatles
4CL-2835 MAGICAL MYSTERY TOUR—The Beatles

The Beatles are among the great-sellers from Capitol available now from Muntz Stereo-Pak on 4-track cartridges—a fabulous Muntz sales exclusive!

Muntz Stereo-Pak spotlights a great world of stereo pleasure with over 100,000 chartbreaking stars, including Frank Sinatra, The Mamas and The Papas, Dean Martin, The Association, Bill Cosby, The Seeds, Petula Clark, Buck Owens, Lou Rawls, The Seeds, Billy Vaughn, Johnny Mathis, Robert Mitchum, Boots Randolph, James Brown and hundreds of others!
Join ASCAP for a song.

Bobbie Gentry, The Doors, Arlo Guthrie, John Phillips (The Mamas and the Papas), Joan Baez, Manos Hadjidakis, The Strawberry Alarm Clock and Jake Holmes did in 1967. And this year, if you have a song, you can join too.

Applicants for membership in the American Society of Composers, Authors & Publishers who meet the following requirements will be accepted as members:

WRITERS: Any composer or author of a copyrighted musical composition who shall have had at least one work of his composition or writing regularly published or commercially recorded.

PUBLISHERS: Any person, firm, corporation or partnership actively engaged in the music publishing business whose musical publications have been used or distributed on a commercial scale, and who assumes the financial risk involved in the normal publication of musical works.

STANLEY ADAMS, President

American Society of Composers, Authors & Publishers
575 Madison Avenue, New York, N.Y. 10022

9301 Wiltshire Boulevard, Room 408, Beverly Hills, California 90210 • 806-17th Avenue South, Suite 309, Nashville, Tennessee
### Top Records of 1967 (Based on Billboard Charts)

#### Top 100—1967

<table>
<thead>
<tr>
<th>Position</th>
<th>Title/Artist/Label</th>
<th>Week Peak</th>
<th>Date of Peak</th>
</tr>
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<tbody>
<tr>
<td>1.</td>
<td><strong>My Cup Runneth Over</strong>—Ed Ames (RCA Victor)</td>
<td>34</td>
<td>December 29, 1966</td>
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<tr>
<td>2.</td>
<td><strong>It's Not Unusual</strong>—Terry Stafford (Capitol)</td>
<td>12</td>
<td>January 20, 1967</td>
</tr>
<tr>
<td>3.</td>
<td><strong>The Letter</strong>—Box Top (Coral)</td>
<td>30</td>
<td>December 9, 1966</td>
</tr>
<tr>
<td>4.</td>
<td><strong>The Letter</strong>—Five Stairsteps (Coral)</td>
<td>14</td>
<td>January 17, 1967</td>
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<td>5.</td>
<td><strong>An Affair of the Heart</strong>—The Miracles (Motown)</td>
<td>31</td>
<td>December 30, 1966</td>
</tr>
<tr>
<td>6.</td>
<td><strong>My Love</strong>—The Rascals (Columbia)</td>
<td>7</td>
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<td>7.</td>
<td><strong>You Don't Love Me</strong>—The Temptations (Motown)</td>
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<td>January 6, 1967</td>
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<td>9.</td>
<td><strong>So Nice</strong>—Stevie Wonder (Tamla)</td>
<td>23</td>
<td>February 4, 1967</td>
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<td>10.</td>
<td><strong>You're So Fine</strong>—The Stylistics (Heavenly)</td>
<td>27</td>
<td>February 18, 1967</td>
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</tbody>
</table>

