Billboard Plans Int'l All-Industry Confab

By LEE ZHITO

NEW YORK—The Billboard Forum will present an International Music-Record Conference in Bermuda during the second week of January 1969. This will mark the industry's first series of educational seminars covering the world-wide music publishing and recording industries.

The event will be conducted under the auspices of Billboard and its London-based sister publication, Record Retailer. The Conference—to be held Jun. 5-11, 1969—will be produced for Billboard by James O. Rice Associates, Inc.

The Rice firm has produced the World Record Cartridge Conferences during 1966 and 1967 and has handled as high successful events.

MGM Using Videotape as 'Auditioners'

By CLAUDE HALL

NEW YORK—MGM Records has set up a videotape operation to capture auditions of new groups. Bob Morgan, head of A&R for the label, said that the uses of the video operation are multiple. To inform all of the executives of the label, many of whom are often on the road; to introduce the group to booking agencies; and to present the group to the TV industry.

Ad Men Dig Teen Scene

By PAUL ACKERMAN

NEW YORK—Knowledge of the youth market—its aims and motivations—is so vital to the advertising agency world—that ad men feel it is necessary to immerse themselves in the teen world to find out what makes it tick. The best way to do this, according to Hal Davis, vice-president and manager of Grey Advertising, Inc., is by participating in the teen world of music, specifically rock 'n' roll; and by way of following through on his theory Davis is guiding the career of a young rock group called the Forum Quorum.

Dot's Catalog To PlayTape

LOS ANGELES—PlayTape, the 2-track tape CARtridge system developed by Frank Stanton, last week released the music catalog of Dot Records, as well as its Acts and Steed labels.

The acquisition of the catalog—which brings the total number of labels on PlayTape to 28—was announced jointly by Stanton and Richard H. Pierce, president and general manager of Dot.

The music available on PlayTape now includes the product
ELVIS' NEW GOLD ALBUM

VOLUME 4 ELVIS' GOLD RECORDS VOLUME 4

LPM/LSP-3921°

ELVIS' OTHER GOLD ALBUMS

LPM/LSP-1707(e)°
LPM/LSP-2075(e)°
LPM/LSP-2765°

ELVIS' GOLDEN RECORDS

50,000,000 ELVIS FANS CAN'T BE WRONG

RCA VICTOR

RCA VICTOR

RCA VICTOR

Available on RCA Stereo 8 Cartridge Tape

Copyrighted material
COLD PROVE OR: KOHTFELD

NEW YORK--The competition between the Buddha and the other stereo single releasers this week could prove a boon to the singles industry, according to David Kohtfeld, president of the national merchandise management and one of the Buddha's influential record buyers. Kohtfeld stated that the competition should serve to include many add-on buyers of the single market and will be much more conscious of sound. He added that rock and folk rock singles in particular will benefit by the stereo sound. Kohtfeld listened to the Buddha compatible records this week.

San Remo to "Song for You" as Italian Ballad Nalone Comes Back

SAN REMO--An Italian ballad, "Song for You" to victory at the 18th San Remo Festival Feb. 1. The performances were Sergio Endrigo and Ornella Bozzano, both published by Edizioni Musicale di Roma, under the management of Roberto Carlos (Brazilian CBS). Publisher is Fonit-Cetra music publishing.

Second and third were "Casa Bianca" (White House) and "Cantare di Rome" (Song of Rome), both published by Edizioni Musicale di Roma, under the management of Roberto Carlos (Brazilian CBS). Publisher is Fonit-Cetra music publishing.

The San Remo Festival still creates its own particular brand of national and international excitement. In the 18th event was much less of an international attraction for the foreign publishers and record companies than earlier years. However, the festival was still attended by the biggest television audience of any of the artists for her performance, but was ruled out the second night.

Some Italian popular artists were also present, including Domenico Modugno, according to many. Louis Armstrong received his greatest recognition in America some tickets in the festival had been sold overseas buyers. However, several feet short of a point ahead of the Fest and held out for a better. The organization is concerned about the timing of this event in relation to Motortone's Artists and Records international professional appearance.

The three-night show was broadcast and televised in Italy. The last tour of the final night was also aired through Eurovision. Furthermore, the event was also part of a series in the Italian market, mainly in the United States, Canada and Japan.

Motorola Sees 100% Hike in Unit Sales

CHICAGO--Motorola manager of radio products, C. J. Goffin, said his company is projecting a 100% increase in sales of its 8-track tape recorders and 16-track portable cassette players this year.

To meet this expected demand, Motorola has expanded its line to three models. The company has also lowered the suggested list prices on this type merchandise.

Motorola's lead 8-track and tape model TM798S, at $99.95 suggested list, optional to dealer, of $79.95 compared to $109.95 last year.

Motorola's leader 8-track adds an FM/TV converter, suggesting that all of the single model's three FM stereo radio receiver at $119.95 suggested list.

Usually the FM tuner must be connected to external radio for operation. But when the TM788S is used in a tape player, the FM/AM radio is not required as it is included with Motorola's FM1089 car FM/AM radio. The latter is used in a combination with Motorola's FM1089 car FM/AM radio.

Writers' Suit Vs. Trio Music

NEW YORK--A suit lodged by songwriters Mark Barkan and Gary Shuster of Trio Music was dismissed in Supreme Court by Judge Backer. Backer agreed with the company's contention that the Trio Music is not a competitive threat to the company's business and that it would be unfair to allow composers to publish to an author by publishing a song with the same name at a subsequent date. Two years after publishing "The Look of Love," by Barkan and Saxon, Trio Music published "Love of Love." Judge Backer also ruled that the Trio Music had not violated the copyright and should not be able to publish a song with the same name at a subsequent date. Two years after publishing "The Look of Love," by Barkan and Saxon, Trio Music published "Love of Love."
President's Panel Opens NARM Meet

PHILADELPHIA—The National Association of Music Merchandisers (NARM) will celebrate its 10th anniversary in Philadelphia, Feb. 22 by featuring a President's Panel on the first day of the session. The panel will be made up of executives of 10 of the most important music product manufacturers.

Members of the panel will include: Alvin S. Bennett of Liberty Records; Clive J. Davis of Columbia Records; Gary Gordy Jr. of the Motown Records Corporation; Irving Green of Mercury Records; Gordon Leslie of Pickwick International; Alan Weiss of Host Records; John K. Maitland of Warner Bros. / Seven Arts; Lawrence S. Lerman of Norman Racusin of RCA Victor, and William H. Toller of London Records. Acting as moderator will be William P. Galante of Music Corporation of America. NARM's 10th anniversary convention is being held at the Diplomat Hotel, is a sellout.

RCA to give 'Sixpence' Giant Ad/Promo Drive

NEW YORK—RCA Records has mapped out a giant advertising/promotion campaign, tying in Paramount Pictures’ “Half a Sixpence” with the soundtrack album from the film. The movie is scheduled to have its premieres in New York and Los Angeles at the end of Feb.

To aid promotion on the local level, RCA is supplying 20, 30, and 60 second transmissions for radio play, as well as various size ad mats. Point-of-sale material includes window displays, streamers, stickers in Day Glo colors, and mounted album covers.

The Paramount movie stars Tommy Steele, who also starred in the Broadway theater production of the musical. RCA Victor has the original Broadway cast album, too.

Executive Turntable

Jack Gold has been promoted to vice-president of Columbia Records for Platinium, and is also responsible to Clive J. Davis, president of CBS Records, for planning and directing pop, country and classical activities for the Columbia label. Gold, who joined Columbia in December, 1956, as West Coast executive a& producer, will also continue his producing duties. He has produced sessions by Barbara Streisand, Tim Naylor, Ray Conniff, Percy Faith and Pattie Page for Columbia. Before joining Columbia, Gold was a&d director for United Artists Records, where he was also an administrative assistant. Pattie Duke, Ferrante and Teicher and Margaret Whiting.

Oris Beucler has been elected president of Capitol Records Distributing Corp. for special events. Beucler will continue to have charge of the obtaining and marketing policies for special products, including phonographs, accessories and special releases. He will also continue as president and national sales manager of Capitol Records Distributing Corp., will assume national responsibility of all special products, including reel-to-reel tape and tape cartridges. Roger Brown, the company’s sales manager, will report directly to Tallant as will all other line sales managers.

Ted Shapiro became administrative assistant for the ABC Records organization Feb. 5, a new position. He will report to Ted Shapiro from Spoken Arts, Inc., as director of marketing. He went to Spoken Arts from Kalert Co., manufacturer of audio-visual equipment in Philadelphia, and was responsible for sales and promotion marketing. He also held sales administrative positions with the American Optical Co. and General Electric Co. Shapiro was previously in the foreign service of the State Department. Fred Benson has been named promotion manager by Capitol Records for the ABC Records department at ABC Records and will report directly to Larry Newton, company president. Shapiro joins ABC from Kapp Records, where he had been assistant to the vice-president and general manager of Kapp’s international division. He joined Kapp in 1959...Jeff Clark joins Columbia’s Records Division as assistant to Jack Gold, replacing Bernie Silverman, who resigned recently. Clark formerly was with Columbia’s sales force.

Billy Paul Williams has joined Spoken Arts, Inc., as director of marketing. He went to Spoken Arts from Kaler Co., manufacturer of audio-visual equipment in Philadelphia, and was responsible for sales and promotion marketing. He also held sales administrative positions with the American Optical Co. and General Electric Co. Williams previously was in the foreign service of the State Department...Fred Benson has been named promotion manager by Capitol Records Television Music and ENP Music. Also joining the publishing operation are Shirley Slough in contracts, copyrights and licenses, and Judy Pollock as writer relations co-ordinator.

Mario J. Machado has been appointed to the new post of sales promotion manager at Craig Panorama. Stephen E. Solot, who will head Craig in Chicago, has been named regional manager for Craig for the Midwest region. Curt Jacobs of the Attarack Corp. to open his own personal management firm, B-J Enterprises, in Beverly Hills, Calif. Ed Cobb, Attarack’s a&d director, is staying with the Attarack Corp. to open his own personal management firm, B-J Enterprises, in Beverly Hills, Calif. Ed Cobb, Attarack’s a&d director, is staying with the Attarack Corp.
This is Ed Cassidy. Drummer. He hears tomorrow and he plays it now.

And Randy California. Drummer. He plays it now. His guitar is everything. Everything is everything.


And Mark Christopher Andes. Singer. Bassist. The strings are his nerve endings.

And John Locke. Pianist. A name out of history. A name for the future.

Call Him Spirit. Five came together for a purpose: to blow the sum of man's musical experience apart and bring it together again in more universal forms. They became a single musical being: Spirit. It happens in the first album.

Spirit is on Ode Records.
Publishers Flip as Manufacturer Switches Side on Click Record

Continued from page 1

"Sunny," which was written by Bobby Ebb, is produced by BMG Music (EMI). It is in a toup with Emarcy Music, which owns 8 percent of BMG Music. Emarcy Music is the publishing wing of Mercury Records, a sister company of Philips Records.

Merchandising Decision

It's understood that the switch was made as a merchandising decision to help push Mauritius' Philips catalog. The "Sunny" side had previously been released in a Philips album titled "More Mauritius.

It's been estimated that the "Love Is Blue" single has already sold 600,000 copies and by the way it's holding up on the charts, a sale of well over one million is anticipated. So now Portable-Emarcy's "Sunny" is in for the ride instead of Colby's Crom'sopyright, "Alone in the World."

Colby has alerted the Harry Fox Office, publisher's representative, and the American Guild of Authors, Composers & Authors (AGACA), of which he is a member, of the executive counsel, to the development.

Meantime, Colby is getting plenty of action elsewhere on his "Love Is Blue" copyright. The song is being performed by Sherry Pep, with a French lyric by Pierre Cour and the English words by Brian Blackburn, has picked up recordings by Milt公安部, the Trio (ABC), Al Martino (Capitol), Charlie Byrd (Columbia), Claudine Longet (A&M), Johnny Mathis (Columbia), Peter Nero (RCA Victor), Bing Crosby (Pickwick), Les Baxter (GNP), Johnny Mann (LaVern), Frank Sinatra, and Don Leanart (Columbia), (Vicky (RCA International in Canada) and Monique Leyrac (CBS International in Canada).

Sheet Copies

Sheet copies of "Love Is Blue" is also selling at a hefty pace. An estimated 150,000 copies of the vocal version have been sold while the piano version has racked up sales of about 10,000 copies. Criterion Music, the selling agent of the song for Columbia, has also hit the sheet music market with song, solo, band, Marching band, all organ, guitar solo, simplified piano solo and children's song. Joe Goldfield of Criterion reports that "Love Is Blue" is the top selling sheet he's had in years.

Even though "Alone in the World," which was written by Maurtif and A. Pascal, was yanked off the "Sunny" side of "Philips single, Colby isn't giving up on it. He's started working on an English lyric to the song which is to be recorded in France by Mireille Mathieu.

"Love Is Blue" is Colby's second big click with a French song. His other was "Free Again," for which he did the French version and wrote the English lyric. Barbra Streisand recorded "Free Again." Last year for her Columbia album titled "Je Me Appelle Barbara," Streisand is planning to turn to title Miss Streisand's next album "Free Again" and will include her original recording of the song.

Colby leaves for France Monday (12) for a two-week visit to Russia. He then plans to go to England for a week to hold discussions with the publishers and writers there.

MAURITIUS TO
DO U.S. TV DATE

CHICAGO — Paul Mauritius and his orchestra have been cleared by the Immigration and Naturalization Service for a trip to the U.S. and a Sunday (18) appearance on the Ed Sul-ivan Show (CBS-TV). The Philips artist, who has topped the Billboard "Hot 100" chart with "Love Is Blue," will arrive in New York City Tuesday (13). At conferences with recording executives, Philips product manager Lou Stretten and other MCA Records Corp. officials, Mauruitus will go to New York and work Wednesday (14) and Thursday (15) and then return to New York to tape the Ed Sullivan Show (CBS-TV) on Sunday (16) on the television show. He'll return to France Saturday, February 24.

THEATER REVIEW

Steve Eydie Fans to Have A Ball at Golden Rainbow

NEW YORK — A lavish extended nightclub act called "Golden Rainbow" opened at the Shubert Theater on Sunday (4) and, for the many fans of Steve Lawrence and Eydie Gorme, the show's stars, the show is the right setting for the couple. A high-energy, fast pace, the musical has little to offer other patrons. The original cast of the show is now touring the United States, leaving the record date on Monday (8) at Webster Hall here.

"Golden Rainbow" is a musical version of Arnold Schulman's "A Hole in the Head," with Steve Lawrence as a character similar to his "Honeymooner," and Eydie Gorme as a character similar to his "Marilyn," although there are some down pat, making it the domi-

Hatfield Bows Firm

LOS ANGELES — Bobby Hatfield of the Righteous Brothers has formed Righteous Productions, Inc., a talent and production firm. Offices will be at 300 Sunset Boulevard.

London Pegs Parrot Push On Jones on His U.S. Tour

NEW YORK — London Records has blueprinted an extended push on for Tom Jones.

8-Track Gear to Lipsius Studio

PHILADELPHIA—The 919 Sound Studio owned and operated here by Harold Lipsius is installing 8-track recording equipment and has hired a full-time staff engineer—Joel Fein. The studio will also feature a 3,000 echo chamber, according to Larry Cohen, Lipsius' production manager for Jamie. Columbia Records and its affiliated labels.

Lipsius owns not only the studio but the recording of Jamie/Guyy dend Distribution Corp. Bob Finis, who is doing much of the engineering in the old 4-track operation, is doing more and more producing, including product by Bren- da and the Tabulations.

Yarbrough Firm

LOS ANGELES — Glenn Yarbrough and Alex Jones, formerly with the Limeliters, have formed Limeliter Productions music firm. The compa-

ny has signed its first act, folk singers Maffiet and Davis

MCA, Ltd. in Staff Buildup Names Sloman, Leander

NEW YORK — MCA Records, the music industry's most successful independent label, announced the building of its staff following the appointment of Brian Broll as the company's managing director.

Mike Sloman, who for the last year has served as European representative for U. S. Decca label, will take over the post of artists and repertoire director, along with his additional responsibility of coordinating the promotion and publicity activities for the new British label. Also joining the company are radio writer-producer-designer Mike Leander, as a production executive on an exclusive basis. Leander has been with British Decca as a producer.

Other appointments include Peter Roddis to the post of sales and marketing manager. Roddis has been with RCA overseas as a field promotion manager in France. He succeeds the managing director, Alan J. Crowder, who has been appointed manager, and Roger Watson has been brought in to run the new British company's motion division; and Vickie Walton will handle press and public relations for the company.

Along with Broll, the director, vice president, Ltd., are Milton R. Rackmick, Jay Kantor and Arthur Jones.

Wilson Sets No. 1 Record for MGM Artists

NEW YORK—Gungin Din Productions has been established by independent record producer Tom Wilson to produce his MGM Records artists. The company includes the Animals, the Hurummi and other acts. Wilson, through his Rappson Music Co., has recently acquired the ABC Records such acts as the Jay and the Americans, Bibio Men, the Paras, the Seaux, and Hamzat-Din. Wilson's new company, with the exception of the Animals, are managed by Reluctant Management. Heading the new company, the Reluc-

tant is now establishing a corps of record producers for supervision by Wilson.

CBS Int'l Trims Disk Prices to PX's

NEW YORK—CBS International has lowered the market price on records it sells to the Armed Forces post exchanges. Prices to the PX's had been raised Nov. 1 last year from .89 to $1.79, but the present cut by CBS has been set at $1.80 price until further notice.

9/15/16
“Lady Soul” has another No. 1 million seller!

ARETHA FRANKLIN

“Since You’ve Been Gone”
(Sweet Sweet Baby)

Atlantic 2486

From
ARETHA FRANKLIN’S
hit album

“Lady Soul”
Atlantic 8176/SD8176

ARETHA: LADY SOUL

Atlantic 2486

Personal Management: TED WHITE
Exclusive Representation: QUEEN BOOKING CORP.
RCA Leads Grammy Entries—Racks Up 62 Nominations

Continued from page 1 and 19 of these were through classical music recordings. Lib- ership to the Omnibus operation earned 21 nominations and what its boils down to is largely the same as the Fifth Dimension. The group not only was nominated for Best Performance by a Group, but also for Best New Artist, but the song tallied a couple of nominations and the Johnny Mathis’ “Up, Up and Away” was also nominated for Best Album Cover.

