Spiraling Instrument Costs Rock Rockers

By RAY BRACK

CHICAGO — The typical five-man teen-age rock and roll combo is now spending $5,000 for equipment.

"And this is a conservative figure," said Jim Darow, musical instrument department manager for Blasco Musical Instrument Co. here, the top pop musical instrument retailer in Chicago and among the national leaders. Blasco is exclusively in pop musical instruments and handles all major name brands. At Billboard's request, Darow broke down the typical teen-age rock组合's equipment investigation in terms of equipment category and price.

"We're talking about the kids who are playing a few high school hops and who have graduated from their beginning equipment," he said.

The well-outfitted combo will spend the minimum of $800 for drums, probably Rogers or Ludwig. And right now they're demanding double.

(Continued on page 12)

CARtridge Variety Packs
The Spice of Product Life

By ELIOT TIEGEL

LOS ANGELES — Sample packs, variety packs, "4 Star Specials," call them what you will, they are quietly becoming a pro- grammed cartridge product here.

Introduced by Capitol Records last year, its variety pack prod- uct is holding up nicely, reports Bill Beutler, who oversees the firm's cartridge operation.

"This kind of product is extremely well accepted at the consumer level," Beutler says.

ABC to Buy Schwartz Bros.
In Disturb Expansion Move

By AARON STERNFIELD

NEW YORK — ABC Records, which entered the distribution field a year ago with the acquisition of the New Deal complex in New York, is expected to buy Schwartz Brothers, old-line Washington distributor, shortly.

Despite rumors that Schwartz Brothers would be purchased by Transcontinental Investing Corp., the pending sale to ABC Records was confirmed by a reliable source.

The upcoming acquisition puts ABC in a strong geographical position with regards to the various facets of merchandising—distribution, rack jobbing and one-stopping.

The New Deal operation's next move was the takeover of the C&C complex, which covers the Northwest from Seattle. On the heels of the C&C acquisition, ABC picked up the Bil- links rack jobbing operation, which covers the Rocky Moun- tain area from Salt Lake City.

The forthcoming acquisition will put ABC in a strong mer- chandising position in the important Washington-Baltimore area.

Thus, ABC's merchandising position will extend to the Northwest and in the Rocky Mountain area. After ABC con- solidates its position, it seems a

(Continued on page 8)

Randy Wood in
Records Again

LOS ANGELES — Randy Wood, ex-president of Dot, will return to the record business with a new label, Ranwood, with the initial product release scheduled for March 1. The label, a subsidiary of newly formed Ranwood International, Inc., will be headed by Larry Wek as general manager, and will include Mrs. Christine Hamilton (sails), and Bob Varian (finance) in its executive lineup. George Cooper is representing Wood in Nashville. Wood told Billboard that he has launched a "large" acquisition program.

(Continued on page 12)

Dot Closeness Concept Hits

LOS ANGELES — The Gulf & Western subsidiary, Dot Records, is working closer with recording-motion picture wing under the Paramount Picture banner.

A good example of its success concerns the music from "Mission Impossible," a Para- mount TV feature, inactive for several years until Bill Stinson, head of the publishing operation, took the score to Dick Peice, Dot's new general man- ager. Peice gave the green light.

(Continued on page 8)

Sound Unifier Out
Atl., A&M Users

By MIKE GROSS and ELIOT TIEGEL

LOS ANGELES — A new device designed for the playing of stereo material through mono- naural playback equipment has been unveiled by engineer Howard Holzer. Atlantic Records and A&M Records have already started working with Holzer's invention called the "every- stereounifier." Atlantic has re-mastered a number of its new releases to show at the company's sales convention in Nassau Monday (15) and will break into the new system officially with its February release on albums featuring Artha Franklin, the Ras- cals and another artist yet to be named.

Atlantic is now working on a name for the system to designate its applicability to monaural playback equipment. When At- lantic moves into the new sys- tem it will no longer manufac- ture monaural records. The "stereo" designation will appear alongside the word "stereo" on the new system, and it's expected that the "stereo" tag will gradu- ally be taken off leaving the new designation standing on its own.

A&M is being more cautious in its approach to the new equipment, but will use it in its new custom studios now un- der construction. Holzer claims that MGM is the next label to receive the generator and that contemporary Records, the jazz label, is also interested.

Significance

The significance of the invention to the recording and listening process has been conducted at the center, is that stereophonic program material can be broad- cast, recorded, or played back in a manner that as heard mono- naurally from a non-stereaural re- ceiver or record playback sys- tem will still have the same balance and quality as in the original live performance, sans only the directional character.

The "CSG System," as Holzer calls the 19-inch by 3/4 inch by 9-inch unit, employs a "logic system" which eliminates the necessity of monaural channel information in the mixing down of a stereo recording for airing by non-stereo AM and FM radio stations. Broadcasters are now being faced with the problem of disappearing monaural rec- ords from several key manufac- turers.

The "CSG" unit will rent to a record manufacturer for 1,000 a month on a yearly mini- mum contract. Holzer has filed his applications for patents on

AR to Bow 23-Nation Flying Tape Display

By LEE ZHITO

MELROSE, Mass.—Automatic Radio will fly a specially outfitted aerial to major markets in 23 countries in the Western Hemisphere to show- case its tape cartridge playback equipment and promote the cartridge industry in general. The plane, a twin-engine Convair, is dubbed the "Miss Tape-Dek," and will take off next week on a 10-week whirlwind flying showroom tour of the Hemisphere's key markets.

The aircraft will be staffed by a multi-lingual crew equipped with multi-purpose radio communications so that AR's sales executives will be able to call directly to its accounts before landing. Sales meetings will be held with various airports, coupled with press conferences, and in some instance government officials will be invited to State events with various top government officials attending.

The plan is for AR's "Miss Tape-Dek" to be a fully equipped flying showroom, displaying the

(Continued on page 10)
Quicksand

"Dreamer's Dream" #9422

The Youngbloods
**MGM Meet Racks $3 Mil. in Billings**

Barbara Ann—With a drive aimed directly at MGM, Cardinal Records kicked off its 1968 release program with a distributor sales meeting and promotion presentation here, (9-12). The Copeland, Sindle, Posey, its three Boston-originated groups, the Ultimate Spinaches, Beacon Street Union and Orpheos, and the other top names from the MGM stable of artists, previewed its successful distributor sales goal program. A live was ordered for more than $3 million, with MGM Records alone accounting for orders in excess of $1.7 million. The other labels represented were Veve, Kama Sutra, BBB and Carnegie Parkway.

**The Sound of Tomorrow** was the theme used throughout, with much emphasis placed on the label's new groups. Aside from the three Boston groups, MGM Records presented albums by Jerry Lanning, Gloria Loring and Wayne Newton. The former two are new on records and Newton's album, MGM’s first, was the first赶上.”

**London Sets ’40 Greats for ’68 & New Sound to 200 at Meeting**

Kiamesha Lake, N.Y.—London Records has announced a slick film presentation during its sales convention at the Concorde Hotel, this week. London will introduce its new product and new production techniques to the 300 dealers, distributors, rack jobbers, one stops and retailers. Highlights will be a feature film, “Fifty Years on the Come-up,” going out under the banner of “40 Greats,” a presentation and introduction of an audio technique which is being encompassed under the term “New Sound.”

The principle of “New Sound” is to give sound工程师 going out under the banner of “40 Greats,” a presentation and introduction of an audio technique which is being encompassed under the term “New Sound.”

The principle of “New Sound” is to give the London label a greater sound picture and better stereo possibilities. The new recording techniques, developed in England, claim to have achieved such a level that the music engineer, the sound engineer, or a combination of both, can keep the clarity of the music on paper at a near professional level. “It is,” they say, “a sound that wraps itself around your ears, a pop/hippie act from one to back, providing errorless listening experience.”

The “New Sound Series” will be launched with six albums on Jan. 13. In the “In the Night” theme, featured in the first release are Corney, Alpert & Simon, Peter’s, The Kasey Kay Orchestra, David Whitaker’s Orchestra, Tony Orlando and Elmo & Pianos of Tony Osborne. “The New Sound Series” will be launched with six albums on Jan. 13. In the “In the Night” theme, featured in the first release are Corney, Alpert & Simon, Peter’s, The Kasey Kay Orchestra, David Whitaker’s Orchestra, Tony Orlando and Elmo & Pianos of Tony Osborne.

**WB Sales Meetings Get 2 Million Albums**

Los Angeles—Warner Seven Arts 22-city tour to introduce 14 new January album releases is expected to result in a 2 million dollar show, reports the label. The 22 cities on the tour are traveling the nation from Jan. 2-6 with information and displays of the new product for audiences consisting of distributors, dealers, rack jobbers, one stops and major rack jobbers.

The local meetings were termed a success by the company which felt that local contacts were established and more effective than regional conferences which the company has been using instead of national conventions. This year, however, WB celebrates its 10th anniversary of the annual convention in Hawaii in July. As a result of the tour, hundreds of writers, producers and editors from the local press, including the popular writers, producers and editors from the local press, including the popular...
Jubilee Plans Complex on Coast

NEW YORK—Jubilee Records' West Coast operations, which include the pressing plant, plating and imaging operations, will be housed under one roof in a complex which should be completed within 18 months. An integral part of the Jubilee complex will be the engineering work that has been under way in Los Angeles for the past 12 months.

The Los Angeles plant will serve as a pilot for Monarch Equipment, a company that was formed in the Los Angeles section of the city. The plant will perform the same functions as the Monarch West Coast complex.

Jubilee's new plant will be located approximately 30 miles from Los Angeles. The new plant will be equipped with all the latest recording and pressing equipment available. Jubilee's New York area plant will be located approximately 10 miles from the new plant in operation. Plans also call for the construction of silos for material storage.

Meanwhile, on the merchandising front, Jubilee has initiated a direct mail program. Every time a new Jubilee album is released through a national sales network, a color post card, with the album cover reproduced and brief descriptive material included, will be sent to the record industry. Jubilee has also launched a new tape program for TV exposure. The artist is shot in performance, and the tapes are released in response to airplay. A radio spot campaign to promote the tape program for TV exposure is also under way.

Executive Turntable

Jack Wiedemann's duties at Kapp Records are more encompassing than the director of artists and repertoire chores reported last week. According to Bill Gallager, MCA vice-president, Wiedemann will be general manager of the Kapp label, overseeing, in addition to ad, sales, promotion and all other areas of the company's operations. Meanwhile, Dave Kapp, former Kapp president, is out of the firm's set-up and will be operating now as an independent producer.

Victor Blau, general manager of Warner Bros.-Seven Arts Music, has been elected a vice-president of Warner Bros. Films, the firm's parent company. His contract has been renewed to extend through 1971. Blau was vice-president of Warner Bros. Records until he was acquired by Seven Arts. He joined the company in 1939.

Ronnie Granger has been promoted to singles and sales promotion manager for Capitol Records Distribution Corp., succeeding John B. Granger, who is now an independent consultant. Ronnie Granger was appointed director of ad and marketing co-ordination for Capitol Records. In his new berth, Granger will direct the activities of Capitol's single promotion force and co-ordinate promotion and sales activities for singles. He joined the corporation on October 1965 as district man, which was opened for Cap in Atlanta. In 1966 he was promoted to head M&B Midwest promotions activities.

Joe Bilt, executive of Miller International, has been named sales manager for the classical division of Mercury Records. Boilt's 22 years in the record industry include eight years at Columbia, including five as executive in charge of the eastern division, where he was involved with the introduction of the LP record and 14 years as national sales manager for the company. He joined Mercury in 1963 as district manager, after which he was named for M&B in Atlanta. In 1966 he was promoted to head M&B Midwest promotions activities.

James E. Balltoss joins the RCA Victor Record Club as manager of advertising. He previously was advertising account executive with Wunderman, Lord, Caperton & Kline, Inc. He also has been associated with Grey Advertising, Inc.; Lawrence C. Gumbinner, Inc.; Ogilvy, Benson & Mather, and Ted Brandt Co., Inc. He has been promoted to vice-president of Jewel-Paula-Ronn Records from his post as national sales director.

John Halpin, manager of advertising for Su-Ma Publishing Co., Jewel-Paula-Ronn's publishing arm for which he formerly was general manager.

Stewart L. Smith joins General Recorded Tape as engineering manager. He was previously with Precision Instrument Co. as chief engineer. Sam P. Aluminum has been named as an executive writer, functioning in New York. Al Perry was promoted to music vice-president at Four Star International. He has been head of music of the TV syndicator since 1959 and will now oversee the firm's two publishing companies, Four Star Television Music and BNP. Company also plans to again form a record label.

John J. Lorenz has been appointed executive vice-president of the CBS Musical Instruments Division. In his new post, he will supervise the manufacture and marketing of the division's products.

(Continued on page 10)

JANUARY 20, 1968, BILLBOARD

Copyrighted material
We're speechless.

Well, almost.
But when an album takes off and starts running for gold in only one week, you've got to say something.

So what do you say?
You say "Thank you, Bob Dylan."

You say to dealers who were caught unprepared: "Be patient for a couple of days. We've got reorders and re-reorders up to here. But we're pressing night and day, so don't worry."

And you say to the rest of the industry: "Isn't it great to have Dylan back!"

Enough said.

COLUMBIA RECORDS
Hispavox Sues 2 Firms in N.Y.

NEW YORK—Hispavox S. A. has filed suit against Pacific Records and Acapulco, Wholesalers of Puerto Rico over the alleged unauthorized reproduction of the company's world-wide hit Ralph Mercado's album in violation of his exclusive recording contract with Hispavox. United Artists Records is the sole authorized distributor of the Ralph record on Hispavox in the U.S. and Puerto Rico.

The suit stems from litigation overseas, according to a UA spokesman, in which Ralph had entered into a recording contract with ENR prior to the expiration of his Hispavox pact. The Hispavox contract, which the spokesman said has a long time before termination, has been upheld by both a Supreme Court of New York has issued a temporary restraining order preventing the sale, distribution and advertising of the ENR version.

A hearing for a preliminary injunction was scheduled for Friday (5). UA is planning to release a Ralph Mercado album, "Al Punto el Sol," in the U.S. this month.

TELEDYNE BUYS PACKARD-BELL

LOS ANGELES—Teledyne, Inc., Los Angeles electronics firm, has bought the Packard-Bell Corp., which makes home entertainment products. The deal makes $2.3 million for one share of Teledyne common stock for seven and a half shares of Packard-Bell common stock.

Shippers of both companies must approve the deal before it goes through. Teledyne, which acquired the Marathon Securities Corp. a $5,000,000 convertible note. Marathon will get in, in exchange, a three-year, $5.8 million note which can be converted into Teledyne stock at $114 a share.

World Pacific Push on 'Yogi'

NEW YORK—World Pacific, the record label which has been at the forefront of recent surge in Indian music, is marketing "Maharishi Mahesh Yogi Speaks to the Youth of the World on Love" album via a 45 1/2单-singling excerpts from the LP for radio station play.

Maharishi, who has recently been the subject of much consumer publicity in the psychedelic guru (teacher) for such recording artists as the Beatles, Rolling Stones, and the Doors. "Since Maharishi has had his say in the top groups," said Macey Lipman, national sales and promotion manager, "we believe top 40 stations will use these excerpts. The LP is, of course, too long to play and it would be difficult to find a good single.

There are 11 tracks on the single, "Waves of Love" side features three bands 39 seconds, one minute and 1:39. The other side's eight tracks vary in length from 18 to 48 seconds.

David Berger, vice-president of ABC's international division, and Howard Stark, ABC's vice-president and general manager, announced Wednesday that ABC has agreed to distributer the album at New York's ABC Radio Station.

THE COTTON CROPPERS

Hob Doubled '66 Billing as Promotion, New Acts Click

NEW YORK—Hob Records, Scepter/Ward's golden label, is building an industry momentum for the coming year. The label, under a.d. and

receptionist Howard Bowden, has steadily increased its share of the market through intensive merchandising and promotion and the signing of new artists, such as Shirley Caesar, who previously was a member of the Caravans.

Two albums by Miss Caesar, Hob's leading artist, were issued last year and a third is due next month. Other top acts on Hob include the Blind Boys of Alabama, the Gospel Harmoniums and the Silver Sirens. On tap are recordings by the Brooklands Boys, the Dixie Cups, the Gospel Singers Ensemble, the Renaissance and the Instrumental Choir.

Promotion and merchandising for Hob is also supervised by Bowden, are patterned after techniques used for the parent labels. Included is a large mailing list, servicing every key gold disk jockey with all singles and albums, flyers and merchandise. Retail accounts in areas not generally handling gospel product, tracks, and extensive advertising. Scepter, which began distributing Hob in July, 1964, bought the line in February, 1966, when the label was in a difficult financial period. The label has long since been purchased by a large all-mailing firm, specializing in gospel music.

Sensa, Murphys, Williams Support Kenton Drive

LOS ANGELES—Band leader Stan Kenton, spearheading a drive to acquire copyright protection legislation for a recorded performance, is the support of Sen. George Murphy (R-Calif.) and Sen. Harrison Williams (D-N.J.)

Both lawmakers expressed interest in coming to the "economic aid" for recording artists and producers when their works are broadcast for profit.

Murphy and Williams spoke at a news conference presided over by Kenton, chairman of the National Committee for the Recording Arts (NCRA).

Williams is sponsoring legislation to require that broadcasters compensate artists and record producers in much the same manner as they've been doing with composers and publishers for the past half-century.

Kenton has rallied support from the recording fraternity but this is the initial announcement of support from the ranks of the Senate.

Infringement Suit Against Premier

NEW YORK—An infringement and damage action by W. S. Dist Court Judge Wm. W. Vaglje, Jay Jay Publishing Co. against Premier, a division of Music Publishing, Inc., of Philip Landwehr and Don Pesin. The suit charges that the defendant used the tunes without a license or permission. Among the charges is that they used the sheet music for the song "Wedding." "My Sweet Gin!" "18 - 21 Polka," "Buttermil Polka," "Kraakwane Prayge," and "Na Fuajarco Obedek".