#### Top Country Singles—1967

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</table>

#### Top R&B LPs—1967

<table>
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<tr>
<th>Position</th>
<th>Title/Artist/Label</th>
<th>Week Peak</th>
<th>Date of Peak</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td><strong>Some boot</strong>—Aretha Franklin (Atlantic)</td>
<td>5</td>
<td>December 8, 1966</td>
</tr>
<tr>
<td>2.</td>
<td><strong>I Never Loved a Man the Way I Love You</strong>—Aretha Franklin (Atlantic)</td>
<td>11</td>
<td>December 15, 1966</td>
</tr>
<tr>
<td>3.</td>
<td><strong>I Say a Little Prayer</strong>—Lionel Hampton (RCA Victor)</td>
<td>13</td>
<td>December 22, 1966</td>
</tr>
<tr>
<td>4.</td>
<td><strong>I Never Loved a Man the Way I Love You</strong>—Aretha Franklin (Atlantic)</td>
<td>11</td>
<td>December 22, 1966</td>
</tr>
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<td><strong>I Say a Little Prayer</strong>—Lionel Hampton (RCA Victor)</td>
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</tr>
<tr>
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<td>11</td>
<td>December 29, 1966</td>
</tr>
<tr>
<td>7.</td>
<td><strong>I Say a Little Prayer</strong>—Lionel Hampton (RCA Victor)</td>
<td>13</td>
<td>January 5, 1967</td>
</tr>
<tr>
<td>8.</td>
<td><strong>I Never Loved a Man the Way I Love You</strong>—Aretha Franklin (Atlantic)</td>
<td>11</td>
<td>January 5, 1967</td>
</tr>
<tr>
<td>9.</td>
<td><strong>I Say a Little Prayer</strong>—Lionel Hampton (RCA Victor)</td>
<td>13</td>
<td>January 12, 1967</td>
</tr>
<tr>
<td>10.</td>
<td><strong>I Never Loved a Man the Way I Love You</strong>—Aretha Franklin (Atlantic)</td>
<td>11</td>
<td>January 12, 1967</td>
</tr>
</tbody>
</table>
TOP EASY LISTENING SINGLES—1967

TOP JAZZ LP’S—1967

TER HEN很好地

M. D. — an estimated 38 million people of all ages who read the article on Penny Nichols in the Nov. 28 (Yes!) issue of Look. You could call that the size of the potential market for her music. There's a single on Buddah called Holy Holy, and an album called Penny's Arcade.

www.americanradiohistory.com

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<table>
<thead>
<tr>
<th>Title</th>
<th>Artist/Producer</th>
<th>Label/Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hello Goodbye</td>
<td>Beatles (George Martin, Capitol)</td>
<td>2</td>
</tr>
<tr>
<td>I Heard The Grapes Ripe</td>
<td>Byrds (David Crosby, Warner Bros.)</td>
<td>6</td>
</tr>
<tr>
<td>Daydream Believer</td>
<td>Roy Orbison (Dawg, MGM)</td>
<td>7</td>
</tr>
<tr>
<td>Second Emotion</td>
<td>The Turtles (Jerry Keller, Columbia)</td>
<td>9</td>
</tr>
<tr>
<td>Woman, Woman</td>
<td>Roy Orbison (Dawg, Warner Bros.)</td>
<td>12</td>
</tr>
<tr>
<td>Judy in Disguise</td>
<td>Don Costa (Don Costa, Scepter)</td>
<td>6</td>
</tr>
<tr>
<td>Chain of Fools</td>
<td>The Rolling Stones (Rolling Stones, United Artists)</td>
<td>9</td>
</tr>
<tr>
<td>Boogaloo Down Broadway</td>
<td>Frank Sinatra (Frank Sinatra, Reprise)</td>
<td>13</td>
</tr>
<tr>
<td>How You Got Me to Love</td>
<td>Little Richard (Chess, Specialty)</td>
<td>14</td>
</tr>
<tr>
<td>Rainy Days in New York</td>
<td>The Ventures (Don Kirshner, Liberty)</td>
<td>10</td>
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<tr>
<td>Keep the Ball Rolling</td>
<td>Roy Orbison (Dawg, Warner Bros.)</td>
<td>11</td>
</tr>
<tr>
<td>Eight Days a Week</td>
<td>The Beatles (George Martin, Capitol)</td>
<td>12</td>
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<tr>
<td>I'll Be Loving You</td>
<td>Tom Jones (Tom Jones, Fantasy)</td>
<td>5</td>
</tr>
<tr>
<td>The Other Man's Grass Is Always Free</td>
<td>The Animals (Brewster, Capitol)</td>
<td>13</td>
</tr>
<tr>
<td>It's Almost Like Being in Love</td>
<td>The Beatles (George Martin, Capitol)</td>
<td>14</td>
</tr>
<tr>
<td>Stolen Moments</td>
<td>The Beatles (George Martin, Capitol)</td>
<td>15</td>
</tr>
<tr>
<td>Guess Who You're Wetting</td>
<td>The Beach Boys (Mike Love, Capitol)</td>
<td>16</td>
</tr>
<tr>
<td>I Don't Want to See Her (Baby Come Back)</td>
<td>The Beach Boys (Mike Love, Capitol)</td>
<td>17</td>
</tr>
</tbody>
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**HOT 100 TO 2**

