Japan-Made 45 LP Spins Into Market

By HANK FOX

NEW YORK — King Record Co., Ltd., a record manufacturer in Japan, is marketing 1-inch 45 rpm albums with the equivalent recording time of existing 33 rpm long playing disks. Among the American labels for which King manufactures and markets 45 rpm albums in Japan are ABC, CBS, Columbia, and Epic. Light's Project 3. Other U. S. labels releasing product there in the 45 rpm speed are RCA Victor and CBS.

According to Takao Yanai, King's managing director, the frequency response range of a 45 rpm LP is 30-40 per cent greater than its 33 rpm counterpart; its dynamic range is greater, sound clarity of individual instruments is sharpened and scratch noises are reduced. And moreover, recording level is not lowered for additional time length of the album. Cost of the albums are the same as for 33's, (Billboard sent copies of the Japanese 45 rpm albums to Bell Sound Studios for an appraisal of the disk's technical qualities. While Bell Sound did not conduct any frequency response tests, company engineers reported that the sound of the disks compared quite favorably with specifications of the 33 rpm album. According to B.S. engineers, the higher speed of the 45 rpm disks inherently results in a superior recording quality.)

Project 3 was the first American

3M Offers Unit Via Dealer

ST. PAUL — The 3M Company (Minnesota Mining and Manufacturing) is making its background music unit available on a nationwide basis for the first time to a "select group of top sound system companies." Billboard learned last week.

According to R. E. Lindgren, project manager for the 3M background music systems. The product will be available to franchised dealers in certain areas, operating under established 3M distributors.

Entering the background music field in August 1965, 3M has been selling its new 3M-700 CANTATA unit (a self-contained background music system exclusively through 3M copying machine distributors (ThermoFox, etc.) using full-time background music specialty salesmen. The new distribution setup will not replace these salesmen, but merely complement them, said Lindgren, and will be directed to both large and small markets. "Already initiated in two markets in recent weeks, 3M is getting enthusiastic response from established sound system companies.

U.S. Digs East Music: Shankar

By ELIOT TIEGEL

LOS ANGELES — American audiences and traditional Indian classical music, says Ravi Shankar, recalling that at the outset, his playing inspired over long-haired hippies. Shankar, who has played in their annual album, "Time Goes Backwards" (T/TS-3051), is destined to conquer even more worlds.

Bill launched to Ban Networks' Music Ties

By MILDERD HALL

WASHINGTON — The ghost of the 1958 Smothers bill to divert networks from all music recording and publishing interests walked again last week in a bill to put ABC, CBS and NBC out of any and all kinds of outside business except that of station ownership.

The drastic network regulation bill (H.R. 15261), proposed by three members of the House Commerce Committee, Reps. Dingell (D., Mich.), Moss (D., Calif.), and Olin (D., N. Y.), it is a tougher version of one they introduced last year.

The bill would not only take networks and/or their personnel out of ownership of music, movie, sports or other interests—it would bar them from buying into independent TV programing, and take them entirely out of program syndication.

Further, networks could not show their own productions on network time (except on their...
THIS IS THE HIT

"MASTER JACK"

by FOUR JACKS AND A JILL #9473

Victor has the original version of the song that rocketed to #1 on the South African charts in only three weeks.
**Racusin Designs Sharp Run RCA**

NEW YORK — Norman Racusin, vice-president and general manager of RCA Records, is tightening his ship. He has decided to combine a market research setup that has streamlined the profit centers (commercial recordings, international, record clubs, retail, entertainment and music publishing) and the divisional (personal, financial, business affairs and public affairs). In keeping with the streamlining, Harry Jenkins has added duties as director of marketing and marketing responsibility for Wood Scouting.

**LOS ANGELES** — Randy Wood has been appointed general director and looking to buy a pressing plant for his new R&B label, Los Angeles Entertainers.

An Eastern director for responsibilities for sales, master recording and promotion, Wood Scouting will be handled within the next few weeks.

In charge is general manager, Larry Welk, at present is seeking outside directors, talking with tape cartridge distributors and will study which method of foreign distribution Wood sets up.

On the creative front, Wood is looking to produce a new, product. Initial product from Lawrence Welk, his major attraction, is the just-shipped album "Love Is Blue" featuring 10 chart tunes; the latest recordings of "Anchors Aweigh" and "Bourbon Street" and "Four Score Pi- ano" an LP project.

A side to the Welk LP is the signing of Richard Mathay as arranger. Previously, Welk had the band's members composed for a number of individuals.

**MERCURY LOGO IS REDESIGNED**

CHICAGO — Mercury Record Corp., has redesign its logo for its corporate family of labels. According to the company, "the design, when compared to other Mercury Smash, Wing, Limeight and Emarcy labels are included. The new label is set to appear in the top right corner next to the Mercury name in contemporary lettering, with the standard Mercury logo incorporated in the total.

**Magic Penny Deal**

LOS ANGELES — Daniel Bougen, of the old Penny Deal, now the new Penny Deal, has signed a contract with an old Dot Shannon album for Liberty, "The Further Adventures of Charles Westover," which features 10 original tunes by the vocalist.

**Arvin Unfolds Home VTR CARtridge Unit**

NEW YORK — Arvin Industries has unveiled a home color videotape cartridge system, using some technology imported by Arvin by Newell Associates, with a projected retail cost of under $1,500 (less camera). Production, however, is still two years away. The debut model CVS XXI, the recorder works in principle, similar (Continued on page 10).

**MYSTERY SHOPPER REPORT**

Printed Word Helping to Tell Transition Story to Customers

Billboard's "Mystery Shopper Cash Award Contest" is devoted to add the consumer of monaural product in making the transition to stereo-only. Billboard correspondents across the country will explore what has been done on the retail level to convert the monaural customers at the record industry. Reports will be judged by Billboard's editors as to the most constructive sales pitch by retail personnel to help the retailer. The winner will receive a $250 cash award and will be notified directly by Billboard.

**John Nagl**

Active Television & Radio
424 N. Michigan Avenue
Milwaukee, Wisc.

Billboard's Benn Ollman asked John Nagl of Active TV's, if his monaural phonograph could handle stereo records. Nagl inquired about the age of the machine, matching whatever information Ollman could supply and said that the machine is still in use. Nagl penciled the part that stated the compatibility of Ollman's equipment for either monaural or stereo.

**NAGL**

"If people see this information in writing, especially on the manufacturer's specs, it conveys them more than a verbal opinion," Nagl also pointed out that album jackets often releases indicated the compatibility of the product for either type of play.

**Mrs. Marlene Watson**

Jenkins Music
Kansas City, Mo.

Mrs. Marlene Watson told reporter Lowry, that she had been alerting customers for some time on the compatibility and conversion of monaural equipment.