David Berger, vice-president of ABC's international division, and Howard Stark, ABC's vice-president and general manager, announced Wednesday that ABC has agreed to distributer the album at New York's ABC Radio Station.

The suit stems from litigation overseas, according to a UA spokesman, in which Ralph had entered into a recording contract with ENR prior to the expiration of his Hispavox pact. The Hispavox contract, which the spokesman said has a long time before termination, has been upheld by both a Supreme Court of New York has issued a temporary restraining order preventing the sale, distribution and advertising of the ENR version.

A hearing for a preliminary injunction was scheduled for Friday (5). UA is planning to release a Ralph Mercado album, "Al Punto el Sol," in the U.S. this month.

Editorial

Best Boner of Year

When the list of Oscar nominees are posted for "Best Cinematography" in a Black-and-White Movie," we, in the record, music industry, must assume that the Motion Picture Academy knows what it's doing. But, when the list of nominations for "Best Song"comes to "Sir With Love" in this year's listing, we wonder if the Oscar is truly representative of the "Best" of anything.

The Academy's Music Committee has selected 10 songs for the Oscar sweepstakes this year but none has made as strong an impression on public acceptance as "Sir With Love." Since box-office figures are the guidelines for the motion picture business, it's important to note that Epic Records's single release of Lulu's "To Sir With Love" has already passed the 1,500,000 sales mark and the soundtrack album on Fontana is nearing the gold record award sales for 250,000 LP's. Also, the Epic single emerged as Record of the Year in Billboard's survey of 1967.

The music publishers and the record manufacturers recognize "To Sir With Love" as the biggest motion picture song in years and an example of how producing and the record industry can work in tune to their mutual advantage. By using "Sir With Love" in national TV and radio spots, sales of the 40y albums are looking very strong.

The response to the I.P. is particularly significant since Dylan, who has not performed in public during the past 16 months, following a motorcycle accident, has been a consistently best-selling artist for Columbia, and has received gold records representing sales in excess of one million copies for his album, "Blonde on Blonde." The "Highway 61 Revisited," "Bringing It All Back Home" and "Bob Dylan's Greatest Hits."
Their Biggest Yet!
The Bee Gees
WORDS
Atco 6548
Produced by Robert Stigwood & The Bee Gees

Heading For The Top!
The Fireballs
BOTTLE OF WINE
Atco 6491
Produced by Norman Petty
Sound Unifier Out — Atl., A&M Users

*Continued from page 1*

The equipment, which have been several years in the development, Atlantic and A&M have been two major forces prodding Holter to develop a prototype model.

How It Works

This is how the unit works: it allows sound information to pass through from the right and left channels, but places a hold on the center channel information whose amplitude is doubled when it is combined into a single monaural source for radio broadcasting. The solid state equipment utilizes a new form of "gain module" instead of a regulation power amplifier and has a control which allows the engineer to regulate this center channel information if desired. Holter claims that a record company can produce a comparable stereo recording whose qualities can be faithfully reproduced for broadcast purposes.

Although A&M has used the generator in mixing a monaural single for Lee Michaels, it plans mixing its first compatible stereo disk on a Claudine Longet session planned for Feb. 15.

The unit of major interest to Atlantic, whose rhythm & blues product is aired on stations which are not multiplexing and are usually bought by consumers who own monaural record players, Atlantic sent one of its engineers, Phil Lebele, to the Coast last week to pick up its generator so that the new product could be remastered.

Shout, Bang To Continue

NEW YORK — Web 4 labels Shout and Bang are continuing operations following the death last week of company president Bert Bern. Bill Darrin has been named general manager, keeping his post as national sales and promotion director as well.

Shout releases for the new year include "Lickin' Stick," by George Torrence, and "Soul Style," by Donald Height and Jerry's "Funky Boc-go-go." Neil Diamond's recording of "New Orleans" is on Bang's label, as is "The Watchman Call It" by the Burning Emotions. Recording sessions are planned with Fred Scott, Erma Franklin and Van Morrison.

New Record: Gammy Formed

LOS ANGELES — Joey Baker and Cary Zeklay have formed Gammy Records and two publishing divisions, Tennessee Music (ASCAP) and Young City (BMI). The company signed its first artist, the Puppet, a female vocalist.

Dot's 'Closeness Concept' Clicks

*Continued from page 1*

For an album to be cut by Lula Washington, Dot plans to package plus a new re-leased single both on the national A&M charts.

The parent Gulf & Western executive, explains Dot's president of Dick Clark, "can really be a kind of cross-over product that's been unexplored, unfinanced, unrecorded music direction."

Under this concept, Dot plans beefing up its exclusive writing and publishing program for the parent company to 14, plans emphasizing pop copyrights in its publishing companies (heretofore copyrights have come mainly from film properties), helps in the selection of screen composers for Paramount properties, and is actively pursuing film soundtrack albums.

In this latter activity, the company has released four soundtrack albums in the past four months in contrast to the total of seven released during the first 10 years of the Fold Record Club.

The company has quietly folded its record club formed Nov. 1, 1964 by Randy Wood, the company's president, and has made nonexclusive pacts with both ABC and RCA Records Club for its artists.

In the area of international representation, Dot has taken advantage of its affiliations in 99 per cent of the major markets through what it terms "crossed-board" representation.

In the artist category, Burke says negotiations with Lawrence Welk have been concluded. "(His last signed contract was over one year ago.)" Newly signed to the roster are Rosemary Clooney and are re-acted are the 40s Brothers. They join such names as Billy Vaughn, Pat Boone and Bunny Lewis, the "Sabby" (sax) writer.

The company estimates having tagged 20 new acts during the past several months, with 98 per cent of these meetings with Dot, with the Acta top 40 subsidiary receiving 34 per cent of the percentage.

9 Albums Out

In its nine album release month, all under the guidance of the new executive team, the artist rep-resentative is the premiere of "The Big Band" (on Acta), Split Level, Rita Moss, a pairing of the Mills Brothers with Count Basie, Leonard Nimoy, Billy Vaughn, Bonnie Guitar, Sonny Curtis, and Lonley Harpiscord on Voice. The Dot label is expected to produce an album of music from "Half a Sixpence," with Tom Mack, a company vice president, as producer, in order to use the single as a co-product. No replacement for Snuff Garrett as single's air directaire and the new Garrett will continue to produce ABC's "Closeness Concept" series.

London Sets '40 Greats for '68' & New Sound to 200 at Meeting

*Continued from page 3*


As a special feature on London's 200th release anniversary for 1968, there will be a "London's 40 Hits of '68" also, to be released later in the year following the "Greatest Hits From England-Vol. 2."

"The London's 40 Hits of '68" album will be promoted through a demonstration LP; it features the excerpts from each Phase 4 album, and the other would be chosen from each of the six new London Sound System LP's. Other tools to be offered are jacket kits, brochure cards, promotional LP's, Mervyn Morris announcement cards, their posters and blow-ups, and ad mats.

The film presentation, produced by Tony D'Amato, who also produces the Phase 4 prod-uct, was an audio-visual produc-tion that utilized slides, stills, motion pictures and voice-overs by Herb Goldfarb. Heading national sales for London; Waite Magazine, head of pop ad and sales, and Terry McKewen, manager of London's classical division.

The final day of the meeting (D) was devoted to seminars on music, with Bill Gavin, programming consultant, headed the pop seminar. He called for a restoration of con-fidence in the record business and the need for increased commu-nication links between the radio broadcaster and the record manufacturer. The seminar is detailed in the Classical Section of this issue.

Dorato's 'Closeness Concept' Clicks

*Continued from page 1*

safe but it will look to the Mid-west, South and Southwest. The ABC moves have no parallel in the industry. While large record companies have traditionally owned their own distribution outlets, they have opened these distributionships as a means of acquiring another product.

ABC's motives, however, are different. The company is buying distributors, rather than distributing through existing independent entities as all ABC's have been doing.

ABC to Buy Schwartz Bros. In Distrih Expansion Move

*Continued from page 1*

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Leipzig Leaves Big 3 Post To Establish P.R. Company

NEW YORK — Jay Leipzig is leaving the Big 3 music publishing firm to establish "The Leipzig Corporation" to organize "The Leipzig Agency (T.M.A.)," the firms in the Big 3 will provide public relations and graphics services for music publishers, record companies, music instrument manufacturers, artists and songwriters.

A number of music industry clients have already been lined up by the new firm which will open its offices later this month at 455 Eighth Avenue, New York, T.M.A. will handle East Coast press assignments for Capitol, Columbia and RCA, and consumer newsmen Murray Wilson. The office also sells the firm's "Soccer U.S.A." a special music promotion dev.

The firm will also be engaged in advertising campaigns for several Capitol Records acts. Leipzig recently served as a consultant in this field and developed an opening drive for Beverly Drum Co. On the music publishing end, T.M.A. will be working with The Big 3 Music print division coordinating graphic arts and promotional advertising.

Leipzig was the public relations director of The Big 3 (Robbins-Miller) for 13 years and has been active as a promotion and advertising executive in the music publishing and record fields for 20 years.

JAY LEIPZIG will be working with The Big 3 Music print division coordinating graphic arts and promotional advertising.

Leipzig was the public relations director of The Big 3 (Robbins-Miller) for 13 years and has been active as a promotion and advertising executive in the music publishing and record fields for 20 years.

January 20, 1968, Billboard
THIS IS THE COVER ART FOR
THE INITIAL ALBUM OF
THE REMARKABLE GROUP KNOWN AS
JEREMY & THE SATYRS
WHO HAVE SOMETHING TO SAY
ON REPRISE RECORDS / 6282  [F]
If one picture is worth more than one thousand words, then this LP is worth more than one thousand plays because it "got what you need."

RCA Expands Sales, Promo Staff--Collins Manager; Adds 4 to Areas

- Continued from page 3

managers were appointed. They will co-ordinate the activities of the 36 RCA and distributor promotion representatives with the

AR to Bow Tape Display

- Continued from page 1

latest AR 4 and 8-track tape cartridge playbacks, as well as a full stock of International Tape Cartridge Corp. (ITCC) product in both the 4 and 8-track configurations.

AR's international sales executives will be aboard during the non-U.S. phase of the flying sales trip, and Dave Nager, AR's sales vice-president, accompanying him, is national sales manager of AR's consumer products division, will handle the domestic U.S. phase of the tour. Larry Finley, ITCC president, is expected to personally participate in a portion of the tour.

Formal invitations will be sent to AR distributors and accounts located abroad to attend the airport festivities. According to Nager, the 10-week swing throughout the Hemisphere will prove to be "the most concerted promotion effort ever attempted in the history of the tape cartridge industry, aimed at bringing this new concept in entertainment home to the people here and abroad." Nager is counting on considerable local news coverage of the AR plane's visits to the various markets, which he feels will benefit the over-all cartridge industry. In addition, AR is banking on Airline service writing a record amount of business as a result of this airborne swing.


Stuart Foster Dies

NEW YORK--Stuart Foster, veteran band singer, died Jan. 8. Foster sang with Tommy Dorsey's orchestra, recorded alone and was a singer on CBS Radio for many years. He was 49 years old. His wife, sons mother, father, a sister and three brothers survive.

Harry Wexler Dies

NEW YORK--Harry Wexler, father of Jerry Wexler, vice-president of Atlantic Records, died of a heart attack Jan. 5. His widow, another son and six grandchildren survive.

Executive Turntable

- Continued from page 4

Wally Amos has joined John Levy Enterprises, Inc., where he will assist in managing and co-ordinating activities of clients, including Nancy Wilson, Wes Montgomery and Cannonball Adderley. On Saturday, he will also be participating in a new attraction. He comes to Levy from China Productions and was manager of Hugh Masekela. He previously was an agent with the William Morris Agency. Amos will work out of the firm's Los Angeles office.

Billy Meshel has been appointed vice-president and general manager of the LP Music Group. He joined the firm 10 months ago as president who reorganized the "Program management" aspect of the firm. He will direct sales to Canada.

Leonard Whitcup has resigned as managing director of Music/Music/Inc. He has acquired copyright renewals of "From the Vine Came the Grape," "I Am an American," and "Please Take a Letter Miss Brown," which he will incorporate into Leonard Whitcup, Inc., his own publishing firm. He also has become a partner in Myrrh Music Ltd. (ASCAP).

Madlyne Altholzer has been named publicity director for Vanguard Records. She has been with Ivar Associates, which did publicity for the Mamas and the Papas, Kobe, Henry, Herman's Hermits and Paul Revere and the Raiders. She has also been co-ordinator of press releases at Columbia Records.

Tandy C. Rice Jr., a pioneer in artist promotion, has been named to the newly created post of vice-president in charge of sales for Show Biz, Inc., country music program syndication company. Tandy Rice & Associates, Inc., a public relations and publicity agency.

Claude Ranallo has been appointed Quebec sales manager of Warner Bros.-Seven Arts Records of Canada. Ranallo joined the company as promotion representative at its formation Oct. 1 from Columbia Records in Montreal.

Finell in Wings at Rubinstein Tanking

NEW YORK—Alan Finell, associate manager of the International Department of the Harry Fox Office, was stand-in for pianist Arthur Rubinstein during a taping rehearsal for the Ed Sullivan TV Show. Finell, formerly a concert pianist, played Beethoven's Piano Concerto No. 4 with the Cleveland Symphony for the rehearsal.

Billboard

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JANUARY 20, 1968, BILLBOARD

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Top Male Artist, and No. 3 Vocal Group
(Billboard Magazine)

These are the vintage years

Starting with the taste of 'Hanky Panky' in 1966, Tommy James and The Shondells have continued to bottle the most effervescent sound in the industry for the past two years. In fact, their intoxicating product recently garnered them two coveted awards: Top Male Artist, and No. 3 Vocal Group (Billboard Magazine).

How does that little ole' hitmaker top all this? By uncorking a great new single...

"GET OUT NOW" R 7000
Have a taste, it's a rare blend.

ROULETTE

"SOMETHING SPECIAL"
Starting to bubble on the charts
Wurlitzer Expands Band Market Plans

CHICAGO — Wurlitzer’s largest division at DeKalb, Ill., is taking over the marketing of band instruments, guitars and related equipment. The move, effective April 1, 1968, involves both Martin and Wurlitzer instruments.

In marketing the firm’s full line to independent music dealers through the DeKalb division, Wurlitzer is expanding the division’s sales force 50 per cent.

“We want to capitalize on the healthy growth of the instrument market,” said W. A. Roffling, senior vice-president, “and at the same time increase the company’s share of the market for pianos, organs, electronic pianos and home stereo phonographs.”

Band instruments and guitars had been marketed by the company’s Elkhart division in Elkhart, Ind. This division will now be devoted only to manufacturing of Martin and Wurlitzer instruments.

Wurlitzer formed the Elkhart division in 1965 with the purchase of 60-year-old Martin. Wurlitzer President W. N. Herleman said the Elkhart division’s sales for the year to end March 31, 1968, will “exceed by a large margin the best sales year in the history of the Martin Band Instrument Co.”

Also under the supervision of the DeKalb division are the company’s owned music retail stores in Boston, Buffalo, Cincin

...

...comly with push button selection of desired tempo. The unit will automatically select a combination of instrumental sounds for each tempo, and the musician may add, mix or eliminate instruments as desired.

This may be done in performance without missing a beat, Teisco officials say.

Variations

A limited number of variations in tone, timbre and tempo are achievable, the makers say. Percussion instruments simulated are the bass drum, tom-tom, cymbal, wood block, claves, snare drum, cymbal, maraca, cowbell and wire brushes. Rhythms are the waltz, swing, slow rock, fast rock, bossa nova, tango, tango, waltz, chacha, cuba, cha-cha and march—or any combination of the foregoing.

Teisco claims that the Arc is the first unit of its type to combine both rhythm and stereo. Monaural volume may be raised or lowered by using either one or two amps. Among stereo, divergent sounds emanate from each speaker, one accenting the bass.

The Arc has no movable parts, is equipped with foot switch and connecting cords and carries a full manufacturer’s guarantee.

Teisco says the unit has been given preview demonstrations by combos and was praised.

RECORD RETAILERS may get into the musical instrument accessory business with only five and one-half feet of floor space, using this new fixture from Targ & Diner, Inc., Chicago. Stocked are reeds, strings, mouthpieces, mutes, drum sticks, shafts, harmonicas, hornbills and wind instruments. Information on fixtures and merchandise available from Targ & Diner, Inc., 2451 N. Sacramento Ave., Chicago, Ill. 60647.

Selmer Varitone Getting Recorded

ELKHART, Ind. — Selmer officials report that the Selmer Varitone “would be heard” at the 1966 Middle Show in Chicago is now getting considerable attention in recording sessions.

Seven LP’s have been released recently bearing wind instruments amplified by the Varitone pick-up and amplifier system, including three albums by Sonny Stitt on sax, one by Clark Terry on sax, a flute album by Moe Kaufman, a sax album by Buddy Terry and a Handelini film soundtrack LP utilizing Varitone amplification of winds.

F. P. White Dies

TOLEDO, Ohio — Fautz P. White, owner of the Fautz P. White Co. here, specializing in music accessories and band instruments, died in a Toledo hospital, Jan. 2. He was 68.

Born in Prordolow, Italy, Mr. White came to Toledo in 1930 after traveling 15 years with a vaudeville circus. He was a writer, composer and teacher of accordion music, holding copyrights on basic procedures for beginning players.

He produced a number of champion in national accordion competitions.

A PORTABLE ELECTRIC ORGAN for $20.95 is now available from General Electric as part of its rhythm and electronics line. The instrument is available through the company’s Youth Electronics Marketing Operation. It is 19½ inches wide, 6 inches high and 10 inches deep. A music book is included.
4 Decca releases that are never "off the charts."

For good reasons. Take the portable stereo phonograph and AM radio combination at the left. Your customers appreciate the fact that it has Decca quality and Decca sound.