<table>
<thead>
<tr>
<th>Hot 100 No.</th>
<th>Title</th>
<th>Artist/Producer</th>
<th>Label/Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>101-64</td>
<td>BUBBLING UNDER THE HOT 100</td>
<td>Arthur Pepple, Verso 3014</td>
<td></td>
</tr>
<tr>
<td>63</td>
<td>BUBBLING UNDER THE HOT 100</td>
<td>Arthur Pepple, Verso 3014</td>
<td></td>
</tr>
<tr>
<td>62</td>
<td>BUBBLING UNDER THE HOT 100</td>
<td>Arthur Pepple, Verso 3014</td>
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<tr>
<td>61</td>
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<td>59</td>
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<td></td>
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<td></td>
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</tr>
</tbody>
</table>

**HOT 100 A TO Z**

- A1 To A5
- A6 To A10
- A11 To A15
- A16 To A20
- A21 To A25
- A26 To A30
- A31 To A35
- A36 To A40
- A41 To A45
- A46 To A50
- A51 To A55
- A56 To A60
- A61 To A65
- A66 To A70
- A71 To A75
- A76 To A80
- A81 To A85
- A86 To A90
- A91 To A95
- A96 To A100

**COMPILED FROM NATIONAL SELL-SUMS AND RADIO STATION PLAYLISTS BY THE BILLBOARD POPULARITY DEPT. OF BLOOMBERG RESEARCH, BILLBOARD.**

**COPYRIGHTED MATERIAL.**
Yes, Virginia, there is a new Lovin' Spoonful album.

And it contains two extra bonuses: the next Lovin' Spoonful million record-seller; and what is sure to be the most talked about track of 1968, "Younger Generation," which is not now intended for single release.
**TOP 20 SPOTLIGHT**

**Spots Predicted to reach the top 20 of the HOT 100 Chart**

- **SPANKY & OUR GANG—SUNDAY MORNING**
  (Prod. Sam Feld/Brook) (Writer: Gurrery) (Blackwood, BMG)—This hot follow-up to "Lazy Day" will hit with equal impact and should prove their biggest to date. Powerfully smooth material and excellent arrangement and vocal work. Filmed: "Echos" (Columbia/Third Story, BMG). Memory 77256

- **LOVIN’ SPOONFUL—MONEY**
  (Prod. Levan Spoonful & Joe Walsh) (Writer: Sacred) (Falstaff Virtue, BMG)—This infectious and clever piece of easy beat rhythm material has all the ingredients to take them right to the No. 1 spot. Arrangement, featuring a typewriter, is a winner. Filmed: "Close Your Eyes" (Falstaff Virtue, BMG). Kama Sutra 241

**NEIL DIAMOND—NEW ORLEANS**

(Prod. Jeff Barry & Elya Greenhill) (Writer: Rayner Guida) (Rock Hudson, BMG)— This blockbuster that will rocket Diamond right back to the top of the HOT 100. Discharge switch with a sexy vocal workout! Diamond and chorus. Filmed: "Henry Parky" (JBL, BMG). Bevo 584

**ROBERT KNIGHT—BLESSED ARE THE LONELY**

(Prod. Burt Bexx & Mac Sawyer) (Writer: Genei-Gayl) (Sons of Guns, BMG)—This strong ballad follows up with all the sales potential of their initial smash. Filmed: "It’s Been Worth It All" (Sons of Guns, BMG). Rising Star 707

**SPECIAL MERIT SPOTLIGHT**

Spotlighting new singles deserving special attention of programmers and reviewers.