By far, however, the most successful was “standing around Glen Campbell, they couldn’t list the 11 different nominations. But this was largely because of two songs—‘Gentle on My Mind,’” written by John Hartford and “‘By the Time I Get to Phoenix,” written by Jim Webb. Both songs were nominated for Song of the Year. Bobbie Gentry, like Campbell, a Rec- ordings Commission voted for the 10 nominations and this was via the first and third song—one song—‘Ode to Billie Jo’—at the Grammy Awards Nomination chart on page 4.

This year, there are 48 different categories, as compared to 40 in 1963. One addition was in the rock field; rock artists and records were now assessed on the four categories instead of the three they’ve got away with.

Warn Bros./Reprise Rec- ords tallied 19 different nominations, and once again, Frank Sinatra was a strong factor. This time, however, he has split his billings with the Rec- order on the Year—‘Some Things’-Up.”

The first indication that record manufacturers were entertaining ideas on source-pre-ticketing came when “Star Spangled Capitol Rec- ords,” Jaffe said, in mentioning a letter from George L. Capitol Distributing Corp. president, “NARM has had no discussions about pre-ticketing dur- ing EDP (electronic data processing) seminars and the subject came up at our last board meeting.

Last week, Mercury Record Corp. Executive Vice-President Bob Dilin, said an upcoming record industry adopted a uniform system of ticketing merchandise with computer-read tags at the point of sale the week before it would double its present volume.

The problem is adopting a uniform system. Do you use Denison equipment? Do you use a Kimball system? Or do you use an IBM system?

“I am going to suggest that pre-ticketing will be pursued by NARM’s standardization committee and perhaps it should be brought before the president’s panel too.”

With many developments in adopt- ing an industry-wide uniform pre-ticketing sys- tem,” said Dan Heilicher, vice-president, Heilicher & Co. of Detroit, if there should be first effort to establish a universal numbering system on merchandise. There are too many pre-ticketing systems.

Our own system can handle alphabetical jobbers will discuss the subject during its March 17-18 session at the Hollywood, Fla. Jaffe, head of Consolidated Distributing here, and other record jobbers sounded out on pre- ticketing its use in this direction and whether industry-wide source-pre-ticketing would require much study—“I doubt it.”

LOS ANGELES — U. S. District Court Judge Charles M. Mendaro has ordered Jimi Hendrix in the singer’s attempt to have Capitol Records, Inc., temporarily enjoined from manu- facturing or selling the records released by Capitol in the U. S. The suit was filed last month by Jack S. Davis, president of Capitol in New York seeking a preliminary injunction restraining Capit- ol from continuing to distribute any Hendrix recordings.

While he sided with Capitol by refusing to issue the injunction, Judge Mendaro did in- struct Capitol of its right to sell the original album for “Get That Feeling” in the album jacket originally used.

The original jacket was, in the judge’s opinion,不可能 confusing to the consumer.

Voyle Gilmore, Capitol vice-presi- dent of Sales, and associated with the services, said: “We are now in the process of designing a new album jacket, and it contains all the requirements of Judge Mendaro’s opinion.”

WDY to Tiedjens

Continued from page 4

WTD will operate as a wholly owned subsidiary of National. The combined net sales volume of National and its newly acquired WDY oper- ation is estimated in excess of $6 million, according to Tiedjens.

Gordy, who has been appointed director of the Western Tape headquarters will reportedly take over the operation from the Chicago office.

It is believed the combina- tion of both the Tiedjens and Daniels tape wholesale operations will create one of the tape industry’s largest and all-tape dis- tributing firms.

National is two years old and Washington, D. C.-based Tapepro- media.

The combine will have 30 salesmen in the field and will serve accounts throughout the U. S.

Wiswell Producer

NEW YORK — The “Popular Special” mini-pick, by Pat- tison Como’s “Father of Girls” on RCA Victor in last week’s Billboard, the production credit was misplaced. The record was presented by Averill, not and Andy Wiswell.

Executive Turntable

Nighttime 1st Album Issued by Holiday Inn

MEMPHIS — Holiday Inn Records has released its first recording, an album, “Nighttime.”

The 12 sides are sung by Dolly Parton, known pro- vincially as Dolly Holiday, the hostess for the Holiday Inn’s National Jamboree, which is played five hours nightly on 63 stations.

Distributors for the record are now being set up, with additional accounts through the Holiday- inn International chain.

The firm plans to release a single to be issued soon by a soft-rock group, Hugh Jones, Holiday Inn’s vice-president of oper- ations, said no number of vocal groups is going under contract. The firm is still searching for this group with “a great deal of promise.”

Lissauer Gets Pullins Catalog

NEW YORK — Robert Lissau- er Publishing Corp., an ASCAP affiliate, has bought the music rights in the Pullins catalogs. Lissauer also has a wax writer pact with Pullins, Kapp writer and recording artist. The deal is handled by Lissauer and Sleepy Hollow.

The deal involves 11 copyrights, including “Knee Deep,” “I’m a Nut,” and “The Tat- er-Tots Holiday Inn Singing Circle.” “The Interstate Is Now Open” was just released by Pullins on Kapp.

Rick Willard has joined Atlantic Records as assistant to Motley. Willard was promotion manager for Mal- verne Distributors of New York two years. Be- fore that, he was salesman for Justice Records and Stu Records, and regional promotion man for RCA Victor. He also was a promotion assistant for New York, New for 10 years and a programmer at WOW, New York.

Johnny Musso has become Atlantic’s West Coast representative and will head the firm’s sales promotion for White Whale Records. Before joining White Whale, Musso was with Liberty Records.

John Auton, former Midwest sales and promotion man for Liberty, is joining Atlantic’s promotional staff and will cover the Midwest. West Coast, Akron, Columbus, Dayton and Cincinnati, Ohio, and Louisville. He will operate from Cleveland.
Hit Album...  
**The Bee Gees**  
"HORIZONTAL"  
Atco 33-233/5022-233 
Produced by Robert Stigwood & The Bee Gees

Hit Single...  
**The Bee Gees**  
"WORDS"  
Atco 6548 
Produced by Robert Stigwood & The Bee Gees

Hit Concert...  

**THE NEW YORK TIMES, MONDAY, JANUARY 29, 1968**

SCREAMS, SQUEALS WELCOME BEE GEES  
Coast Teen-Agers Turn Out for Pop Group's U.S. Bow

By ROBERT WINDELER  
SPECIAL TO THE NEW YORK TIMES

ANAHEIM, Calif., Jan. 28—The screamers and squalers among American teen-agers once again had something to scream about: the Bee Gees gave their first American concerts here last night. Pop music groups are back in a big way in Britain and the Bee Gees are now leading in popularity there. They are considered the most exciting British export in the field since the Beatles. In their two concerts last night (backed by a 30-piece orchestra) they sang simple but subtle songs, all self-written. Their sound is uncomplicated and, with 23 strings, a harp and six horns, even sweet.
NEWEST CHAPTER IN THE RECORD INDUSTRY'S MOST ASTONISHING SUCCESS SAGA

NEW COSBY SINGLE

“FUNKY NORTH PHILLY”

#7171

NEW COSBY ALBUM

BILL COSBY
Hooray for the Salvation Army Band!

WARNING

WARNER BROS. - SEVEN ARTS RECORDS, INC.

www.americanradiohistory.com
Video Tape Used by MGM for Auditions

The videotape set-up was first used Friday (2) in an audition of the Stompers in MGM Records' 24th floor rehearsal studios. Morgan said that the sound of the group was mixed simultaneously and fed back to the videotape machine. "I don't mean this to seem as if we achieved record-quality sound, but it was fairly good."

The Canadian group videotaped six or seven songs for a 20-minute presentation. This will be the latest in a bid by most MGM executives. MGM TV people were very impressed, but Morgan said they'll be able to view the videotape at a later time.

"This unit is going to help. When a group is passing through town, we can videotape them and later the entire staff will be able to see what the group looks like."

When the Cowsills first performed for MGM executives, Morgan was out of town on a recording session. "When I came back everybody was raving about the Cowsills, but we weren't able to see a performance by them because the tapes weren't ready until later." He pointed out that many of the MGM Records executives are often scattered around the globe on business. "This unit will allow us to see the groups when they return."

Because the videotape machine is portable, it's possible to have the same as a "healthy guitar"--the record company will be able to produce its own videotapes for distribution to television station bandstand shows, but Morgan felt that it might take a while to develop to this level of quality in taping. "But the potential is there."

The equipment was shipped to Canada with "Morning Music" some months ago on WMC Records, were only in town a week to record under Morgan's direction. Mel Shaw is their manager.

One of the results of the new videotape operation, Morgan felt, would be as a training tool for the record producers. A lot of record producers are very concerned with the film approach to the communication business, and I believe that some day you'll be able to watch a group's progress through your TV set, as you play records now."

He pointed out that the new videotape equipment is as much visual as light shows--as sound. Bobbi Wiens, who is running the videotape unit for rehearsal, too, can check the quality of performances on TV, such as on the "Ed Sullivan Show," to see how well they'd play in a different mode.

As yet, the videotape operation is "kind of like a new toy," Morgan felt, but added that it is an extremely valuable one, and he feels it will be very useful in the future.
Tommy’s Fastest Break-Out To Date

“Dottie I Like It”
b/w “Soft Words”
ABC 11039
Produced by Butch Parker & Tommy Roe
Nashville School System Institutes Guitar Lessons

By BILL WILLIAMS

NASHVILLE — The Metropolitan School System of this city has, on a trial basis, instituted guitar lessons in a public grammar school, with an eye toward expansion of the program.

Endorsement

Louie Bellson, the inventor of the double bass drum unit, has been using Rogers Drums in his new "Dyno-Sonic" H-metal, which uses Fender guitar, keyboard instruments and amps throughout. It's tex Riffee, a Fender endorsement artist, enunciated the company's big show in Nashville during the country music convention.

Every Mother's Son has been testing the new Elpin, light-string bass for possible use in a recording session. Jan Webb's Canopy Productions will be featuring the Coral electric sitar in many of its constructions.

... Guitarist-aranger-composer Merle Lenon has selected Octave instruments as a design consultant.

Hohner Contest Winners Picked

HICKSVILLE, N.Y. — Five winners in Hohner's "Al Hirt point-of-sale" contest have been chosen.

Chosen from some 50 entries nationwide, the winners were given savings bonds as prizes. Purpose of the contest was to spur dealers to encourage

Al Hirt point-of-sale posters endorsing Hohner harmonicas and melodicas. The contest, which closed April 14, provided that the winners be Homer was in the drawing.

The first prize of $100 was to W. C. Graham of Sparky's House of Music, Santa Cruz, Calif., John H. Abdallah of the Melody Shop, Goldsboro, N.C., winner will be the author of the best contest entry. The three winners of $25 Treasury bonds were "Ronald Berby of Johnson Music, Nashville, and "Gable of Austin Music Center, Chicago, and Albert Vallon of Vale's Music Mansion, New Orleans.

Report Brass Sale Spurt

SPRINGFIELD, Ohio — Former C&B performer Bradley Kinead's music store here reports a cyclic trend from guitars to big band instrument sales.

Bradley, manager of the store, said "Our guitar sales have shown decrease but the sale to school band instrument sales has been very good." Sid Rich, another dealer, said "Our biggest period for electric guitar sales came in 1966, especially just prior to Christmas and they wanted them in any price range." He is still selling guitars, especially classical instruments favored by young folks.

Many instruments are imports.

Tastes run in musical cycles, the experts point out, and in spite of the economic factors diminishing the market, the interest remains.

New Percussion Sales Unit From David Wexler & Co.

CHICAGO — A new sales outlet for retailers capable of displaying four or even more drum ensembles has been released exclusively through the local wholesaling firm, David Wexler & Co.

A Whitehall creation, the point of a local wholesaling firm is realistically contoured in the shape of a hand shell. It features a finished, flash back making the display flexible as an accessory to the shell.

Glass shelving and mahogany any-finish cabinets line the rear of the shell for the purpose of displaying and storing additional percussion instruments and accessories.

There is soft, indirect lighting in the shell, and the dealer is co-ordinated to blend with colors used in all Whitehall drum sets.

The unit is available through subscribing to the Whitehall program or may be purchased individually for $450.

Wurlitzer Sales Up 97%

CHICAGO — The Wurlitzer Co., reported a 97 percent increase in sales for the first nine months of the current fiscal year (April to December, inclusive) but net earnings were down.

Sales went from $450,566,306 to $4,448,135. Net earnings dropped from $1,194,497 (27 cents per share) to $970,862 (79 cents per share).

Chairman C. C. Rollings said that increases in labor, material and other costs reduced earnings. He hinted at a price increase in the fourth quarter.

For the third quarter (October through December) sales were reported even stronger. Wurlitzer, with some areas of the country up while others were down. For the big sales month, December, Wurlitzer reported a "good" December earnings but "not as good as projected.

Rolling said sales for the year as a whole will be up over last year but earnings will be a little lower.
A Record You Can Count On

DAVID HOUSTON
Have A Little Faith

EPIC
LOS ANGELES — Glen Campbell is leaving the financial security of the local recording musicians fraternity to return to a solo performer. Campbell has been booked to host the summer replacement show for the Smothers Brothers. He is also hot on the one-nighter concert circuit with the Righteous Brothers. Campbell quit the tour.

BY ELIOT TIEGEL

Brothers and will soon team with Bobbie Gentry. For the past six years Campbell’s guitar and banjo expertise have kept him within the tight sideman clique which works the majority of the pop music scene. He has made 500 recordings for other people and his own session fees have reached $3,000 a week. Although Campbell has been on the Capitol roster since June 1962, it has only been within six months that his ballad vocal style has achieved national recognition that in turn has brought about a “Billboard Get to Phoenix” single. As a result of that tune and a new manager, Nick Savano, Campbell was booked on the Joey Bishop Tonight Show program. Bishop made a prediction on February that Campbell would one day have his own TV show. Tom Smothers heard the prediction and, in an appearance with Bishop, hosted the hosting slot for the 31-year-old sideman musician.

80G Income

Last year, when he was completely involved in playing dates for other performers, Campbell’s income was about $150,000. As a result of his new management, his ties with the William Morris office (which is responsible for the New York office and Perenchio Artists, which is up and cellar artist Campbell is due to sign a contract this year should exceed $100,000.

Campbell says he had decided before receiving the TV job to quit his sideman assignments, according to his manager. “I’m laying back on my studio work,” he says, adding that he has now established his own recording ability because of the thousands of dates he has played on.

Campbell begins work on the TV show in May. He will tape 26 shows a year, the rest of his time will be devoted to recording. He will have a weekly slot for his TV show, with options for additional shows as part of the deal. Tom Smothers

(Continued on page 19)

Pathe’s Macias to Make U.S. Debut

NEW YORK — Tom Pathe has spent the past eight years singing his simple, but razor-sharp melodies and witnessing the decline of the folk bard from the American music scene. He recalls that the folk singer’s closest kin, a younger sister, was one of the pioneers of folk music who began her career at Carnegie Hall. The Richmond-Times Dispatch reports that Pathe had held the ground, other troubadours have given way to Pathe’s Macias who has been sponsored by John Lennon.

Pathe’s Macias has made a tour of Canada which has been eagerly awaited by music lovers. Macias, who is a member of the Pathe family, has been performing in Canada and has had several successful concerts. He has been received with enthusiasm by the Canadian audience.

Mitch Ryder, New Voice artist who plays a records on Friday (14), plays the University of Southern California (USC) on Friday (14), and the U.C. College in Berkeley on Saturday (15). Ryder is also playing the Capitol in San Francisco on Tuesday (11), and the Berkeley Art Institute on Thursday (13).

The Lettermen, Capitol artists, have 14 dates for their current tour, which resumes on Fri- day (14), with the University of Arizona (N.C.) College, Carlsbad (N.C.) College, Carraway (N.C.) College, and the University of Southern California, Los Angeles (N.C.) College. Pathe is also scheduled to perform at the Capitol in San Francisco on Friday (14), and at the Berkeley Art Institute on Thursday (13).

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Little Green Apples
will be the biggest hit
Roger Miller ever had!

SMASH RECORDS
SMASH RECORDS/A DIVISION OF MERCURY RECORD PRODUCTIONS, INC.
Produced by: Jerry Kennedy
Campbell Quits as Sideman

Campbell hopes to put together an orchestra with two guitars and "guys who know what's happening in music today." The Jimmy Joyce Singers presently on the show, will work through the summer series. The vocalist is also coying Capitol producer Al De Lory, who arranges his discs, to be the show's arranger. The Smothers present variety-comedy format will be retained, with Campbell working in and out of pop music.

Campbell is presently midway through a 10-day concert tour with the Righteous Brothers and then teams with Bobbie Gentry.

A Trip With Paul Into Land of Make-Believe

NEW YORK—Paul Tripp is a durable example of success in the kiddie market. His classic story of "Tubby the Tuba" has withstood the test of time and been rewarded with a multitude of translations for children around the world. The root of Tubby's tuba in 1945 was the clarion call for Tripp's move into the children's market, a move that took him off Broadway and put him into a TV studio.

"At first I was scared to walk into a room full of children."

SCHAEFER TALENT HUNT APPLICATION FORM

Mail to: The Schaefer Talent Hunt,
P.O. Box 1752, Grand Central Station, New York, N.Y. 10017

Name
Age
Address
City State Zip

Performance Experience

Applicants must be at least 21 years of age and must provide all information requested on this form, plus a demonstration tape or record of their own choicing. Application materials are not returnable and must be received no later than March 1, 1968. Not subject to any restrictions. Application forms are available at the nearest Schaefer office or street corner vendor, and the immediate function of any of these places.

Talent will be decided upon by Campbell, Smothers and the William Morris agency. Campbell hopes to lure such artists as Roy Clark, Bobby Hatfield, Robert Mitchum, Merle Haggard, the Righteous Brothers, Kay Stevens. He plans re-recording all the tracks and then singing live. He doesn't believe in lip-syncing.

HERB BERNSTEIN, arranger producer, goes over song with 13-year-old Julie Budd for her debut single on MGM Records.

If you're looking to make a name for yourself in show business—but haven't been able to get heard by the right people—then the Schaefer Talent Hunt is looking for you!