"You should exercise some discretion," she advised. "It has happened to me and I have not been satisfied." Watson only offered the customer a service, but gained a sale because of her consideration for the customer.

**Megaphone Formed**

LOS ANGELES—Tony Sepe and Marty Brooks have formed Megaphone Records, Inc. Initial release is "The Kids Are Alright," by the Legend.

**NARAS Lines Up Top Acts For Award Dinners Feb. 29**

NEW YORK — NARAS has lined up the entertainers for its Four-Grant Grammy Awards dinner Thursday, 29. Steve Allen will emcee the New York event at the Hotel Hilton. The Mothers of Invention will perform, along with Woody Herman and His Herd. In addition, the Ray Charles Singers and Margaret Whiting are expected to be among those performing.

In Los Angeles, at the Century Plaza Hotel, the band will backstep such artists as Bobbie Gentry singing "Ode to Billie Joe," Glen Campbell with "By the Time I Get to Phoenix," Frank Jones, Columbia Records, and Hal Needham, Story Records, are co-chairmen of the event. The Ramsey Lewis Trio will entertain during the Chicago Grammy Awards party at the Guild Hall of the Ambassador East Hotel, NARAS Chair, President Lew Green said that local member Murray Allen had determined that presentation of awards that will definitely step up the tempo of the awards. Also scheduled for entertainment is comedianee Fanny Brice.

**Bruner**

Hoyt High Fidelity Center
Jacksonville, Fla.

"Your old phonograph will play stereo just as well as monaural with the right needle," Miss Bruner often tells customers, and "you already have it." Latimer asked Miss Bruner if she could play stereo records on her monaural machine.

**BRUNER**

"The difference in the needle is its gauge," said Miss Bruner, "with the stereo type measuring seven mils while monaural type has 11 mils. The stereo needle fits your monaural phonograph and will pick up most of both tracks without damaging the stereo grooves. That's why we recommend our customers purchase the newest type of needle and everyone must be satisfied." Miss Bruner not only offered the customer a service, but gained a sale because of her consideration for the customer.

**FEBRUARY 24, 1968, BILLBOARD**
Calendar Has Film Product Date

NEW YORK — Calendar Records, the newly formed Don Kirshner label which is manufactured by RCA Records, will reap the recording offshoot of the new multi-deal setup up to be developed under Kirshner's personal aegis. The pictures will be in the women's market, sound and a fresh concept in movie-making. Kirshner and Salzman will work closely on these pictures, which

NAM Meet Plans Wide-Ranging Talks

HOLLYWOOD, Fla—Workshop meetings to be held here by Business, Federal Taxation and Entertainment and Music. The Annual Convention of the National Association of Record Merchandisers, which will begin at 9 a.m. Friday morning, will be

RCA Survey of Long-Term Forecast of Sales

The Art Institute of Chicago, in the 50th year of its existence, announced the composition of a special committee to prepare a long-term forecast of the future of art in Chicago. The committee will consist of artists, collectors, museum directors, and other experts. The forecast will be published in a special issue of the Institute's magazine, Art in America.

CBS INCOME NETSALES DIP

NEW YORK—Although figures for the record division were not separated from total figures, CBS consolidated's income in 1967 was $52,952,000 on net sales of $65,155,000, compared with $57,900,000 on net sales of $68,748,000 in 1966. Paley and Dr. Stanton “hope for increased sales and earnings in all three of our major divisions,” CBS/ Broadcast Group, the CBS/ Columbia Group (records and musical instruments), and the CBS/Hollywood Studio division (television and educational materials).”

Weep Bows Big Campaign Into Rap and Gospel Marts

NEW YORK — Weep Recs, a subsidiary of United Artists Corp., has launched an all-out drive into the rap and gospel market. The company, a major marketable group has been An- thony and the Imperials, has signed up several new artists.

Although Weep was formed about a year ago, no con- certed effort has been made to kick it off the ground. Now, Richard Mack, one of Weep's promo- tion men, will concentrate on the Weep roster. And producer George Butler will channel most of his activities into the budding label.

"While UA has put most of its efforts into movie music," Butler said, "it's time to proceed with panning some of the areas in which we have strengths, including gospel and street music, as well as a few oldies."

Silver Sets Up Teagrannamation

NEW YORK — Roy Silver, producer of the hit show "Cable and Coop," has formed Teagrannamation Records, which will be distributed by RCA with its affiliate, Arthur Mogull, former director of the British-based Public hippee Bros. Records and an executive of "Such music division of Warner Bros., has been named president of Teagrannamation. Music, and all other music publish- ing divisions of Teagrannamation.

Image of a green, screen, iceberg, with a boat, a lighthouse, and a full moon. The iceberg is labeled "Teagrannamation."
Two of the biggest stars of "The Graduate" aren't even seen.

But their sound track numbers are part of the picture as anything could be. It seems only fitting that the biggest single and album of the year should be coming from the biggest picture of the year. They're the ones everybody's been waiting for.

"Scarborough Fair"

Their new single is just out and it's already on the charts.

Simon and Garfunkel. On COLUMBIA RECORDS.
Columbia’s Hammond: A Catalyst of Avant-Garde—Past, Present, Future

BY PAUL ACKERMAN

NEW YORK — "Despite the great amount of recorded product being produced these days, there is more opportunity for new musical talent than ever before." Thus begins a story on Hammond, Columbia Records director of marketing, executive producer. Hammond, who has been recording since 1948, says that "the pressure to produce as afinder of talent is legendary, added: "Music has come back into people's lives opening today and it is part of my job—and the job of a big record company—to keep ahead of the musical patterns and spot the coming trends. That is why we must continuously ourselves to a study of new instrumentation, with the world of electronics, and record new folk and blues and all the other influences which are part of the fabric of today's music. We cannot afford the luxury of waiting, of sitting back and re-

some of Hammond's recent acquisitions are Leonard Cohen, the poet-novelist-songwriter who has a hit record with "Suzanne,"summer pen, jazzman Don Ellis, and vocalists Pat Lundy, among the many new artists Hammond is instrumental in bringing Donovan onstage in Europe. Obviously, so course, he is the discoverer of Aretha Franklin (now with Atlantic) ... Hammond's acquisition of Dylan was once referred to as "Hammond's Folly." (Continued on page 10)

U.S. Digs Eastern Music: Ravi

* Continued from page 1

Today, the situation has brightened to where adults as well as young people are appreciating the spiritual and meditative qualities of Indian mu-

sic, Shankar said here last week, accepting the 1967 Billboard Artist of the Year award. Hal B. Cook, Billboard's pub-

lisher, presented the award to Shankar at the Indian sta-

listar with his accolade in ceremonies at the Century Pla-

cement in New York. The award marked the first time in Billboard's 20 years of naming top artists, that an Indian mu-

sician had won the main ac-


The press conference was covered by a number of radio stations: KDKR, KPRC, KGIL and KNEW (San Francisco). Johnny Magnus, KMAC's 9-midnight personality, blended a Shankar interview, taped by Don Reed, into his program.