PETE & GORDON—NEVER END (Felicia, BMG). (Prod. John Kenley) (Writer: Walter—interpreting rhythm balled penned by Gordon Walker and center preserving trend of one of the day’s best commercial efforts in a rare, Capitol 2571

- **KIM WINDSOR—HOWL (Kidd, Hardtall, BMG). (Prod. Stevenson, Shelley & Cooper) (Unison, Cooper-Stone) A solid beat rhythm that moves with tight finish with an easy d Juke. BMG 7166

- **CREAM—Sonnets of Your Love (Queerart, BMG). (Prod. Feli Bepro) (Writer: Brook-Brook-Beethoven) Makes the most with a composition that could make the top LP sellers in the singles field. Atco 6366

- **ANDY DILLIS—If My Heart Had Windows (Glad) (Bree) BMG). (Prod. MC) (Writer: Frank)—Composer in song writing Don Cizel and currently a country hit by George Jones, Russell has a new four hour showing with program... (name and line, Jukebox and line, Capitol 2897

- **JEAN-Paul VIGIL—Dee Dee (Calef, BMG). (Prod. Brian) (Writer: Cliff) A new monitor that moves with program... (line by line, program, Jukebox and line, Capitol 2897

- **LAXAR ELLA—Rain (Rain) (Horst, BMG). (Prod. Peter Brokar) (Writer: Harry) The music really works back with him and another interpreter in a beautiful reading that builds into a production finish. Tower 1371

- **VINCE BILL—Why Can’t I Remember (To Forget You) (Curt) (Prod. Bob Everett) (Writer: Brian) One of Everett’s top disc skills, still offers a strong balled that builds into a powerful production and should do much to establish him in the A. Tower 320

**TOP 20 COUNTRY**

**Spots Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart**

- **SONNY JAMES—A WORLD OF OUR OWN**

**CHART**

**Spots Predicted to reach the TOP SELLING R&B SINGLES Chart**

**SMALLS A LITTLE MORE SOUL**

(Prod. Joe South) (Writer: Whitting) (Gall, BMG)—This Shutterock rock with clever line very similar to the top spots... (name and line, Capitol 2607

- **DONALD HEIGHT—GOOD TO ME**
  (Prod. Bert Bessum) (Writer: Rodning-Sund) (Rabe-Rate, BMG)—Souful, wailing from this loaded with programming and sales appeal. Much pop appeal as well as this powerful performance of Iris. Featuring material. Filmed: "Dance For Me" (Wall N’soulful SONGS, BMG). Sheet 522

**CHART**

**Spots Predicted to reach the R&B SINGLES Chart**

- **HOMER CARR-NEARLY (Browny-Brownie) (BMG) 15877**

- **MOUTH COLLIER—That’ll Be Good Enough For Me (Sawry, BMG) CHESS 2035**

- **JIMMY REED—Crazy Over Oklahoma (Addison, BMG) BLUEWAT 4012**

- **JIMMY HOLLAND—I Can’t Stand It (Sunny Sky, ASCAP) BMG 4013**

- **MARGLIE JOHNSON—Why Was A Man Born To Lie (Soulful, BMG) OCHER 7204**

- **JEFF SHERWOOD—Swing Off High (Clive, BMG) CORTT 5568**

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

DECEMBER 30, 1967, BILLBOARD
CHICAGO—Admiral Corp. has added eight new solid-state stereo/phonographs to its 1968 line.

The new models are the Langford model Y1771S with FM/AM radio, external speaker terminals, floating stereo speakers, separate bass, treble, loudness and balance controls and a low-mass tone arm for full fidelity at stereo minimum tracking force and record wear. Price is $299.95.