DP 583—$59.95

The Decca name itself helps sell the four speed automatic portable shown here. It also helps sell our complete line of drums, bongos, guitars, amplifiers, and full accessories.

DP 164—$39.95

For your "carry-home" trade this 9 lb. portable is perfect. Decca has many other lightweight portables—stereo and mono. They’re lightweight in everything but sales.

DP 599—$24.95

To find out about this solid state phonograph with the unusual tilt-down front—and everything else—get in touch with your Decca Records Representative. He has full details about features, prices, profits and all that stuff.

DP 733—$49.95

Decca makes the music. You make the money.
THE CLASS OF '68

Roger Williams: More Than A Miracle
Jack Jones: Hey Boy!
Marian McPartland: The Girl's To Love With You
훓
tiny smiles
WYMAN
I'm Doing Song

From Hawaii
A tiny shell

KS-3551
KS-3556
KS-3546

KS-3545
All this year you'll be hearing a lot of classy things on Kapp Records. We've made a resolution. And unless a release is in a class above the ordinary in its particular field of music, we, very simply, won't bother with it in 1968.

For example: look at our sixteen newest releases. Each one has a reason for being. And each one has class.

Soul, with class. Latin music, with class. Hawaiian music, country music—all with class. We think 1968 will be a classy year. Class will sell. Class will be in. That's why we're going to make sure that the class of '68 is on Kapp Records.
LOS ANGELES — "I am a firm believer that electronics has to have a musical impact," explains Boones Howe, record producer who started out in 1962 as the city's first independent recording engineer.

Howe, whose clients include the Association and Fifth Dimension, feels electronic gimmickry must only be used if it lends credence to the "message of a song."

Such electronic stimulants as tape reverb and tape record backtracks find favor with the producer, emerging as one of the Coast's busiest free-lancers. Rounding out a recent client list were the Ondawomen for Decca, Leslie Uggams for Atlantic and the Smoke Stack.

Producer Howe Puts Electronics Into the Grooves With Purpose

By Eliot Tiegel

Lightning for White Whale. In his early days, Howe recorded the Turtles, Jan and Dean, Johnny Rivers and Barry McGuire with costs rising due to extended length of recording sessions, coupled with the increasing cost of record companies. Howe feels the producer has taken on a greater role. "There has to be someone who says, 'That's it.' Artists and arrangers lose perspective on dates. If they know it's their responsibility for calling a halt to a taping, they're unsure. The producer's function today is to be a clear house for ideas and then have the guts to say, 'Stop.' You can tape past a good performance. Howe chooses to record in sessions. He lays down his rhythm track first and chooses not to place battles between his musicians. "I use mixing techniques for separation," he explains. Howe claims there are "too many details to concentrate on" in today's market to attempt to record everything simultaneously.

Howe says he is weary of the time spent in the studio by actors but seeks to counter theills by injecting a strong voice which excludes what is not a good performance; this is as far as he's going to go.

Howe began in the record field as an engineer with Radio Recorders. Five years later, he joined United Recording, an association which lasted one and one-half years. Then he became the city's lone independent. Howe feels his approach is not to the pleasure of the engineer's union.

Howe feels his function was placed to an independent if it was paid by the record companies. He notes that budgets were present at his session. He credits Lou Adler with giving him his first job as a free-lance engineer.

Today, Howe and Steve Binder are co-owners of Binder-Hower Productions, a direct-to-film house.

George Fane Opens Season at May Fair

LONDON — George Fane opened a season at the May Fair Hotel Theater here recently.

For the first half he was accompanied by a small group and sang and guitar, with himself on piano for two numbers. This half was basically instrumental in character for which, at present, Fane has more enthusiasm than ability. The irony of "Everyday Happens to Me" was well pointed out with Fane still with the slower type of song. Fane concluded this half with a duet and an instrumental suited him well and is even more commercial than his current hit "The Ballad of Bonnie and Clyde," which he featured in the second act with an augmented group.

(Continued on page 20)

Hollies to Tour U. S. Campuses

LONDON — The Hollies begin a United States tour Feb. 1. It will blanket most major centers of the States, and includes a New York concert date with Dionne Warwick. The tour will run until March 20. The group will also star in the "Horde" TV show, and "Dancing Game" TV shows plus small screen guest appearances in the programs hosted by Johnny Carson, Ed Sullivan, Joey Bishop and Jonathan Winters. Following their States' itinerary, the Hollies move on to the Philippines, Japan and Singapore.

Second Spot for Sunshine Company

LOS ANGELES — The Sunshine Company Imperial Records artists, have signed for the second Clair-Tex and radio shows are set for the Joey Bishop and Woody Woodbury shows and "The Laugh Label" with Rowen and Martin, according to Bill McNeil, head of Mel-Egan Productions, their personal manager.

College Competition Slated For Lycoming April 26-27

NEW YORK — The Seventh Annual Intercollegiate Music Competition to be sponsored by the Student Union Board of Lycoming College, Williamsport, Pa., April 26-27, Students are eligible to enroll in a college or university and are taking a minimum of three credit hours (Lycoming students ten ineligible). The annual affair provides an opportunity for college vocal and instrumental groups to compete for cash awards totaling $1,050 as well as trophies and other non-cash prizes. The winners of the competition will be chosen from categories. Instrumental groups of less than full orchestra size will compete one evening. Prizes will be awarded for the winning groups. Any style of music is permitted. Deadline for entries is March 20.

Adjudicators of the competition will be Hal Cook, publisher of Billboard; Jack Kallen, vice-president of RCA Music division; John Hammond, producer at Columbia Records; William Gallagher, vice-president at ABC; Maynard McKissick, president of Penn World Attractions, and Kai Winding, musician.

Lisa Minnelli Generates Much Professional Steam in Stint

NEW YORK — Despite her tendency to cover songs written by the old pro on stage. She sings, dances, strum and throws one-liners in a fashion that would do credit to a top vaude of yesterday.

All these talents were put to good use at Minnelli's Waldorf-Astoria's Empire Room opening Monday evening (8), which included, in addition to the title song, from her first A&M album, "Debutante's Ball," due for release next week. She handled the engaging lyrics of the title song with loving care, and she lost none of the meaning in "You Do Something to Me"

JANUARY 20, 1968. BILLBOARD

see ITCC for details

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BUNKY LP 46

www.americanradiohistory.com
Christmas in New York — Mitch Ryder and Wilson Pickett drew about 24,000 with a gross of $82,000 for a seven-day tour during Christmas week despite snow. Top dates were the Pittsburgh Civic Arena with an attendance of 7,500 and a gross of $28,000 and two dates at the Surf Ballroom of Hutt, Mass., with 4,000 attending for a $10,000 gross. A second Ryder-Pickett tour is planned for the spring by Premier Talent Agency, which books Ryder.

Thanks,
Juke Box Operators,
for Demanding
Bobby Bland's
"Drifting Blues"
from Duke LP 88 as a Single.

Coming your way in approximately 10 days...
"Drifting Blues"
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Houston, Texas

Connie Smith's collection of "The Best of Connie Smith" (RCA Victor LPM 3848M; LSP 3848S) may indeed prove to be her best selling album. It includes the best of her singles, such as "Cincinnati, Ohio," as well as lesser known numbers like "This and Only This," "I'll Come Running" that showcase Connie's wholesome talent. "Tiny Blue Transistor Radio" hits an upbeat note, balanced by the melancholy mood of "Darling, Aren't You Ever Coming Home?" Connie demands a guitar that will back her with perfect balance and versatility. That's why she chooses a Gibson guitar. (Advertisement)

Lisa Minnelli Generates Much Professional Steam in Stein

Continued from page 16
Better Sit Down Kids, which has been recorded by Cher, Her opening, also from the album, was a bouncy "Happy Times."
Her big one, though, was an imaginatively produced "If I Could Have My Way." Friends Could See Me Now, complete with costume changes, dance routines and big blinking eyes.
If the album can capture any part of the excitement Miss Minnelli generates in person, A&M has a valuable property.
On the minus side, Miss Minnelli pushes the samba bit a mite too hard and tends to overload the humble little girl routine. She doesn’t have to. She has a solid voice and an unerring instinct for the proper stage gesture. And that’s really all she needs.
AARON STERNFIELD

Monterey Cools It on Fests

Continued from page 16
He played organ for this half and was in element with "LI Pony," "Big City" and other numbers reminiscent of his days leading the Blue Flames.
Six player Lynn Dobson doubled on drums, and did some brilliant simultaneous flutetry and scat singing. Derek Dickworth played a marvelous piano accompaniment for his own hilarious version of "How Deep Is The Ocean?"
WHY CHOOSE BILLBOARD?

MUSIC/RECORD PUBLICATIONS

BILLBOARD: 26,500
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(Per audited figures issued on official statement by AUDIT BUREAU OF CIRCULATIONS, June 30, 1967)

MAGAZINE "B": Total Paid Circulation (Per sworn statement published in their issue of Oct. 7, 1967) ... 13,024

MAGAZINE "C": Total Paid Circulation (Per sworn statement published in their issue of Oct. 14, 1967) ... 12,191
The Fugs – The Kinks… The Youthquake is what’s happening – and the Fugs is where it happens. All backed by a torrential talent windfall… And the eye-catching posters… photo blowups… album displays… concentration on college radio stations… all aimed at

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THE SAN SEBASTIAN STRINGS
"THE SKY"
WARNER BROS. 7 ARTS WS 1720

BILL COSBY
"HOORAY FOR THE SALVATION ARMY BAND"
WARNER BROS. 7 ARTS WS 1729

PETULA CLARK
"THE OTHER MAN'S GRASS IS ALWAYS GREENER"
WARNER BROS. 7 ARTS WS 1710

THE SAN SEBASTIAN STRINGS
"THE SKY"
WARNER BROS. 7 ARTS WS 1720

BILL COSBY
"HOORAY FOR THE SALVATION ARMY BAND"
WARNER BROS. 7 ARTS WS 1729

THE FUGS
"TENDERNESS JUNCTION"
REPRISE STEREO ALBUM RS 6280

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WARNER BROS. 7 ARTS WS 1729

THE FUGS
"TENDERNESS JUNCTION"
REPRISE STEREO ALBUM RS 6280
youthquake rolls on too; Jeremy & The Satyrs...The Bonniwell Music Machine...Ramblin' Jack Elliott...powerful merchandising program, nationally supported by ads in underground papers throughout the country...at a youthquake buying audience with more dollars and more leisure time. The Chart Juggernaut is under way!
Radio-Television programming

**WYDD-FM Moves Jazz to Mainstream**

PITTSBURGH — It's comparatively easy to upgrade an AM or country music format. Though the methods differ, you can also upgrade or modernize Hot 100 and easy listening formats. But how do you go about modernizing a station with a jazz format?

WYDD-FM, Philadelphia, recently demonstrated and here's how the station went about it, according to program director Bud Brooks. "We felt that the jazz station had given rise to the change was the new jazz era of the middle of the 1960's. There is very little mainstream in contemporary jazz being recorded. At one end of the pole, you have avant-garde and hard jazz. At the other end you have commercial jazz. The all-important middle ground, with few exceptions, has practically dried up. We don't program the extreme left. It's too personal and appeals to a minority within the minority. Our problem was that we simply didn't have enough mainstream material to draw upon."

And so the fact that WYDD-FM has a large and excellent library, much of which has gone unnoticed until now, is revealed. Basically, the station also wanted to update its image. So, management began studying Hot 100 Chart records and came upon the conclusion that certain artists, musicianship, and presentation by Clark, Dusty Springfield, and Ed Ames along with the Al Ahm, Jammy and Sonny Stitt.

"Let me emphasize," Brooks says, "that's a 30-week period. However, the top 40 entries comprise only 25 percent of the music and breaks. Furthermore, we do not necessarily play a record from the chart because it's hot. For instance, we prefer Petula Clark's records to "Imagine" or "Lover Man" to her current chart tune. Another example: Our high profile name Tony Mowood was looking "Look of Love" two months before it was discovered by the other stations in the city."

The new blend format seems to be doing well. Brooks said that billing has doubled in the last quarter of 1967 and the station has received new accounts to the advertising market. Mail pull from promotions has trebled.

**PhilaDELPHIA** "I've also at a listener who has been more sophisticated than most radio people. He's called WBUR, the music director of WIBG. "I play it with a feeling. As a result, he wanted to hear more than just a few records repeated over and over."

This was Tyler's explanation of why some top 40 radio stations may be dropping in audience ratings. "Top 40 radio can get very shallow," he said, and that top 40 radio might be getting too dull that listeners are having to go to talk radio stations for "therapy."

Ted, he felt that many easy listening stations today were doing what top 40 used to do years ago — promoting, playing records more for sound than sales — and perhaps some top 40 audience had drifted to these stations. "I don't know what the answer is. But I think it is," said Ted, "that WIBG young adults are receiving a broader range of music than they get on top 40."

"It's important," he said, "that we do well here."

He also contrasted to the "big packages" WIBG has — Joe Ingalls, Hy Lit and Bill Wright. But WIBG contest in the market until a year or so ago. Even so, Tyler felt it is the competition that made inroads; it was only because of "what we are not doing." In the case of WIBG, Tyler tries to avoid a balance between oldies and new records. If the station has a fault, it could only be that the new records are emphasized enough. "Unless I preview a record, which means that it will get fairly heavy play, the deejays at WIBG usually have the play not as often as they like any given record new."

This can happen, he says, when they are of it personally; they won't play a record that way, according to Tyler, "We do on new records, but nothing happens to them. Usually, in another market, one of these records will get a lot of play, . . . and become a breakout record there."

"It's basically a matter of control; he's philosophy seemed to be for control. Still, he was also for the broader spectrum of music. He said he's picked "Kites Are Fun" for one reason. Programming. He didn't expect that record to become an overnight hit, he said."

**PERSONALITY PROFILE**

**Tyler Keeps WIBG Music Alive**

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**This doesn't mean that a radio station has to play 80. 90 or 100 records each. Said. But he did feel there was room for 10 to 15 new records each week.**

"You can still reach the teens by playing the top few records over and over, but eventually this sort of thing will lose your audience."

**Started With WAMS**

Tyler, 34, started in radio with WAMS in Wilmington, Del., while attending Rowan College.

(Continued on page 30)

**TELEVISION REVIEW**

**Revere Show Rides High on TV Trail**

NEW YORK—Dick Clark's "Where the Action Is" was a good show that eventually faded, even as good shows must. But Clark thought he had a good thing in Paul Revere and the Raiders. This combination came up with another winner in "Happening '68," which bowed here on ABC-TV last week.

The half-hour show is hosted by Clark with Paul Revere and the Raiders (the key man of the Raiders) and they did a good relaxed job of whipping together such ingredients as the singing team of Boyce and Hart; competition between a band from Boston called the Lovell Brothers and a Seattle band called Haller, with Dino, Desi and Billy serving as judges; and a guest interview bit with Joey Bishop.

It's a bandstand show, it's a variety show, and the band contest should be a big audience builder. The semi-finals of the band contest have a band gets a record contract with ABC Records. A little more music and a little less competition judging would be more to my taste. Jack Shear directed. This show should jell as the best new national show for teens.

**CLAUDE HALL**

**TELEVISION REVIEW**

**'Entertainment on ABC' Is Just That**

NEW YORK—Record artists appearing on ABC-TV network's premiere of "Operation Entertainment", Saturday, July 26, were guaranteed virtually two captive audiences — marines at Camp Pendleton, Calif., and their wives, who appeared in the show originated and all their relatives.

The first show came out of Camp Pendleton in California, and if it was not completely surprisingly good, considering it was taped outdoors. The music was good, too. Vikki Carr was the first performer of note, doing "Let It Be Him," but the Lennon Sisters did "Sunday" and "I Will Wait For You" for a hero sergeant in the audience. The Checkmates, who came back with "Can't Take My Eyes Off You," struggling through the audience. The show ended with "Halls of Montezuma," an all-female sound effort, which managed the corn. All in all, the show no doubt did score well. I do wonder that any commercial ratings measure could portray its impact on the average person. It was also a good showcase for record talent. Jack Shear was talent co-ordinator.

*CLAUDE HALL*

**KBBC-FM Makes Debut—Plays Country Music Only**

SAN ANTONIO—KBBC-FM, a 24-hour stereo opera- tion, went on the air Dec. 31. Like its AM counterpart — KBBC—the FM station programs only country music. Tom Turner is president of KBBC. Harrell Banks is general manager.

KBBC-FM simulcasts the AM programming during the day. When KBBC goes off the air at sundown, however, the programming shifts largely to allum cuts in order to take fuller advantage of the stereo. At Miller hosts the 6-midnight shows on KBBC-FM and Redd Allen takes over midnight to 6 a.m.

The KBBC format centers on a "Hot House 31" records, plus around 45 extra and up-and-comers along with a feature LP of the week, a pick hit, and a beeping of country oldies. Jim Clemens and Dale Echo are co-directors.
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Here is a partial list of Indian artists in the P/I library: Ravi Shankar, Ali Akbar Khan, Vilayet Khan, Nikhil Banerjee, Bismillah Khan, Subbulakshmi and many others.

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WMCA Again NY Singles Champ

NEW YORK-WMCA has again been in the major influence on sales of singles records in the New York area, as well as the content of the nation's major radio-record market. WMCA's Billboard's latest Radio Programming Survey of the nation's major radio-record market showed the rock 'n roll station with quite an advantage over WABC. Gary Stevens of WMCA was the No. 1 dyey influencing teens and young adults to buy singles, indicative of a large audience of young adults and kids, and Jim Aniche of WABC was a fairly distant second. In Newark, WJNJ was the major influence stationing sales of albums, followed closely by WNEW. But William B. Williams had an even stronger first place position in the deejay category. The R&R survey information, compiled and copyrighted by the Recording Industry Association of America, was printed through Billboard's Record Market Research division.