Acquisitions of Hammonds's recent

Executive Turntable

Harry Jenkins has been appointed division vice-president of records, Bob Thomas records, and Joe D'Império has been appointed division vice-

president of sales and the talents services. Jenkins will be in charge of all artists and reper-

tory division. In addition to his current responsibilities which include manufacturing and distribution for many of the best known music artists, instead of, as previously reported. He previously was manager of special projects.

Max Hoch, 18, and John Gross, 20, have joined Capitol's a&c staff to work with new young acts. Gross is a former record engineer/musician, and Hoch is a young composing engineer who has worked with the Kent-Moore Records, Los Angeles, as vice-president-general manager of overseas sales, promotion and merchandising. He was formerly national promotion manager with Dot. Named a&c director at the label is Mike Akopl, formerly a producer.

Betty Reinman has been appointed manager of Kapp Interna-

tional. She will be responsible for all international activities for Kapp label, Four Corners of the World and Kapp Triumph Records.

* * *

... Bob Demaul has joined Mintz Stereo-Pak to handle sales, marketing and merchandising of Mintz products in the Northeast, Florida-Kent-Moore Records, Los Angeles, as vice-president-general manager of overseas sales, promotion and merchandising. He was formerly national promotion manager with Dot. Named a&c director at the label is Mike Akopl, formerly a producer.

Paul Alderman has been named publicity director of the New York Entertainment Division of Rogers, Cowan & Brehmer, Inc., Press Relations and Advertising with RCA for four years. ... Charles H. Dodson has been named marketing product manager for consumer audio tapes.

Rick Taylor has been hired by Premier Talent Associates to handle the Southern States and work in signings of groups. Taylor formerly was with the Arnold Agency of Atlanta.

Mel By and James Cornelius joined Viva Records and Snuff Garrett Productions as vice-president and controller, respectively. ... Artie Young, vice-president and manager of the company's records and tape divisions of Ohio Appliance, Cincinnati, RCA Victor distributors, resigned his post there last week. Weiner, who has been affiliated with Ohio Appliance 17 years, says he is weighing several music offers, but has made no commitments.

CLUB REVIEW

'Belter' Tom Jones Swings With Wide Range of Tunes

New York — Tom Jones has been discovered and smashed at the Copa cabana on Thursday (15) as he began an engaged and enthralling set of gigs. He specialized in protest songs and other familiar number. His two encore numbers were "I Can't Stand the Music," and "I'm Not a UsUAL," and "Green Grass of Home." Also popular were songs like "Yes, It's Usual" and "Green Grass of Home" also popular. The latter was the highlight of the night.

The Copa orchestra was aug-

mented by the Squires, a four-

member English group that backs the rock band, including Cerris Jones' music director, was a show in itself, gyrating al-

most non-stop but also directing a solid back-

ground for a solid performance.

FRED KIRBY

Levy Shaping New Empire

* Continued from page 1

Reno, respectively, "Canzone Per un Cane" and "Canzone Per un Cane." These are the first three songs from the new Levy's project, and added: "I always traveled a lot and never failed to find a song for me to sing and do."

In addition to the above copy-

rights, Levy has options on a quantity of other tunes, including "I've Got That Spirit," "L'Amour" and "Gibert Beauce. These will be screened within the next few weeks, as will an additional two songs. It is reported that the Levy's, under the new projects, have already been im-

plicates. He has gone into a new phase of his career in France with Bruno Coquatrix, noted impresario and manager of the Olympia in Paris. The firm is called Capucine Music, with offices in Paris and here. Coquatrix, incidentally, is the writer of "Come Ovi, Come Me Ca" and other Continental hits. An interesting aspect of this set-up is that one of Co-

quatrix's partners will be Sy Oliver, the big band arrange and conductor of the Lords. For the past 25 years ago, gave Leeds one of his first big songs, "Taint Nothing Like the Real Thing," and "Oliver" and "Oliver" deal.

Isaiah has opened a British firm with Bill Phillips who, for years, was professional man-

ager of the Peter Maurer cata-

log. Shortly, an office will be opened in California, followed by offices in all other business offices in all European countries and Japan.

Management Operation

Isaiah is setting up a personal manage-

ment firm with Bob Bach, TV producer. Also joining the Levy publish-

ing firm is Bob Starks, a new 

Levy's step-up, a graduate of Stanford Univer-

sity, where he was editor-in-chief. It is known that Levy in-

tends ultimately to become ac-

tive in the publishing and recording business in Japan, and to establish an office there. The catalog of Leeds and its af-

filiates, D'Amico and Pickwick, of which Sapp is president, is ranged from classic blues ("See See Jones, "Don't Let the Meatball Grow"")—with all stops in between.

'Blue' Strikes Up the Band

Polydrop artist, Vicky, and fin-

isher, the recording, however, did not have a distin-

guished sales career.

The new album on the Phillips label was tuck off in the second quarter of the year and since has sparked many follow-up copies in both instru-

mental and vocal. A version in English lyric was written by Bryan Lorrison. The song has also become a top sheet music seller in the U.S. and has been included in many of the copies of the vocal version have been sold and the piano ver-

sion of the record was also successful. Also on the market are sheet versions of cover of the record, marches, band marches, all organ, guitar solos, simplified piano solo and the like.

The song is published in France by Arben, an affiliate; Tutti, and in the U.S. on the sub-publishing deal by Robert Colby's Country Music (ASCAP). Criterion Music is the selling agent for Crossman of the sheet music.
The great voice of
Billy Eckstine with
THANK YOU LOVE

MOTOWN RECORD CORPORATION

MOTOWN 1120
Japan-Made 45 LP Spins Into Market

*Continued from page 1*

ican company for whom King marketed 45 rpm LP product. Currently, all of the label's releases are on 45 rpm discs. Command, after subjected samples to explora-
tion here, has given King the go-ahead for issuing its product in the far West. One of prime concern to Command was its classical releases which can run as long as 30 minutes per album. Said Yama in a letter to Loren Becker, vice-president of Command, "It is technically possible to make cutting lists for 45 rpm LP by putting 15 minutes per side. (The albums) will be 

As from the technical aspects, the 45 LP represents a move toward a one-speed industry.