We can get you heard by all the right people—all the people who listen to radio all over the East!

We're hunting for ten talented new soloists or groups to record the popular Schaefer Beer jingle for use in our radio advertising. We'd like to put the "sounds of tomorrow" on the air today—with as much public exposure as they'd get from a hit record!

Who can apply? Any vocal or instrumental soloist or group. Anybody who sings or plays any kind of music—whether it's Rock, Pop, Folk, Soul, Jazz, or Country and Western.

You must be at least 21 years of age and must submit a demonstration tape or record of your own choosing. You must provide all information requested on the application form, although you need not use the form itself.

We'd like to make you a star.

Reaching the Thing

• Continued from page 16

complexity with wit, perception and a well-nourished skepticism. I'm trying to reach the largest possible audience," said Paxton. "So although I'm interested in the levels of my music, I am primarily concerned with the first level—contact with an audience. Therefore, I write about something specific, something that can be understood." Paxton's messages are microcosms of our society, which, for the insomniac, are easier to wield in song than in symphonic generalizations or allegories. "I like to tell the story of one street, the people that lived there, what happened to them. Instead of a song about the evils of drug addiction, I like to sing about one drug addict.

All Subjects

Paxton sings about almost everything—love, children, discrimination, the joys of work. His "Bottle of Wine," sung by the Fireballs, is one of the most popular compositions. His personal compositions include such pieces as "Last Thing on My Mind," "What Did You Learn in School Today," "Can't Help But Wonder Where I'm Bound," "The Marvelous Toy," and his standard, "Ramblin' Boy."
TOMMY ROE
(DOTTIE I LIKE IT)
(ABC RECORDS)

THE CANDYMAN
"WAYS"
ABC RECORDS

Tops in Talent

THE SENSATIONAL EPICS
"YOU WARP MY MIND"
WARNER BROS.

Proudly represents

Watch for Hot New Releases This Month by these consistent hit makers
- BILLY JOE ROYAL
- THE SWINGIN' MEDALLIONS
- THE TAMAS

climbing to #1 . . .

the CLASSICS IV
"SPOOKY"

Contact:
COTTON CARRIER, MANAGER, P. O. BOX 9687, 1224 FERNWOOD CIRCLE, N.E., ATLANTA, GEORGIA 30319 TEL. A.C. 404-233-9622
KDKA Widening Programming

By CLAUDE HALL

PITTSBURGH — KDKA, 47-year-old Westinghouse operation, has been making "brownie" in programming under the leadership of General Manager Al Heacock, to the station about three months ago. Through the efforts of program director Neil McIntyre and music director Gil Haag, the station has been going through a complete album cuts of a good music or each listening nature.

Heacock, who said that the station was now programming about 30-40 percent from albums, classified the programming change as "marginally only." The station is just playing popular music, he said. "The fact that we're playing more albums than 90 percent of the other stations doesn't mean there's any mystique about our programming."

He said that the station was still experimenting. "It's not one of those things I can say we're finished with."

Decays have a choice of 200 singles or so, and about the same number of albums. In addition, the station's library has about 1,000 oldies, he said. There has been no increase in the number of records the station can or will play. He pointed out that the normal size of albums is no longer giants and this is today's radio. "It's a little risky, but we're having fun with it."

"Where's the magic in having just 25 records that you play over and over? We don't want to put our deejays in little boxes. You know what happens to a station that does that; you might generate an audience of 1 million or one-half million and after young adults and adults."

Many record men consider the programming that KDKA is now involved in as "soft," according to promotions. Heacock, however, pointed out that while the station is leaning away a "bit" from hard rock sounds, KDKA was still playing those artists that are popular, and this includes a soulful singer like Lou Rawls.

Hot 100 radio has to stop treating the public like a bunch of there's no limit to the station's ability to mix listening in format. Heacock, however, pointed out that while the station is leaning away a "bit" from hard rock sounds, KDKA was still playing those artists that are popular, and this includes a soulful singer like Lou Rawls.

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BOOTS RANDOLPH'S NEW SINGLE "FRED" (MONUMENT 1056)

IS ONE CHOICE REASON TO CELEBRATE

BOOTS RANDOLPH MONTH

...HERE ARE EIGHT MORE!

AVAILABLE IN 4 AND 8 TRACK CARTRIDGES

February Is Boots Randolph Month
Woody Roberts has just been named general manager of Hot 100 format KTSB in San Antonio, replacing Bill Stewart. This set up a series of domino-like changes, including Danny Clayton being promoted to program director at WPOP in Hartford, Conn., to fill the Roberts vacancy and Larry Black being brought to WPOP to fill a noon-3 p.m. air slot from WFLF in Richmond, Va. Radio Hammond of WSYL in Buffalo, N.Y., has been named new program director of KTSB. Who'll replace Hammond at WSYL, I don't know at this time.

New Saturday afternoon staffer at KRBV in New Orleans, La., is James Orrive (Jimmy O) Johnson; he takes over the slot left by Ed Bunion, now at WLB in Detroit. Johnny Michaels, who'd been with WHTW in Cleveland, shifted over to WXY, same city. Glenn, Jack Wagner has been named program director at KXNS in Los Angeles, replacing Frank Cale; now with the all-news operation KFWB in that city. Wagner had been with KHI-FM in a similar post.

Deane Clark has joined WKBV in Youngstown, Ohio, in a 7-10 midnight slot Monday through Saturday. He's been program director of WKLR in Toledo. Now for the current personality line-up at WOKY in Columbus, S. C., is a swinging Hot 100 format station: Rod Stacey 6-10 a.m.; Billy Williams 10 a.m.-2 p.m.; Tom Clancy 2-6 p.m. and Jay Lloyd 6-midnight. They bill themselves as the Deceit Gentlemen... In Cleveland, however, there's a deejay who definitely not a gentleman. I speak of Mary Hall of WABO, one of the few women deejays in a Top 40 radio, who hosts "Dimension in Gospel." WKFJ-TV (Channel 61) is planning to use local talent in segments of its Lit Life show. The Lit show is syndicated out of Philadelphia.

One of the really fine guys in the radio-record business is Capitol Records artist, Buck Owens, former deejay. Owens now owns a couple of radio stations and, as you may have already supposed, both feature country music. His KTUF in Phoenix, a daytimer, opens up his 10-midnight slot in the 6 a.m.-noon period. He recently started in an 8-10 a.m. slot, which goes up to second place behind a religious show in the 6-8 a.m. slot. Over in Bakersfield, Calif., who's the KUZU in town with a 9-11 p.m. slot to which all stations, according to a Dec. 8 ARB telephone coincidental survey.

Radio-TV programming

By CLAIRE HALL
Radio-TV Editor

Bob Burton, formerly morning personality on WBCR, Levittown, Pa., has been upped to program director. Joe LeRoy is the new morning man for WBCR. The 1,000-watt station serves the Delaware Valley area 24 hours a day.

Tom Kennington has been operations administrative assistant, a new post, at WRAI in Cincinnati; he'll continue his 4-6 p.m. show. George Burns will replace Kennington as program director of the Hot 100 format station. A new deejay on the staff is Jonathan Summers, formerly with WKLO, Louisville.

New president-elect of the South Carolina Broadcasters Association is Jim Whitaker of WCSC, Charleston, Vice-president for radio is A. P. Skinner, WOLS, Florence. Rich Germaine has joined KBQI-FM, a 24-hour easy listening stereo operation in Seattle; he'd been with KFOG-FM in San Francisco as program director.

By ELIOT TIEGEL

Your feature story in the Jan. 6 issue of Billboard, “Stereo Rattles Stations,” 7 prompts me to offer a few technical comments that may be of interest to other stations. I am glad to see that Billboard has initiated an interest in this problem.

KTHO-AM-FM installed stereo cartridges two years ago when it became apparent that modern single releases were being recorded at higher levels than ever before, and at levels which technically exceeded the capabilities of most monaural broadcast cartridges. This is a technical matter of needle compliance, which is the needle's mechanical resistance to following the recorded grooves. The relatively low compliance of the popularly used monaural cartridges does not permit adequate tracking of most singles (and virtually all stereo singles), with the result of distorted sound, rapid record wear, and unhappy engineers! A good stereo cartridge, by necessity, must have high compliance to track the complex grooves of a stereo recording. "It must be able to track vertical as well as lateral groove modulations. Monaural cartridges were not intended to track vertical or diagonal modulations, thus they produce distortion in most stereo recordings.

Since the stereo cartridge has inherent high-compliance, it easily plays the loud-recorded singles just as well, whether the single be monaural or stereo. The cartridge stylus can follow the grooves easily, laterally or vertically or whatever. The disk jockey who has accustomed himself to hearing distortion on his popular singles will be amazed at the extreme clarity that a properly installed stereo cartridge can produce from the same record! Also, he will discover that his singles will last virtually "forever" and

“SALUT et SHALOM

...FROM THE FAMOUS FRENCH SINGER,

ENRICO MACIAS

First U.S. appearance, Carnegie Hall,
Saturday Evening, February 17, 1968.
(One Appearance ONLY)

WJRZ AIR PERSONALITY

and music director Lee Arnold wel-comes Jack Greene to the New York, Green, right, whose latest Decca single is “You Are My Treasure,” recently started at the club for a week. Arnold is host of the club.
it's the SOUL truth and nothing but the truth...it's RAY CHARLES' new HIT!

"That's A Lie"
b/w "Go On Home"
ABC 11045

new album
"A Portrait Of Ray"
ABCS-625
WE NEED A TOP NOTCH MAN FOR THIS JOB!!

PROGRESSIVE NATIONAL ACCESSION MANUFACTURING COMPANY IS LOOKING FOR AN AMBITIOUS MERCHANDISING SALES MANAGER.

TOTAL FAMILIARITY WITH THE DISTRIBUTING ARM OF THE MUSIC RECORDING INDUSTRY IS IMPORTANT. MUST BE WILFUL AND WILLING TO TRAVEL NATIONALY, RELOCATION TO THE MIDWEST DESIRED.

THE FIELD OF RECORD AND TAPE ACCESSORIES IS A FAST GROWING ONE. GROW ALONG WITH IT IN THE TOP JOB IN THIS LINE, REPORTING DIRECTLY TO THE PRESIDENT.

Write Full Particulars Resume and Salary Requirements in Confidence to Box #212

Our Employees Know About This Ad.

BILLBOARD MAGAZINE
165 W. 46th Street
New York, New York 10036

Letters To The Editor

Continued from page 22

hardly sound worth after more than 100 playing! But it is quite important that his stereo cartridge be properly installed.

Most stereo cartridges have four connecting pins; two are marked "G" or "ground," and the other two are marked "L" or "Left" and "R" or "Right," respectively. When used at a monaural station, the same terminals must be wired together at the cartridge itself, and the two "Ground" terminals must be wired together at the cartridge. It is important that these connections are made at the cartridge and not at the connections to amplifier or whatever. Failure to do this can result in the "dead-spots" or "static" type of sound, caused by improper phasing, etc. Also, it is important that the left and right channels are wired together for monaural stations, lest your broadcast sound be out of character.

From this, it can be seen that new tone-arm or other stereo gear is not necessary. Since the cartridge is being wired for monaural use at the cartridge. The existing wires in the tone-arm will work fine. Stations with stereo arms should use the same wires that had been used for monaural cartridges. There is one more important factor to consider when changing to stereo cartridges: Equalization, or "proper tone," is necessary and cannot be changed once the cartridge is installed. The station engineer is well aware of the necessity of proper tracking weight and other adjustments of the tone-arm. These seldom cause any more problems than the stereo cartridges. At the Stickhouse of WJAR pointed out, "... a stereo head on a turntable is a fragile thing." For this reason, I would caution station engineers against going all-out and buying the most expensive stereo cartridge available; it is bound to be the most delicate! Also, the cost of styley replacement for a stereo cartridge can be considerably more than for its monaural predecessor.

The choice of brand of stereo cartridge to install can be very experimentable, and often two engineers will agree that one brand is superior to another! But may I offer these tips: Avoid any styley with smaller arm than 0.75", particularly at stations playing 45s predominently; and, for the sake of economists operating under constant deepay handling, avoid a cartridge which requires a tracking weight of less than three or four grains. I have found that one-half grain and other extremly light weigths are fine, but are tandomaticall and too "dainty" to handle at most stations. It is true that some others have noted quality cartridge tracking at three or four grains produces very little more record wear in a radio station than a very light-tracking cartridge—and you experience less groove jumping or skipping.

Every station, even those without a stereo record in the library, should invest in the superior sound produced by using a stereo cartridge.

William A. Kingman
Chief Engineer, KTHG-AM-FM
South Lake Tahoe, Calif.

After reading recent articles in Billboard concerning difficulties many record stores are having in properly installing stereo discs, it is perfectly obvious what the difficulty is. It is doubted by the little recognized requirement of matching and loading a cartridge to its associated pre-amplifier. Assuming the monaural stations are wiring the two sections of the stereo cartridge parallel, the load resistance for a mono cartridge would then need to be half of what it is for monaural use.

In most cases, stations use a plug-in head arrangement for stereo. In this type, a mechanical parallel stereo cartridge is plugged into the monaural inputs, the improper loading conditions would cause extreme high frequency response which would produce the shrill highs and thin bass that most listeners are complaining of.

Even if they leave a stereo cartridge permanently connected, if the amplifier loading has not been altered, this is still a problem. At our station, we are using 80 per cent of the disk and have the cartridges properly equalized for flat response. The results are most gratifying.

Mono or stereo records may be played with no perceptible difference.

Since your publication is widely read in broadcast circles, I thought it would be beneficial for you to make these points known to the many stations that express reluctance to play stereo discs.

Tom Mathis, Station Manager
WTLC-FM, Indianapolis, Ind.

If a stereo record is played on a monaural system with a good quality stereo pickup head, and reasonably good, properly installed equipment, there is little or no chance of distortion, disappearance of sound, or other strange and mysterious phenomena reported by a number of AM broadcasters in your Jan 6th issue.

The complaints of these gentlemen unquestionably stem from equipment deficiencies: Improper cartridge or stylus alignment, incorrect wiring of the stereo pickup head, cartridge design, and the "causing that "thin" or "disappearing" sound, poor quality or damaged cartridges, incorrect turntable speed, and improper arm pressure.

In the early days of stereo recording, quite a large number of albums were produced with a "phase" problem. The record sounded fine in stereo but not completely even in the center, leading to a drastic drop in level or "disappearance" of, for example, the singer. This problem has long since been eliminated, and the compatibility of most stereo record players and stereo systems provided a stereo head is used, is now standard throughout the record industry.

While Mr. Valentine's comment on "sound disappearance" was puzzling to me, I think he probably was referring to the loss of
presenting Al Simone
The Voice With Heart & Soul
sings
"BEFORE IT'S TOO LATE"
b/w GS#253
"TOMORROW, WHO KNOWS"
(DOMANI CHI SA)

Watch This Eye Opener...

Billy Joe Burnette
sings
"WHY BE ASHAMED"
b/w "JUST OUTSIDE THE DOOR"
GS#254

www.americanradiohistory.com
Radio-TV programming

WWHG Goes Country Mar. 4

HORNELL, N.Y.—WWHG, 5,000-watt station serving Western New York, will switch to a country music format on March 4, reports station manager William E. Powley. The daytime station will simulcast with its AM operation WWHG-FM and fill the rest of the day's programming schedule with country music on FM. Air personality line-up includes John Fonda, Jeff Sukash, and Dean Roberts. Powley says he'll bill the format as 'Swinging Country.' The top of the day in music will, as well as new records, classics in the country field and a sacred tape, have been going on for a year. The station had featured a good music format.

750 TO ATTEND IBS PARLEY

CHICAGO—More than 750 college radio-TV students are expected to gather at the Palmer House here March 29-31 at the annual convention of the Intercollegiate Broadcasting System. Saturday program will feature multiple morning and afternoon workshops, industry exhibits, and a luncheon banquet. Regional meetings will be held on Friday.

Vox Jox

Continued on page 24

to everything from "Love Me Do" to the "Magical Mystery Tour" album by the Beatles, Fine F. Taylor wrote the shoe... Ed Gurien is now production manager at WAMI in Miami, an rab station, a station that works at local nightclubs as emcee and comedians, Gurien came from WUBB in Altoona, Pennsylvania... Bill Sinders has been named program director at WHQ in Washington; he'll be a personality and assistant to the president at WLEE in Richmond, Va.

**

Emile Fields and his cockroach friend created what in Philadelphia is becoming program director of WWBM in Miami. Woody Lester has joined 5,000-watt WCOW and WCOW-FM in Sparrow, Wisk, as program director, and Ed Allen as air personality. Dave Shuer has taken over the duties of program director of WCFT, and KFRC, and will continue his midday radio show.

KBWV's Shows From Dayton's

MINNEAPOLIS — KBWV has aired its first in a series of half-hour live radio shows from Dayton's department store here. Each show, aired Wednesdays at 7:30 p.m., is hosted by Cornelius Daniels, singer-musician from a local high school and will feature everything from music to interviews with artists. Title of show is "Cornelius and the Teen Machine." It's taped on Saturdays.

WABX-FM Switches to Rock Morning to 8:00

DETOUR — After "drifting" in that direction for several years, WABX-FM in Fort Lauderdale, Fla., switched May 5 to a progressive rock format from early morning to 8 p.m. Jason Thomas, who has been doing the late night show, said that the station was "giving programming jazz 8 p.m. to midnight."

Hot Promotions

To raise money for the local Heart Fund, WCOP in Boston asked for donations from record artists. Not money. Instead, the easy listening station asked for personal items like tie clips, ties, anything personal through February. Program director Dick Smith is slating a special spotlight day on each a given artist, playing his latest record and asking the audience to bid on a personal momento of the artist. The listener that bids the highest gets the momento, and a gift from the station. Artists donating personal items to the station include, so far, Al Hirt, Ed Ames, Al Martino, Senator Kennedy, Senator Dirksen, and Merv Griffin. Last week, Smith was looking for more artists who would be willing to give the station personal items.

GOOd GUY DEAN ANTlMONy of WMCA, New York, greets Reparatza and the Detroiters, of Malia Records, at a New York City record hop. Steven and Bill Jerome, of Real Good Productions, producers and managers of the group, have just launched a tour of the U.S. with the girls promiting their latest record.