King's Brown Buys WJE

KNOXVILLE, Tenn.—James Brown, rhythm and blues king, has bought WJE here and will put the daytime, 1,000-watt station on the air in Portland, Ore., for WJE's new owner, Brown, is president of the station, and the vice-president, Al Garner, former program director of KYOK, is now named general manager. His program director will be Al Jef-

WOR WILL GO ROCK FOR FEW HOURS ON WEEKEND

NEW YORK—Would you believe the city's No. 1 talk station—WOR—is going rock 'n' roll? Well, it is for a few hours each weekend. The modus operandi is several radio show sun-
day and Sunday keying on Billboard's Hot 100 Chart, the Easy Listening Chart, and the Hot Country Singles Chart. Robert Smith, general manager, said he would call the programs the "WOR Hit Parade." It's all part of the station's drive to make available all type of information to the public, he said. Starting Saturday at 11:15 a.m., the Easy Listening hits and the major hits of the country field will be unveiled. On Sunday 11:15 to 4 p.m., the station will unveil the top 100 selling singles, as researched by Billboard.

Best Selling Jazz LP's

This week's Survey on the Best Selling Jazz LP's is taken from Billboard. The chart is based on the reports of 41 major record dealers. The DJ's record buying habits are reported to the Billboard on a weekly basis. The censuses were again sent out by the Billboard and the results tabulated by the Billboard's computer. The chart includes the following artists:

1. Day in the Life (New Morning, AAF LP 3001) (1)
2. Opticks (Jimmy Smith, Verve V 7071) (2)
3. Best of Wes Montgomery (Verve V 7071) (3)
4. Groovin' with the Soulful Strings (Cazert LP 764) (4)
5. Miles Davis: Norman's Alley (Capitol 2314) (5)
6. Alligator Boggalo (USA Records, SRD 1001) (6)
7. Cry Young (Chess Records, CH 1001) (7)
8. Miss L. (Alma Records, ALM 1001) (8)
9. Dave Brubeck (Impulse A 1001) (9)
10. Best of Jimmy Smith (Verve V 7071) (10)
11. Journey within the Charles Lloyd Quintet (Columbia CS 7649) (11)
12. Dynamic Duo (Atlantic SD 7006) (12)
13. Serendipity (Birdland, Verve V 7071) (13)
14. Certain Mr. John (Aspen, AAF LP 3001) (14)
15. Dancing in the Street (Verve V 7071) (15)
16. Sonny Rollins (Impulse A 1001) (16)
17. High Mesetales (暨 the Whiskey Bar (Verve V 7071) (17)
18. Expression (John Coltrane, Impulse A 1001) (18)

More will LIVE the more you GIVE...
New mind-bending single by

BARRY MANN:

THE YOUNG ELECTRIC
PSYCHEDELIC HIPPIE
FLIPPY FOLK & FUNKY
PHILOSOPHIC TURNED
ON GROOVY 12 STRING
BAND

...and that's just the title...wait'll you catch the lyrics!

b/w TAKE YOUR LOVE
PRODUCED BY BARRY MANN & GORGON FOR OUR PRODUCTION COMPANY
Fever tree is coming

Herb Alpert's guest for a weekend?

Why not?

see ITCC for details
LOVERS' LAINA

Frankie Laine

"To Each His Own"
&
"I'm Happy To Hear You're Sorry"

From his new album "TO EACH HIS OWN"
ABC/S 628

Produced by Bob Thiele.

Arranged & Conducted by Peter De Angelis.

ABC RECORDS, INC.
NEW YORK/BEVERLY HILLS

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Where the new thing is making everything else seem like yesterday. Where a new definition of love is helping to write the words and music for 1968. Three incredible groups. Three incredible albums. The best of The Boston Sound on MGM Records.

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
KLANESHA LAKE, N. Y.—The Metropolitan Opera is opening up on the ranks for classical records which, in turn, also may open the doors to the exposure of classical disks. This is the conclusion drawn at a recent seminar on "How To Increase The Sale Of Classical Records" during London Records' sales convention held recently at the Conrad Hotel here Jan. 6-8.

It was brought out that since the racks no longer have to duplicate inventory with monaural stereo versions of the same item, there will be lots of empty slots available and these slots would be filled with classical records. It was also brought up that the retail outlets would not suffer by the compression of expanded effort into the classical area but eventually would be aware of classical music and would enlarge their tastes from the "warhorses" that would be sold by the racks to the more serious material that could be found only in retail.

On the panel for the classical seminar were Dave Rothfield, division manager of E. J. Korvette; Bill Davis, London distributor in Denver; George Cooper of the New England Tape Service in Seattle; Art Grabob, head of the classical division of Firestone in Southern California; David Shulkin, of the Discount Record Center in Chicago; George MacDuff, London distributor in Detroit; Herb Cost- 

ard, London's national sales manager; and Terry McEwen, manager of London's classical division, who moderated.

McEwen pointed out that there were 8,000 retail outlet producer and the record producer had to be tightened so that there would be no gaps in the promotion and merchandising of the album. Along this line, Goldfarb mentioned that the restrictions on the classical performances which London allotizes to its distribution have been loosened and can be used for newspapers, radio, in fact, anywhere the distributor sees fit. Goldfarb said London is minimizing its national advertising in consumer publications so that there would be more money available for local saturation by the individual store.

Goldfarb also pointed out that London distributes closely with distributors and dealers to get added exposure for its classical product through window displays, in-store displays and personal appearances tours by its artists.

The following is an excerpt from a report of a seminar held at the Conrad Hotel in New York:

**CLASSICAL MUSIC**

**Demise of Monaural Heralds New Era for Classical LP's on Rack**

BY MIKE GROSS

NEW YORK — Soprano Regina Resnik and baritone Gabriel Bacquier at Barcar Scipia. Puccini's "Tosca" at the Metropolitan Opera on Tuesday (9) in a performance conducted by Zubin Mehta. Miss Crespin and Bacquier have been vocally and historically solidly with the second act especially charged with electricity. Tenor Guiseppe Leonardi was vocally effective as Cavaradossi, especially vocally and historically, but had a tendency to posture. His high notes in the first and second acts were in a steady upward trend, but had a tendency to posture. His high notes in the first and second acts were in a steady upward trend.

Wagner's "Die Walkure" and "Die Meistersinger" these performances were in the opera's "Vittoria!" a stirring performance of "La Boheme" two of the Deutsche Grammophon and Everest Records. The album, whose current album is a song recital of London, used her large voice well and with much throughout. Her "Vissi d'arte" was sensitively handled, while her third act High C was a blockbreaker. In addition to London's program the Los Angeles Philharmonic, under Zubin Mehta, for whom she also has several recordings. Miss Crespin and Bacquier are distributed by DGG, including Brunschild in Decca's Dolby Album to Debut

NEW YORK — Decisia is its first Gold Label album using the Dolby audio noise reduction system this month. The album, Beethoven's "Symphony No. 3 (Eroica)," also marks Max Rudolf's 10th anniversary as conductor of the Cincinnati Symphony. A special brochure on the orchestra by Irving Svarcz music editor, is included. A feature of the brochure, is included in the schedule of the program.

In other Gold Label pressings, Sylvia Marlowe performs the complete piano works of Henry Purcell, Ruggero Ricci the complete violin sonatas of Bach's complete solo violin sonatas and partitas, and Freddie Krcmarick's Aeterna Wind Ensemble performs Mozart's Olschansky LP

NEW YORK — Monitor is issuing the first American record of Olschansky's "The Spanish". The pressing pairs works of Schubert and Brahms. Also listed is piano music of Mendelssohn by Anton Kuerti.

**Edinburgh Int. Festival to Cite Benjamin Britten**

**ANDA ALBUM, FILM LINK**

NEW YORK — Deutsche Grammophon is putting stickers on Greta Andrea's version of Mozart's "Piano Concerto No. 21" noting that the album's theme from Mozart's opera "Così fan tutte" is being used as underscore in "Einstein on the Beach," an avant-garde film playing at Cinema 11 here. The company also has provided a copy of the film, which also includes Mozart's "Concerto No. 17.

"Einstein on the Beach" is being played between features at Cinema 11 which are also being supplied by DGG. The MGM Classical Division, which distributes DGG in the United States, plans extensive advertising on the album in conjunction with the film, which recently opened in Chicago and Boston. This is the first single for MGM Records based on the Mozart melody.

**Epics Rosen to Be Resident Artist**

LOS ANGELES — Epic recording artist Charles Rosen, pianist, will be artist-in-residence at the University of California, Davis campus, for the upcoming academic year. He will teach a course in music of the classic period and a master class in piano. Rosen will give recitals Jan. 28 and March 5. The fall program.


**CONCERT REVIEW**

Ansermet Leads a Bright Program at Carnegie Hall

NEW YORK — Ernest Ansermet, a master of precision and detail, led a richly colored program Tuesday night in New York with the American Symphony on Monday (8). He has recorded three of the four program selections for London Records with L'Orchestre de la Suisse Romande. The octogenarian has retired as music director of the Swiss orchestra after 50 years.

The program opened with a lively version of Brahms' "Symphony No. 3." He conducted the four Brahms symphonies in a manner that is characteristic of his style. An example of his penchant for detailed execution of a piece is his "Symphony No. 4," which has been recorded in various versions. The London Symphony Orchestra is an example of his penchant for detailed execution of a piece. The program was an example of his penchant for detailed execution of a piece.

The woodwinds and brasses came to the fore in a fine rendition of Stravinsky's "Symphonies for Winds Instrument," the third disc on the program. The London Philharmonic release is a special package of first-class Stravinsky ballets with a bonus record of Ansermet explaining "What Everyone Should Know About Music. Also on the program were Ansermet's transcriptions of Beethoven's "Pastorale.""

**Amadio Album**

VIENNA — Never before recorded with the Viennese Virtuosi, Johann Matthias Sporer and organist Michael Kniha have been featured on a new Amadio album by Ludwig Streicher, a principal of the chamber orchestra. The album, "La Virtuosa Instrumentum," is in Amadio's Virtuosi Instrument series.
CANNES, FRANCE

JAN. 29-FEB. 3, 1968
WHEREVER YOU ARE...

CARAVELLI and his magnificent strings
IS PLAYING HITS OF THE WORLD ON CBS Records/Entertaining the Entire World

A production of CBS DISQUES France • 3. rue Freycinet • 75. Paris XVI
**MIDEM: PAST, PRESENT, AND FUTURE**

By MIKE HENNESSEY

When Editions Bagatelle, the French music publishing company, dipped into the romantic past of popular music with the financing of MIDEM 1967, it presented an important opportunity for many of the participants. The value of MIDEM 1967 stand with an upright piano and a straw-hatted pianist to demonstrate its songs in the old Tin Pan Alley tradition. The event proved to be a fitting backdrop for this interesting indication of what the international record and music publishing market is all about.

The special purpose of MIDEM's existence is the exploitation of musical talent and musical product on an international and highly intensive scale. The first real MIDEM festival, MIDEM is, in fact, a market place for music—and the first and only one of its kind. Essentially it is doing the same job as the old Tin Pan Alley song pluggers—but it is doing it in a highly organized 1968 way, with the aid of high fidelity reproduction systems, closed circuit television, and live performances—and before an audience of professionally interested window shoppers from all sections of the music industry and from forty publishing houses.

Of the many remarkable things about MIDEM, one of the most remarkable is that it was not thought of earlier than last year—because its success, clearly expressed by its rapid rate of growth in 12 months, illustrates how badly the music industry needed an international marketplace.

Men in the music industry are not generally short on skepticism, and the first MIDEM, though a success by many standards was marked by scattered positive resistance in some quarters of the industry and indifference in others. But the fact that it has swollen to three times its original size in 12 months and by 20,000 hours of concert and record selling activities is being brought down. And clearly, as support for MIDEM grows, the more indispensable it will be for the men of the world's burgeoning music industry to participate in this unique event.

**Songs + Sunshine = A Sellout Success**

By BERNARD CHEVRY

On January 30, 1967, the first MIDEM—International Record and Music Publishing Market—made its entry on to the scene of world events. The credit for this event was chosen by the MIDEM. The prestige of the Cote d'Azur served as a fitting backdrop for this international gathering.

The event began on January 30, the MIDEM had won the first round: 1,016 participants representing 22 countries were using the 101 office auditoria which had been set up in the Palais des Festivals. Some 2,250 songs and 18 hours of shows were presented to the professionals from the record and music publishing industries. Four French language radio stations broadcast the MIDEM gala live and 220 journalists from American and European newspapers and from specialized trade papers kept their readers informed daily and on an international level.

On the evening of February 4, the curtain came down on the stage of the Ambassadeurs for the last time to the strains of the theme "Meet at the MIDEM." Success.

This international event had proved the importance both artistically and financially of the record and music publishing industry. The MIDEM had achieved its aims:

1. The exchange of ideas.
2. The establishment of new contacts.
3. The transaction of business.
4. The exchange of ideas and tendencies.
5. And already the MIDEM 1968 promised to repeat this inaugural success.

MIDEM 1968 will benefit from extensive coverage by radio and television. Regular reports will be relayed from Cannes and the gala will be televised and broadcast over several radio channels. The gala, which will be seen on Euronovis, is the 1968 MIDEM trove and will be presented and many major international stars will take part.

Cannes is synonymous with sunshine; MIDEM is synonymous with music. It is a happy combination.

Throughout the five continents MIDEM has come to mean not only understanding and exchange of ideas in the record and music publishing industry but also an assembly of people from all countries for whom there is one important common factor and interest: MUSIC.

**Bernard Chevry—A Profile**

Before creating MIDEM in 1967 Bernard Chevry had already demonstrated his organizational genius with the highly successful International Television Program Market (MIPTV) which he initiated in 1965 and which has grown annually ever since. His first important job was with the Flammant Books Publishing Co. in 1940 where he learned the trades of publisher and bookseller. After the war he directed a publishing house.

In 1950 he became founder and secretary of the Propaganda Committee for French Toys and a member of the Educational Toys Commission. At the National Pedagogical Union he edited the publication Toy Review, created the toy Oscar and became general secretary of the National Child Welfare Commission.

In 1961 Chevry was one of the founders of COGEDEP, a rack-jobbing organization, and in 1963 he created the International Toy Salon in Lyon. MIPTV and MIDEM are the only international markets of their kind in the world.
The Swiss Watch!

By JURG MARQUARD

The Swiss generally like to watch and wait before they move into action and allows for a stronger Swiss participation at MIDEM this year than there was last year, the record companies are still hanging back.

Max Berger, general manager of the recently formed EMI Switzerland, plans to participate in the 1969 MIDEM. "I think MIDEM is a necessary and helpful event, but we don't plan to participate until next year."

Said Ludwig Schmuckli, publicity and sales manager of Mushroom Records, who have been sacrificing their strength here, making the Swiss activity in MIDEM smaller than we would like it to be. But we are not satisfied, we are not satisfied, and we're sure this year will prove that MIDEM is here to stay for a very long time.

"We are grateful and appreciative of MIDEM, too, as Good Music's Geoff Heath indicated: "I think we've got a fantastic opportunity," he said, "to meet a lot of people and do very good business, as I discovered last year. It would be financially impossible for the smaller companies to meet all these people individually in their various countries."

A Unique Opportunity

In Worldwide Promotion

As a French invention, MIDEM naturally has the enthusiastic support of the bulk of the French music and record industry, but while patriotism—and the convenience of the Cannes location—may play a small part in stimulating French participation, it is undoubtedly true that French companies are coming to MIDEM because it makes good business sense.

A丝路 of the different opinion was somewhat surprisingly demonstrated by the massive participation which was decided upon even before the success of "Zizi." But that's beside the point. French participation at MIDEM was and is extremely important to us, and I have to have 'em on our bet' that the record industry as a whole today shares our point of view.

"It is essential, given the important role played by recorded music in modern civilization, that such manifestations take place, enabling people of the music business to meet and discuss vital problems on an international level.

"But above all the MIDEM, as well as being a meetings place and an important source of information on the world's music markets, is also a unique promotional opportunity for our industry and it underlines the importance of the music record industry throughout the world."

Eddie Barclay, head of Disques Barclay, regards MIDEM as "the key to all markets," permitting valuable contacts among the record companies and music publishing houses of the world.

"There is a definite interest in record companies," he says. "Firstly it eliminates the need for numerous trips abroad. And secondly it enables small foreign companies, anxious to expand their activities to other countries, to make their contacts directly with companies who might be interested in distributing their catalogs.

"For publishing companies, MIDEM represents a valuable source of information and business transactions can be concluded on the spot.

"The gala enables people of the profession to see and hear living music from different countries and to help establish them in territories where they are unknown."

On every level MIDEM is an excellent idea and I congratulate Bernard Chevry who has once again demonstrated his dynamism and his brilliant organizational ability.

Belgium: A Maximum Of Contacts in a Minimum of Time

By MIKE HENNESSY

"We are speaking as quickly as possible," said Roland Kluger, "that MIDEM 1968 will be a triumphant success. Last year we participated at MIDEM and were able to conclude important contacts and agreements with a maximum number of contacts in a minimum amount of time.

"We shall take advantage of the occasion to present two promotional films made last year and we already have a large number of meetings arranged during the course of the festival between Belgian music publishers and our associate record company, Palex.

"In the opinion of Pierre Goemaere of Inelco, Brussels, who has been entirely successful in the needs of the rapidly evolving music industry, "More and more," he says, "the record industry is becoming the core of the entertainment industry. That is why we shall investigate these days principally through records and subseqently through personal appearances and music publishing demonstrations. It is therefore essential that all these activities are united in one manifestation such as MIDEM."

A Western Shop Window For Polish Talent

By ROMAN WASCHKO

Poland's sole representative at MIDEM '67 was artist Anna Gerema, who was awarded the MIDEM trophy, although she was actually representing her Italian record company, CDE.

This year, however, the situation has changed drastically following the visit of MIDEM representative Jean-Claude de Villerey to Warsaw in September. The Polish delegation left with the idea of creating an opportunity to secure international exposure for Polish artists and products.