Although several attempts to market 45 rpm LP's have been tried, King Records' 45 is the first to meet with success. According to Yamada, "The market of 45 rpm had recently developed and is exploding in Japan. Nippon Columbia, CBS's license in Japan, had released some albums in the 45 rpm speed. However, the company has so far marketed only 45, and consequently has been able to package only five to eight songs per album instead of the 11 found on the average pre-1957. Classical works, too, had to be cut accurately. Because of the decrease amount of space per album, coupled with no reduction in retail cost, Columbia's market has been limited to the high-fidelity enthusiasts. At present, no information is available on any of the RCA Victor Co. of Japan, a licensee of RCA, other than that its product's production costs being incurred at the higher speed. RCA Victor's Japan market, as a licensing company, makes its own decisions as to what to release, and so, it is not directly responsible to RCA Records' international de-

As to the marketing of 45 rpm LP's in the U.S., Loren Becker of King Records said, "It certainly opens strong possibili-
ties of making this product available in the U.S. through the efforts of Erroll Light, who has been very success-
sful in Japan with the King marketed 45, is also seriously considering manufacturing and marketing them in the U.S. works could end up under regu-
lar or licensing by the Federal Communications Commission. Under present law, only stations are licensed.

Dingled told fellow Congressmen recently that many of the network's stations, if not all, are pushing sales of their music programs. This has caused a sharp increase in the number of network TV programs produced, and this increase has been accompanied by an increase in the number of stations that carry these programs. Dingled said he was not aware of any attempt to restrict the sale of network programs to stations that are not under network control, but he added that the network was considering the matter further.

The congressman went on to warn that with networks buying into CATV, "they may be 

Bid to Woo 'B way 'Lost Generation'

*Continued from page 1*

"West Side Story," and for the most part there's been no "ad-
vertisement" as to no "reaching" on the part of the cre-

in Orenstein's contention that this rigid hold to old forms is what's keeping the people away from the Broadway theater and not attracting the new crop of broadwayphiles. Orenstein knows of a number of rock acts who've been interested in appearing on a la Charles Aznavour or Gilbert Bécaud. They have turned down the offers because they fear the Broadway show's will be a drag on rock acts, even though the youngsters flock to see them when they appear on television shows like "The Ed Sullivan Show" or "The Tonight Show." In an attempt to develop a young audience for his production of "Lost," Orenstein has proposed a scheme that's similar in many ways to the promotion of rock music con-

..."Redding to Stroud"

GREENBROOK, N. J. (AP) - Stroud Productions and Enterprises has secured the master of "Redding to Stroud," a novel written by the late Otis Redding, for a Narnay Records. The disk originally recorded by the late Otis Redding is being published by Frank Music. Jamie Records and Frank Music are planning a new release of the song for air play on stations with a 60-mile radius of New York.

In addition, Orenstein is in negotiations with high-school newspaper editors as well as distributors for the production's pre-

..."That's My Kick"

..."WORLD WE KNOW"

..."1978 SPECIAL FOR Week Ending 2/24/78"

February 24, 1968, Billboard
Continuing The Industry's Most Enduring Affair Of The Chart...

PETULA'S NEW SINGLE: "KISS ME GOODBYE"
b/w "I'VE GOT LOVE GOING FOR ME"

#7170 PRODUCED BY TONY HATCH
Columbia's Hammond: A Catalyst of Avant-Garde—Past, Present, Future

by Larry Finley

in 1962 at the age of 20. Last year, four of Dylan’s disks qualified for gold records.

The big record company, Hammond says, "has an obligation to pioneer...to seek out and develop new talent. At our company this is a credo formulated years ago by Goddard Lieberman, president of the CBS Group and himself a composer and ad man...and Columbia Records President Clive Davis implements this policy by maintaining a core of talented producers. It is necessary that we continue to find and fulfill this obligation, particularly inasmuch as other show business fields—print, TV and films—are in offering opportunities to new, unknown hopefuls. We must be prepared to invest money in people; to develop with them the long-

range view in mind; we must be willing and anxious to experi-

ment with the hope that perhaps one out of 10 will make it big. To put it another way, we must be prepared to make mis-


Mamas and Papas

LP Collects Gold

NEW YORK — The Mamas and the Papas have received their fourth album gold record for "Mamas and the Papas in Hawaii" on Dunhill, their fourth album for the label. The album was certified gold Jan. 27, 1968, selling over $1 million in sales by RIAA.

Arvin Unveils System

A newly developed Du Pont magnet tape called Croyon.

An interesting feature of the tape is its ability to record directly off the electronic signals of a television and is fully compatible for work with a black and white camera. Cost of such cameras currently is about $325.

According to a company spokesmen, the tape was de-

veloped under a National Science Foundation contract and was developed and built by Arvin although some of the technology it uses is licensed to Arvin by New Associates. The Newell principle is said to eliminate variations in tracking through continuous support of the tape on three tines. While the method of recording and playback has not been disclosed, a prime advantage in the system is a lack of open space in which the tape can be placed. Also, the new tape is said to be helpful in certain coaxial systems. (Billboard, May 27, 1967)

The tape functions as a completely self-contained unit with automatic threading. Its diameter is 10 inches. After the cartridge is placed on the unit, one button switch is pushed. Recording and another for operating Color Levels are said to be ad-

justed automatically.

ARVIN UNVEILS ITS CVR XXI COLOR VIDEO TAPE CARTRIDGE RECORDING SYSTEM in which is two years away from production, op-

arates on a modification of the Newell principle. A major feature of the device is that it can record and an electronic signal directly from a television.

C&oelig;P & CHAPPELL TALKS HALTED

NEW YORK — At press time it was reported that negotiations for the purchase of Chap-

pelle's business by Capitol and Chappell, Ltd. in England by Cameo Parkway have temporarily terminated. Allen Klein, CP president, was seeking an extension of time.

The original Klein project was to work on Chappell's interest in the U. S. and England for $60 million, with MGM Pictures willing to make the acquisition purchase Chapell in England from Klein.

According to the most recent talks, other bidders were understood to be again seeking to conclude a deal with representatives of the Chappell estate.

Cameo Parkway failed to open on the American stock exchange Friday (16), "pending further announcement."
Over 150,000 people sampled our first batch of biscuits...
Our second batch is on its way
Get'em while they're hot!!

IT COULD BE WONDERFUL
THE EPIC SPLENDOR

prod. by John Boylan — James Foley
mfd. and dist. by Capitol Records, Inc.

prod. by John Boylan — James Foley
a product of Koppelman - Rubin
Fire Razes Blinstrub's Village

BOSTON — Blinstrub's Village — "where stars were born" — is remembered as the big, 1,700-seater nightclub which Wayne Newton had used as a springboard to fame and where countless stars won fame, has gone up in flames. Fortunately, no one was as the South Boston landmark.