Medal Citation To CHUM-FM

TORONTO — CHUM-FM, 24-hour classical station, has been awarded a Beethoven Medal, the first ever presented in Canada, in recognition of its promotion of the music of German composers. The award was presented to program director Larry Solway by Hermann Hollingsworth, authoring consul general for Germany in Canada. Such awards are made, by recommendation, not application, through Internationals, a special organization founded by the German Foreign Office to promote cultural relations abroad through such means as tape recordings of cultural events. Most of the programming of that required the award was simply recorded, and tapes through our program exchange with German radio, said CHUM-FM's librarian - programmer Helen Hatton.

KHCR 'On Wire'

WILMINGTON, Calif. — Harbor College students have just put KHCR, a closed circuit station, on the "wire" playing over 2,000 records and carrying listening records. Robert Myers, KHCR faculty advisor, said the college is now making application for a 10,000-watt FM license as well. KHCR serves 7,000 students.

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But, in truth, the station is receiving such enthusiastic response to its progressive rock programming that there may come a day when it will have to go all the way. Small said that the station was doing better financially than all the years it has been on the air.

There've been relatively few complaints about the changeover, even from our older listeners. But, of all, has been a vote of confidence from the records industry — about $2,000 in record advertising in the last three months single station breaking it as occasional rock record.

WAXY-FM is a sister station to KSHE-FM in St. Louis, which is also featuring a progressive rock format.

Among the records played by the station, besides Dylan and the Beatles, is every "Miserable" record. From the drill experience, the Cream, the Tiffany Shire, the Jefferson Airplane, and the Byrds. After Bruno, the Waterproof Candle. Record distributors had been advising the station to get deeper into a progressive rock format. Small said that he thought some of the most frustrated men in town had been recent converts, not because of the difficulty of getting a new record played on the local station, but because they're getting the 'Electrically Heated Child' record by the Waterfall Candle on Dunhill Records and the Ten Years After group and the Tiffany Shade. I think we're only tapes in town playing the Cream.'

End Available To TV Outlets

NEW YORK — "From the Bitter End," the Fred Weintraub show produced by Canaan Productions, will be made available to TV stations through syndication by Lit/Medallion Picture Corp. The hour color show is to be seen on WOR TV (Channel 9). A musical variety show, the series is based on Weintraub's "Bitter End," a New York nightclub and is hosted by William "Bill" Limmer, a singer who've appeared on the show include the Hobbits, Lesley Gore, Theodore Bikar, Charles Azaurn, Bill Cosby, Odetta, and the Serendipity Singers.

'KANE SHOW' IN ITS 10TH YEAR

HOUSTON — "The Larry Kane Show has launched its 10th successful season on KTRK TV (channel 13) here. The two-hour show is solely sponsored and has featured nearly every major name in the record industry.

Mystery Years' Hits

Change-of-pace programming from your listener's shelves, featuring the discs that were the hottest in the land 3 years ago and 10 years ago this week. Here's how they ranked in Billboard's charts at that time.

POP SINGLES—5 Years Ago February 16, 1963
1. Hey Paula—Paul & Paula (Philips)
2. Walk Right In—Rooftop Singers (Vanguard)
3. Walk A Man—Four Seasons (Vee-Jay)
4. Ruby Baby—Dion (Columbia)
5. Rhythm of the Rain—Canadians (Valiant)
6. From a Chick to a King—Red Miller (Faher)
7. The Night Has a Thousand Eyes—Bobby Vee (Decca)
8. You've Really Got a Hold on Me—Sandy Nelson (Decca)
9. Loop De Loop—Johnny Thunder (Decca)
10. Up on the Roof—Drifters (Atlantic)

R&B SINGLES—5 Years Ago February 16, 1963
1. I Can't Help Myself—Miracles (Tamla)
2. Two Lovers—Mary Wells (Motown)
3. Hey Paula—Paul & Paula (Philips)
4. That's the Way Love Is (Four Tops—Motown)
5. Walk Right In—Rooftop Singers (Vanguard)
6. Lady of Joy—Johnny Thunder (Diamond)
7. Hotel Happiness—Brook Benton (RCA)
8. Call on Me—Bobby Bland (Ske)
9. Mama Didn't Lie—Jan Bradley (Ske)
10. Up on the Roof—Drifters (Atlantic)
a royal hand
four kings wild*

JOHNNY CARVER
"Your Lily White Hands"  #66286

LARRY BUTLER
"Break My Mind"  #66277

GLEN GARRISON
"If I Lived Here, I'd Be Home"  #66278

JERRY WALLACE
"This One's On The House"  LST-7545

*Watch for
*SLIM WHITMAN'S
"Rainbows Are Back In Style"
In reference to your article of Jan. 6, we at KCIF installed stereo heads on our tone arms last year. We have found no change in the clarity of reproduction...the cartridges left and right channels have been wired for monophonic reproduction. In fact, we find that the actual sound has more "presence" and we are very well pleased with the changeover (to shure M44-7). We stereo all pressings from all manufacturers and can guarantee fine reproduction of all pressings through our constant supervision of the technical quality of our tapes.

Craig M. Eaton, Chief Engineer
KCIF, Waterloo, Iowa
The Biggest Bloomin' Movie Musical of the Year is a Razzlin' Dazzlin' Victor Soundtrack Album!

The Razzlin', Dazzlin' promotion includes national magazine ads, a major market newspaper ad campaign, ad mats, radio spots, bright point-of-sale pieces and stickers, and a full-scale promotion tour for the film and the album by Tommy Steele!
Country Music

Wilburn Brothers Disband
As a Team in Road Shows

NAESVILLE — The Wilburn Brothers, after appearing as a team for 28 years, have disbanded as a traveling unit. The Decca artists, who have a lifetime recording contract with that firm, will continue to record together, to do their syndicated television show together, and appear on the Grand Ole Opry, but personal appearances on the road are out.

They became the second “Opry” unit in less than a year to disband. Last summer, the Browns ceased operations as a vocal group, and Jim Ed Brown went on to become a successful single. Now Maxine Brown has cut her first sessions as a single for Chart Records.

Last summer (Billboard, July 1) the Wilburns announced that, for 1968, they would book only in a package which included Loretta Lynn and Miss Lynn’s brother, Jay, Lee Webb, both with Decca. Late in the fall the brothers announced that they were taking a six-month leave of absence from the road to take care of their publishing and booking businesses. There are no plans for a return.

Since that time, Doyle Wilburn frequently has appeared with Loretta Lynn, fronting her band on various shows, including the recent international Rodeo Association convention. While not billed as a single, Doyle Wilburn did some vocals by himself.

Teddy Wilburn said he has no desire to do any more touring “The work and pressures of traveling are brutal,” he said. “You move, move — then you come home and record, film TV shows and attend to duties around the companies we own. It’s money, all right, but money isn’t that important to me.”

California Bound

Teddy Wilburn says he is planning to move to California because “I’ve always wanted to act.” He said a couple of movie directors had talked to him about trying for roles in films, so he is going to do a screen test and see what develops.

The brothers own Sun-Fire Music and the Wil-Helm Talent Agency. While they take an active part in the operation of the publishing firm, the talent agency is handled by Smiley Wilson. Teddy and Doyle Wilburn made their first appearance on the “Opry” in 1940 when, at the invitation of Roy Acuff, they made a guest spot.

At Home With Stars, TV Series, Rolling

director of non-broadcast licensing for Broadcast Music, Inc., here.

Filmed by Sid O’Berry, the first show will go into the home of Faron Young, Mercury Records and, among other things, will show some of the personal movies they have shot over the years. The show is pegged on informal lines, with an unpretentious give-and-take.

“The wit, charm, knowledge and depth of character of our country music performers has never been revealed to the nation’s TV audiences,” Brown said.

The series is being produced in color, with modern film techniques. Brown has not revealed his method of syndication except to say that several plans are being studied.

Tex’s Skinny Legs’ Got a Country Kick

NAESVILLE — The r&b team is splitting its money: “Legs and All,” by Joe Tex had, to the surprise of many, some strong country connections.

Pauline Publishing Co. vice-president Buddy Kil len rounded up about 40 visitors recently. Teddy and Doyle Wilburn made their first appearance on the “Opry” in 1940 when, at the invitation of Roy Acuff, they made a guest spot.

At the convention, a guest artist would be the first to give an address. The whole idea is to get across the message, “It’s a great show.”

Mis Country Beauty Contest

SAN ANTONIO — The first known beauty contest of its type ever held in the U.S., “Miss Country Music U.S.A., will be staged during HemisFair ’68 when a six-month run here April 6.

There is, according to promoters, a possibility the contest will have a national TV audience.

A. V. Bamford, owner of KRER, signed the agreement for the contest with Art Barkow, HemisFair entertainment director. After preliminary competitions around the nation, the finals will be presented in the fair’s 10,000-seat arena July 2–3, Barkow said.

Country music radio stations throughout the U.S. will select regional winners through local contests, with each winner flown to San Antonio for the finals. Top entertainer will officiately crown the contest and holds the copyright on the name “Miss Country Music U.S.A.” He said the event probably would be an annual affair, with the winner crowned each year in San Antonio.

RCA Sets Nashville In-Store Distrib Promotions Ball Rolling

NAESVILLE — Winning the “strongest team possible,” RCA Victor has begun a series of record distributor promotions which promises to expand into something even greater.

Wally Cochrane, Victor’s director of country promotion, has alerted artists and merchants of the possibilities for pushing records. He utilized Porter Wagoner, Dolly Parton, Vernon Goff and Connie Smith at a shopping center inaugural in Knoxville in cooperation with WIVK. The affair was a sell-out, with 4,000 turned away.

Cochrane, working with other members of the Victor staff here, set up the following: a “tribute to Jim Reeves” at the Ernest Tubb Record Shop, with remote radio broadcasts, and personal appearances by various artists, including the Blue Boys; a Kate Smith promotion March 14–15, in which she will make the rounds of the radio and television stations in the area; a special Al Hirt promotion, at which he will give a concert at Vanderbilt University for a good who “won” him in a contest; guided tours of the Victor studios on Sunday afternoons for members of the armed forces; and the mailing of press kits to distributors, to make them aware of the artists, and more than just “take orders.”

What’s Sweet Rose Jones

This week: P.O. Box 701, Nashville, Tenn. 37202

FEBRUARY 17, 1968, BILLBOARD
Jerry Lee Lewis
Has a Country Smash
Another Place Another Time
S-2146

Produced by Jerry Kennedy
Smash Records/A Division of Monarch Records Productions, Inc.

SMASH
RECORDS

www.americanradiohistory.com
Get a load of ‘Rosanna.’
(That’s her on your right.)

Johnny Cash.
‘Rosanna’s Going Wild.’

On COLUMBIA RECORDS

4-4573

And get a load of this...

CL 2647/CS 9447
An Outstanding Performance
An Outstanding Song...

CHARLIE LOUVIN

“Will you visit me on Sundays”

CAPITOL 2106

from the pen of DALLAS FRAZIER

Published by Blue Crest, BMI
Produced by Kelso Herston
Direction: Smiley Wilson
Wil-Helm Agency
801 16th Ave. South
Nashville, Tenn.
AFTER ALL, WE DON'T HAVE TO PRETEND, THIS SONG IS GREAT

"GREAT PRETENDER"

MGM 13866

BY

LAMAR MORRIS

PERSONAL MGT:
AUDREY WILLIAMS ENTERPRISES
BOOKINGS:
AUD LEE ATTRACTIONS
816 166th Ave. S.
NASHVILLE, TENN. (615) 244-4336

WE'RE NOT MONKEYING AROUND!!!

BILBOARD SPECIAL SURVEY
For Week Ending 2/17/68

Country Music
Nashville Scene

There is a coincidental note in a classic Billboard release of this week (13). The releases by Bobby Lord and Wilma Burgess, have songs by the same writer. The writer is Ted Harris, of Contention Music. Lord wrote the "A" side of Miss Burgess’ record, "Watch a Woman Die," and the "B" side of the Lord release, "Live Your Life Out Loud." The play side of the record is "Charlotte, North Carolina," written by Jerry Stewart of Florida. Jerry Byrd's "Pearly Shells," Alton is doing a strong play in the East, the first time he has really cracked that market. Baghdad, Percy Jones, the daughter of Bob Shelton, formerly of the Shelton Brothers team, who now is doing comedy in Dallas. Tex Ritter, plugging his new single "Bump Tildal Dee Bum Bum," will hit his radio stations across Tennessee on his way to an in-store appearance in Memphis. King is set for an extended tour of the South and West, including Texas, New Mexico and Mexico. Mercury’s Tom T. Hall delivered the deep play in Los Moons last week while WHO’s Mike Hayet took a break. Margie Bowes has cut some Decca sides prior to her departure for a West Coast tour that include a Las Vegas appearance. George (Goob) Lindsey of the Andy Griffith show was in Nashville gathering song material for a session. He’s about to start his own TV series. Jimmy Key and Chuck Wells, of Key Talent, Inc., are off on a booking and promotion tour of the South and West. The "New Jack Green single, "If God Can Forgive Y’All," (Continued on page 27)

NOTE—TO DIS OR ANYONE WITH KNOWLEDGE OF COUNTRY MUSIC BUSINESS FOR THE FIRST TIME IN FIVE YEARS, WE CAN PLACE ANOTHER BOOKINGAGENT FULL-TIME JOB, GOOD PROPOSAL. IF YOU WILL TEACH US WE WILL PLAY MORE DATES THAN ANY OTHER SHOW IN THE U.S. OR CANADA.

CONTACT:
R.W. MOORE—Gen. Agent
TOMMY SCOTT & TIM MCCOY
COUNTRY CARAVAN
TOCCOA, GA. (404) 777-2711

Have you heard the news! E-Note Record Co. just released the best C&W sound ever delivered from Memphis. E-Note has the best musicians and background group, including such name artists as Bobby Wills and Johnnie Hughes. And the artist, CHARLIE FREEMAN, well, you will have to hear him sing "PLEASE WAIT FOR ME" to understand what we mean about the F.T.I. This is really one for the Charts...

For D.J. copies, write
BOX 22391, MEMPHIS, TN 38120

(Advertisement)

FEBRUARY 17, 1968, BILLBOARD
THE SOUND OF PROFITS GREAT... IN '68

RAY CHARLES
A PORTRAIT OF RAY
ABC/S 625

FRANKIE LANE
TO EACH HIS OWN
ABC/S 628

JANE MORGAN
HAPPENING
ABC/S 632

KAY STARR
WHEN THE LIGHTS GO ON AGAIN
ABC/S 631

THE CANDYMEN
BRING YOU CANDYPOWER
ABC/S 633

EDEN'S CHILDREN
ABC/S 624

THE YOUNG AMERICANS
THE WONDERFUL WORLD OF THE YOUNG
ABC/S 626

INFLUENCE
ABC/S 630

KALYANI ROY & ALI AHMED
RUSSIAN SOUL OF INDIA
ABC/S 622

THE GRIFFIN
A WORLD FILLED WITH LOVE
ABC/S 634

INFLUENCE
ABC/S 635

THE IMPRESSIONS
WE'RE A WINNER
ABC/S 635
NEW RELEASES

**GREAT... IN '68**

**JAN.-FEB.**

**IMPULSE! RECORDS**

**JOHN COLTRANE**
OM  A/S 9140

**BOB THIELE / GABOR SZABO & ORCH.**
LIGHT MY FIRE  A/S 9159

**SHIRLEY SCOTT/CLARK TERRY**
SOUL DUO  A/S 9133

**GABOR SZABO & THE CALIF. DREAMERS**
WINO SKY AND DIAMONDS  A/S 9151

**OLIVER NELSÖN'S BIG BAND**
LIVE FROM LOS ANGELES  A/S 9153

**TOM SCOTT WITH THE CALIF. DREAMERS**
THE HONEY SUCKLE BREEZE  A/S 9163

**BILL PLUMMER**
COSMIC BROTHERHOOD  A/S 9164

**MARION BROWN**
THREE FOR SHEPP  A/S 9139

**PEE WEE RUSSELL/OLIVER NELSON**
SPIRIT OF '67  A/S 9147

**THE DIRTY BLUES BAND**
BL/S 6010

**B. B. KING**
BLUES ON TOP OF BLUES  BL/S 6011

**OTIS SPANN**
The Bottom of the Blues  BL/S 6013

**JIMMY REED**
BIG BOSS MAN  BL/S 6015

**T-BONE WALKER**
FUNKY TOWN  BL/S 6014

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Visit [www.americanradiohistory.com](http://www.americanradiohistory.com)
THE SOUND OF PROFITS

MUSIC FROM THE MOVIES ON

CLUSTER OF THE WEST
SOUNDTRACK
ABC5-005

SMASHING TIME
ABC5-006

THE MAMAS & THE PAPAS
SPRINGBOARD
D/S 50031

THE GRASS ROOTS
FEELINGS
D/S 50027

LADY NELSON & THE LORDS
PICADILLY PICKLE
D/S 50028

RICHARD HARRIS
A TRAMP SHINING
D/S 50032

ARThur
DREAMS & IMAGES
LHI 12000

INTERNATIONAL SUBMARINE BAND
SAFE AT HOME
LHI 12001

JESSE JAMES
20th CENTURY FOX
3197

THE BUBBLE GUM MACHINE
SENATE 21002
New Promo Methods Needed: Frey, Rothfeld

(Restoration of a series on classical music and recording traditions as seen by leading figures in the classical record field, who were interviewed separately.)

NEW YORK—New methods of promoting classical records are needed as are new methods of exposing unusual material, according to Jim Frey, director of the MGM classical division, which handles Deutsche Grammophon and Heliodor, and Dave Rothfeld, division merchandising manager of E. J. Korvette. Their remarks are presented in discussion form.

FREY: We discover that distributors don’t realize how important classical business can be for them. In college and other markets, classical music outsells jazz and pop completely and in some places avoids competition. Classical recordings maintain a steady level sales and do not become dead items in one day as with some of the product of other fields.

ROTHFELD: Classical sales are going up because of the increasing popularity of budget records. Unfortunately too much music of an esoteric nature is being produced. The names of the composers are so new, that we find a better way of exposing them, we will not reap sales.

FREY: If dealers and distributors apply some of the techniques of pop merchandising to classics, the records will sell. Window streamers, displays, etc.