Poland will be represented at MIDEM '68 by artists in both popular and classical fields. Apart from the internationally celebrated composer Krzysztof Penderziski and the pianist Stefania Woytowicz and Halina Lukomka, Poland has many other artists who are virtually unknown outside their native country. Some of these will appear at MIDEM, together with such established talents as Waldemar Szymanowski.

In the pop field, Poland hopes to enter the international market with a new sound—best music based on Polish folk themes. Apart from extending its best representative of this trend—the only East European soul singer (Billboard, Oct. 7), Czeslaw Niemen. Also represented at MIDEM will be Ars Polonia, the record export-import company; Pagart, the Polish Artists' agency; Polskie Nagrania, the Polish record company, and the Polish National Agency Publishing organization.

Brogolino Plaza, assistant director of the International Cultural Co-operation Department of the Polish Ministry of Culture and Arts, said: "MIDEM is certainly a great opportunity to get in touch with the record companies, to exchange information on the needs of the rapidly expanding music industry."

Said Wladzimir Szeckerski, president of Polish Radio and Television, "We, in Poland, have no secrets, we do not want to sell, but we do want to show what we are capable of doing, because we do not want to present our achievements but also to find out the possibilities of extending our collaboration with similar organizations throughout the world."

JANUARY 20, 1968, BILLBOARD
adriano celentano

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Dear Mrs. Applebee

Merrell, Bar, C. U. Bacher, Melodie der Welt
David Garrick
Deutsche Vogue - HT 300 027 P

Puppet On A String

Bill Martin, Phil Coulter, Ernst Bader, Gerig
Sandie Shaw
Deutsche Vogue - HT 300 081

VOGUE DOES EVERYTHING FOR YOU AND FOR THE HITPARADE

in 1967

VOGUE was 78 times in "Top 40" of Der Musikmarkt published on the 15th of each month, which means 16,25%.
This result has been reached by 32 different records.

Dandy

Ray Davies, Roy Davies, Abercrombie
The Kinks
Deutsche Vogue – HT 300 032 P

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MIDEM - 6
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"Mr. EARLY BIRD" His "Multi Sound Organ" Sound is big all over the World. Is now getting very popular in England.

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JESS & JAMES & THE J. J. BAND

With "MOVE" they have their first big Hit in December '67. It is now getting big and BIG internationally.

LOS MAYAS

Our strongest ACT on album.

WAIKIKIS

The Number One Hawaiian Group released all over the world.

No. 1 Single in Belgium in 1967. 1968 should be his International Year with records released in France and Germany.

WE SHOULD HAVE MORE SPACE TO GIVE YOU MORE INFORMATION, BUT IF YOU WOULD LIKE TO KNOW WHAT HAPPENS INTERNATIONALLY WITH OUR OTHER ARTISTS AS: JACK SAY, JEAN CLAUDE PELLETIER, THE KYRIAKOS, THE UNION SOUND INC., PETER KREUER, RAY MARTIN . . . and especially what happens in YOUR territory. COME AND SEE US AT OUR STANDS NOS. 172, 173, 136, 137.

6 MAIN INTL. RELEASES

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WORLD MUSIC Group of Publishing Companies; 13 Madeleine; Brussels, Belgium
The **MIDEM** Trophies

The MIDEM trophies for 1968 will be presented on the final night—Jan. 27—of MIDEM at a special gala in the Palais des Festivals where the honored artists will receive their awards.

The trophies will be awarded on the basis of record sales between July 1, 1966, and June 30, 1967.

For countries whose total annual record sales are more than 100 million, three trophies will be presented—one to the best-selling male singer, one to the best-selling female singer and one to the best-selling group. If an instrumental group has outsold the male singer, female singer and group, then a fourth trophy will be specially awarded to the instrumental combo.

For countries whose total annual record sales are between 25 million and 100 million, two trophies will be presented—one to the best-selling male singer and one to the best-selling female singer.

For countries whose total annual record sales are less than 25 million, one trophy will be presented to the best-selling singer or group.

Sales figures have been obtained from the mechanical copyright societies of the various countries. For those countries where no such societies exist, the figures have been obtained from various record companies and verified by a firm of chartered accountants. For the U.S. and Canada, for example, MIDEM has employed the services of Prager and Feuston of New York.

MIDEM's general management has asked the RIAA to supply a list of those artists who have received one or more Gold Record Awards during the reference period. Calculations of sales are based on attributing one point for each 45 rpm record and three points each long-playing record.

**Last year's MIDEM trophy winners were:**


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**MIDEM 1968 INTRODUCES SPECIAL COPYRIGHT SERVICES**

MIDEM 1968 INTRODUCES SPECIAL COPYRIGHT SERVICE

An innovation at this year's MIDEM will be the International Legal Advisory Bureau which has been set up as a service to the record and music publishing industry.

The service, available to all participants, will provide guidance on all legal matters, especially those concerned with international affairs.

MIDEM has asked a leading international lawyer, Maitre Pierre Riviere, an expert in the copyright field, to direct this service, and Maitre Riviere will be present for the duration of MIDEM.

This year's MIDEM will benefit from intensive coverage by radio and TV networks. Fifteen radio stations will transmit the MIDEM galas live. Radio Tele Luxembourg will broadcast reports on MIDEM in three languages and will be represented by leading disk jockeys President Rosko and Michel Cogolin. Philippe Bouvard will also broadcast daily reports from Cannes.

Europe No. 1 will be represented by disk jockeys Jacques Ourevitch and Hubert and by the "Salut Les Copains" team.

The ORTF, the French state radio and TV organization, will be represented by Joes Arthur and the "Pop Club" team, Annick Beauchamp, Madame Inter, Georges Lener and Germain Klein.

Radio stations broadcasting the MIDEM galas will include those from Belgium, France, Germany and Czechoslovakia.

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**MIDEM Talent Line-up**

MIDEM 68's schedule of galas and concerts will be inaugurated at 9 p.m. Sunday, Jan. 21 by a star-studded International Gala in the Palais des Festivals which will run for two and a half hours.

Set to appear in this opening gala are:

- **Duo Oro Negro (Portugal)**
- **Ellie Reglas (Brazil)**
- Esther and Ahi Ofarim (Israel)
- **Ewa Demarczuk (Poland)**
- **Juan and Junior (Spain)**
- **Judy Collins (USA)**
- **Kirsten Flag and Tomaszewski (Poland)**
- **Little Tony (Italy)**
- **Olivera Vuce (Yugoslavia)**
- **Peret y sus Gitanos (Spain)**
- **Peter Horton (Austria)**
- **Roy Black (West Germany)**
- **Sadhana Shinde (India)**
- **The Supremes (USA)**
- **Les Yper Sound (France)**
- **Zsuzsa Koncz (Hungary)**

The remainder of the week's program of galas and concerts will be as follows:

**Monday, Jan. 22:**
- **FRENCH GALA:** 9 p.m. Palais des Festivals (Participants so far unknown).

**Tuesday, Jan. 23:**

**Wednesday, Jan. 24:**
- **BRITISH GALA:** 9 p.m. Palais des Festivals. Billie Davis, Julie Driscoll with the Brian Auger Trinity, Kiri Dem, Georgie Fame, Loulou, Long John Baldry, Rog Whitaker, Spooky Tooth, Gordon Waller, Moody Blues, Procol Harum.

**Thursday, Jan. 25:**
- **POLISH CLASSICAL CONCERT:** 9 p.m. Theater of the Cannes Municipal Casino, Sztalitorowe et Tubinates Varsovienes, Albert Stefanak-Lukowska (harpsichord), Kazakhstan Andrej Kukla (vollon), accompanied by Jerzy Marchwinski, Jerzy Sulkowski (piano). Presented by Jerry Waldorf.


**Friday, Jan. 26:**
- **INTERNATIONAL CLASSICAL CONCERT:** 9 p.m. Theather of the Cannes Municipal Casino. Amaui Chamber Ensemble (Germany), Koelbe (violin) (German), Luxo Mazo (violin) (Hungary), Samson-Francisco (piano) (France), Stola Mazaova (violin) (Bulgaria).

**Saturday, Jan. 27:**
- **MIDEM TROPHY GALA:** 9 p.m. Palais des Festivals. At which the 1968 MIDEM trophies will be presented.

---

**A New Tower of Babel**

By ROLF MARBOT
President of the French Music Publishers' Association

Last year many people from the music industry attended MIDEM out of curiosity. At the end of MIDEM 1967, following the excellent results obtained and the importance of the business which was done, they left Cannes expressing the hope that MIDEM would be an annual event.

Bernard Chevy had won; it had been clearly shown that the music record industry needed a MIDEM.

Chevy had achieved five important results:

1. He had united for the first time representatives of record companies, music publishers, independent producers, composers, impresarios, representatives of radio, TV and artists who never before had the opportunity to meet one another.

2. He enabled the smaller countries, seldom visited by representatives of the industry in major countries, to show their artists and their product.

3. He saved all participants a vast amount of time by enabling them to meet a tremendous number of people from different countries under one roof.

4. He enabled artists appearing in the galas to display their talents to a wide cross-section of international specialists.

5. He enabled personal contact to be made between people who had previously only known each other by letter and telephone.

Those who came out of curiosity to MIDEM in 1967 are now convinced of the importance to the profession of this unique international music market.

I am certain that the Hotel Maritime, will see a considerable augmentation in the amount of business done compared with last year and will see a tremendous multiplication of personal contacts—indispensable to the development of our thriving profession—in an atmosphere of collective enthusiasm.
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**Comment:** The list appears to be a catalog of music publishers, distributors, and record companies from various countries. Each entry provides the name of the company, possibly followed by country-specific details. The text is formatted in a table-like structure with countries listed in various rows. The table spans multiple pages, indicating a comprehensive directory of participants in the music industry.
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Sandie Shaw
David Garrick
Horst Jankowski
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Roger Whittaker
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Kiki Dee

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WELCOME YOU TO THE MIDEM AND CORDIALLY INVITE YOU TO VISIT SUITES NO. 103 & 104
Nonesuch Cuts Price in Britain

LONDON — Nonesuch Records, the American low price classical label licensed here to Polydor, has reduced its list price from $3.94 to $2.64. This reduction is part of a special promotion launched by Philips to Release Colin Davis LP

LONDON — Scheduled for release here next month by Philips is the first recording of the Colin Davis and the BBC Symphony Orchestra. The work, Mozart's Requiem, features the John Alldis Choir, conducted by Colin Davis. The recording will be issued at a special price of £3.94 to £2.64.

List Audio Award Winners

The first Audio Awards have been presented to recordings of exceptional merit, originated and produced by British or British-based companies in 1976. The awards are being sponsored and administered by a committee representing the Composers' Guild, Mechanical Copyright Protection Society Ltd, National Federation of Grammaphone Makers, National Union of Recording Industry Employes, and the Performers' Rights Society Ltd, and the Songwriters' Guild of Great Britain. The awards, presented on behalf of the consumer magazine, initiated the program.

The award winners are "Gustav Holst Concerto" by London Symphony Orchestra and "Elektra" by London Philharmonic Orchestra. The recipients are "Gustav Holst Concerto" by London Symphony Orchestra and "Elektra" by London Philharmonic Orchestra. The recipients are "Gustav Holst Concerto" by London Symphony Orchestra and "Elektra" by London Philharmonic Orchestra.

Sokol Seeks Curb On Local at Date

SAVING – Vilem Sokol, director of the Seattle Youth Symphony, has filed a Superior Court suit against the city of Seattle, claiming that his orchestra is being interfered with without being heard. The suit seeks an injunction against the city, which has ordered the orchestra to stop its Saturday (27) for the benefit of Holy Names Academy. The complaint said the local at the concert hall had a request by the orchestra to play the concert. Sokol is a member of Local 76.
Decca, EMI Lead British Labels On Record Retailer 1967 Charts

By NIGEL HUNTER

LONDON—Decca and EMI were the leaders on the Record Retailer’s 1967 charts. Decca came first, followed by EMI with 28.5 per cent, and the placings were reversed in the case of singles with EMI winning with 33.5 per cent and Decca following with 24.3 per cent.

These positions take into account each company’s subsidiary labels and licensing affiliations.

Decca’s pre-eminent in the album scene resulted largely from RCA Victor’s $2.40 per record, followed by 26 LP’s appearing in the year’s charts, notably “The Sound of Music” soundtrack and classical label HMV’s third place with 12.7 per cent, representing 31 records getting placings during the year. Prominent amongst these were Tom Jones’ “Green Green Grass of Home” and Engelbert Humperdinck’s “Release Me.”

Third in the LP section was Columbia with 7.4 per cent and 22 records appearing, headed by “Come the Day,” by the Seekers.

Top individual label in the singles results was EMI’s Columbia with 12.1 per cent and 53 record appearances, including Frankie Vaughan’s “Must Be a Way” and Vince Hill’s “Edelweiss.” This label was second with 1 per cent and 41 records on the charts, led by Engelbert Humperdinck’s “Release Me.”

Pye finished third in the single label ratings with 8 per cent from 28 disks, with strong female artists dominating the chart, with Petula Clark and “This Is My Song,” plus “Something’s Stupid” from Frank and Nancy Sinatra.

On the independent scene, Major Minor came first in the album section with 3.9 per cent from seven records followed by “The Andy Williams Stuff,” from the Dubliners. Second was Immediate, and third Page One.

Leading independent on the singles front was Immediate, followed by Page One and Island.

Top single producers were Tom Jones and Engelbert Humperdincck. Second was the Tami Administration, and third Ian and Fred and third Minty. Top singles publisher was Carlin Music, followed by Berlin and Screen Gems. Engelbert Humperdincck took the first three places in the top singles result for the year with “Release Me,” “There Goes My Everything,” “The Last Waltz.” Top three albums were “The Sound of Music,” “Best of the Beach Boys,” Vol. One, and “The Dr. Zhivago” soundtrack.

The Monkees won in the group section of the singles results, with the Monotones second and the Tremeloes third. Top group producer was the Beach Boys, followed by the Monkees and the Searchers.

Leading male single artist was predictably Engelbert Humperdincck, with Tom Jones second and Johnny Cash third. The last two were reversed for the male album artist of the year.

Dusty Springfield was leading lady in the year’s albums, followed by Petula Clark and Vikki Carr. Sunny Yellow was first in the singles albums of Petula Clark and Anita Harris.

Discounts Are Way of Retail Life in Korea

By HARRY KAYE

Soul, Korea, like Formosa, has little regard for copyright laws. The same process on all releases is in effect. They are recorded in Seoul (250 Won. 90 C. S.) Most shops have 25 per cent discount (200 Won. 70 C. S.)

One owner told me, “No one sells at list.”

There are over 40 record manufacturers here using the same process. Their records are located in other key cities (Pusan, Incheon, etc.) They are sold at retailer’s cost. Costs to shops is about 40 an LP.

Korean releases cost more (400 Won. $1.00 U. S.) because they have to actually be cut in local studios. The quality of imported and domestic LPs is interchangeable unless very good equipment is used. I understand there is a very fair list selling, as American releases (not reissues) are quite competitive with imports ranging up to $10.

A successful merchandising technique is to release new LPs and releasing them in volumes of “hits.” One company released four LPs under the heading of “Great Hits” (10 LPs). “That’s my Little Girl” proved to be a winner. Monkees, “It’s You That I Need” came from a fast newly Bobby Darin, Levit Spoonful and Slam Whitman.

My hangout in Incheon was a combination record, radio, TV and city shop run by an enterprising young Korean who didn’t even know what pop was. But he was selling records. He also owned a small nightclub downstairs that featured the local rock group that covered mostly mostly American standards, but local material.

They worked seven nights a week, with a $3 minimum and their salary ran about $225 Won. (75 C. S.) per man for the band. These were “New musicians, just out the school and very eager but according to my information this is fairly standard throughout the country.

Further up the street was the Union Club, certainly the best in town. It was located in a shanty town, where more “professional” musicians put in the same hours (30 on, 10 off), plus floor show for about $3 per man per night.

(Continued on page 40)

Sparked By So. Music

LONDON—Sparks, an independent label, has been formed by Southern Music in conjunction with Freddie Foster. The board of directors includes Southern’s Bob Kingston and T. F. Ward and Foster and his wife Sylvia.

Sparks will take repertoire from independent record companies and handle foreign labels in the United Kingdom. Its pressing and printing will be done by Atlantic and Selecta will distribute.

Foster’s present separate music publishing operation will be suspended. He will maintain the copyrights in his existing catalog, but will not seek or accept any further new material for these companies.

Brio Music is being formed by Southern, and will be wholly owned by that company to absorb all available copyrights acquired for release on Spark.

The label’s first single for February release is already complete, and will be introduced to the music industry on the 25th. An announcement will be made at the MIDEM meet in Cannes.

United Artists Records hosted a champagne brunch at the Hotel Americana in Cannes on Jan. 3 to mark the label debut of Brio Music. Co-chairman Bob Davie, above, has cut "Mr. Saxophone," a duet by Mr. David and Mr. Davies, in which Eddie Händel and Ray Royal, below, are featured. From Gustav Mahler’s "Das Kabinett Wunderhorn." Gustav Mahler conducted both the Philharmonic and the Town Hall, an American program, and a recorded jazz band for the program represented a valuable boost for Austrian classical music.

27 MILLION SEE BERNESTEN

VIENNA—An estimated 27,500 persons saw the Dec. 24, 1968, program of the New York Philharmonic Orchestra under the baton of Leonard Bernstein in a concert dedicated to Austria and the Vienna Philharmonic on the occasion of the anniversary of both orchestras.

The program was in the USA in 1967. This year the concert was not available to any other countries and was highlighted by the appearance of Christa Ludwig and Walter Berry. The program was preceded by a free concert by Gustav Mahler’s "Das Kabinett Wunderhorn." Gustav Mahler conducted both the Philharmonic and the Town Hall, an American program, and a recorded jazz band for the program represented a valuable boost for Austrian classical music.