Other new models are the Langford model Y1770S, for two 12-inch woofers, two 3½-inch tweeters, four 4-inch mid-range speakers in a 72-inch cabinet.

The Rawlings model Y1711S and the Cornell model Y1710S have all the features of the Langford plus FM stereo. Both models are under $300.

At $299.95 are the Brandon model Y1721S and the Pearson model Y1723S. Each has six speakers, low mass tone arms, FM/AM radio with stereo, AFC, storage compartment, casters and separate bass, treble loudness and balance controls.

The Cummings model Y1731S, an eight-speaker unit at $299.95, offers two 12-inch woofers, two 3½-inch tweeters, four 4-inch mid-range speakers in a 72-inch cabinet.
Audio Retailing

PRINCIPAL EXECUTIVES involved in Harman-Kardon’s appointment of our Southern California sales representatives appear happy with the deal. From left are Jack Berman, president; Jack Berman, chief operating officer; and Michael Stern, corporate vice president of marketing for Harman-Kardon. Peter Hine, president of Hine Entertainment Group, is responsible for the sale.

Accessories, Wide Display Boost Tape Recorder Sales

BOULDER, Colo.—A complete tape accessory department, c. u.-v., "ampli-shaped" shelving and private demonstration rooms to help qualified Music Showcase here as a leading retailer of high-end audio equipment.

Owner Quentin Karlsruhe, who had trained in music equipment merchandising in Minneapolis before coming to this Colorado Marketplace city in 1963, specialized in selling equipment at the $300-and-up level.

Karlsruhe puts his accessory inventory at the top of his traffic-building list. Know that we cannot turn every jack plug, patch cord, conference microphone, replacement part or just use a customer might request," Karlsruhe said. "We have found, however, that by budgeting considerably more of the inventory for accessories, we can achieve about 80 percent of such requests. This has meant that we have had to keep close tabs on what's selling in the area, not only the big orders, but the small orders. Dealers try to carry such a complete line that customers will go out of their way to visit us."

Tape Accessories

Karlsruhe's tape stock, certainly one of the largest in Boulder, contains the most diversified choices. From tape recorders of all sizes, the trend toward smaller, high-quality battery-operated tape recorders, to specialized businesses, Music Showcase stocks 3-inch reels in 300-, 400-, 600-foot lengths, to meet the ever-present complaint of small-record ownerers that "the tape runs out too soon."

Similarly, 7-inch reels are stocked in 3,000-foot lengths, giving the longest playing time possible with that size of reel. New "king-size reel," an inch and a half greater in diameter, will provide eight hours of tape play. Features like these are critically available anywhere else in the area, are responsible for tremendous good will and customer-pulling ability.

Unique Display

The Colorado store has constructed a unique amplifier-shaped shelving which curves around in a general 25-degree arc. The arc is one of the tape recorders, always on display, are spaced nearly an arm's length apart, with a repeating 14-inch, crescent-shaped, so that a prospect standing in the center of the display can see every recorder with equal ease.

This has consistently paid off, with the ability to keep up the "booth look" which long, straight shelving brings, Karlsruhe said. "The ability to point out a dozen different recorders without the customer taking a step, outlining the particular advantages of each, is extremely valuable."

All recorders shown along the amplifier-shaped shelving are cross-connected into a variety of speakers, to give the customer a quick, concise picture of what he can expect if his chief interest is in music. Accessories, on the other hand, are kept up at the front of the store, behind the cashier's desk, where the customer may be in a hurry can immediately spot any of 450 items he wants, point it out, and be on his way.

Listening Rooms

Separate listening rooms allow the customer to test the various types of music, dictation, and electronic features. The prospect is left alone with the machine after a demonstration, to decide for himself. This sort of "self-sell" up with as many as two or three machines moved into the separate listening room at the customer's convenience. Karlsruhe values vast quantities of top-price-bracket recorders.