2 Recital Albums on Westminster

NEW YORK—Recital albums by contralto Margaret Ruthenberg and pianist.sthomas Randall are included in Westminster’s Spring release. Also included is the first recording ever heard by the London Philharmonic Orchestra, of Roger Sessions’ “Toccata” in D minor. The album also includes a new, complete recording by the English National Opera Orchestra of Respighi’s “Pincio.”

Frey, Rothfeld

SDG Issues a Special Bruckner 11-Disk Set

NEW YORK — A specially priced 11-record set of Bruckner’s nine symphonies conducted by Eugen Jochum is being issued by Deutsche Grammophon this month. The symphonies performed by the Berlin Philharmonic are issued under the management of the London Philharmonic Society. The recording was made on the occasion of the centenary of Bruckner’s death. SDG also has a two-LP set of Wolf’s “The Song of Orpheus” with soprano Joan Sutherland and conductor Leonard Bernstein.

Gerald Moorst, a pupil of Eugen Jochum, has conducted the nine symphonies of Bruckner. The symphonies were performed by the Berlin Philharmonic and recorded in London in 1969. The recording was made for the London Philharmonic Society and released on the SDG label.

Serafin Dies at Age 89; Was Leading Opera Conductor

ROME—Tulio Serafin, leading opera conductor for about 50 years, died at his home here on Feb. 6. He was 89. Serafin, who had led many of the world’s leading opera companies, conducted major operas at New York City Opera, Metropolitan Opera, Covent Garden, La Scala and other leading opera houses.

Serafin, considered one of the foremost conductors of the century, began his career as a violinist at the orchestra of the Opera House in Florence. He later became an assistant conductor to Arturo Toscanini, and was named conductor of the committal of the Paris Opera House in 1903. He returned to La Scala in 1919 as an assistant conductor to Arturo Toscanini, and was named conductor of the committal of the Paris Opera House in 1903. He returned to La Scala in 1919 as an assistant conductor to Arturo Toscanini, and was named conductor of the committal of the Paris Opera House in 1903.
International News Reports

Basart Reactivation of Standards Pulls 26% Performance Fee Increase

AMSTERDAM — The re-activation policy of Basart in respect of standards, which form an important part of the company's catalog, resulted in a 26 per cent increase in performing rights fees in 1967.

Last year, Basart published some 500 of these standards in special folio and album forms for distribution to more than 3,000 orchestras, soloists and producers. Basart believes that without this kind of promotion, these valuable old copyrights could become forgotten by the younger generation.

Reactivation in 1967 as a whole, Basart reported its most successful year since it began operations as an independent music publishing company 37 years ago. Fifty-three of the 100 top-selling songs in Europe in 1967 were the copyrights of Basart and its affiliates.

The Impalas—Basart music subsidiary, founded by Basart and Dutch music expert Willem van Kooten two years ago to specialize in original Dutch beat music, has now reached the point where it claims control of 50 per cent of the Dutch beat market, with such groups as the Golden Earring, the Motions, Les Barouques, Coby and the Britz, the Outsiders, the Cats, After Ten, the Re-d-Y's, the T.C. Set, the Shoes and Q65 under exclusive contract.

Basart also reported a successful year for its Belgian affiliate formed last year under the direction of Alain Lelievre. The company's record division, Basart Records, has added a new label to its catalog—a commercial label, which will specialize in local pop talent. First releases include singles by Peter Hofer and the rhythm and blues group, the Stewart.

Orlo Bans Showings Of 'Bonnie'

PARIS — The French TV authority, ORTF, has banned performances of the Mitchell Morris-Peter Callendel song "Bonnie and Clyde" in all sizes of recording, on the grounds that it glorifies violence.

The French TV station last week took the song to the No. 1 spot on the British chart, was due to perform this week on "Palmares des Chansons" Feb. 1. But hours before the show went on the air he was told of the ban.

The song refused to sing an alternative song and withdrew from the show. The previous day the French station had recorded a French version of the song, was banned from performing on the same desk show.

Despite the TV ban, the song is still being regularly heard in France. "Industrie Radioto" is a large-scale TV show and it is the leading box-office success of the films currently playing in Paris.

Show's the Thing on RCA New Promotion

TORONTO — On the premise that showgoers are showalbum buyers, RCA Victor's Ontario branch is advertising in a new medium—plastic drawing bags given free by the O'Keeffe Centre in Toronto to theatergoers who check their overcoats with their coats.

One side of the sturdy plastic bag is printed, in blue on a white ground, with a montage of RCA Victor album covers—"Rear of the Greasepaint," H. E. Westerlund artists to exclusive contracts, including Irina Milan, Jorman and the Fantrix.

E.M.I. (Finland) Ltd. is operating under the direction of former Westerlund artist manager Rens Bodeman who spent three months with E.M.I. in Sweden to prepare for his new post. Former Westerlund public relations director Risto Backman has also been appointed E.M.I.'s press and publicity manager.

E.M.I. product is being distributed in Finland by Finlayson.

Philips Gets The Rights to S. R. Winner

PARIS (Philips France) has acquired both the record and the subpublishing rights of the 1968 San Remo winner, "Ciao Ciao Belli," a song by S. R. Endrigo.

Philips signed Sergio Endrigo for France after his San Remo victory as owner of a stand-alone publishing company, Tutti, acquired his important collection of songs, "stampa di autore" in Italian.

The Italian recording was radio-released in France last week and Philips will shortly issue a French version by Endrigo with lyrics by Jacques Chau-

Endrigo records in Italy for Fonit Cetra, whose product is normally distributed in France by Philips. The "Ciao Ciao Belli" record is published in Italy by Usi-

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PERSONALITY

Mitch Ryder has a new smash on Don Doyle's Chantilly Lace.

February 6, 1968

126,000 sold!
AMSTERDAM

Three records with English lyrics, aimed at the British market, have been released here. They are: "Don't Let the Sun Go Down on Me" by Connie Bennett (Decca), "What Is Soul?" by the Blues Group (Philips), who will be known in the U.K. as "The Ventures", and "Distant Smile" by Cuby and the Blizzards (Polydor). The new Dutch group the Dragonfly will represent Holland in the International Pop Festival in Rome Febr. 19-23. The group has recorded an English-language version of "Celtic Dreams" and "Desert of Alabama" for the German market and "You've Not Changed" and "Gypsy Eyes." Relating in the Hispavox studios after the record session, the manager of the Dragonfly, Remie van der Hart, said: "Our department manager of Hispavox, SANDIE SHAW (Hispavox) was in Madrid Jan. 31 to tape three songs for the English market, "The Beads Of Sweat" and "I've Got My Eyes on You.""

PALERMO

Italian release of the new Benaki appearances with the Concerto Borgia Orchestra through March.

Amadeo Plata has been signed to appear at the Grand Gai de Paris in February with ten concerts in Paris in March.

Win Lundman, has moved to Vossiustaat 32 Amsterdam. 6 months and has signed an exclusive contract with Decca to record an album of international songs at $2 each.

Normand Korte visited for a short interval in Palermo and arranged for a live Palermo release program with Negro management of Herman Hug and Hans Kollerman. George V Clark is free from "Night and Day" by the Tielman Brothers. 

BAS HAGEMAN

BRUSSELS

Discophon has released the first album with the Greek composer Les 3 Hernandez (Elipsi) who have had their first disc released in Germany on Arista. The disc is a compilation of three songs. First release is by Carlos Panos. Elipsi has signed a contract with the British company ABC Records in America. The group consists of: George Vlachomatis (Belter) has recorded a four-EP history of Flamenco music, containing an EP licensed by the pianist of Medias and Monegasca. These discs were recorded in the studio of the Zara Sales of the Philips label.

British singer Egl Guitars, "Top of the pops" artist with "The Ventures", records an album of original songs and is preparing their first album. RAFAEL REVERT

BRUSSELS

A street address (Gramophone) followed a week at the Ancienne Belgique, and followed another concert which took him to Nantes, Montebourg, Boulogne-Billancourt and Kuk, British singer Ryan McGraw, who has recorded his first album, "The English Lake" for his first album, "The English Lake" for his record companies. The group consists of: The group consists of: Egl Guitars, "Top of the pops" artist with "The Ventures", records an album of original songs and is preparing their first album. RAFAEL REVERT

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BAS HAGEMAN

BRUSSELS

Discophon has released the first album with the Greek composer Les 3 Hernandez (Elipsi) who have had their first disc released in Germany on Arista. The disc is a compilation of three songs. First release is by Carlos Panos. Elipsi has signed a contract with the British company ABC Records in America. The group consists of: George Vlachomatis (Belter) has recorded a four-EP history of Flamenco music, containing an EP licensed by the pianist of Medias and Monegasca. These discs were recorded in the studio of the Zara Sales of the Philips label.
From the Music Capitals of the World

**CINCINNATI**

With decidals scored from $2 to $4. At Hirt and his back-up band, Pee Wee City Club, has just moved into the new 6,000-seat Coliseum Field House, Sunday night. Feb. 4. Hirt was on stage with his N.W.C. touring band, running with the concert-pulling raves from the press. On Monday, the legendary Doctor of Music was bestowed upon Hirt by the Conservatory of Music. Hirt attended the Conservatory for several years ago. His parents, Mr. and Mrs. Hirt, flew in from New Orleans for the occasion.

The consecration of the new Colosseum is well-documented as the Great Society has just had its initial record release. The album, "The Colors," by The Everly Brothers, is currently being played on radio stations across the country.

**Johannesburg**

More than 18,000 persons jammed Ellis Park for a 12-hour marathon run during the annual " hilto-royale" race. The event, organized by the National Board of Health, aimed to promote fitness and raise awareness about health issues. The main sponsor of the event was the "Roly-Poly" advertising agency, which provided promotional materials and assistance.

**London**

Liberty's public relations manager, Al Benet, here after visiting MIDEM and the recently opened Music Retailer's Association (MIRA) in Cannes, has been clearing the air. Al Benet is from the English pop rock group "The Band," which has been touring Europe and the United States. The group's latest album, "Mystery of the Moon," was released last year and has received critical acclaim.

**Hamburg**

The Bee Gees were presented with a seven-foot-high gold disk for their contribution to a major international convention in Hamburg last month. In a recent poll conducted by a German music magazine, the Bee Gees were named "Band of the Year." The group's latest album, "Children of the World," has been a commercial success, reaching the top of the charts in several countries.

**Syracuse**

The Syracuse Symphony Orchestra, under the direction of Maestro John William, will perform a concert on February 17th at the War Memorial Auditorium. The program will feature a variety of classical and contemporary compositions, including works by Beethoven, Brahms, and Stravinsky. The concert will also feature special guest soloists and will be broadcast live on WCNY-TV.

**Chicago**

The annual festival of the Chicago Symphony Orchestra, which is one of the world's leading orchestras, kicked off on Friday, March 5th. The weekend's events included a performance of Beethoven's Symphony No. 9, featuring an all-star cast of guest artists. The weekend's events will be televised on WCFL, the city's public television network.

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**Continued from page 35**

Los Pajares, Tulio Enrique Leon and Roberto Aguirre, were presented in absentia with a special award for their contributions to the arts. The ceremony was held at the U.S. Embassy in Mexico City on March 1st.
new single, recorded in London by Los Rayos, featuring "Get on Your Knees, "I’m Trying to Say" and "Last Bravos," were released in Spain and were commissioned for Los Rayos by the Spanish Ministry of Public Works. In France, Jean Beartouloux, producer of the Jon and Jean Junior Novella record "Andorra," has released a single featuring 12 compositions by Graziella Cirillo and Alain Ferrier, and the record will be released in Spain and for distribution in Spain of the Italian Riff/TVM formerly handled by Bellerby, Columbia, the record label and the group Andres Segovia featuring the most celebrated works for Graziella Cirillo.

Dorian Antico has recorded his first album, entitled "The Pattern," featuring 12 compositions by Graziella Cirillo and Alain Ferrier, and the record will be released in Spain and for distribution in Spain of the Italian Riff/TVM formerly handled by Bellerby, Columbia, the record label and the group Andres Segovia featuring the most celebrated works for Graziella Cirillo.

Bittersweet returns for "Andres" and "Manuel" on two different stations, for NBC and "TV on Thursday." For "TV on Thursday," John Hammed "Becky" and John Hammed Jr., a personal management group, were discovered as the Vanguna artist, will be featured alongsideIncomplete, and RCA Victor artist, in the Bell Television Network's series "The Melting Pot" on Friday (16). Lionel Hampton, Hamp artist, had an audience with the Vatican on Thursday (7) and will perform a concert on Friday (16) at the Royal Festival Hall in London, starting at 7 p.m. The album is released in Spain and for distribution in Spain of the Italian Riff/TVM formerly handled by Bellerby, Columbia, the record label and the group Andres Segovia featuring the most celebrated works for Graziella Cirillo.

The Sublimitera spania's "Czechoslovakia Festival..."

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Harrman-Kardon Enters Tape Recorder Market With Two-State-Of-Units

PLAINVIEW, N. Y. — Harrman-Kardon, a division of Jarvis Corp., has entered the tape recorder field for the first time with two solid-state stereo tape decks retailing at under $200. H-K is offering model TD-3 at $199.95 and TD-2 at $194.95. Both models are compact of the bookshelf genre in cases under 12 inches in length. Both feature die-cast chassis, which, among other things, makes the decks more robust, they are to be operated either prone or upright.

In each of the three heads for recording, playing back and erasing. The playback head has a gap of one micron, which Harrman-Kardon claims is a breakthrough in the design of tape recorder heads.

Contour Effect

The tape heads on both recorders, the company says, are engineered to eliminate a recording phenomenon called "contour effect." This is caused by leakage flux between the tape head and the tape, resulting in variations in amplitude (particularly when recording low frequencies). These amplitude variations cause an audible boom in bass passages of recordings.

The TD-2 has a two-head configuration, one for erasing and the other for record/playback. The TD-3 permits the user to record with one channel and play back with the other simultaneously. Thus the quality of the recorded music is compared with the original sound source during the recording process.

Safety

Both models operate at 7½, ¾ and 1½ inches per second speeds. Both have automatic shut-off features, solid-state electronics, separate record and erase controls for right and left channels, vertical or horizontal operation without special adjustments, automatic equalization on all speeds, two automatic safety switches for right and left channel input, and output recapping mounted beneath tape deck, detachable A.C. power cords, volume, in stereo, mono recording from FM tuner, three-digit tape counter, two VU meters, audio and control knobs, two sets of stereo input jacks.

Both units weigh 16 pounds.

First IC's in '68 Motorola Radios

CHICAGO—Motorola Consumer Products has included integrated circuits, representing the third generation in semiconductors, are included in an auto FM stereo radio, a manual tuning FM/AM car radio and an FM tuner which may be combined with existing AM auto systems. The model numbers, respectively, are FM919X, FM108M and FM686M.

According to radio products manager C. J. (Red) Gentry, Motorola brand FM automotive sound merchandise showed a sales gain of 20 percent in 1967 and another increase of 35 percent is expected this year.

Marketed with a suggested list price instead of optional list prices are lower than last year, he said. For example, the Universal AM manual tuning group starts with a manufacturer's suggested list price of $24.95, $5 under last year. The FM tuner, even with IC's, has a suggested list price of $21.95, $8 increased over the year's model with $64.95 last year. The manual tuning FM/AM car radio is $19 lower than last year.

Leading the FM band merchandise line is the FM919M model. This is caused by leakage flux between the tape head and the tape, resulting in variations in amplitude (particularly when recording low frequencies). These amplitude variations cause an audible boom in bass passages of recordings.

Also in view with four integrated circuits is model FM108M, an FM/AM manual tuning car radio. It's a dual-band radio and carries a recommended list of $49.95, $10 under its 1967 counterpart. The 4 IC's along with 4 capacitors and 1 resistor replace 4 transistors, 12 capacitors, 22 integrated circuits. Digital record and erase controls, and noise reduction are said by Motorola to mean greater fidelity and fidelity.

Motorola is holding its push-button tuning FM/AM radio model TM3250 in the line at an optional $129.95 list and is adding an IC-equipped model (FM68M) FM stereo model at $125.

Leader Universal AM manual AM model FM919X, a 12-volt negative ground system, carries a suggested list of $24.95, down from last year's $27.95. Model TM3181, at $32.95 ($37.95 last year) is a compact installation unit with a walnut grained aluminum front.

Push-button

Also remaining in the line is TM328M manual tuning auto radio at $37.95, the same price as last year's counterpart. In Universal push-button FM/AM radios, model TM358A has a suggested list of $47.95 compared with last year's $49.95.

Push-button models TM47 and TM47A feature the same push buttons, and TM48A at $37.95 open lists are left. The latter has a "one-touch operation" feature which sets off a buzzer if the car headlights are left on with the ignition key off.

The firm's Vibronic reverberation kit continues in the line with a leader model at $24.95 and another model $34.95.

New Face in Tape Recorders

Harrman-Kardon, Inc., which has entered the tape deck field for the first time with two models. This one, TD-3, is priced at $199.95.

Zenith Enters Small-Color Field

CHICAGO—Two 14-inch di-gonal screen personal portables from Zenith Sales Corp.'s first entries in the small-screen portable TV market.

RECORD REVIEW

4 Blues LP's On Belzona

NEW YORK. The release of four LPs of early blues by Belzona Records, will be of interest to collectors and to dealers who cultivate a clientele which appreciates this product.


Some of the important traditional blues artists represented in these packages are Furry Lewis, Blind Lemon Jefferson, Tatto Alexander and Son House.

The contrasting guitar styles, as well as the different recording techniques, add to the interest of this series.

Notes by Bradley Sweet, Horace Butterworth and Don Kent are very informative. P.A.

Quarter-Million $ Arvin Ad Push

INDIANAPOLIS—Arvin Industries, Inc., will spend about $25,000 during the next few months on mass media consumer advertising.

Among the products to be advertised in such magazines as Life, Time, Sports Illustrated, Good Housekeeping and Better Homes & Gardens will be phonograph records, consoles, AM/FM dual clock radios, transistor portables and other home electronics products.

The campaign is based on the line: "Arvin products have a secret (People keep them)."

Ruben, Montgomery & Associates, Inc., is the agency.

Audio Retailing

Imperial to Wax 2 Artists 'Live'

NEW YORK—Imperial Records Friday and Saturday (16-17) will record the performances of Glen Garrison and Luther Butler at the Nashville, country music club here. The label will select the best of the two night's work for a "recorded live" album, according to Lee Vann, vice-president and general manager of country music station WSM.