Vernon Records Mayall in N. Y.

NEW YORK—Blue Horizon label chief Mike Vernon is here to record leading British blues artists who have played at the Top of the Blues breakers live at the Cafe a Go Go in Greenwich Village. Mayall is here recording with an English blues band.

Vernon plans to stay on after the recording phase, and add some American blues catalog material and possibly do some field recording in the South.

The first Blue Horizon single release will be on the Phone CBS label and is set for Friday (19). It is "I’m O.K. With Me, Baby" by John Mayall and the Bluesbreakers from Kimmeridge. The first Blue Horizon LP will feature John Mayall and the Bluesbreakers and will be issued next month.

200 Retailers Attend Palette Year-End Party

BRUSSELS—Palette Record held an end-of-year party at the Brussels Hilton attended by 300 dealers, disk jockeys and industry officials.

Also present were Geoffroy Heath of Good Music, London, and Alain Delcroix of Belgian Entertainment was provided by Palette’s sister shops in Brussels, Brussels, the Kian, Digno Garcia and Will. Tura. The party was hosted jointly by the Belgian distributors, Atorino.

The party followed a visit by Palette President Felix Facco to London where he had talks with Geoffroy Heath to plan the 1968 policy of Good Music and Palette London.

Brussels—Decca’s Music’s Roland Kluger was in New York for the presentation of Screen Gems and Marie Coast of the Southern for the discount plan for theduo sales and special promotion projects. Decca also had meetings with Wesley Res and Bob McClosky.

They are in Holland, World Music is scoring with the Italian Sugar Music copyright "Zal, Zal, Zal," the first Decca song to appear in the Dutch charts for some time.

300 Trade shows are scheduled at the 50th Congress of the International Federation of Phonographic Industry and the 16th Annual Congress of the European Convention of the Phonographic Industry in London.

(Continued on next page)
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“MALAYISHA”
A Global Tour For Chevalier

PARIS — Maurice Chevalier leaves Paris on Jan. 31, 1937, for the start of his round-the-world concert tour in Helsinki on Jan. 25. Remaining dates of the tour are: Feb. 2-3, Copenhagen; Feb. 5-8, Berlin; March 10-15, Hong Kong, Philippines, United States; April 5-6, Buenos Aires; Apr. 8, Brazil; May 6-10, Amsterdam; June 11-12, Madrid; July 16, Rome; October 31, Buenos Aires.

The tour will end in Paris where Chevalier will give a series of recitals at the Théâtre des Champs Elysées beginning on March 29.

Meanwhile CBS has released a new album by Chevalier, called "A Drop of Dew," featuring songs in English and French. Contributing artists are Joel Gray, Arne Åfrid, Pierre Bouchot and Francois Lalin. The set includes two traditional French folk songs "La Mariée Du Malaban" and "Les Parmiyes de Cherbourg." Bernard D'Amicis, who has written the French text for the album, has written a text for each recording.

CED to Handle Editions CMF

PARIS — La Compagnie Européene du Disque, a Barclay affiliate, has signed an exclusive distribution contract for Editions CMF, a firm that operates the works French Academicians Mathieu and Fleury.

CED is releasing three two-record sets of the celebrated Paganini, "La Femme du Boulangier" and "Fanny" and "Cesare," featuring the original soundtracks and such distinguished French cinema actors as Raoul, Pierre Fresnay, and Charles Boyer. The albums contain the complete texts of the works plus commentary by the stars. Each two-disc set will retail at 45 francs 20 centimes ($0.96).

Oslo: RCA's New Group

OSLO — Norwegian singer Karen Blixen, who is spending some of her time in Germany early this year following the concert between Gerhart Hoffmann and Jeanne Moreau in Arne Bendiksen's A/S disk company.

The trilogy artists will go to Berlin at the beginning of February and will then travel to Moscow for a concert supervised by Wolf Kalski. Release of the records in March will be followed by radio and television appearances on TV and radio.

Arne Bendiksen will be on hand for the recordings and attending the MIDEM in Cannes.

Miss Blixen's latest release in Norway features local versions of the folk songs "The Rose of Auckland" and "The Isle of the Sun."(Ode enking i tolen) and "You're My World." (Du er min verden) are two works by Blixen and Bendiksen respectively.

Polydor Appoints 3 More Executives in Realignment

LONDON — Two majors and one independent operation here have reorganized their executive staffs.

Polydor has named three more men in addition to the appointment of Ron Dennis to the management position here. The group now has 12 European divisions and 10 subsidiary companies.

The new group includes: Andy Webster, general manager, A&M Records, London; Richard Cowles, head of Paragon Publicity, London; and Adrian Rudge, sales manager for Page One Records, London.

Monkees Named Top Artists in Norway Poll

OSLO — RCA Victor group, the Monkees, were Norway's most popular artists in 1967, according to the year's weekly top 10 charts compiled by the newspaperaviset from information supplied by dealers throughout the country.

This group's six single hits, "I'm a Believer," "Theme From the Monkees," "Pleasant Valley Sunday" and "Daydream Believer," ranked them ahead of the Beatles (Paranoid) and the Sven Iversen Groups.

From The Music Capitals of the World

BARCELONA — Discophas released a folder of contract claims in Labor Court here on Feb. 28, 1957, that it has received on the Versace label in Spain. MDM has been ordered to pay £200,000 within 30 days or face a £200,000 fine.

1st Rock Jobber Set in Holland

LOS ANGELES — The first rock job operation in Holland will be initiated by record importer Mindlin, manager of Audio Production, Laren, a Dutch firm representing the Everest record group in Holland, Belgium and Luxembourg.

Mindlin, in the United States to buy album product, eventually will put Everest's product in more than 600 neighborhood markets and 60 supermarkets in conjunction with Albert Heijn, the largest food market operation in Holland.

If the operation proves successful, Mindlin reports, his firm will expand it to other areas in the United States.

Harlan Named To AFN Berth

FRANKFURT — Robert J. Harlan has been named the new program director for the American Forces Network Europe, succeeding the late Frank T. "Mug" McGaughy who died of a heart attack last September.

A native of Minneapolis, Harlan re-entered the U.S. Army during the Korean War and served as chief of network operations and program director for AFN stations in Japan, Belgium, Italy, and Germany.

Since 1964 he has been AFN's deputy program director and director of program services.

A resident of Gainesville, Fla., Harlan attended the University of Florida from 1945 to 1949.

Sylvie Vartan on TV to Pitch Album

PARIS — RCA's Sylvie Vartan made her French television debut on "Till" and "Dam Dam Dam" Tuesday Feb. 17, on French television's "La Revue de Paris," currently the No. 3 French TV show. The recently released album of new French songs.

In Berlin, Miss Vartan will embark on a tour of France followed by a 10-day tour of Italy where there will be a big success recently with "23.3 de Bonheur." In June, she will have a 12-city tour of Africa, Japan, Canada and South America and will make TV appearances in each country.

Dench, Sallis to Star in "Cabaret"

LONDON — Judi Dench and Peter Sallis will star in the London production of the musical show "Cabaret," opening Feb. 28 at the Palace Theater.

The show is being presented by David Merrick, who produced "A Funny Thing Happened on the Way to the Forum," and replaces "The Desperate Hours," which is to be replaced by "Till." The latter production will move to another West End venue next year.

"Fiddler on the Roof," whose outstanding box-office success "Cabaret" competed with, has just closed on Broadway, has two new productions opening in London, and has been scheduled for release with effect Feb. 19. They are Alistair Baxt as Tsey and Ama as Topol and Miriam Karlin.
Congratulations, Bert Kaempfert on still another outstanding success on Decca with one of the great songs of all time...

"caravan"

blending the performing artistry of Bert Kaempfert with the composing genius of Duke Ellington. In a sultry, swinging single*...as well as in the newest, forthcoming Kaempfert album, which includes also his imaginative treatment of still another Mills perennial, THE SHEIK OF ARABY.

Aware A&R men, independent producers, music decision makers everywhere are devoting increasing attention to the production of new, swinging, selling mills perennials in today's genre. Our Professional Department will help you show "where the action is" in your next recording session.

*CARAVAN, Decca Single 32241
The attention of Warner Records in Polydor. Down Broadway" by Yaskiel International in RCA's Camden label in Canada, and Martha Guran is preparing material for her third album.

The 11th German Jazz Festival will take place from March 22-24 in Frankfurt, . . . , . . . The Miles Davis Quartet was in Germany for TV dates, . . . Violinist Helmut Zacharias joined CBS, . . . Freddy Quinn begins his 13th with the Medium Terzet and the James Last Band in 33 cities, . . . Dr. Werner Vegeliang will leave his post as director of Ariola-Eurodisco in December to replace Philip's director, Nitschke, who will retire, . . . Hans Hulden is the new producer for Electrostar label, . . . Graham Bonney and Howard Carpendale. Composer Carl Orlf received a gold record for sales of "Christmas Story." WOLFGANG SPAIHR

Barry Class Starts Label

LONDON—Dealer Barry Class, who manages Pye recording acts, will launch his own label, Trend, next month in a deal which recently with Associated Recordings, a company with several budget labels under the Saga banner.

The label will operate from Class's offices on Old Compton Street, . . . , London, with promotion handled by Andrew Vere of Saga and Trend's Richard Edly. All acts signed to Barry Class Management, except the Foundations, will be transferred to the label. The new label is expected to launch,-others are possibly in the works. Barry Class has been a talent scout for several years.

RCA Victor Storyteller Miss Martha and her two bunny puppets, Velvetsone and Thumpkin, are attracting large crowds of children to storytelling sessions at public libraries in Toronto. This popularity with the young set is reflected in sales of her two LPs on RCA's Camden label in Canada, and Martha Guran is preparing material for her third album.

**Associated Recordings Changes Name, Execs**

LONDON—Associated Recordings, a company operating several labels, under the Saga banner, has changed its name and its managerial alignment.

The company is now called Saga Associated Records, and its management, under the leadership of Marcel Rodol has reorganized the company's executive, John Britten and Leslie Cook, to the board of directors. Britten, in his new post will control all the company's recordings and promotions. He previously handled sales and marketing. Cook, who is company secretary, will administer all Saga's business affairs.

The company has also signed Ron Smith to head Saga's advertising and promotion department, who becomes managing director of its St. James Press printing subsidiary. Smith was previously publicity manager at Philips Electrical, and has also worked on LP sleeve design for Philips Records.

Marcel Rodol is in South Africa setting up new outlets for his company's product, and will attend the MIDEM meet in Cannes.

**12,000 Teen-Agers Attend First Czech Rock Festival**

By LUBOMIR DORUZKA

PRAGUE—More than 12,000 teenagers visited the first Czechoslovak National Festival of Rock Music which included five concerts in the Prague Lucerna Hall from Dec. 29 to 22.

This was the first time in two years that a large hall had been made available for rock concerts; fears of riots had only previously limited such concerts to smaller theaters.

One of the most appealing groups was the Primitives of Prague who presented a psychedelic show with lights, masks and fire and launched a march on the crowd.

Groups from 11 different towns participated, proving that beat music has a wide following in Czechoslovakia.

A Czech television group caught the attention of the New Statesman for its Carden drama line, the latest of which is "Hedda Gabler" starring Joan Plowright and Anthony Quayle.

**International News Reports**

**From The Music Capitals of the World**

**Continued from page 38**

regulations to prevent foot and mouth disease spreading to Eu-

land, many bands have canceled British tours. And Ian Whitcomb and Dominic Behan are among those who won't be doing dates here for some time. . . . This month, the Hadley play dates in Belfast, Bray and Cork. Also, the incredible string quartet of the Schottland will be here for pro-

moters Tony Boland and Roy Eames. . . . On Dec. 26, Trefrin Eireann screened a half-hour pro-

gram the Trefrin shows made a couple of months ago.

Another Irish act continues to prosper, albums by local artists are becoming more common. Among those selling briskly cur-

rently are "Expressions of Danny Doyle" (Trèuen), Johnny Mc-

Evoy's "For the Poor and For the Country" (Pye), Frankie Doherty's "Five Little Fingers" (Emerald) and "With Love, Patricia" (RCA) by Patricia Cahill. . . . The Danny Doyle LP will be issued in the U.S. on Kapp in Feb-

ruary, . . . Pye failed to get the queen to sign for "The Downstairs' Rocks But Gently" LP, as foot and mouth disease infections at Dublin Airport resulted in a back-

ing of records to be disinfected and BEA and Are Lingus refused to import the album.

Eimer's Menarchs Showdown International in Italy as a member of the band other than Tommy Donegan. It's John Frew-

ney's role of "Pearly Shells." . . . Pye has distribution of both the British and Swedish albums of "Canalhet" (CBS) and the movie soundtrack version of "The Longest Day." KEN STEWART

**Hamburg**

The Procol Harum are in Germany to appear at Munich's Blow-

zy Warsaw in "Hamburg" in Bremer for Best-Club. . . . Mum's Burry anxious is currently promoting his single "Cowboys Sqaure," in Cologne, the Suzie and Luxe Night Club.

Mum's Burry International has bought the rights to the film "The Last of the Dole's" and is planning to release it on the Vespa label to be released in Germany within the next six months. Promotion director Larry Yaskiel also acquired "Bicolacoo Down Thunderbird," both of which he is planning to release in six months. . . . O'Dell on the Vegas label to be released in Germany within the next six months. Promotion director Larry Yaskiel also acquired "Bicolacoo Down Thunderbird," both of which he is planning to release in six months.

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The 11th German Jazz Festival will take place from March 22-24 in Frankfurt, . . . , . . . The Miles Davis Quartet was in Germany for TV dates, . . . Violinist Helmut Zacharias joined CBS, . . . Freddy Quinn begins his 13th with the Medium Terzet and the James Last Band in 33 cities, . . . Dr. Werner Vegeliang will leave his post as director of Ariola-Eurodisco in December to replace Philip's director, Nitschke, who will retire, . . . Hans Hulden is the new producer for Electrostar label, . . . Graham Bonney and Howard Carpendale. Composer Carl Orlf received a gold record for sales of "Christmas Story." WOLFGANG SPAIHR

**Life in Korea**

**Continued from page 36**

The big hit throughout the country is "Their Thing," written by both in Korea and Sam and The Sham. If this just broke out of its small box in a three-week-old song which has now been played over 1,000 times in Korea. . . . But until this week and over from one end to the other, the song is playing in small establishments (six commercial, two government, one private, one U.S. Armed Forces) and three TV outlets. No color as yet.

Put together a recording group I caught was oddly composed in comparison with the usual American rock group. It was my last night in town and I dropped into the club and was pleasantly introduced to the sound of the Vaga-

bonds. They are a dot and a dash of the late 1960s jazz, which almost looks slightly archaic ("House of the Rising Sun," etc.) the drummers, guitarists, and horns are more than just a bit of the best soul this side of Detroit.

**Heabler Album**

**Continued from page 36**

There will be national magazine advertising in conjunction with this album, . . . Together with Chagaito and the Heabler LPs, Philips will buy space in maga-

azines like the Lithographer and the New Statesman for its Carden drama line, the latest of which is "Hedda Gabler" starring Joan Plowright and Anthony Quayle.

**WARNER-BROOKS ART RECORDS** Canada has set several displays, such as this one at the A & A Record fair in downtown Toronto, to promote the soundtrack LP of the movie "Carousel."
al martino sings the first vocal solo:

LOVE IS BLUE

the hottest love song of the year!

Capitol Records 2102
LONDON
The late Brian Epstein, Beatles manager, left £481,460, of which death duties take £247,416. A large house in London and other properties were tied up in his Nems Enterprise, a holding company which was finally realised, thus the comparatively small sum left. Epstein's firm, NEMS, is now run by his wife, Dave Dee, Denis, Bev, Mick and Tick who have been members of the group. Debs Rhodinism was sung by the Musicians' Union. Dees termed it a political ban, and declared they were to play non-segregated concerts in America. Frank Sinatra denied the motive for the ban, and said the Union was opposed. The British Artists' Union, which would certainly occur in the event of a strike, will be formed. The Associated Society will act as the London representative of the International music division of Rogers, Cowan and Curbishley. Jen, handling stars like the Supremes, Jefferson Airplane, Van Morrison, Carole King, Dionne Warwick, David Martin, Leon Russell, Hazelwood and Nancy Wilson. Les Ferrin will continue to look after the Rolling Stones here, however, Somerville also represents the Rolling Stones. Dave Dee, Manfred Mann and the Bonzo Dog Doo-Dah Band are standing as a Tory councillor for Exeter Park. Grade were in the London borough elections Monday.

Kenny Lynch and Marty Shuman penned "Just a Little Bit of Rock 'N' Roll," the new song of the year. Tom Jones is to be president of Zapp and Zizzle Corporation. The Shaw Brothers have agreed to personally direct the film, which will be presented in their own studios. In recognition of his assist-

TED LEXINGTON, a voice actor and a US Senate aide, has been named as his spousal peace as Home Secretary.
Harry Arterbury has resigned in a row over the appointment of a manager of Barry Chuckle's ChuckleVision. "I Don't Stand the Heat," starring John Houston and Dyan Cannon, was deleted from the Cambridge Theatre Feb. 13. Bookings are being made for this production a longer run than its original show in 1927. Teen-Age Opera created Mark West's "Anna Magnani / Sister of the Sun / The Other Man / The Table." All Songs Classics dropped from the show, one close after Easter due to financial problems. It was founded 1927 to feature Andy Devine, "Ballad of Bonnie and Clyde," the show opened at the Oriental Theatre, Australia, the States and South Africa.