Paxton Packs a Wallop as Master of Understatement

NEW YORK — Tom Paxton, who never spent a night in Blinstrub's, packs a wallop as the master of understatement. He has just returned to the city he calls "my home away from home" after recording 14 songs for a new album to be released by Elektra Records.

Country Joe & Fish Returning to N. Y.

NEW YORK — Country Joe & the Fish return to the Andrews Theater on Saturday, Dec. 24, 1971. Other dates on the Vanguard artists' current cross-country tour include Springfield, Ohio, on Friday, Dec. 23; Nason College of Young Vets, Monday; Sunday, Dec. 25; the Electric Factory in Philadelphia, March 1; a New York benefit for the War Resisters League, March 6; the Psychiatric Supermarket, Boston, March 9-10; Los Angeles, March 22-23; San Francisco's Fillmore Auditorium, March 27-29; and Detroit's Grand Ballroom, April 26.

Schifrin Signs With Dot; Film Deals Set

LOS ANGELES — Composer-conductor Lalo Schifrin has signed a multi-faceted contract with Paramount Pictures Corp. The pact includes an exclusive recording contract with Dot Records and Paramount's publishing firm, a non-exclusive contract for scoring motion pictures.

Medley Leaves Righteous Bros.

LOS ANGELES — Bill Medley has left the Righteous Brothers to pursue a solo career. He will record his debut album for RCA.

Moy Family Forms A Publishing Firm

DETROIT — The Moy family, which has established its own music-publishing firm — Moy Music — has signed a recording contract with RCA.

Hasses Get Big Promo From UA

NEW YORK — United Artists Records is launching a major national promotion and merchandising campaign on the Hassels with a press and deejay reception at Arthur's here on Monday (19). A similar reception is set for Philadelphia on Tuesday (20). Key dealers, one-shots, and rack jobbers also are being invited.

Talent

By CAMERON DEWAR

Jimmy Durante was scheduled two days later, Dione Warwick to follow, and both engagements had been sellouts, a common occurrence at Stanley Blinstrub's famed night-club. Year after year "Blinky" had improved his club which was his life. Only recently new chairs, tables and fixtures had replaced the old. Everything had been done to give the performers a good introduction, and nothing had been omitted to give enjoyment to the patrons. It was a unique club that saw thousands of testimonials for politicians, high school proms, and all types celebrate in the 35-year-old bistro. The late President John F. Kennedy had been a frequent visitor as well as House Speaker John McCormack and many other notables. Thousands of charities benefited from them.

It is a rare Bostonian indeed who never spent a night in Blinstrub's. It was geared to a family level, Stanley Blinstrub tended the boilers, took care of the electrical equipment and fussed over the plate like a dotting parent. He was there many years—365 days of most of them—to see that things went right.

On the fateful night last week of the mysterious fire he had looked up at 4:30 a.m. as usual and by noontime of the next former aighter-at-large, that most of the time had more patrons than it could handle, and the fire having set the Village held in local esteem that even the head of the Boston police and organization had to say he had a fund to rebuild the spot.

And Blinstrub says he'll be back in business before the year is out—only at the same old stand. It will certainly please the city, for at the moment Boston has no showcase for the stars and extravaganzas that graced Blinstrub's Village for so long.

PEACHES & HERB DO FRESCA SPOT

NEW YORK — Peaches & Herb, date artists, last week recorded a spot radio commercial for Fresca soft drinks here. The duo appeared on the Washington magazine show, "Washing- tion's Village," a children's show, on Saturday (17). They top the bill at Harlem's Apollo Theater Friday (23) to Thursday (29), their first engagement at the Apollo in 12 months.

MIRIAM MAKEBA cuts the cake at her birthday celebration Feb. 12 at New York's Spindletop Restaurant. Looking on are Jerry Ragovoy, left, Warner Bros./Reprise star producer; George Lewis, right, vice president and director of Eastern operations for Warner Bros./Reprise, and Robert Schwalb, Miss Makeba's manager.

LOS ANGELES — Composer-conductor Lalo Schifrin has signed a multi-faceted contract with Paramount Pictures Corp. The pact includes an exclusive recording contract with Dot Records and Paramount's publishing firm, a non-exclusive contract for scoring motion pictures.

Schifrin, with his "Mission Impossible" album on the charts, will provide Dot with a minimum of two albums yearly. He begins work on the score for "The Brotherhood," a Para- mount film starring Kirk Doug- las.

In the three years he has been in California, Schifrin has scored 20 motion pictures, in- fusing his jazz influence into his compositions. His original music from the "Mission Im- possible" TV series released on Dot is now climbing the charts and singles sales charts and may turn the trick of breaking his name before mass audiences.

Schifrin, who works in many musical areas, has collaborated with Paul Horn on the RCA LP of "Jazz Suite on the Mass Test," and will be represented on an MGM release of his can- tata for bass clarinet, "Rise and Fall of the Third Reich." He also is represented with the film scores from "Cool Hand Luke," "The Fox," "Sol Mar- di," "The President's Ada- lette," and "The Brotherhood." To record an album today, Schifrin must think of an artistic theme because there are too many "no name" artists singing songs which will die once the hit has faded off the charts. "I want to integrate different trends, aspects of music, integrating the sounds of to- day and tomorrow."
Music of All Types Finds Home in L.A.

By ELIOT TIEGEL

LOS ANGELES — Facilities for live attractions have broadened in the Los Angeles market to the point where just about every kind of musical expression can find some kind of home. The city still doesn’t have anything of the prestige or vintage of a New York, but there are sufficient large locations around town which large-draw attractions can be booked.

Show business headliners can be presented in concert form in the Hollywood Bowl, Santa Monica Civic Auditorium, UCLA’s Royce Hall and Pauley Pavilion, the new Forum in Inglewood, the new Anaheim Convention Center, the Shrine Auditorium in downtown Los Angeles, the Carousel Theatre in West Covina, and the Melodyland Theatre in Anaheim.

Both the Greek and Hollywood Bowl operate during the tropical weather months; there are no shows booked there during the rest of the year.

Both facilities are run by the city.

As is the case with these extra large areas, sound systems are generally designed to produce sharp reproduction in all sections.

Each of these locations books everything from pop to jazz, with the Shrine Auditorium the traditional home for country music presentations, generally locking a number of artists on the same bill. The Shrine has also begun emphasizing psychedelic light shows and rock concerts.

2 Hotel Rooms

The city’s two main hotel rooms are the posh Westside Room at the Plaza and the main competitor with the much older and larger Coconut Grove at the Ambassador. The Grove has been emphasizing a younger younger crowd, while the Plaza has been developing its own roster of key non-rock acts. The Plaza also runs the King Kong Bar which has been on a jazz kick for the past eight months.