Four New Tapes From Columbia

NEW YORK—Columbia Records has released 7½-inch polaris tapes by Ray Conniff, Kay Pray, Barbra Streisand and Andy Williams.

The open-reel tapes are priced at $7.95.

A New Retail Store has been opened by Allied Radio Corp. in Mount Prospect, Ill., near Chicago. The store, adjacent to a shopping center, stocks major brands of high fidelity components and accessories, television sets, radios, auto tape players, records and pre-recorded tapes. It is the third store operated by Allied. Marvin M. Skalsky, store manager, was formerly the road show director of sales for Allied. Marvin M. Skalsky, store manager, was formerly the road show director of sales. The new store will be located at 3415 W. Thomas Center. The store is the 17th in the chain, 16 of which are in Chicago. Integration of Circuits are the key to the new FM automotives radios from Motorola, model FM 1010 AM/FM (top); lists at $69.95. Model FM 666M (center) is an FM tuner at $59.95. Model FM919X (bottom) carries a $125 list price. All prices are about $15 lower than comparable models last year.

FEBRUARY 17, 1968, BILLBOARD
GLISSANDO solid-state FM/AM radio from Zenith introduces Dyna Sound system. Price: $84.95.

ZENITH'S ENCHANTMENT, an FM/AM table radio, second highest priced table radio in the new additions to the company's 1969 radio line.

THIS CLOCK radio addition to the 1969 Zenith line offers a wake feature, permitting the alarm to be moved manually to an hour without resetting the clock.

TOPPING THE ADDITIONS to Zenith's clock radio line is this Cameron with solid-state FM/AM features. It's priced at $75.95.

This is the SPINNER, one of three phonograph additions to the Zenith line and another model, the Rover, introduces a compact Frontmatic record changer. All are solid state. The three models range in price from the Spinner's $39.95 to $54.95 for the Rover and $69.95 for the Palisade.

Zenith Adds 12 Radios

CHICAGO—Zenith Sales Corp. has added 12 AM-FM table and FM-AM clock radios to its 1969 line at prices ranging from $29.95 to $84.95 manufacturer's suggested list.

The additions, according to Zenith, are in the category that accounted for about 36 per cent of the industry's radio business in 1967.

The new models sport a new Zenith-developed "Dyna-Sound" system said to bring richer bass tones and a new sound dimension to FM-AM radios.

The only non-solid state model in the table group is the Allison (Z116) at $29.95. Highest priced is the Glissando (Z436) offering walnut, maple or pecan hardwood solid veneers.

All have automatic frequency control, precision tuning, automatic bass tone circuit, a Wavemagnet antenna and a line cord unit for more sensitive FM reception.

3 New Zenith Phonographs

CHICAGO—Zenith Sales Corp. has introduced three new portable phonographs ranging in suggested list price from $39.95 to $69.95.

On the low end is the Spinner (Z508), an automatic mono with all-mechanical audio amplification system. It has a compact recordchanger (a new feature) and plays four speeds. Dual needle cartridge has 3-mil and 7-mil manufacturer's supplied sapphire tips. A 45-r.p.m. adapter, as are all the preceding features, is standard equipment on all three new Zenith models.

Other features on the three models are an automatic tone boost circuit, a solid-state amplifier, automatic shut-off of turntable.

The middle-price model is the monaural Rover (Z522) at $54.95. Like the Spinner, it has a 4-inch speaker. The Palisade (Z540) is the higher-priced stereo model. It has two 4-inch speakers and a special Custom-Matic record changer.

FEBRUARY 17, 1969, BILLBOARD
TAPE CARTRIDGE TIPS

by Larry Finley

At the AAMA (Automotive Show) in Philadelphia last week, the writer made some friends in the stereo tape cartridge business: dealers, distributors, sales representatives, manufacturers, and importers of stereo tape decks. In fact, executives involved in all phases of the rapidly expanding stereo tape cartridge industry.

After the first day's activities at the Automotive Show, ITCC held a cocktail party at the Barclay Hotel in Philadelphia. At this party there was a screening of the "mini version" of "Dr. Dolittle." As well as the special film outlining the ITCC factory tour, there were two Hundred Thousand Dollars in prizes for dealers, distributors, and distributor salesmen.

It was the opinion of Jerry Geller, ITCC's National Sales Manager, as well as the writer of this column that invitations should be extended to everyone in the industry, even if they were "competing." ITCC does not feel that they have competitors. Geller and Finley felt that they have friends, who are trying to help build an industry that would be inspired by the ITCC sales programs.

At the cocktail party there were executives of all phases of this new rapidly expanding industry. It was one of the wisest of ITCC's policies to offer all its contacts the stereo tape cartridge industry in the stature that it truly deserves. For this reason invitations were extended to Crag, Capitol, Motorola, Lear, G.R.T., Kinemac and many others.

Following is a letter received from Kinemac which is self-explanatory.

Mr. Larry Finley
President
International Tape Cartridge Corp.
665 Fifth Avenue
New York, N.Y.

Dear Larry,

In an industry where good people are few and better worrying about how to outelb our competitors or push our own companies forward, you are something of a rarity.

Mr. Watson and myself want to take this opportunity to thank you for inviting us to your lovely cocktail party and presentation in Philadelphia last week.

We are behind you 100%. Larry, and we are sure hope that all your work and vision on behalf of this industry is rewarded and ITCC.

Thanks again.

Very truly yours;

KINEMATIX, INC.
Signed By: Leonard A. Fish, President

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TORONTO — Stereodyne-U. S. tape duplicator and inventor of the Dynapak cartridge, has moved into the Canadian market with the establishment of a wholly owned subsidiary staffed solely by Canadians.

Stereodyne Canada Ltd., is headquartered in Toronto with a 5,200-square-foot building on the outskirts of the city containing offices, and plant, which is equipped with $70,000 worth of equipment with another $50,000 worth supervised in operation by mid-summer. The Staff now numbers 20 and is expected to exceed 35. The company officially opened Jan. 15 and went into production Feb. 5.

"We are ready to duplicate and assemble 4- and 8-track cartridges, cassettes and open reel tape for any record company in Canada," said marketing manager Ed LaBui. Initially, mastering is being done at the RCA plant in Bloomington, Mich., with the pancakes shipped to Canada for assembly, and the Canadian operation will be equipped to handle all facets of production. The Dynapak cartridge is being manufactured in Canada and cassette parts will be molded here as well within three to five months.

The Canadian company is headed by general manager H. F. (Hap) Hooker, formerly general manager of Ampex of Canada's consumer products division, and prior to that marketing manager for Polaron Corp. of Canada. Marketing manager Ed LaBui was formerly sales manager of Ampex's pre-recorded tape division and previously was with Philips Appliances and Electronics as district manager in both western and eastern Canada. Both are experienced in marketing tape recorders and pre-recorded tape through outlets other than music and record stores across the country, and they plan to handle distribution as well as sales.

MORE THAN 100 DEALERS turned out Saturday (3) for a sales cartridg.e meeting hosted by Bigelow Sales at which International Tape Cartridge Corp. wrote $250,000 in orders. From left ITCC national sales manager Jerry Geller; H. D. Carrell, buyer for the Target Store chain; Niles Bigelow and Bob Bigelow of Bigelow Sales; ITCC president Larry Finley, and Dom Bigelow of Bigelow Sales.

RCA Adds 18 CARtridges

NEW YORK — RCA Records has added its released 18 Stereo 8 tape CARtridges for February.

Featured in the pop field are All Hirt, the original Broadway cast album of "How Now, Dow Jones," Hank Snow, Rod McKuen, Eddy Arnold, Elvis Presley, Jimmy Dean, Waylon Jennings, Hugo Montenegro, Floyd Cramer and Ed Ames.

Colgems, whose product is manufactured and distributed by RCA Records, is represented in the release with a Twin-Pack series.

Dot Catalog to PlayTape

- Continued from page 1

cartridge, and easy-to-understand artists such as the Mills Brothers, Liberace, and Lawrence Welk. Pierce said that he felt the PlayTape unit had opened up a new approach for consumers on the go. Dot's TDA Warehouse

CHICAGO — Tape distributors of America has added a 323-cartridge feet warehouse on South Michigan Avenue here as a stocking point for the firm's 400,000 tapes.

by the Monkees, the Red Seal cartridges spotlight Seiji Ozawa conducting the Chicago Symphony Orchestra, and an Artur Rubinstein Twin-Pack. The RCA Camden cartridge features the Living Voices.

Other selections include the Shirley's on Scepter Records, Diamond Records' Ronnie Dove, and a Variety-Pack featuring Chuck Jackson, Solomon Burke, Tommy Hunt, Otto Redding, Timmy Shaw, Wilson Pickett, Ronnie Robinson, Brenton Wood, J. J. Barnes and Bobby Hebb from Wand Records.

happy to be a part of this new avenue of market penetration.

Added impact to this signing of Dot Records for the miniature system comes through the announcement (reportedly exclusive in Billboard) two weeks ago of a PlayTape deal with Motorola. Motorola is going to manufacture all PlayTape cartridges. Players available on both level for all Volkswagens up to and including the 1968 model. Another is a hang-on unit without motor.

Stanton now claims that PlayTape has the largest library of musical interest and with any tape cartridge system, players available range from 16 year children's unit to $16.95 radio player unit for automobiles.
The first stereo cassette playback deck

And under $60.00, too.

Now you can sell to people who already have their own stereo systems. Just plug the Norelco '2500' into an existing system—console or component—and your customers can enjoy pre-recorded cassettes, too.

Now for under $60, you can sell performance equal to the most expensive stereo cassette machine.

Millions of people already have stereo systems and have been waiting for the first stereo cassette deck. It's here. And available for delivery now. The Norelco '2500.'
Bigelow Gets $250 Gin Orders at Minny Meet

MINNEAPOLIS — Between the start of a product presentation Saturday (3) and the end of dinner, Bigelow Sales had $250,000 in tape CARtridge orders, and Don Bigelow said, "All were written with International Tape Cartridge Corp in the vicinity of Minneapolis. This was the first cartridge sales meeting of the firm, but it was so successful that Don Bigelow, general sales manager, said, "I kind of think we'll repeat it again next year." Sixty per cent of the orders, Bigelow estimated, were in the 8-track configuration. Bigelow Sales deals in 8 and 4-track cartridges, as well as cassettes and players of various brands for those.

The tape cartridge business as a whole is "growing like crazy," Bigelow said. The reason is that a lot more players are being sold as people begin to realize this is a good deal for the home as well as the car.

Bigelow did about $2 million last year in tape cartridges and records. He has a staff of four salesmen servicing cartridge accounts constantly. One factor in the cartridge field that has proved a tremendous benefit is an EDP (electronic data processing) system for cartridges. "Our prices are about the same as any other distributor, so we try to emphasize our service—the most important thing in tape cartridges. All the dealer has to do is tear off the ticket on the cartridge package. Every Saturday night, he sends these to us. They get those items they've sold replaced by Wednesday. So he's able to maintain a level stock without any trouble."

Bigelow accounts—and Bigelow Sales supplies the Target Stores chain—are serviced twice a week, like this: "It's working out very, very well for us," said Bigelow, and he seriously advocated other distributors setting up a similar operation. One reason for the necessity of EDP in cartridges, he said, is that more cartridge operations are opening constantly. In his area, more than 15 cartridge stores opened in the past year, in addition to more than 10 cartridge departments in other stores, and "two more stores are opening in St. Louis soon.

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 music company. Who returns it to the duplicator.

This is the point at which Steredyne 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 Steredyne. As the nation's largest independent tape duplicator, we've turned out more than 2½ 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.

Steredyne Inc.

2810 Elliott—Tracy, Mich. 48084
TFX 810 232-1624
STEREODYNE LTD.
20 Welbod Road, Toronto 14,
Ontario, Canada
TFX 416 252-3179

One day service.
Complete inventory all lines.
All orders shipped same day.
Write, phone, wire or call Collect.

FEBRUARY 17, 1968, BILLBOARD
Bye-Bye, Boppers.

This is the stereo tape deck that leaves the teeny-boppers far behind.
It's the first adult stereo cartridge tape deck at a down-to-earth price. How do we know that it's an adult deck?
Our sales figures show that 35% of all purchasers are 36 to 50 years in age. 30% more are 50 and older. Over 75% are over 25!
And, for over 50% of these adults, the Borg-Warner Cart/able 8 is their first stereo purchase. They own less than 5 tapes.

What does this mean in terms of sales?
Well, with the Borg-Warner Cart-a-tune, you capture the teeny-bopper market... 18 and under. With the Borg-Warner Stereo car tape players, you capture the 18-25 market. And now, with Borg Warner's Cart/able 8, you have a whole new market for equipment sales, and those profitable cartridge tapes!
The time to stock and display the Cart/able 8 is now.
You're only young once.

SPRING DIVISION, BORG-WARNER CORPORATION, BELLWOOD, ILLINOIS

consumer products BORG XWARNER
Tape CARtridge

AR Plane Flies High in Canada
By KIT MORGAN

TORONTO — "Miss Tape-Deck," the "flying showcase," which will display and demonstrate Automatic Radio (AR) products throughout North, Central and South America over the next several weeks in a unique export marketing program reported exclusively in Billboard, Jan. 20, made its first stop outside the U.S. in Toronto Jan. 24-25. An official ceremony held in a red carpeted, flower-bedecked hangar at Toronto International Airport was attended by Automatic Radio president D. H. Housman and the AR executives on the tour, executives of the Canadian subsidiary, the U.S. Consul General in Canada, and representatives of the consulates of many of the countries they will visit, plus distributors of AR products in Canada.

After outlining the concept of Miss Tape-Deck, Housman presented a plaque from the governor of Massachusetts to the Hon. T. L. Wells, representing the Prime Minister of Ontario, and said that through the export program "we hope to create interest and possible sales which will enhance Canadian production and help this halting Canadian and American trade balance which our governments are so concerned about." It is expected that some export orders will be awarded with products manufactured in Canada. Wells presented Housman with a plaque from the Prime Minister of Ontario, offering "best wishes for your success in the very imaginative export program you are carrying out."

John R. Diggins, U. S. Consul General, also spoke, complimenting Automatic Radio on the ingenuity of its plan.

Mayor Edward Harton of Etobicoke presented Housman with a copy of "Golden Leaves," a book of Canadiana which was the municipality's centennial project, to be placed on the plane for the enjoyment of the AR executives, the crew and visitors. Allan McLeod, head of the Canadian company, escorted the dignitaries on a tour of the plane, after which other guests toured Miss Tape-Deck. Following the official ceremony, a reception was held at the Constellation Hotel, at which AR products in their handsome new packages designed for the Canadian company were on display and attracted much interest.

In conjunction with the visit of Miss Tape-Deck and executives of the parent company, the Canadian subsidiary held a day-long sales meeting Jan. 23 at which new products, new packaging and new sales programs were introduced to the AR sales staff.

A. McLEO0D, right, who heads Automatic Radio of Canada, welcomes Capt. Carlos Swanson, pilot of Miss Tape-Deck, AR's flying showcase now touring Central and South America in an unusual export marketing program, to the reception which followed the plane's arrival at Toronto, first foreign stop.

Say You Saw It in the Billboard

When it came to Stereo Tape Cartridges...

We took out all the Bugs
and a lot of the Cost!

42105 Postiff Drive • Plymouth, Mich. 48170 • Area Code 313. 455-0210

FEBRUARY 17, 1968, BILLBOARD
### HOT 100—A TO Z—(Publisher-Licensee)

#### Star Performer—Sides registering greatest proportions upward progress this week.

1. **Love Is Blue**
   - **Artist:** Paul Mauriat
   - **Label:** Philips
   - **Weeks at No. 1:** 17

2. **Green Tambourine**
   - **Artist:** The Turtles
   - **Label:** Mercury
   - **Weeks at No. 1:** 10

3. **Spoon**
   - **Artist:** The New Seekers
   - **Label:** United Artists
   - **Weeks at No. 1:** 7

4. **I Wish It Would Rain**
   - **Artist:** Barbra Streisand
   - **Label:** Columbia
   - **Weeks at No. 1:** 15

5. **The Valley of the Dolls**
   - **Artist:** The Beach Boys
   - **Label:** Capitol
   - **Weeks at No. 1:** 28

6. **Just As Much as Ever**
   - **Artist:** The Animals
   - **Label:** Pye
   - **Weeks at No. 1:** 24

7. **There Was a Time**
   - **Artist:** The Box Tops
   - **Label:** RCA
   - **Weeks at No. 1:** 27

8. **Walk Away Renée**
   - **Artist:** The Fifth Dimension
   - **Label:** ABC-Dunhill
   - **Weeks at No. 1:** 19

9. **Sailing**
   - **Artist:** John Denver
   - **Label:** CBS
   - **Weeks at No. 1:** 25

10. **Born Free**
    - **Artist:** John Denver
    - **Label:** CBS
    - **Weeks at No. 1:** 12

#### FOR WEEK ENDING FEBRUARY 17, 1968

- **Words**
  - **Artist:** Paul Simon
  - **Label:** Columbia
  - **Weeks at No. 1:** 25
- **Darlin'**
  - **Artist:** The Beach Boys
  - **Label:** Capitol
  - **Weeks at No. 1:** 35
- **Just as Much as Ever**
  - **Artist:** The Animals
  - **Label:** Pye
  - **Weeks at No. 1:** 24
- **There Was a Time**
  - **Artist:** The Box Tops
  - **Label:** RCA
  - **Weeks at No. 1:** 27
- **Walk Away Renée**
  - **Artist:** The Fifth Dimension
  - **Label:** ABC-Dunhill
  - **Weeks at No. 1:** 19
- **Sailing**
  - **Artist:** John Denver
  - **Label:** CBS
  - **Weeks at No. 1:** 25
- **Man Needs a Woman**
  - **Artist:** Bee Gees
  - **Label:** Warner Bros.
  - **Weeks at No. 1:** 60
- **Looking for a Fox**
  - **Artist:** The Turtles
  - **Label:** Mercury
  - **Weeks at No. 1:** 88
- **Cold Feet**
  - **Artist:** The Beatles
  - **Label:** Apple
  - **Weeks at No. 1:** 67
- **Love Blue**
  - **Artist:** The Who
  - **Label:** Decca
  - **Weeks at No. 1:** 19
- **A Million to One**
  - **Artist:** The Rolling Stones
  - **Label:** London
  - **Weeks at No. 1:** 84