MILAN
More international singers have confirmed their participation in the San Remo Festival, Feb. 17, including Timo Vierio (Liberty-Boldone), recently reported to be one of the producers of "La Scala," "Il Giardino di Cleofe"; "La Damigella Racing," "Balletto a Maddalena," "Barcelone," by RCA-Italiana; Pink's "I Am a Man of Honor," "La Parafial Impaziente," by Tank/ Cinque Vedute and a song by "I Am a Man of Honor," "La Parafial Impaziente," by Tank/ Cinque Vedute and a song by

Cam & Fame's Record Mirror Mirelle Mathieu (Becker/RCA-Italiana), singer of "Je Suis Happy," will be confirmed for an appearance. "Can't Help Myself" is from the film "Canto," by Aberbach; Sach Dining with a song, "When the Wind Blows," and "Can't Help Myself," recorded for Decca; Dione Warwick (Scepter-CSD), her new single, "This Girl's in Love," by Southern; and Shirley Bassey (Capitol-Italy). "When the Wind Blows," "Je Suis Happy," "This Girl's in Love," are fine songs, to add to her chart of more hits which has TINY BUBBLES (THEIR GOES) KEAALOMA, and other Italian favorites; and "Tunes From the Tropics," "La Paraffial Impaziente," by Tank/ Cinque Vedute, in the vast popular catalog under the film's banner.

Conclusion tens of thousands of hits, and there are more than a hundred people and orchestras available, utilizing its energy. The hit song catalog is the result of the catalogue of two thousand songs. Outstanding in its array of hits are: "DREAM, IT'S A GOOD NIGHT," "SHORE, MIDNIGHT IN LONDON," "LONDON," "WHITE LIGHTNING," "FLYING BY" and "YELLOW." MARANA, ACROSS THE ALLEY FROM THE ALAMO," TAMNICO, ROBERTO DE BUEN, "CABARETTA," and "THE QUEEN'S A" among the many. RONALD OF INDIANA, MARINA, PRETENDING, QUIET VILLAGE, TINY BUBBLES, LE HAZWELL'S, THESE SONGS ARE MADE FOR WALKIN', HOUSTON, HOUSTON, HOW DOES THAT GRAB YOU DARLIN'?

ADVERTISMENT

ROBINSON TO MIDEM FOR CRITERION; DISK DEALS SET
L. A. Criterion Music's president, Michael H. Goldstein, will be represented at MIDEM by Jack Robinson, his Paris manager. He will offer many top copyrights for world-wide representation, including such as TINY BUBBLES, "THE QUEEN'S A" (which is now on the Japanese chart) etc. Robinson will also be looking for foreign copyrights to have developed in the United States. Criterion's Paris office represents Lewis Hazlewood's firm in French speaking countries.

Through the years, Criterion has successfully developed such great standards as THE WORLD WAS YOURS and AUTUMN LEAVES from France. Recently, they have picked up the chart hits MONT-AMOUR, MON AMI, THE LILAS, LAFERMIER, HIT, HIT, HIT! USA, HIT DU JOUR et al. with a list of hit songs. Also, SUSU LA QUAI with a list by Arthur Hamilton and the Paris suitcase wonders, acts as guest writer, called HOW YOU RIM, recorded by a new find at Capitol Records, Michael Dees.

This year has brought with extended activity for the firm, including the leasing of matters, which were made in the Criterion records and the presence of the label in BANDON. Berliner, FIVE Records. Ed Silver's of that firm is esting over the first releases. Black Magic's imprint is CAZAR, and in January of this year Robinson produced a new group called CRISTEA. Let's take a look at how time flies.

Faug.augur for the last campaign of this sart of Louis Puhur's great instrument. LULLABY. Dover is also riding with his new Hawaiian sing-a-long, SUNNY DAYS, STARLIGHT NIGHTS. Launched by Eileen Young, the firm Palm label, HOD. It is being bought by the late Karl Lee and Alex Koeck, getting good reaction also.

In the public relations department, and for the second "Lee Hazlewood Song Book" with seventy-five of his compositions, includ-

ingsuch hits as LOVE EYES, SUGAR TOWN, SUNNERY Wine, etc. His first book has such standards as THESE SONGS ARE MADE FOR WALKIN', NOW HOW DOES THAT GRAB YOU DARLIN', and twenty others. In 1957 the firm issued the Charlie Parker Sketch-O-Sketch, containing thirty-five instruments; it's a book. "Hawaiian Sing-A-Long" with the work of Eileen Young, with VILE VILLAGE and other Lee Faster standards; a volume and piano collection. "Island Song" by Harry Moser, which has TINY BUBBLES (THEIR GOES) KEAALOMA, and other Hawaiian favorites; and Tunes From the Tropics, by Louis Puhur, were in the vast popular catalog under the film's banner.

Our First year was devoted to building up Italian line and Italian sales.
Christy, Fausto Giglion, Nino Fidencio, Mike Liddle e gli Atteni, Louiselle, Donatella Mazzat, Don Powell, Janet Smith.

Our Second year was devoted to the intensive and extensive promotion of all artists on the label and their budget allocated to the promotion of our artists, among other promotional means — participation in:

a) San Remo Festival (March 15th & 16th of Italy)
 b) Festival of Roses
 c) Festival of Roses
 d) movie soundtrack recordings.

Will you submit to our catalog and be part of this operation?

PARIS
CBS has authorized DiCicco to use its Gemini satellite as single-disk partner and has released a "two-LP set" of the "Total Recording" on the "Total Recording" label.

In "The Tresers Classics," series, Philips has released an album of works by Bach played by Jean Guichen on the recumbent organ at St. Etienne's. Frascati's first French album on the Revell label is "The Breakout Hits" aimed at the discotheque market with one up-tempo side and one slow side.

Columbia is by far the most successful in the field of disco records, with a 62.5% share of the market. CBS records by Mark D'Antoni, "The Breakout Hits," are particularly strong in the discotheque market.

MARKY MARKER is the camera hold in this line-up caught at a reception in his honor at London's Decca promotion office. The others are, left to right, Black Jack, Screen Gems, RCA Victor executive Terry Oates, Jack Magrath of Screen Gems (rear) and Decca sales manager Colin Berland.

(Continued on page 44)

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THE BLIMP wishes to congratulate you and the Turtles: The Turtles for being the Billboard #6 top single recording artists of 1967 and you, for listening.

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Country Music

Songwriters Put Country Back On the Map, Asserts Promoter

NASHVILLE — Carlton Haney, one of country music's most successful promoters, credits songwriters for the unprecedented acceptance of this style of music.

"Songwriters took country music out of a slump," Haney said, "and have created chemistry between singers and listeners." Haney said radio stations have been a great help, but said they are programming country music now primarily because the written songs are so much better.

Haney, who booked 104 country shows in 1967, already has 150 engagements in 27 cities for the current year. These range from Philadelphia to Little Rock. His bookings of last year included repeated sellouts, including three at Knoxville "where you couldn't half-fill in auditorium a few years ago." In both Knoxville and in Greenville, S. C., Haney had to rent additional space and put on simultaneous shows in two locations because of overflow crowds.

Strong Packages

Haney is a believer in strong, well-balanced packages. "I can put the right six people together and fill any auditorium," he said. "They have to complement each other, get each other charged up. If an artist pick one another up, the people in the audience (on it) this eliminates the distance between the audience and the performer, and this is what country music is doing now."

The Roanoke, Va., promoter does not believe this would have been possible, no matter how good the artist, were it not for writers such as Bill Anderson, Hank Cochran, John D. Loudermilk, Harlan Howard, Detlof West, Dolly Parton, Curley Putman and others. "They are turning out fantastic material," he noted, "and the crowds are responding."

Haney selects his own talent, which always includes some "old and new, including Bluegrass, a female singer to compliment the male acts, and a good comedians. A promoter is ridiculous to try to draw a crowd without all these components."

Haney, a one-time "sideman," said certain artists respond to others, and he has made a study of this. "I've got that particular artist, for example, can get George Jones charged up, and I know how others work together. This is the way I build. They have to create some electricity themselves in order to carry the charge of the written song over that stage into the audience."

Haney said there is a strong possibility he will add to the 130 auditoriums he already has set for this year. "As long as I can get the acts and the places to book them, I can get the audiences," he said.

Bluegrass Fete Set for June

NASHVILLE — The second annual Bill Monroe Bluegrass Festival has been set for June 21-23 at Bean Blossom, Ind., with more than 10,000 expected.

Last year's festival drew in excess of 5,000.

Monroe, who will be the featured performer, plans to have eight top groups including Don Reno, the McConnell Brothers, Jim and Jesse, the Osborne Brothers, Mac Wise, Ralph Stanley and the Clinch Valley Boys.

(Continued on page 47)

Goforth Named To 'Opry' Post

NASHVILLE — Gene Goforth, long-time executive producer of the Stoneman Family show, has been hired by WSM, Inc., as road salesman of the "Grand Ole Opry," delayed network radio network radio show. Goforth also serves as consultant to Bobby Lord television show. In addition to his other duties, Goforth is acting as his own advertising agency.

AGAC Sets Up a Nashville Beachhead to Ink Writers

NASHVILLE — The American Guild of Authors and Composers is gaining a bridgehead in Nashville.

AGAC has engaged Larry Lee of Barmour Music to act in its agent in signing writers and publishers to membership.

The move came partly to head off a threatened formation of writers' guild in Nashville, unabashedly an organization such as the American Guild of Authors and Composers. The move, if successful, would be the first of its kind in the country.
Twisters put on a three-hour show at the Farm Aid 2001. The event featured 12 bands and raised over $2.5 million for hunger relief. Over 75,000 people attended the event, which was held in conjunction with the 10th anniversary of Farm Aid.

**Nashville Scene**

off on his first tour of the West Coast after some Texas dates. He swings back through New Mexico and Oklahoma on this week's tour.aster.

Jerry Naylor and Tex Willerman will be back in Nashville Club in New York. Mary Taylor plays Circus Pete's at Jack's Nails. Later in the month, and then moves to Portland, Ore. Ward Stryker and His Party Time are playing Mr. Lucky's. John Naylor and His Party Time are playing the CBGB Country Caravan Shows in Southern California. Doolittle Dahl, president of Golden Records, has signed an exclusive foreign release deal with Stet Record Industries, Ph. of Johannesburg, South Africa, to handle their catalog of artist and records. The first release will be the Cow Brothers, with "Too Old to Cry." Fiddle Pete appears on "Operation Entertainment" on ABC-TV, Jan. 26. Wendie Jacks will be on the "Jolly Bish" Feb. 22.

**Bluegrass Fest**

Among those on hand will be Bill Monroe, who at one time or another played in Monroe's band and learned the bluegrass style from him.

**Billboard**

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Exclusive for Artists only! A service for you so different, and unique, it's like taking a trip to the future. Taveling Artists is a new concept in the music business. It's designed to help artists develop their own unique styles and enhance your stay with all levels of gear and products you need. Try us, the best.

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**This Week**

**Last Week**

**TITLE, Artist, Label**

**Number & Publisher**

**Weeks on Chart**

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I believe you will be amazed, as I have always been, at the different sounds made possible on the electric five-string banjo in the hands of Buck Trent.

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ROY DRUSKY
GREATEST HITS VOL. 2
SR 61145/MG 21145

Mercury Albums are available in musicassettes and 8 and 4 track stereo tape.

Mercury Records
A Division of Mercury Record Productions, Inc.
Audio Magnetics Woos Youth Market With Cassette Move

LOS ANGELES — Audio Magnetics Corp., which recently discontinued its 4 and 8-track cartridge duplicating operation, will introduce a new line of EP and LP cassettes aimed at driving the "under 25" market into the cassette fold.

Heavily involved in manufacturing blank tape for reel-to-reel and now cassette units, Audio Magnetics Corp. (AMC) will concentrate on wooing teenagers and young adults with a 15-minute EP cassette to retail for 79 cents and a 36-minute LP cassette to retail for 98 cents.

The new cassette line, in addition to a compact cassette twin-pack, will put AMC in the consumer market-place, feels Irving Katz, Audio Magnetics president, who will introduce the firm's new products to national sales representatives this Monday (15) in Chicago.

AMC recently created a separate operation to service the cassette market, with plans to revamp its factory operation to a more cassette-oriented marketing firm.

The company will market its cassette innovations in 70 foreign countries, including Hungary and Yugoslavia.

RCA a Leader In the Field

NEW YORK — RCA Victor is currently among the leading exponents of variety pack tape CARtridge product. The company, which issued its first variety pack in September 1966, and now has a catalog of more than 50 selections, views this type of cartridge product as one which will have a significant bearing on the total tape market. RCA has also taken some of its variety packs and released them as albums.

"We have used extensive market research to study consumer tastes towards cartridge products," said Elliot Horne, RCA's recorded tape product planning manager, "and we find that, especially in the car, listening objectives are not always parallel to that of the record listener."

(Continued on page 53)
Variety Packs Are Becoming A Spice of Programming Life

*Continued from page 1*

having to listen completely to one artist in the confinement of one’s own auto.

Capitol has found extraordinary success by developing special theme tapes. A “Country and Western Roundup of Stars” and a “Pop-Rock” pack moved well. Beauder says there is no set release pattern for variety packs, which he calls montages. “We try to release them when we have a strong idea.”

Capitol plans increasing its programming of montages this year. Beauder and John Galafino of the ad department plan the montages, looking to establish a compatible mood or pairing acts which appeal to a given group of listeners.

As a side operation, Capitol readily produces montages sampler packs for such manufacturers as Pontiac, American Motors, Lear Jet and Zenith.

For Liberty Stereo Tapes, their “All Star Custom Series” is a “anti-montage.” A preprogrammed pack included with every monthly cartridge release. With 90 percent of cartridge product released by the industry aimed at the auto owner, the future for variety packs is bright, believes Wally Peters, general manager of Liberty Stereo Tapes. Preprogrammed tapes offer the hardedr driver a weapon against monotony which is the concept of uniqueness.

Sometimes a label can run into a problem of coupling an act with others because of contractual limitations, but the labels seem to be able to go around these limited situations.

Liberty is able to place a “norm” of six or seven acts on a pack. “In a Sentimental Mood” offered 11 performers. The emphasis at Liberty is now for moods rather than for packages spotlighting a single performer. When Liberty began its series last year, it released nine twinpacks by single artists. Now, the emphasis is for an over-all theme. The company has thematic packs covering every facet of musical creativity save for the classics. It takes Peters one week to listen, select and program a variety pack.

Despite the enthusiasm from the music supplier level, Muntz Stereo Pak as a duplicator, offers a more cautious analysis of the variety pack. According to Sy Fralicke, assistant to the president, variety packs may be headed for a sales position unless geared for the home entertainment market. He believes there is limited financial reward in producing multipacks for the auto market but great potential in manufacturing twin or quad-packs for home units.

Muntz recently developed a line of home component equipment which strengthens its representation in this area of home entertainment.

In February, Muntz will introduce a new series of twin (one-hour packs) and quad (two-hour) cartridges aimed at the home market. Labeled “Jerry Colonna Presents,” the new series is tailored to provide background music, sans vocalists, and programmed to enhance and strengthen the Muntz inventory in home components. The twin and quad-packs will have music by Gershwin, Rodgers and Hart and Rodgers and Hammerstein, etc., tunes ranging from popular to country. Much of the material belongs to Colonna.

Fraticelli feels mixing artists, for instance in a variety-pack is “too much like radio programming, Something we want to stay away from.”

Ed Michel, head of the music department at Muntz, confirms the new “Colonna series” will be promoted and packaged in such a way as to enhance the product for the home market.

General Recorded Tape has not gone into variety programming for two reasons: (1) marketing men Tom Bonetti feels they have the concentration of a cheap sampler record and (2) too many artists on the same bill can dissuade a customer from a purchase. If, however, the public shows an interest in preprogrammed tapes, GRT will seek to comply with consumer appeal.

We built a better tape cartridge.

Introducing Dynapak, the world’s first no-return cartridge.

Here he comes again. A disgruntled customer returning a defective cartridge with a yard or two of spilled-out tape. He returns it to the dealer he bought it from. Who returns it to the distributor. Who returns it to the manufacturer. Who returns it to the duplicator.

This is the point at which Stereodyne used to come in. We got tired of duplicating great-sounding tapes for cartridges that fouled up. So we invented one that doesn’t: Dynapak, the world’s first no-return cartridge for 4 or 8 track stereo tapes.

It’s designed to eliminate the industry’s biggest problem: loss of profits due to 100% exchange of defective cartridges. There is virtually nothing that can go wrong with a Dynapak cartridge in normal use. No jamming or spill-out. No distortion or cross-talk. And no returns. How else could we offer a one-year guarantee? No one is more qualified to develop this unique cartridge than Stereodyne. As the nation’s largest independent tape duplicator, we’ve turned out more than 2% million stereo tape cartridges.

And now that we’ve built a better tape cartridge, will the whole music world beat a path to our door? It should. If it’s easier, just phone or write.

Stereodyne Inc.  
2810 Detroit-Troy, Mich. 48084  
(313) 586-1440  
TWX 810-632-1524  
STEREODYNE LTD.  
20 Beverly Road, Toronto 14, Ontario, Canada  
(416) 252-3178  
TWX 610-492-2573
**Tape CARtridge**

**Ampex Simulreleasing on Cassettes & Disks in April**

CHICAGO — Ampex Stereo Tape will begin releasing new cassette product simultaneously with the recorded disk counterpart in April. The company has been issuing cassette from the catalogs of its licensors. "We still have a catalog problem," said AST manager Don Hall, "because we haven’t filled and pipeline yet. We can’t do both," he continued. “But by April 1, we’ll have over 500 titles on the market and be in a position to move into simultaneous releasing.” Ampex initially had slated December as the month it would have its first 500 releases at the retail level, but production problems had forced it to lower that number to 300. Ampex currently releases some of its 4- and 8-track product simultaneously with the record. "We’re simultaneous on the cream only,” Hall said.

**Dot Tape Shifts**

LOS ANGELES — Dot has realigned its tape affiliations after dropping International Tape Cartridge Corp. which had depleted its music in 4 and 8-track. Dot is now contracted with Ampex for 8-track, Muntz for 4, Greenstreet for reel-to-reel and cassette and Play-Tape for 2-track.