Jazz buffs can choose from Shelly’s (2965 Wilcox Hollywood); Donn’s, a newcomer club in North Hollywood, which emphasizes classical and commercial; the Light House in Hermosa Beach, the area’s oldest jazz emporium; Melody Lane, which specializes in blues oriented acts, and Ellis Island, Don Ellis’ home in North Hollywood. Martyl’s on the Hill, a large Las Vegas-type lounge in the Baldwin Hills section has had a spotted existence in booking jazz acts.

As the fields of pop-rock-folk and jazz have moved closer together, a number of young people’s clubs have become the outposts for this melding sound. These include on the Sunset Strip the Whisky A Go Go, Garfunkel’s and New York, in other areas the Ash Grove, and Lee Hazle in Glendale and Passadena (all formerly heavily folk oriented); Chetath in Santa Monica and the Image in Sherman Oaks.

The leading room for country music is the Palomino in the San Fernando Valley.

Of all the colleges in the area, UCLA retains the chief booster of concerts to the public. In addition to its Pauley Pavilion and Royce Hall, the school books acts into its smaller Schoenberg Hall, possibly the finest intimate concert facility in the city.

Probably the most unique room in the area is the Horn in Santa Monica, which books acts for up to six months and presents them in a European cabaret setting, blending them into a revue format, but allowing each of the individuals to perform alone. Jim Nabors is one of the room’s most successful graduates.

The downtown Music Center runs two facilities, the Dorothy Chandler Pavilion—home of the Los Angeles Philharmonic and the leading classical music “room” and the Ahmanson Theatre, which books dramatic presentations on its circular stage.

The Chandler Pavilion has booked select pop music attractions, most recently a Johnny Mathis show which ran for one week.

The closest thing to a “circuit” is the Sammy Lewis-Danny Dare operation which runs the Carousel and Melodyland Theatres (plus the Circle Theatre in San Carlos up North). Both facilities indulge in week-long attractions and brief placements, all within the pop to rock vein.

Disneyland should also be included in the Southern California area as it regularly runs special holiday shows and keeps several locations in the park supplied with live talent.

In essence the Anaheim area, encompassing Disneyland, the Convention Center and Melodyland, has developed Orange County’s main entertainment facility for Southern California.

The Horn

With more than 1 million residents, the Santa Monica College, a 3-year institution center, the Valley Music Center having folded last year.
CHICAGO—Musical instrument dealers throughout the country reported that 1967 was a good year. The majority contacted in a survey last week said their sales in guitars and amps, those who did not surpass their 1966 records, said sales were only slightly down.

In all areas of the U.S., the average sale price for guitars and amplifiers was higher than previous years. Jack Boyden, owner of Melody Music and the Capital Model Music Center, where the average guitar sale was $300 plus $300-$400 in an amplifier. "Kids now know a good amplifier when they hear one," he said.

Boydlen echoes the feeling of most dealers when he reported that only the most expensive and very limited-priced items sold, with practically no sales in the median price range. However, he added that quality instruments far outsold the cheap models.

In all parts of the country, the most popular guitar was the acoustic electric. There was increased interest shown in the flat-top classical and folk guitars. Most dealers found ciphertext in solid-state body models.

Dealers agreed that the average guitar buyer of other instrument types is much more sophisticated than his predecessor. "Students are more interested in quality," reports Frank Ancil, Smoky Mountain Music Co., Charleston, W. Va. "Most already have one or two years' experience, and they want to be added.

Vigilance characterized manufacturers of many amplifiers for making output wider than actual speaker output. Many are being broken by speakers. Kids have to be educated on the volume output of amplifiers. We are trying to show them that their amp should be set at a safe level instead of turned up full right away, says Ancil.

He added that especially in the cheaper amps the speaker capacity is overestimated and teen-agers are beginning to discover this and demand better equipment.

The Galperin instrument manufacturer experienced an increase in the sale of pickups for amplifying hand instruments. "I suppose these to be more and more popular because they can produce a multi-instrument sound," he said.

Brass pickups did well at Sam Ash Music Store, Brooklyn, according to reports manager Paul Ash. He added that the pickups were doing much better than in previous years, because "there are still those interested in amplified brass are musicians currently owning their own instruments.

Accordions

A newcomer in the top instrument field, the electric accordion, is holding its own, according to reports of two dealers. Ash commented that CMF's organ-accordion, called Accordovox, was a hot item in 1967. Jack W. W. Wilder of Dallas Music House, Dallas, Tex., noted that combo accordions did well, and added, "I believe it will be replaced by the electric accordion.

Memphis dealer, Jack Boyden, also stated that combo organs were on the way down, "but combo organists seem to have reached a saturation point. They aren't nearly as big as they were a couple months ago.

Two other dealers mentioned an increased popularity in auto-frequency because those buyers interested in amplified brass are musicians currently owning their own instruments.

Music Show Open Display Space is 95% Contrac ted

CHICAGO—Six months before opening, the Music Show's new open space exhibit areas are almost 95% contracted, according to Bill Gard, executive vice-president of the sponsorship and association of Musical Merchants (NAMM). "There are just a few small spaces left," he stated, "and I'm going to fast exhibitors," Gard said that the move will take place at the Conrad Hilton Hotel here.

"The shift by many commercial exhibitors to overnight set up plus the ability for the opening night of showing to exhibits," Gard said, "is the result of having to tell some exhibitors who want larger open space that it is all gone.

Exhibition Hall

All but 2,205 square feet of the ground floor of the open space available in the hotel's International Ballroom Continental East, East and North halls has been booked. Gard hinted that the new J. M. Hutton Jr., Of Wurlitzer, Dies

CINCINNATI — J. M. Hutton, who served as a director of Wurlitzer Co., died in his home, died on Dec. 26.

His son, J. M. Hutton Jr., managing partner of Wurlitzer, E. H. Hutton & Co., was elected a Wurlitzer director on Jan. 25.

PLUMBER TURNED DULCIMER MAKER

In the mid-1950's, John Lee, who showed his wares on the porch of his Smoky Mountain home, made dulcimers and a few guitars. He was a part-time plumber and full-time musician. He took a course at the Cleveland Institute of Music in folk guitar building.

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Big entertainment value.

No cover charge.

Get in on a real Spring deal! Here's how it works: Your customer buys the bass, snare, tom tom, floor tom tom, and FOURTEEN®—that's right, fourteen—deluxe accessories for only $259.95. Then, you top off the sale by giving him the drum covers, a $50.00 value, free. (We're practically covering the whole cover cost for you.) Try beating that deal, mister. Your customers will. After all, they're getting Decca quality, Decca sound, and the Decca name—along with a great buy. The deal starts now and lasts until we run out of covers, so hurry and check in with your local Decca rep. He'll fill you in on the details. He can also tell you about Decca's complete line of guitars, bongos, amplifiers and accessories.