#### Record Industry Association of America seal of certification at million selling single.

- **Funky Way**
  - **Artist:** Sonny & Cher
  - **Label:** Columbia
  - **Weeks at No. 1:** 82
- **In the Midnight Hour**
  - **Artist:** Wilson Pickett
  - **Label:** Atlantic
  - **Weeks at No. 1:** 73
- **Do Unto Me**
  - **Artist:** Blood, Sweat & Tears
  - **Label:** Columbia
  - **Weeks at No. 1:** 82
- **Here Comes the Rain, Baby**
  - **Artist:** The Isley Brothers
  - **Label:** Motown
  - **Weeks at No. 1:** 12
- **Jealous Love**
  - **Artist:** Wilson Pickett
  - **Label:** Funk
  - **Weeks at No. 1:** 62
- **Night O' Last**
  - **Artist:** Wilson Pickett
  - **Label:** Atlantic
  - **Weeks at No. 1:** 12
- **I Love You**
  - **Artist:** The Osmonds
  - **Label:** ATV
  - **Weeks at No. 1:** 12
- **Unchain My Heart**
  - **Artist:** The Osmonds
  - **Label:** ATV
  - **Weeks at No. 1:** 12
- **Kiss Me Goodbye**
  - **Artist:** The Osmonds
  - **Label:** ATV
  - **Weeks at No. 1:** 12
- **Thank You Very Much**
  - **Artist:** The Osmonds
  - **Label:** ATV
  - **Weeks at No. 1:** 12
- **Playboy**
  - **Artist:** The Osmonds
  - **Label:** ATV
  - **Weeks at No. 1:** 12
- **To Each His Own**
  - **Artist:** The Osmonds
  - **Label:** ATV
  - **Weeks at No. 1:** 12
- **Sherry**
  - **Artist:** The Osmonds
  - **Label:** ATV
  - **Weeks at No. 1:** 12
- **You've Got Love**
  - **Artist:** The Osmonds
  - **Label:** ATV
  - **Weeks at No. 1:** 12
- **I'm Hypnotized**
  - **Artist:** The Osmonds
  - **Label:** ATV
  - **Weeks at No. 1:** 12
- **MUSIC. MUSIC. MUSIC**
  - **Artist:** The Osmonds
  - **Label:** ATV
  - **Weeks at No. 1:** 12
- **Sudden Surprise**
  - **Artist:** The Osmonds
  - **Label:** ATV
  - **Weeks at No. 1:** 12

#### BUBBLED UNDER THE HOT 100

- **Love Is Blue**
  - **Artist:** Paul Mauriat
  - **Label:** Philips
  - **Weeks at No. 1:** 17
- **Looking for a Fox**
  - **Artist:** The Turtles
  - **Label:** Mercury
  - **Weeks at No. 1:** 88
- **Cold Feet**
  - **Artist:** The Beatles
  - **Label:** Apple
  - **Weeks at No. 1:** 67
- **Love Blue**
  - **Artist:** The Who
  - **Label:** Decca
  - **Weeks at No. 1:** 19
- **A Million to One**
  - **Artist:** The Rolling Stones
  - **Label:** London
  - **Weeks at No. 1:** 84
- **For Your Precious Love**
  - **Artist:** The Turtles
  - **Label:** Mercury
  - **Weeks at No. 1:** 19
- **Funky Way**
  - **Artist:** Sonny & Cher
  - **Label:** Columbia
  - **Weeks at No. 1:** 82
- **In the Midnight Hour**
  - **Artist:** Wilson Pickett
  - **Label:** Atlantic
  - **Weeks at No. 1:** 73
- **Do Unto Me**
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- **Here Comes the Rain, Baby**
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- **Jealous Love**
  - **Artist:** Wilson Pickett
  - **Label:** Funk
  - **Weeks at No. 1:** 62
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- **MUSIC. MUSIC. MUSIC**
  - **Artist:** The Osmonds
  - **Label:** ATV
  - **Weeks at No. 1:** 12
- **Sudden Surprise**
  - **Artist:** The Osmonds
  - **Label:** ATV
  - **Weeks at No. 1:** 12
Their distinctive new sound has already caught on!

THE MOODY BLUES
NIGHTS IN WHITE SATIN

Produced by Tony Clarke

DERAM
LONDON
05023
This harmonizes with the film's performance, and is a brilliant illustration of the classical discography.

**SPECIAL MERIT PICKS**

**CLASSICAL**

**STORCH-RANDALL, SINGS FRENCH/AMERICAN: BEST OF_kelas**

Supreme Teresa Strype-Randall is in fine form in these six selections, including an enchanting version of Bizet's "Ode to Joy" from "The Marriage of Figaro," "Lisette" on "La Finta Giardiniera," and "Mimi" from "La Bohème." Accompanied by the Ely Cathedral Orchestra under Sir Thomas Beecham, her interpretation of "La Fanciulla del West" is the only harmony of its kind.

**JEŻEK/SCHWEIGER, PIANO/WRANSKY, PIANO**

This album is a product of the latest generation, featuring Jeżek's "Four Impromptus," Schwear's "Six Impromptus," and Wransky's "Six Impromptus," all played with great passion and skill. The works were previously recorded in Mexico and Argentina, where he's a big buller.

**LOW PRICE CLASSICAL**

**MESSIAH, QUARTET FOR THE LA VIEUX CARDINAL ARTISTS, MUSIC GUILD**

This is a unique recording of this key composition, and it includes all four movements: the "Hallelujah Chorus," the "Trumpet Song," the "Recessional," and the "Angels' Song." Accompanied by the Vienna State Opera Orchestra, it will disappoint his followers.

**SPoken word**

**THE MIRACLE OF THE ROSES**

**JEŻEK/SCHWEIGER, PIANO/WRANSKY, PIANO**

This album is a product of the latest generation, featuring Jeżek's "Four Impromptus," Schwear's "Six Impromptus," and Wransky's "Six Impromptus," all played with great passion and skill. The works were previously recorded in Mexico and Argentina, where he's a big buller.

**Semi-Classic**

**A FESTIVAL OF WINDS**

This is a unique recording of this key composition, and it includes all four movements: the "Hallelujah Chorus," the "Trumpet Song," the "Recessional," and the "Angels' Song." Accompanied by the Vienna State Opera Orchestra, it will disappoint his followers.

**Religious**

**COUNTRY SOUL & INSPIRATION**

This album features some of the best-known country artists, including George Jones, Merle Haggard, and Willie Nelson, singing in a style reminiscent of the 1950s and 1960s. The music is soulful and inspiring, and it delivers the religious mood in these times.

**REGULAR**

**Mozart: Concerto No. 24 in C major, K. 491.**

A lovely and moving performance with one of the most brilliant virtuoso soloists in the world today. It is a must-listen for any fan of Mozart's music, and it is highly regarded in Europe and is gaining a reputation in the U.S.

**Classical**

**CHOPIN: NO. 2 IN E FLAT MINOR, OP. 2 No. 2**

This recording is a masterpiece, and it features an expertly played piano by the great virtuoso himself. It is a must-listen for any fan of Chopin's music, and it is highly regarded in Europe and is gaining a reputation in the U.S.

**Religious**

**Mozart: Requiem in D minor, K. 626.**

A powerful and moving performance with one of the most brilliant virtuoso soloists in the world today. It is a must-listen for any fan of Mozart's music, and it is highly regarded in Europe and is gaining a reputation in the U.S.

**Jazz**

**The Nighthawks**

This album features some of the best-known jazz artists, including Louis Armstrong, Duke Ellington, and Count Basie, singing in a style reminiscent of the 1920s and 1930s. The music is soulful and inspiring, and it delivers the religious mood in these times.
can orchestration with plenty McCoy; Rambos "With The This Album is impressive. It's a follow-up to "The Road Back," and it's an interesting trip. It's a colorful mix of blues, Latin-influenced sounds, and theatrical treatments. It's a unique and entertaining listen.

**Partial Review:**

This is Command's first venture into the "rockabilly" field, and it's an interesting trip. It's a colorful mix of blues, Latin-influenced sounds, and theatrical treatments. It's a unique and entertaining listen.
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London W1, England
Ohio Operators Awaiting Add-a-Ball Developments

By JIM SCOTT

CLEVELAND — A recent court ruling in favor of two specific pinball machines is giving Ohio operators and distributors hope that the courts will rule in their favor on add-a-ball games.

The add-a-ball group is awaiting a decision in Franklin County Court of Common Pleas.

The Franklin County Court of Appeals ruled Jan. 16 that two games, Fun and Wunby, were not gambling devices, to restrain and prosecute.

Early interpretations of this ruling held that it in effect stuck add-a-ball as a game of chance. But clarification of the ruling by industry counsel prompted operators to a less optimistic assessment. Most are confident that the industry will win the add-a-ball battle in the courts, but they don’t view the Franklin County Court’s rulings as crucial enough to be definitive.

Omaha Meet February 18

OMAHA — The Coin Operators of Nebraska, Inc., will meet here Feb. 18 at the Indiana Hills motel.

Featured speaker will be Fred Granger, executive vice-president of the Music Operators of America.

The meeting will begin at 130 p.m. and a banquet will be held at 6 p.m.

Secretary Howard Ellis said a good crowd of operators has stated the intention to attend the meeting.

FEBRUARY 17, 1968, BILLBOARD

Will National Jukebox Firms Adopt Centralized Purchases of Records?

By EARL PAIGE

CHICAGO — Large national operating firms moving into jukebox operation are in need of central purchasing and programming of records, but their present programming is done on a local basis.

At least one large vendor, the Maccs, has told distributors and rival record programming expert, apparently with an eye to more co-

ordination of music merchandising expertise.

The thought of national jukebox operating chains influencing the selection of music products on their machines and their purchases, at least being considered at the one-stop level by those who are wholesaling to local affiliates of such firms as Maccs and Sylvania.

Sylvania’s Ross Alberding, while stressing that his company prefers to use individual branch management operation independently, said: “If we find that central buying of records makes sense you can be sure Sylvania will take this direction.”

Dunbar also indicated that Sylvania merchandising will be done in New Mexico and elsewhere in his region, bought individually.

Early Rosier, a veteran jukebox operator for over thirty years and now handling programming at Mack’s Cheyenne Mdl., headquarters, said he had tried to produce central programming from individual record distributors. “But the big companies won’t allow you to buy for the whole route. I need big varieties.”

“The central buying idea is a good one,” Ross Alberding said.

All of which gives Alberding’s purchasing subsidiary and his company one of the things executives has to examine each new piece of equipment the firm considers for purchase.

Certainly we’re set up for buying the hardware. If it’s functional, or if it gives us a certain edge over the competition...”

The answer to that question...”

One area is different,” Dunbar said. “Like George Jones, for example, is a very hot artist in Texas but he’s not in Kansas. Pete Wagoner is much hotter in Wisco than in Texas. How could one buyer be familiar with the whole country when a national jukebox company would operate in it. I don’t see how central buying would work except in the cases of Top 10 national hits.”

Alberding also said the company is now getting 20 separate bids on a consistent eight-week basis.

“I can’t see how a one-stop basis will be profitable. It’s impossible even to approach a substantial level of our volume, certainly not large enough to be considered.

“Because we would turn it exactly the same way as today. We would have to give individual branch managers what they thought of central buying and then decide if they were correct.”

Continued on page CMW-7

No Let-Up This Year in Wurlitzer School Program

NORTH TONAWANDA, N. Y. — The Wurlitzer Co., which conducted hundreds of technical referee courses in the field during 1967, is continuing the program in unabated manner this year.

Company service manager C. B. Ruffin, said the first schools this year were held last month in Seattle and Los Angeles.

“Enthusiasm for the material was so intense that some of the courses were held one day earlier than 12 hours,” Ruffin said.

In preparation for the course, Technical Director James Mullins has appointed several committee leaders.

The main committee, with Sol Raff as chairman, includes Eli Ross, Ed Co., in Milwaukee; Mel Chais, in Chicago; John Thomas, in Philadelphia; John F. Smith, in West Palm Beach, and John F. Smith, in West Palm Beach.

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Two West Coast training sessions will be conducted this year, one in Los Angeles, one in Seattle.

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VISITING THE DITCHBURN stand are (from left), Mr. and Mrs. Erich Schneider, of Hamburg; Hans Schindegger, Wurlitzer European manager; N. Lever Ditchburn, director and general manager, Ditchburn, and in rear, A. Krosger, Schneider GmbH.

ADMING RALLY’S Play Boy game are (left to right), M. Roberto, Italian distributor from Turin, Rally’s Mme. Chrih, United Kingdom distributor Morris Shefras, Rally’s M. Ferreti and visitor M. Dem.

A TE Show in London Biggest Ever

GEORGE COUCHTREY, left, veteran U. K. distributor, chats with Maurice Sykes of Jennings-Kaye.

BERNARD BRIGGS (left), chairman of ATA, and Phonographic director Gordon Marks visit the phonograph equipment stand.

PAUL NANKERVIS (right), Ainsworth marketing manager, points out new features on a fruit machine to Paul Phillips, Billboard correspondent.

HENRY GRANT, left, of Belgium Amusement Co., Antwerp, poses with Cyril Shack.

Best build for small locations that’s our new mini

MODERN VENDING CO.

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Reconditioned Specials

**WILLIAMS**

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**WURLITZER**

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Write for complete list of phonographs-games—arcade.

**ALL BILLBOARD ARTICLES ARE AVAILABLE AS REPRINTS**
Chicago Coin 2-Player Baseball Game

More competition is built into this new two-player baseball game from Chicago Coin Machine division of Chicago Dynamic Industries by use of a pitch control feature, allowing one player to change the delivery of the pitch while the other player is at bat. Three buttons give the choice of a curve, straight ball or slider. Other features in this new game, called All Stars, include: 15 balls, plus extra balls and no outs, "out" targets; red ball-loaded button; A-L-S-T-A-R lights up for extra ball, plus 10 runs; 5-run target, when hit on baseball-loaded, delivers extra ball, plus 10 runs; extra ball when 5-run target is hit while either "extra ball" light is on; adjustable star target; two bleachers ramps each scoring 5 runs or 10 extra runs when both bleachers are lighted. The game features double coin chutes.

This was exam time at the Wurlitzer Co. service school held in Los Angeles in January. The company will stage similar schools throughout the country during 1968.

NY DOCTORS HEAR LECTURES FROM JUKEBOX

ALBANY, N.Y. — Participants in the Regional Medical Program here have developed a system for presenting 16 hours of medical instruction on a 160-selection jukebox. Instead of taking valuable time to attend distant lectures, the medics punch a selection on the jukebox and watch an accompanying movie. Program co-ordinator Dr. Frank M. Wooley said an additional wrinkle is being considered: Doctors will be required to put a quarter in the slot to hear a lecture. and when it's completed they'll be automatically presented a quiz question. If they answer it correctly, they get their money back. "Gambling laws have restrained us from considering a jackpot," Dr. Wooley said.

Coinmen In The News

SEATTLE


Chicaco Coin's NEW 2-PLAYER ALL-STARS BASEBALL

* 15 BALLS — NO "OUT" TARGETS
* 5 WAYS TO SCORE "EXTRA BALLS" and "EXTRA POINTS"
* LIGHT A-L-S-T-A-R FOR EXTRA BALL, PLUS 10 RUNS
* HIT "5 RUN TARGET" WHEN BASES ARE LOADED, FOR EXTRA BALL, PLUS 10 RUNS
* PITCHER CONTROL
  * CURVE
  * STRAIGHT BALL
  * SLIDER

- Double Coin Chutes
  ...10c — 25c
- Resilient Long-Life Nylon Belt

Also in Production: ALL-AMERICAN BASKETBALL • SKYLINE

1725 W. Diversey Blvd., Chicago, Illinois 60614

Visits locations on a social basis now and then. ... and bring along your wife.

Clean, well-painted route vehicles impress locations favorably.

An attractive building front gives location management visitors a good impression; it may also invite potential location owners to investigate your services.

Make sure your company show-room is neat and well-lighted with examples of new and renovated equipment prominently displayed.

 Maintain a clean repair department and invite location management to view your efficient handling of equipment repair and renovation.

Prepare a location brochure outlining the equipment you offer, typical income from each piece, photos of your headquarters and operations and other data pertinent to dramatizing why your company offers the best service and machines.

Avoid distractions and interruptions. Take the location manager or owner away from the job to discuss new arrangements.

Sponsor a BILLIARD TOURNAMENT.

Demonstrate how costs are rising by showing the location owner a chart or graph every time you change to better equipment in the location. Don't leave cost-education of the location owner to chance.

In game locations, provide patron control signs to prevent noise and litter. Use location contracts! Be sure your location contracts are supported by adequate consideration. Allow for economic changes in your contracts.

Hold your contracts to a three-year coverage; avoid extending coverage to an unreasonable length of time.

Hold contracts to one page if possible.

Keep contract language consistent. Make sure one section does not contradict another.

Draw a contract that has wide application in all types of locations. Spell out specific machines in contracts. Unless you do the location may find a convenient loop-hole and buy a machine because it was not covered in the contract.

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It’s a HIT!

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* 5 WAYS TO SCORE "EXTRA BALLS" and "EXTRA POINTS"
* LIGHT A-L-S-T-A-R FOR EXTRA BALL, PLUS 10 RUNS
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  * STRAIGHT BALL
  * SLIDER

- Double Coin Chutes
  ...10c — 25c
- Resilient Long-Life Nylon Belt

Also in Production: ALL-AMERICAN BASKETBALL • SKYLINE

1725 W. Diversey Blvd., Chicago, Illinois 60614

CMW-3
PENNYPACKER — The influence of foreign interest on the vending industry is well illustrated by Penny King's Mrs. Kelly, who recently stated that "Children are discouraged if they receive shoddy merchandise and sloppy copies of hot-selling items."

Asked to comment on the subject of competition being solicited by exporters of charms, and on her views of today's charm business, Mrs. Kelly told Coin Machine World: "When other manufacturers are criticizing imports, we like to assume that they are thinking of items bought in by other importers, not those especially designed for the vending machine trade by Penny King.

"When it comes to importing merchandise from Hong Kong and Japan, Penny King is now the largest importer in the business. The owner of our company made his first trip to Japan and Hong Kong over seven years and now spends most of his time there working on designing new charms.