All recorders in stock are sold with a long-term guarantee over and above the manufacturer's guarantee. Some manufacturers are offering only a block warranty, guarantee that quick, dependable maintenance and repair is always available.
Coin Machine News

Vendors-Into-Music Rated
As Biggest Story of 1967

By Ray Brack

D. Gottlieb & Co. has been celebrating its 40th anniversary by moving part of its operation into this new plant at 165 West Lake Street, Chicago. The firm has occupied three plants in Chicago since Dave Gottlieb founded the firm in 1927.

Servomation Adds
To Music Routes

RIVERSIDE, Calif. — In the wake of United Servomation's recent acquisition of Music-Matic, Inc., an exclusive jukebox operating firm headquartered in Santa Ana, Billboards has learned that Servomation's West Coast involvement in music now includes three major operators in this area. The three firms acquired were Valley Vendors,fact

Billiam

As E. Pierce, an operator in this area. The three firms acquired were Valley Vendors,

and

and

and

Area operators say Servomation has become an important factor in jukebox and games throughout the greater Los Angeles area. United Servomation will use the large, modern facilities of Music-Matic as a base for still further expansion in

Orange County, said to be the fastest-growing metropolitan area in the U.S.

The expansion by vendors into jukebox operating is a trend in the separate areas of the country where local conditions warrant the addition of music as a competitive factor in off-street operations. Such expansion is particularly applicable in operator-run operations.

Nearly every profitable off-street location here involves loans and substantial investments in equipment.

Location contracts are the rule, not the exception. In such competitive climatic areas, such as Los Angeles, each vendor must be adequately capitalized and employ highly efficient procedures.

Brinkmann Sets Up
E. Hartford Branch

EAST HARTFORD, Conn. — Charles H. Brinkmann, Jr. & C. Corp., has established a branch distribution office here adjacent to Dave's One-Step Record Service.

The firm handles the Wurlitzer and allied vending and game equipment purchased by Midway, United Billiards, U.S. Billiards and Vendo included.

Cole & Bailey sit at the offices at 313 Park Avenue from 8:30 to 11:00 a.m. on Thursdays, Dec. 29, and Friday, Dec. 30.

Cigarette Study Shows Need
For 'Programming' Brands

NEW YORK—Operators of cigarette machines, faced with an increasing number of competitors and the growing demand for 100's, may be best equipped to "program" brands and avoid lost sales among "marginal" brands by consulting a new marketing concept by Philip Morris, Inc.

Raleigh Operator
P. E. Pierce Dies

RALEIGH, N.C.—Funeral services were held last week for Priestly E. Pierce, longtime owner and operator of Pierce Music Co., 413 E. Martin St. Among the survivors is Priestly Pierce Jr., who will carry on the business.

(continued on page 53)
Candy Industry Sees 1968 Boom

CHICAGO — Candy sales at the wholesale level are expected to hit $1,780 billion in 1968, in spite of such negative factors as an unfavorable import-export balance, rising ingredient prices, wage rates, a scarcity of skilled labor and competition from snack foods, soft drinks and diet foods.

The $1,780 billion figure estimated for 1968 would be 7 percent over this year's figure, estimated at $1,664 billion. Estimated sales this year are 7.8 percent per cent ahead of 1966.

Per capita consumption of candy is expected to increase to 20 pounds in 1968. It was estimated at 19.6 in 1967 and was 19 pounds in 1966.

Confectionery production is expected to go over the 4 billion pound mark next year, establishing another record. The anticipated output of 4,044 billion pounds would be 5 percent over this year's estimate of 3,851 pounds.

The estimates are based on preliminary statistics released by the U.S. Department of Commerce.

**Growth Factors**

Growth factors mentioned are the steadily rising disposable personal income in the U.S. expanding at a rate of 7 percent a year, the increase in population, now growing at a 1 percent rate; the added increase in the teen-to-20 age group, now growing at a rate close to 2.5 times that of the population as a whole.

Additionally, the entry into the candy industry of large corporations such as P. Lorillard Co., W. R. Grace & Co., Pet., Inc., and Standard Brands, has brought about more use of automation and greater emphasis on product research and development, packaging, marketing, merchandising, promotion, public relations and advertising.