*THE DRUM SET PLUS FOURTEEN DELUXE ACCESSORIES:*
- Deluxe ball bearing foot pedal.
- Deluxe heavy duty snare stand.
- Wood block.
- Chrome cowbell.
- Combination cowbell and wood block holder.
- Floor cymbal stand.
- Hi-Hat stand with pedal.
- Two 14" brass cymbals for Hi-Hat.
- One 16" brass cymbal.
- One 18" brass cymbal.
- Bass drum muffler.
- Pair of drum sticks.
- Pair of wire brushes.
- Keys for adjusting tension.

**$259.95** suggested list price

Decca makes the music. You make the money.

For additional information write Dept. JK-15, Decca Dist. Corp., 445 Park Avenue, New York City
New Victor singles.

SKEETER DAVIS follows up "What Does It Take (To Keep a Man Like You Satisfied)"
"INSTINCT FOR SURVIVAL" c/w "How in the World" #9459

ORCH.'70, under direction of Joe Reisman. Two songs from the new hit musical "The Happy Time."
"WITHOUT ME" c/w "Tomorrow Morning" #9461

NILSSON combines his unique material with a soft-rock backdrop.
"ONE" c/w "Sister Marie" #9462

THE COLLECTION—exciting rock group from Arthur in New York.
"PAPER CROWN OF GOLD" c/w "Aquarius" #9463

LEN BARRY comes on with his blue-eyed soul styling of a mid-tempo rocker.
"SWEET AND FUNKY" c/w "I Like the Way" #9464
Paul Anka’s new Victor single is unforgettable.

“CANT GET YOU OUT OF MY MIND”
c/w “When We Get There” #9457

RCA
Radio-TV programming

Disk Firms Press Hunt For Deejay Performers

*Continued from page 1*

Kaufman on the old WOR-FM, has just been signed by GEM Records and is producing his own session. In addition, as more and more record companies are searching for deejays who can sing, a major label was last week confering with a prime time Hot 100 deejay in Boston.

The country music field, in particular, has seen several hit artists who got their start as deejays. Included in this group are Bill Anderson, Charlie Walker (who gave up deejaying several months ago to go full-time as an artist), Nat Stuckey, and the late Jim Reeves and the late Slim Wille.

One of the latest hit country artists out of the radio field is Jack Reno on Jack Records, music director and air personality at WXCL, whose "Reel Me" No. 12 on Billboard's single list this week. The station's火爆ness is that one's of the biggest success stories in radio today, has a new full-time deejay and a sales action around the nation — "Too Good to Be True."

Arnold & Hoyer

Both Lee Arnold, music direc-
tor and personality and Bob
Lockwood, personality, of
WIRZ, the Hackensack coun-
try music station, are now on
records, as is Mike Hoye of
WGO in Des Moines. Mack
Sanders, owner and president of
KAKO in Omaha and KPRM in
Texarkana, is a pet person-
ty and record artist. Joe
Johnny, an early deejay, was
record director of KAWA in
Waco, Tex., performs all over
East Texas. Marty Martin of
KGEM in Boise performs about
six nights a week in local night-
clubs. Charlie Wigg at WCMS in
Norfolk, Va., performs up and
down the East Coast.

The country field is not the only one with performing deejays. Terry Knight is a former deejay. WSJ music director Bob Yeo, Cleveland, has an album out "Here With the Wind," on the Concert Records label. Leon (King) Kirby of WIX in Cleveland is once a member of a duo with deejay C. C. Crockett. Rhythm and Singing Bodies. They had a re-

hital record with "Maybe Baby." When Kirby came to WIXY, he formed a group called King Kirby and the USA Maltmen. WIXY's Mike Hoye
hopes. WIXY's Larry (the Doctor) Moore is a guitarist that used to back up Jack Scott and was on 2 million-

sellers. Dick Wilde, Children of
Kemp of WIXY had a local hit with

AMEICO & LOWE

in New York, in the pop field, Jim Low of the AMEICO label, a release on RCA Victor; Jim Low of WNEW is a noted rec-
dator "Green Door" fame. Herb Oscar Anderson of WABC recently got a record on Verve Records. Dick McGarvia

KSTT Opening Tight Playlist


davenport, low — Although its ratings are quite sub-
stantial, KSTT here is moving out of the adult music format and into
more audience excitement. Now in control of the programming reins, is
WABC's Charlie Barnet, currently at WOHO in Toledo, Ohio.

The old playlist that bit the dust was the one that played nearly
the top 25 major sellers. "Those with a star on the Hot 100 chart," said Rich, "are the kind that the audience will take phone votes for half an hour on which one was the best. Prime time in regards will be artists who've never had a hit record. If the artist has had a hit, that is next and will not

Special Exposure

This Joscho Novak, formerly of the Ultimate Spinach, The Doors, the Beatle, and many others, folks, music will also be featured and the entire show will be in stereo.

The ERP T,000-watt stereo station, which went on the air in 1958, previously signed off at midnight. Radio stations using this type of progressive rock format fall into five categories.

WNEW, FM, KSHE - FM, WBAX, FM, KPPC - FM, and KMPX - FM.

For the next two weeks, midnight to 6 a.m. program was sold on a non-compete contract to protect the station.

According to the strong response, terrestrial, will be added to the playlist to increase the amount of time allotted to this type of program-

ning. At the present time the other 18 hours of the broadcast day are devoted to a Hot 100 format using much stereo as possible," he said.

Accepting The 1968 101 Strings International Musical Achievement Award was George J. Van Cott, left, general manager of KBMS-FM, Los Angeles. The award was presented last week at a luncheon by Al Sherman, president of Budget Sound in Burbank, Calif., which manufactures and distributes Alshire Records. At right is Howard Graffman, president of Century Broadcasting which owns KBMS-FM. Award is based on "most consistent programming of the best adult instrumental sounds."

KFMK-FM's New Rock Program a Hit

HOUSTON — A progressive rock program sideways as 6 a.m. has been launched on KFMK-FM here, announced general manager Hugh Foley. For about a week the music has already been shown "listener response as well as sponsor interest," Foley said, indicating the strong following of the music field as well as the so-called "West." The idea for the program-ming was brainstormed on Wednesday and sold by Friday afternoon. Foley said he had been contacted about the final program by the sponsor of the show, Foley said that sponsor-

ship is being rotated throughout the two hour period, to give each sponsor full coverage.