"We are constantly creating new merchandise with beautiful workmanship and considerably more detail than was possible on charms made for the U.S.

"Sloppy Copies"

"We agree with manufacturers that say many importers are hurting our business. The point is when they send sloppy copies of items we have designed, without the detail and quality, so that these items can be sold at a lower price. We are more victimized by this copying than anyone else, Mrs. Kelly said.

"During the past seven or eight months from the time the item was first introduced by us, someone had sent it to Hong Kong to be copied and inferior merchandise was back on the U.S. market. People don't realize that they are hurting the industry as a whole by encouraging cheap copies. Children are discouraged from using vending machines if they receive shoddy merchandise."

Early History

"Tracing the evolution of the charm business, Mrs. Kelly said: "Before World War II, the supply of novelty charms was dependent on importation of cheap foreign goods, not specifically designed for vending. When the war cut off this supply, many manufacturers in the U.S. started designing charms from American standards through to precision engineering and mass production techniques."

Penny King. According to Mrs. Kelly, began manufacturing outside the U.S. in 1951 in order to take advantage of a better labor market. "We set up a complete department of design and production for manufacturing, she said. "Before individual items were run, they were tested to make sure the machines could operate smoothly."

"Careful planning brought in the early 1950's. Canada today, she mentioned a charm series that had sold for $10 thousand in 1950 and 1951 that was competitive at that time with other machines, whereas now we have better bulk plated charms at $2 per thousand.

"Our first jewel ring sold for $2 per thousand, now we have a much more beautiful jewel rings which we sell for $10 list. Road sign charms in those days sold for $750 per thousand, today the price is $150."

New Equipment

"The evolution of charm manufacturing has been reflected by similar changes in bulk vending equipment, according to Penny King. "In 1951 there was a little of vending machine equipment in use, which was made by Mrs. Kelly. It took a tremendous amount of advertising and promotion to persuade operators to modernize their equipment.

"In fact, to my amazement, I still occasionally hear of operators who are using non-standard or non-mechanized equipment."

"When that time Penny King has added a line of large items that vend without a capsule. These have been carefully designed and engineered to suit the right size and shape so they will vend without trouble through any of the standard vending machines."

Rocket Vending

"Vending has made many advances since the mid-50's, when operators vended rings stuffed with 5-inch ball gum or had a line of advertising. Many different items were made for rocket vending: Adapters, mixers, and machines. Our machines have rocket wheels now, which have a slightly larger opening, and a range of ball gum and charms.

"Rocket vending is business today, Mrs. Kelly told Coin Machine World. "The profit to operators is better than it was when they were vending 5-cent capsules. Also there is greater contrast when an operator's capsule vending machine next to a 10-cent capsule unit."

Eppy has another mix of 20 items for 10-cent vending called Gumballs, consisting of "bowl" gumball with "donut" or tiny toys. Four plastic box side plays accompany the mix. Also available is a 5-cent capsule mix of 20 items and a colorful design of a 10-cent capsule mix that includes four plastic displays.
CHICAGO — Fifty-two companies have reserved booths at the 1968 Western convention of the National Automatic Merchandising Association (NAMA). With 52 firms signed as of last week, convention general chairman W. R. Patton called on firms interested in the March 22-24 event to hurry their reservations to NAMA trade show director Sidney J. Schapire, 7 South Dearborn, Chicago, Ill. 60603.

The Western will be held at the Ambassador Hotel in Los Angeles.

Canteen Quarter Earnings Down

CHICAGO—Canteen Corp. has reported that, "as anticipated," earnings for the first fiscal, 1968 quarter ended Dec. 23, 1967, were down from last year. Sales were up.

Canteen did $80,942,000 in sales during this year's quarter with net earnings of $2,247,000 (32 cents per share). Last year's figures were $80,039,000 in sales and $2,860,000 in earnings (41 cents per share).

Canteen president Patrick L. O'Malley blamed the lower earnings on reduced sales by the Rowe Manufacturing division (sold by Canteen to Triangle Conduct & Cable Co.) adverse effects of industry strikes, particularly in the automotive industry, and to an investment credit carry forward which was part of the 1967 first quarter earnings but not available in 1968.

The quarter just closed was on budget, O'Malley said, and the company expects sales and profits growth during the remainder of 1968.

Six A&M LP's From Garwin

CHICAGO — Garwin Sales, national Little LP distributors, have released six titles from A&M's extensive line.


"Fowl Play" by Julius Wechter and the Baja Marimba Band ("Fowl Play"). "Windy," "Fiddler on the Roof," "Along Comes Mary" (on a Humbug), "The Look of Love.

"Misty Roses" by the Sandpipers ("Turn on the Night"), "And I Love Her," "Fly Me to the Moon," "Strange Song," "Misty Roses," "Daysdream.


World Wide Dist. Holds Open House

CHICAGO — World Wide distributors held an open house Feb. 11 to introduce operators to all aspects of vending services and various lines of vending equipment.

Operators were invited to enjoy a buffet and cocktails at the firm's 2630 West Fullerton Ave. facilities.

World wide, which carries the full Seeburg line, showed equipment and distributed products from Lehrko-Vend, U.S. Automatic Products, Steelmade, Change- Makers, Standard Change-Makers, Rayphone, Omniform, Litton, Wonder-Chef, Amana, McGunn and Tommy-Gate.

S. C. Association Holds Busy Two-Day Convention and Trade Exhibit

BILL CANNON, Music Operators of America president, pictured during his speech at the South Carolina Coin Operators Association (SCCOA) convention in Columbia, S. C.

MR. AND MRS. IRA ELLISON, Burton, S. C., look at Gottlieb games.

MRS. ERBY CAMPBELL, SCCOA secretary-treasurer, smiles upon receiving gifts. That's Hal Shin, SCCOA board chairman, at left.

H. C. KEELS, past president of SCCOA (left photo). In right photo, Hans Vanderdop, Myron Sugarman, New York, and Charles Fischer, LeStourgeon Distributing, watch Royce Green Jr. try out National's table.

WALTER CAMPBELL, Universal Vending Co. (right), the Jupiter jukebox distributor, with Clint Bozard, Walterboro, S. C., operator.

MR. AND MRS. IRA ELLISON, Burton, S. C., look at Gottlieb games.

MRS. H. C. KEELS and Tim Holscher play Midway's basketball game.

THREE OF THE GIRLS try out Baby's World Cup soccer game (left photo). Miss SCCOA, Nancy Ziegler and Fred Collins Jr. (right photo).

SOI LIPKIN, American Shuffleboard (right), with John Buck and Bill Hudson, Modern Music, Sumter, S. C.

FISCHER POOL TABLE mechanism attracts attention of Gene Monore (left), I. Sunshine and Al Zaremba (right), all of Bill's Amusement Co., Charleston, S. C.

DYKE HAWES, Peach State Distributing (with familiar sun glasses), is seen at Rowe exhibit with Jim Faulk (left), James Rieves and Albert Hawkins (right).

GEORGE HINKER, Rock-Ola (left), with Lawrence LeStourgeon, Charlotte, H. C., distributor, and George Kostakes (right).

GEORGE HINKER, Rock-Ola (left), with Lawrence LeStourgeon, Charlotte, H. C., distributor, and George Kostakes (right).

SEEBURG'S SPECTRA is examined by Mr. and Mrs. D. C. Crenshaw (at left) and Mr. and Mrs. Bill Crenshaw.

BOB BENDER, Wurlitzer of Georgia (left), poses with Nancy Ziegler and Royce Green Jr., SCCOA president, at Wurlitzer exhibit.

ROWE'S MUSIC MASTER is inspected here by Ellis Royal, factory representative (dark suit) and Mr. and Mrs. C. S. Carter and Mr. and Mrs. Myer Carter, Carter Music Co., Ridgeville, S. C.

FEBRUARY 17, 1968, BILLBOARD
**COIN OPERATED POOL TABLES**

The "Cadillac" of Quality and Craftsmanship

Introduces 1968 Line

**MAGNETIC CUE BALL**

**Only Valley has the regulation size—2 1/4"**

**MONTANA ASSOCIATION MEET draws Big Crowd**

Feb. 17-18—Coin Operated Industries of Nebraska, spring meeting, Indian Hills Motel, Omaha.


March 2—Illinois Coin Machine Operators Association, board meeting, Downers Grove, Spring.

March 9—Tennessee Automatic Merchandising Association, annual meeting, Murfreesboro Road Holiday Inn, Nashville.

**Los Angeles**


Continuing its policy of getting more participation from all sections of the State, the organization elected eight directors. Jack Harmon, Kalispell; Tom Baker, Havre; James (Spike) Grenz, Miles City; L. L. (Patt) Bramblett, Billings; Bob Venus, Wolf Point; Norm Bowden, Lewistown; Chuck Dudley, Bremen; Ray Ebert, Livingston.

**Will Firms Adopt?**

- Continued from page CMW-3 branch management gets results, this is what counts.

“We might hire a commissary expert who knows all about the size of ovens and the requirements for setting up an ideal facility. But we have scores of commissaries. This man is in trouble if he goes out into the field and tries to tell an individual commissary manager how to run his local system.

“Soon or later it may be decided that a music expert should be hired. But before you put a body someplace and allot a $40,000-a-year salary and the staff for such an expert, you need to study your program thoroughly.”
Take a big step in the right direction. Watch for the great new Rowe AMI jukebox in the next issue!
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<td>I've Been Loving You</td>
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<td>DONOVAN</td>
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<td>Willy Wonka</td>
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<td>Set My World Free</td>
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<td>What Now My Love</td>
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<td>COUNTRY JOE &amp; THE FISH</td>
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<td>BANANAS</td>
<td>This Is My Story</td>
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<td>Warner Bros. W 3700 (M); W 3700 (S)</td>
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<td>Whipped Cream &amp; Other Delights</td>
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<tr>
<td>ELVIS PRESTON</td>
<td>Clambake</td>
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<tr>
<td>BAVI SHANKAR</td>
<td>In Montreux International Pop Festival</td>
<td>World Pacific WP 1442 (M); WP 21442 (S)</td>
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THE WICHITA TRAIN WHISTLE:
The Organized Accident

"Where have all the jazzmen gone? And where are all the popmen headed?

Last week, the scene in one of Hollywood's biggest recording studios provided a viable answer to both questions. On the podium was 43-year-old Shorty Rogers, the composer and trumpeter who in the 1950's was an umbilical figure in the West Coast jazz movement. Standing next to him, young enough to be his son but talented enough to be his collaborator, was Mike Nesmith of the Monkees.

"The name of the game, the handle for the ensemble, was the Wichita Train Whistle. Nesmith had composed all the music, which included a number of songs recorded vocally by the Monkees, as well as a new extended instrumental work recorded in five sections, Rogers was hired as an amanuensis, documentor and orchestrator. In effect, though the themes were not formally connected, I was privy to the creation of the first genuine rock 'n' roll symphony.

"Nesmith may not be a schooled arranger," said Rogers later, "but he's a superior musician, and he knows about voicings, from Stravinsky to Charles Ives."

"Asked to analyze the motivation behind this unique enterprise, Mike Nesmith said "I've been writing this music for a year and a half, and I didn't want to be blinded by dollar signs or tied down to what's considered 'commercially acceptable.' I realized there are no new ideas in music—only different combinations of the old ones. So I wanted to find some new combinations."

"How do you define what you're doing?" "For one thing, I'm putting big band ideas within the framework of rock and roll. Rock is a very free form of music, and I want to free the big bands, give them something they can make their own statement with."

"Verbally and musically, Mike Nesmith is one of the most articulate spokesmen for the new and literate breed of pop musicians who have sprung from the loins of primitive rock. The Wichita Train Whistle signals the advent of a new kind of locomotion. This train, with its carriage trade of symphony, rock, country, western and swing, and with jazz riding in the caboose, may well indicate where contemporary popular music will be situated in the early 1970's."

LEONARD FEATHER/Los Angeles Times

Perenchio Artists Ltd. is pleased to announce their representation of The Wichita Train Whistle.

PERENCHIO ARTISTS, LTD.
8000 SUNSET BOULEVARD, LOS ANGELES, CALIFORNIA 90069
<table>
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<tr>
<th>Title</th>
<th>Artist</th>
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<td>Equinox</td>
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<td>Ride the Wind</td>
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<td>You Can Leave Your Hat On</td>
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<td>Who Is It?</td>
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<td>Keep on Movin'</td>
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<td>One Hundred Years of Solitude</td>
<td>BILL WITHERS</td>
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Continued on page 56
HERE'S THE TRUTH!

Last week a duplicator (not I.T.C.C.) ran a full page ad in Billboard. The manner in which this ad was worded has been construed by some of the readers that this other duplicator has 4 and 8 track stereo tape cartridge rights for "Dr. Dolittle," "Zorba the Greek," and other distinguished sound tracks and album releases from 20th Century-Fox.

I.T.C.C. is the only company licensed by 20th Century-Fox for continuous loop rights and I.T.C.C. has exclusive rights for "Dr. Dolittle," "Zorba the Greek," "Valley of the Dolls," and these exclusive rights continue for many years to come.

Only I.T.C.C. offers the 20th Century-Fox sound tracks and the entire 20th Century-Fox library on 4 and 8 track stereo cartridges. This includes present releases as well as future sound track cartridges of the 20th Century-Fox Film Corporation sound tracks of "Star," "Hello Dolly," and other future sound tracks and releases.

ATTENTION, I.T.C.C. DISTRIBUTORS

It is I.T.C.C.'s policy to maintain its regular price policy to its distributors for the 20th Century-Fox catalog, as well as all of the exclusive labels in the I.T.C.C. catalog. I.T.C.C. does not charge a bonus price because of its exclusivity with its many important companies.
Abath
that leaves you
tingling!

No it's not at the YMCA.
It's the new Don Ellis album,
Electric Bath.
You've never heard a big band
sound like this one—clavinet, loop
delays, quarter-tone trumpets—the
whole electronic bag called
"The New Thing."
And listeners from every point of
the musical spectrum are jumping in—
rock, top-40, underground, serious jazz
and classical.
Electric Bath is the first studio-
recorded Ellis album. And you are bound
to clean up with it.
But if it leaves a ring in your ears,
don't worry. It'll just be the cash register,
Don Ellis on COLUMBIA RECORDS.
Some albums carry more weight than others.

1967's #1 New Instrumental Artist

Midnight String Quartet

LOVE RHAPSODIES
V36013 • V6013

VIVA RECORDS, INC.
DISTRIBUTED NATIONALLY BY DOT RECORDS, INC.
The darling of the movie music field has another beautiful religious LP. Her understanding and perception on "Hark! Say God Is Dead?" is convincing. The music is also great on "I Believe," "The Garden," and "The Old Rugged Cross."...

Two of Mahler's best-known song cycles are admirably performed here by British mezzo-soprano Janet Baker, currently on another extensive U.S. tour, the third consecutive year of American performances. Barbirolli and the Royal Liverpool Philharmonic Orchestra play with skill.

A delightful album featuring an excellent Quartet of violins and Arthur Field. Walter Barry's latest offering in the series is...
WINTER SKÖL FROM A&M RECORDS

SERGIO MENDES & BRASIL '66
LOOK AROUND SP 4137

ROGER NICHOLS & THE SMALL CIRCLE OF FRIENDS
SMALL CIRCLE OF FRIENDS SP 4139

LEE MICHAELS
CARNIVAL OF LIFE SP 4140

LIZA MINNELLI
LIZA MINNELLI SP 4141

www.americanradiohistory.com
FEELIN’ GOOD—Lou Rawls. Capitol ST 2044 (5)

When Lou Rawls is feeling good, he makes you feel it too. His voice is clear and strong, and it comes through in his vocals in no uncertain terms. There’s an assurance of rock and blues here that is right up Rawls’ alley and in B. B. King’s, which he has reached for total impact.

SINGING ROBINSON & THE MIRACLES GREATEST HITS Vol. 2—Tamla 280 (M); 280 (5)

A second collection of greatest hits featuring one of Negro’s most com-

The Sensations are the second major hit group on the Capitol label. Their sound is fresh, their styling is appealing, and their message is clear. The album includes a variety of styles, from soul to pop, each with its own appeal. The group’s blend of rich harmonies and catchy melodies make it a prime example of the type of music that will appeal to a wide audience.

ELVIS’ GOLD RECORDS—Elvis Presley, RCA Victor LPM 3921 (M); LSP 3921 (S)

Elvis Presley is a rock ‘n’ roll legend, and his music has stood the test of time. His songs continue to be popular today, and his influence on the music industry cannot be overstated. This album features some of his biggest hits, and it’s sure to please fans of all ages. It’s a must-have for any music collection.

THE WOODS HITS—Elvis Presley, RCA Victor LPM 2043 (5)

Elvis Presley is a rock ‘n’ roll legend, and his music has stood the test of time. His songs continue to be popular today, and his influence on the music industry cannot be overstated. This album features some of his biggest hits, and it’s sure to please fans of all ages. It’s a must-have for any music collection.

THE MIRACLE GREATEST HITS—Elvis Presley, RCA Victor LPM 2043 (5)

Elvis Presley is a rock ‘n’ roll legend, and his music has stood the test of time. His songs continue to be popular today, and his influence on the music industry cannot be overstated. This album features some of his biggest hits, and it’s sure to please fans of all ages. It’s a must-have for any music collection.

ONE MORE TIME—Elvis Presley, RCA Victor LPM 2043 (5)

Elvis Presley is a rock ‘n’ roll legend, and his music has stood the test of time. His songs continue to be popular today, and his influence on the music industry cannot be overstated. This album features some of his biggest hits, and it’s sure to please fans of all ages. It’s a must-have for any music collection.

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YOU CAN HOLD IT IN YOUR HANDS... BUT... NOT IN YOUR MIND

Angelico wet with wine.
Tears sliding slowly up a forehead.
Plastic heartbeats echoing amidst chromium rafters.
Clarity of desecration.
Turn yourself on with a diamond needle... travel with us in your favorite color.

ROTARY CONNECTION
from Cadet/Concept
a slight deviation from the norm
LP/LPS 312
Single:
Like a Rolling Stone
by Turn Me On
Cadet/Concept 7000
The Stereo 8 Story
(February)

RCA Stereo 8 Cartridge Tapes

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