Consumer education programs and public relations sponsored by the National Confectioners Association are said to be other contributing factors in the candy boom.

Chief among negative factors is the 50 percent reduction of tariffs on imported sweetened chocolate as a result of the recent General Agreement on Tariffs and Trade. The reduction will go into effect on Jan. 1, 1968 and will be leveled in five equal installments over a 5-year period.

**New Foods**

Foods expected to launch included a 5-cent capsule item which includes a wide variety of designs in rings for both boys and girls. Each bag of 1,000 operators receive a display containing 28 extra rings. Extra displays are available for 50 cents each.

"Thing Brooch" is a new 10-cent mixture consisting of eight items built around the feature item, "The Thing Brooch." Another 10-cent mix is built around "Nod-Nik," Penny King's little rings that "snappy sayings" spelled out on the sliding panel that comes up through an opening in the top of his head.

Another assortment of rings for 5-cent capsules is Capsule Ring Mix 53. Each bag of 250 rings includes a foam display of 28. A ring mix for penny vending featuresicker rings of animal funny faces and other comical faces. It is also available with a foam display of 28 rings.

Two other penny rings mixes are one group built around the "Wizard of Oz" characters from the popular children's television show, which comes with an attractive display front, and another disagree ring group, entitled "A Go Go" rings.

Penny King also has "Link-It Trinkets" available as a mix in four items: gold vacuum plated, half plastic and half plated, assorted colors in plated style; and assorted bright plastic. Also new, is Penny King's Midget capsules for penny vending machines are available: deck of cards: two dice; violin skeleton; and bright plastic bags.

**More LP's By Garwin Sales**

CHICAGO — Garwin Sales has issued two new, Little LP's. The Rolling Stones' "Batanic Majesties Request" on London and Nancy Sinatra's "My Way With Nancy" on Reprise.

The Stones' LP includes "She's a Woman," "Get Up and Go," "Out of Time," "Let Me Be Your Mother," "Spread Your Love," "Tired Of Waiting For You," and "Time Is On Our Side." The Sinatra LP is titled "This Town" and "Lost in the Stars."
Vending News Digest

SmokingReportedly Up 2 Per Cent

NEW YORK—A year-end study indicates that during 1967 Americans smoked about 2 per cent more cigarettes than in 1966. The increase in sales this year is said to reflect largely an increase in the number of youngsters who reached smoking age. There is also speculation that many persons who switched to cigars and pipes when tobacco was in short supply in 1966 returned to cigarettes in 1967. Despite a stronger report by a U.S. Public Health Service panel this year, cigarette consumption has risen.

The U.S. Department of Agriculture estimates that the average cigarette smoker, 14 years of age or over, consumed 4,295 cigarettes (215 packs) in 1967.

Nev. Cigarette Tax Hike Unlikely

CARSON CITY, Nev.—State lawmakers here report little enthusiasm for a proposal by the Nevada Municipal Association which would raise the tax on cigarettes from 7 to 10 cents a pack. A spokesman for Gov. Paul Laxalt said he “has not committed himself on the proposal” by the association, which urged the measure be put on the agenda of a special legislative session next February.

Avenco Photos Win in Contest

MINNEAPOLIS—A pair of color photographs used in the merchandising display programming of Avenco's Executive '70's Music-lover coffee unit won first and second places in the 1967 Minnesota Professional Photographers Association 1967 contest held here recently.

NEW VICTOR 77 GUM & CAPSULE VENDORS
A REAL SALES STIMULATOR IN LOCATION

V-1 and V-2 machines. Great locations available with 12-16-10 ft., 24 or 50 ft. of curb. Removable case display for easy co-foiling. Hold 1600 capsules (100 count). 15 ft. terminals. $144.00.