**THIS NEW DISPLAY from Ampex for cassettes may be used on the floor or counter. Prices range from $45 for a single module counter-top base and header to $92.50 for a three-tier floor display unit. Addition modules are $20 each. A locking mechanism makes it pilfer-proof.**

**RCA-GME Pact To Be Signed**

LOS ANGELES — RCA will sign its agreement with General Mobile Electronics as its first automotive industry distributor for its Stereo 8 cartridge line.

The move by the major music supplier, which has previously handled its own cartridge distribution through its company-owned outlets and other tape CARtridge locations, is an indicator that Victor will be following the pattern established by a number of other distributors who have assigned their lines to specialists in the auto field.

General Mobile Electronics, in business since 1964, covers 1,000 new car dealers in California, Oregon, Washington, Nevada and Hawaii with music from other distributors. The firm is an outgrowth of AI and Edf’s, an auto radio repair firm which opened in the downtown Los Angeles area in 1954.

General Mobile will purchase its stock from RCA’s Indiana-pots duplicating facility. Tapes will be sold by the firm’s five salesmen handling local dealers. Out-of-state accounts are solicited and serviced via the mails.

**Lear in Denver**

DENVER — Gates Rubber Co. here has opened a Lear Jet Stereo Center in its factory store at the Cherry Creek Shopping Center.
Duplicating-Packing Concept Bowed by Lib.

Simultaneously with research into ways of expanding the scope of sound, the company has been experimenting with designs for cartridge housings. The new casing, as designed by Mike Elliot, former sales chief of the tape wing, Wally Peters, the current sales manager, and Data Pack, the plastic case manufacturer, resembles a black camera housing imprinted at the top with the words "insert this side up." Ridges run across the bottom of the case to provide a hand grip and side finger slots are provided.

A gray dust cap extends over the open end of the case and covers the hole for the capstan mechanism.

The cartridge parts boast of smoother operation and longevity. A new center hub, for example, will prevent tape binding, the firm claims.

Sampler Cartridge

A sampler cartridge with narration explains the new sonic qualities is being prepared for release within a month. Its price will be around $4.95, much lower than regular cartridge merchandise.

Liberty is banking on the upgraded sound levels and new casing as enticements to hi-fi buffs, who heretofore have avoided cartridge product. The packaging complements the sound improvements, Lee Mendell asserts. An underlying hope is that the new sound will help strengthen the home market.

Liberty will offer dealers rotating plastic bubble display cases for "Sonic Spectrum 4" cartridges. Additional merchandising aids will cover counter supplements and mobiles. An information kit will be mailed to playback equipment manufacturers.

RCA a Leader In the Field

The enthusiasm of RCA's products staff, coupled with the company's market research information, has resulted in the formation of a special ad staff to promote product. The three-man operation consists of Chuck Crumpacker, a veteran composer, arranger and producer for RCA; Graham Slater, former music director for WHN, New York; and Julian Ross, also music director and programmer for WHN and WINS, New York.

Because of RCA Victor's vast catalog, its ad staff is able to pick themes and use as many as 25 selections in a twin pack from different albums for one cartridge. "We are not limited to taking three songs from one performer, three from another, and throwing together a 'variety pack,'" Horn said.

One of the company's creative products, which Horn says has won wide acceptance, is its "Showtime" series. "We create a well-balanced, well-produced nightly program on cartridge," Horn explained. The programs, complete with announcers and applause, feature some of RCA's top artists and female vocalists and groups. In the "Country Showtime" cartridge, the show's billing includes the Browns, Homer and Jethro, Chet Atkins and Don Gibson.

RCA is currently releasing one or two variety packs per month.

Col. Accenting Easy Listening

NEW YORK—The emphasis is on easy listening pop music this month in Columbia Rec- order's January tape CARtridge release. The new Johnny Mathis record, "Up, Up and Away," and "Simply Strissad" (Barbra Streisand), "Love, Andy" (Andy Wil- liams), John Davidson's "A Kind of Hush" and Eydie Gorme's "Don't Go to Strangers" top the company's release on both 4- and 8-track cartridges. Four-teen 8-track and thirteen 4- track titles make up the entire month's issue, with other record- ings such as "The Times They Are A-Changin" by Bob Dylan, "Peter, Paul and Mary's Greatest Hit," "Stonewall Jackson Country" and "Ray Price's Greatest Hits" also being released this month. The original Broadway cast album of "Camelot" is being issued on 4-track cartridge.

ever been to a bullfight?

You can if you win ITCC's great new contest!!!

see ITCC for details.
DENVER — How can a record and sound equipment dealer sell a consistent volume of quality tape recorders and stereo phonographs at full list price? The answer is a long-term incentive program, based on previous purchases of records or tapes, according to Wayne Sabelman, owner of the Carousel Record Shop.

For the past two years, along with an extremely healthy volume of record and pre-recorded tape sales, Sabelman has consistently had good turnover of better priced recorders and phonographs, at near full list price — even though he is located only a hop, skip and jump away from one of the city's largest discount department stores. Sabelman has been able to constantly sell recorders up into the $500 class, simply because there is a tight line between store and customer which "keeps them coming back and accumulating points towards the eventual purchase of a direct-mailer."

Mainspring

The mainspring of this highly successful incentive program is a punch-out card, issued to each customer at the time of the first purchase, which represents a $10 expenditure. Cards are punched out in keeping with the actual amount spent whenever the customer comes in for records, tapes, accessories, or service, until it is punched completely out. When a customer has accumulated 10 punched out cards, each of which identifies him as a member of the "Carousel Club," he is then issued a gold card which is good for a 10 per cent discount on any item which he wishes to buy — including, of course, the most expensive phonographs or tape recorders.
Philadelphia Show Sold Out

PHILADELPHIA — Virtually all the space of the 1968 Philadelphia High Fidelity Manic Show has been sold out, according to Teresa Rogers, show director. The show, which drew over 17,000 hi-fi fans two years ago, is scheduled for the Benjamin Franklin Hotel, Feb. 16-18.

"This is a gratifying response," said Mrs. Rogers, the only woman to run high fidelity music shows in the nation. "We are far ahead of our last Philadelphia show, and we have many new exhibitors who will show audio equipment never before seen in the Philadelphia-South Jersey-Delaware area.

"Stereo Twins" who will act as the twin hosts for the show are being selected by the Mothers of Twins Association. One local FM station already announced it will broadcast "live" directly from the Benjamin Franklin Hotel. This is the first time in more than 10 years that live broadcast will be initiated from the exhibit area. Virtually all exhibits in sound proof exhibit rooms will be "live," she stated.


FITTINGLY, over MOBILE "Stereo" PHILADELPHIA at the NEB. DH BURG, 14.

MOBILE TYPE DISPLAY of record cases stopped browsers in their tracks at Musicland in Bellevue, Neb., during the holiday buying season. "These are the ideas that bring people in on a casual basis," said store manager Gary Rosenbaum. Note that the cases are hung over the browser boxes with a stereo portable displayed at either end.

JANUARY 20, 1968, BILLBOARD
Mantovani

47 LP's released to date...
Every one a chart breaker!

and now...

his finest ever!

LONDON
RECORDS
THE LIBERTY BELLE PRESENTS A HOT NEW RELEASE!

BOOGIE WITH CANNED HEAT
CANNED HEAT
LST-7541

A TODY KIND OF THING
THE FOUR FRESHMEN
LST-7542

JERRY WALLACE
LST-7543

EASY DOES IT
JULIE LONDON
LST-7546

OUR LOVE AFFAIR
THE 50 GUITARS OF TOMMY GARRETT
LST-14041
### Top LP's

<table>
<thead>
<tr>
<th>Position</th>
<th>Artist</th>
<th>Packaged By/Label</th>
<th>Catalog No.</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The Beatles</td>
<td>Parlophone</td>
<td>UPL 1180</td>
<td>From the Liverpool Empire, February 1966</td>
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<tr>
<td>2</td>
<td>The Rolling Stones</td>
<td>Decca</td>
<td>4324</td>
<td>From the London Palladium, February 1966</td>
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<tr>
<td>3</td>
<td>The Who</td>
<td>Decca</td>
<td>6425</td>
<td>From the Olympia, Paris, April 1966</td>
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<tr>
<td>4</td>
<td>The Kinks</td>
<td>Pye</td>
<td>6524</td>
<td>From the Dominion Theatre, London, April 1966</td>
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### Top 100 Singles

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<td>Parlophone</td>
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<td>The Beatles</td>
<td>I Want to Hold Your Hand</td>
<td>Parlophone</td>
<td>UPL 1182</td>
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<tr>
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<td>Can't Buy Me Love</td>
<td>Parlophone</td>
<td>UPL 1183</td>
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<tr>
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<td>The Beatles</td>
<td>Please Please Me</td>
<td>Parlophone</td>
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### Billboard Chart

<table>
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<th>Track</th>
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<td>The Beatles</td>
<td>Please Please Me</td>
<td>Parlophone</td>
</tr>
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###节能灯信息

- 品牌: LEDA
- 型号: E27 9W
- 功率: 9瓦
- 光源: 2835 LED
- 额定电压: 220V
- 额定功率: 9W
- 寿命: 30000小时
- 色温: 6500K
- 光通量: 800LM
- 耐压等级: IP65
- 防护等级: GB 70003-2012
- 防水等级: GB 51693-2014

###注意事项

- 安装时请确保灯具与电源相匹配。
- 避免在潮湿环境中使用。
- 定期检查灯具的连接是否牢固。
- 不建议自行拆卸灯具，以免损坏保修。

###联系我们

- 电话: 010-12345678
- 邮箱: service@leda.com
- 地址: 北京市朝阳区某街道

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**TOP LP's CONTINUED FROM PAGE 60**

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</table>
A NEW SOUND ON RECORD
The Widest, Deepest Sound Around

Wherever you are and whatever the volume—
Deramic Sound is clearly with you—wide and deep

*Deramic Sound is different*
It's a sound which wraps itself around you, from side to side and front to back—WHEREVER YOU ARE

*Deramic Sound brings you complete freedom*
No longer are you 'tied' between your speakers, you are now free to move about, whether near-to or far-away the sound will follow you—wide and deep

*Deramic Sound fills a gap in LP listening*
Whether you are relaxing or entertaining—you hear everything, even with the volume low

*Specially recorded and orchestrated*
New techniques and equipment have been specially employed to meet Deramic Sound System's exacting demands. Orchestral textures are revealed with astonishing clarity, with unique depth of front to back perspective

**STEREO + FREEDOM**
**STEREO + DEPTH**
The Wrap-Around Sound

The six LPs shown here herald the introduction of Deramic Sound, a continuance in the evolution of recorded sound, adding a fresh dimension to your collection. Watch for details of future releases.

Orchestral in the night
Voices in the night
Latin in the night
Brass in the night
Piano in the night
Strings in the night

Stereo 13701
Stereo 13702
Stereo 13703
Stereo SM 13704
Stereo SLM 13705
Stereo SLM 13706
CONTINUED FROM PAGE 62

TOP LP'S

STAR PERFORMER—25% on first 13 weeks or less depending greatest permanent appeal project this week

ARTIST—Title—Label & Number

4 196 178 VARIOUS ARTISTS—Collection of Sixteen Original Big Hits, Vol. II
MGM M-666 (M); RS 666 (S)

4 179 192 JAMIE JIM—For All the Seasons of Your Mind
Verve/Prestige 2024 (M); PFS 3024 (S)

53 186 197 YOUNG COUNTRY—Collections
Atlantic 8518 (M); RS 8518 (S)

8 148 181 EDDIE GORME—Greater Hits
Columbia CS 1129 (M); CS 5614 (S)

155 182 BUA MARINDA BAND—Heads Up!
A&M UP 133 (M); SP 4123 (S)

183 183 JOHN GARY—Carnegie Hall Concert
RCA Victor LOC 1129 (M); LSO 1129 (S)

164 184 JOHNNY MATTHEW—Johnny's Greatest Hits
Columbia CL 1139 (M); CS 5614 (S)

2 187 185 DONOVAN—For Little Ones
Verve SP 2340 (M); AR 2340 (S)

2 189 186 ANTONIO CARLOS Jobim—Wave
A&M UP 1002 (M); SP 3022 (S)

1 187 BALTIMORE & OHIO MARCHING BAND—Lapian
ALP 5024 (M); SP 5024 (S)

1 188 JERRY BUTLER—Mr. Dream Merchant
Mercury MG 21746 (M); SP 21746 (S)

1 189 CHEST ATKINS—Class Guitar
RCA Victor SPX 2085 (M); UP 2085 (S)

2 192 190 TONY BENNETT—For Once in My Life
Columbia CL 2773 (M); CS 5957 (S)

92 158 191 ROLLING STONES—Big Hits (High Tide & Green Grass)
London LS 6681 (M); RS 6681 (S)

1 192 LORE—Forever Changes
Elektra EKL 4013 (M); RS 4013 (S)

1 193 JULIUS WECKER & BUA MARINDA BAND—Fowl Play
A&M UP 742 (M); SP 742 (S)

2 194 194 BORIS BEZAN—The Sorcerer
RCA Victor LOC 1129 (M); LSO 1129 (S)

6 184 195 JACK JONES—The Impossible Dream
Kapp KL 4386 (M); KS 4386 (S)

3 197 196 ELECTRIC PRUNES—Mass in F Minor
Reprise R 4275 (M); RS 4275 (S)

1 197 197 PAUL REVERE & THE RAIDERS—Revolution
Columbia CL 2773 (M); CS 5951 (S)

2 198 198 FIRST EDITION
RCA Victor R 4274 (M); RS 4274 (S)

1 199 199 VARIOUS ARTISTS—Lyndon Johnson's Latest Hills
Capitol L 7528 (M); SP 7528 (S)

1 200 200 LOVIN' SPANIEL—Everything Playing
Kama Sutra KLS 6061 (M); ELP 6061 (S)

COMPILED FROM NATIONAL RETAIL STORES BY THE MUSIC POPULARITY CHART DEPARTMENT AND THE BOARD MARKET RESEARCH DEPARTMENT OF BILLBOARD.

WHATEVER BECAME OF YOUR COPY OF BILLBOARD FOR OCTOBER 23, 1938?

If you read Billboard each week and toss it away, perhaps you aren't concerned about your October 23, 1938, copy . . . or your March 4, 1967, copy. But, if you do save Billboard for use as a reference tool, missing copies can drive you to distraction.

Now, Billboard and 3M IM/Press (3M Company's International Microfilm Press) offer a complete file of Billboard from its beginning in 1894 through 1967. The file is on microfilm, which means it is compact, protected and easy to use.

There is a problem, however. Billboard has never been indexed. Consequently, if you want to research the tape cartridge industry in Billboard today from the say the point when Ford first announced they would offer tape units in their cars, you would have to glance through every edition back to April 3, 1965.

Happily, however, this problem can be solved. We can back-index Billboard and will do so if subscribers and future subscribers to our microfilmed editions indicate an interest in an index. How far back should the index go? 1960? 1950? 1940? And what do our subscribers to our microfilmed editions really wish to find?

We don't know. But you do. So, we invite—nay, urge you to write our Richard Schreiber at Billboard, 165 W. 46th St., New York, N.Y. 10036. Tell him why you are interested in Billboard on microfilm. Perhaps we can help each other.

What does Billboard on microfilm cost? Each year is contained on two reels of 35mm negative (positive) microfilm. That will cost you $36. Yes, this is more than you're paying for Billboard today. But what did happen to your copy dated October 23, 1938?
Album Reviews

ALBUM REVIEW RANKING

STAR PERFORMER: EUPHOSIGHT

Cray of the week's new releases in their respective categories. These albums are selected to meet the highest critical standards. For a complete listing, please refer to Billboard's special store. Albums that achieve long sales success:

CHART SPOTLIGHT

Classical: RACHMANNINOFF, Concerto No. 4, Prokofiev, Concerto No. 5, Tchaikovsky, Symphony (Mozart), and Strauss, Don Quixote. Classical: HUMMEL, Pictures at an Exhibition. Classical: CHUCKING, Symphony No. 5, Strauss, Der Rosenkavalier, and Mahler, Symphony No. 1.

SPECIAL MERIT

Now an even more comprehensive selection of new releases that deserve attention. These albums are selected for their unique qualities:


POPULAR

Henderson was, in a sense, an urbanization of the genre. His music is raw and unpolished, but it has a solid foundation and is well executed. Henderson's music is a perfect blend of rhythm and melody, and it is sure to appeal to fans of all ages.

LOW-PRICE CLASSICAL

ROSSINI, OVERTURES: Modena Orch. (Capitol), Intermezzo, 86058 (S). VAUGHAN WILLIAMS, THE SEA: The Fair, Capitol, 74952 (S). RICHARD WAGNER, TANNHAUSER: Richard Wagner, EMI, 85369 (S). [This is a cappella work for soprano, contralto, and chorus, with a solo part for alto.]

RELIGIOUS


CLASSICAL


SPECIAL MERIT PICKS

- Continued from page 56

JAZZ

TOGETHER AGAIN,again!Willie Jackson, Columbia, 74369 (S). Willie Jackson comes through with a swingin' set of material that is sure to please fans of all ages. This album is a must-listen for fans of the genre.

SPOKEN WORD

The Basic Principles of Magician's ESP, 635 International, 74369 (S). This unique package is full of fun and magic tricks that are sure to impress. It is a perfect gift for anyone who loves magic.

INTERNATIONAL

FRANCE'S GEORGES CHELON: Capitol, 74369 (S). This album is a selection of soulful, streetwise music that is sure to appeal to fans of the genre. It is a perfect introduction to the world of international music.
Wynn Stewart, Columbia, Chicago, 2799 (M); CS 5959 (S).

This package is destined to rise in the genre's popularity curve. It is underscored by the fact that its two top singles before "Honey Baby" and "Squeeze" have charted in the album's "aimed dead center at the top market."