PRICE $39.00 each with FREE WRITE, WIRE OR PHONE

GRAFF VENDING SUPPLY CO., INC.
Dallas 47, Texas

SCHOENBACH CO. Manufacturers Representative Ameu-Ame Distributor

MACHINES

With every OAK 77 or 78 machine you purchase, we are offering ONE FREE PILLS (120 cts) of capsules.

Hot - Hot

Expected to be announced under with.

May 1-5, 1968—Amusement Trade's annual convention, Palace Hotel, Las Vegas, Nevada.

May 20-22, 1968—National Vending Operators, annual convention, Board of Trade, Chicago, Ill.

May 24-26, 1968—Florida Amusement and Music Association, annual convention, Newport Resort Motel, Miami Beach.


June 7-8, 1968—Electric Trade Exposition, Hannover, West Germany.

SENIOR BROOKE, a leading Republican junior senator to the committee, will address the 1968 National Confectioners Association's 60th Annual Convention in Boston May 29.

Please rush complete information and prices on Northwestival SUEFiXl Fall Gum-Charm Vendor as illustrated also as other Northwestern machines.

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Every issue is packed with profit-making ideas for operators of juke boxes, amusement games, audio-video machines, pool tables, bulk, cigarette and other vending machines, background music equipment, kiddie rides, etc; plus comprehensive coverage of the record industry.

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DECEMBER 30, 1967, BILLBOARD
Season's Greetings from Bally and its distributors to amusement operators the world over!

"you can bank on a Bally game"

BALLY MANUFACTURING COMPANY
2640 BELMONT AVENUE
CHICAGO 18, ILLINOIS

Seasons' Greetings from Bally and its distributors to amusement operators the world over!

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CHICAGO 18, ILLINOIS
SEGAPORTS has opened a Southern Japan regional head-
quarters building near the expressways. (Kobe, Kita Province; Kita-ku, Osaka.) This is the
new facility, which will serve the region as a com-
bined showroom, inspection and repair shop, storage area and parts warehouse. An employee's dormitory and parking area have been placed adjacent to the main building. Fifteen of Sega's 38 branch

OSAKA — Sega Enterprises opened its Kansai regional head-
quarters building here recently with a party attended by 200

guests. The new $300,000 facility will serve the region as a com-
bined showroom, inspection and repair shop, storage area and parts warehouse. An employee's dormitory and parking area have been placed adjacent to the main building. Fifteen of Sega's 38 branch

A PARTY OPENED Sega's regional headquarters at Osaka, and among the persons present were, from left, Messrs. Ohashi & Mine of Japan's giant Toho Film Studios and David Rosen, managing director of Sega.

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A DYNAMIC NEW CONCEPT FOR THE COIN MACHINE INDUSTRY

Billboard

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to heighten opportunities for expansion of Coin editorial coverage and special services.
to significantly broaden the scope of Coin Industry leadership.

AND... TO SUBSTANTIALLY REDUCE COIN MACHINE ADVERTISING RATES
**THE TEMPTATIONS IN CONCERT** (Vanguard: VSS 7048 (3)).

The Temptations have their standard ballad-fest sound for some easy listening numbers and one dark side of the Temptations, "Stand By Me," with Paul Williams' musical and Venera's fine vocals, for those who love the Temptations. A cut of "They May Say I'm a Fool," with the band's R&B feel, is also included. The Temptations are known for their soulful renditions and this album captures their essence perfectly.

**LOVE, FOREVER CHANGES...** (RCA Victor: LSP 2908 (4)).

This album features a collection of original compositions from the hit movie, "Love, Forever Changes..." The songs include popular tracks such as "I Can't Help Myself," "Cryin' Over You," and "This Time I Know," all of which have become classic hits. The album is a must-have for fans of the film and those who appreciate the soulful sounds of the 1960s.

**NEWSPAPER**

**PROFESSORS**

**THE MCTOWN SOUND VOL. 8**

**INSTALLATION OF ORIGINAL 16 BIG HITS**

RCA Victor LSP 666 (4). Not after the reviews of this album from the New York Times, Rolling Stone and the Observer, the Four Tops Gang is not, but the sound and most of the hits will be pitch perfect.

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