The show is handled by music director J. Thomas and will include a cross section of contemporary and experimental music . . . artists as the

WNGE in Dayton, Ohio, Rich

6:30 p.m.); Clark Anthony (all

night); and Lou Gueniger

who has been with the station

several years. The station beamed to a five-

area of about 240,000 peo-

ple, although about 500,000 listen to the signal, according to Rich.

The deejays chose their own music from the playlist because, Rich said, "each guy has a different audi-
tence to aim for. I don't mean a teen audience at night or an adult audience dur-
ging the day. The station is very industrial. There's a large John Deere factory here, as well

WGRT Specialists In Today Philosophy

CHICAGO — Young rock outlet WGRT will succeed or fail in the ratings race for listen-
ers in the Chicago area. For deejay Mike Jackson and his program director Ken Stahl, the station is planning a programming vision that doesn't contradict the music format but will add可见性 to the station.

"We feel we have the mes-

sic that is the style of today," Quinn said, in explaining the 6 a.m to 9 a.m. daytimer confronts rock power-house WVON on the one hand, while at the same time realizes a great potential in the young white audiences of WGRT and WFLP.

Behind its nimble and more obvious format features ("W-
great," as it is called, plays con-

hous music over the "top" of the day and across the "bottom" of the night to snap news and sliding dial switchers) the outlet has a much more subtle approach. An ap-

proach that is reaching a young audience.

Record promotion men here are quick to point out that, for-

cause of the 1,000-watt power of the daytimer, WGRT reaches a young rock hungy audience in Chicago's far northwest sub-

burb, out of range of WVON.

Quinn said that, with but a few exceptions, his record hop appearances have all been in the white northwest suburbs. "We have to be officially here, the station," he said, "but numbers of listeners are something else.

Gary Series Is Now Rolling

MIAMI BEACH — Scripps-

Howard / WGN Continental Productions is bowing a 90-minute series starring RCA Records' John Gary. The show, taped live in front of an audi-
cence here at the Hilton-Plaza Hotel, is produced in associa-
tion with Joe Cisa, a former editor on different, who now manages Gary. 20th Century-

Fox TV will syndicate the show designed to be shown twice a week.

Executive producer is Shel-
don Cooper, Al Schwartz and Hal Wallace are producing. Guests stars already in the show include Eddy Arnold, Susan Barret, Wayne Cochran, the Arrows, the Boom-

inhal and Freda Payne.
NEAREST CHAPTER
IN THE RECORD INDUSTRY'S
MOST ASTONISHING
SUCCESS SAGA

NEW COSBY SINGLE

"FUNKY NORTH PHILLY"

NEW COSBY ALBUM

BILL COSBY

Hooray for the Salvation Army Band!

WS 1728

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NYC TV programming.


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The 'HIT' version in England and the United States.
<table>
<thead>
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<th>Title</th>
<th>Artist, Label, No. &amp; P.</th>
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| ROLL UP, ROLL UP |</p>
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Country Music

Soaring Fair Bookings Opening New Exposure Field for Acts

NASHVILLE — Bookings of country music artists into State and county fairs, at a relative low point a few years ago, has more than doubled each year since 1964.

This year, with the lineup-up process still under way, confirmed bookings already show an increase of more than 35 percent over 1967. Some bookers report an increase of up to 95 percent in certain sections of the country.

"This certainly reflects, among other things, the increased popularity of country music," said John Owen, of the Hubert Long Talent Agency. The general feeling was voiced by other bookers.

The Hubert Long agency will have talent in about 225 fairs in 1968, while the Moeller Agency, pioneer for country arts in the fair business, will have about 100. There are some duplications because of combined packages.

"Our strongest areas of increase are in Virginia, West Virginia, Maryland, New York, Pennsylvania and West Virginia. These states, along with Missouri and Minnesota, have been increasing," Owen said.

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Fest Spurs Growth of Country in Colorado

DENVER — All facets of country music have undergone unusual growth in this area due to the activities of the Country Music Festival (CMF) of Colorado.

The organization, founded and directed by Gladys Hart of Denver, has been instrumental in the increase of country music air play and programming, establishment of recording "hot spots," and publishers, and exposure of artists. Thirty nights clubs in the area now feature country bands and artists. Amateurs/musicians involved in the CMF now number more than 100. Fifteen local country bands have been organized and tour the area.

In addition, the CMF has established a top country show within a few hours’ notice. Two bands are available at all times, and individual acts are kept in a state of readiness to perform.

Many of the early artists involved with the CMF have gone on to successful careers in the recording industry. They include Duane Eddy and Merle Haggard, lunchtime "mixing" groups, and the "Mixing" group, "The Country Music Association," which headquarters in Colorado, is helping to train and secure acts.

The CMF is helping to increase coverage. Some of the other stations are also involved with the CMF, either with "country" or "occasional" country tunes.

Miss Hart and other Colorado Country radio people are part of the Country Music Association (CMA), which headquarters in Nashville, Tennessee. The CMF is also part of the Country Music Association (CMA), which headquarters in Nashville, Tennessee. The CMF is helping to train and secure acts.

The Rocky Mountain Jamboree also is booking Nashville talent, with future dates set for Claude King, Tom T. Hall and Earl Scruggs. The "Festival" is broadcast by the CMF. Miss Hart also is involved with the establishment of the Talent Referral Agency, which directs booking sponsors to the proper reputable bookers in Nashville, and elsewhere.

An organization consisting of country music fans is called REACT, Radio Emergency Associated Citizens Teams, working with citizens’ alerters and citizens’ alerters for use in any major disaster. Recording studios in Denver now number 30, with Studio Video leading the take-per in country production. Others are the Bandbox Records, Summit Recordings, Jackson Sound and Western Cine. This year’s convention, the Colorado Country Music Festival, will be held here the second week in June, at the 4 Seasons Club.

MCR Finishes Its Expansion

NASHVILLE — Music City Recorders, an independent studio in the "music row" area, has completed a $100,000 expansion.

The expansion involved construction of a new, modern brick and glass addition to the firm’s structure, plus the installation of new three-track recording facilities.

The new addition includes a new control room, mixing room and will equal any such facilities in the country, according to Bill Conner, president.

The expansion was designed to meet continuously growing demand for 2-track recording brought on by the growth of the country music industry in recent years. Music City Recorders was established three-and-a-half years ago by Conner and W. Scott Moore III, vice-president, Moore, from Memphis, was chief engineer with the Sam Phillips Studio there.

Maybelene Carter, Stoneman Interview in Hall of Fame

NASHVILLE — A taped interview of the "matriarch" and "patriarch" of country music, Maybelle Carter and Ernest V. Stoneman, has been placed in the archives of the Country Music Hall of Fame and Museum. The two were interviewed, paralleling their careers which extended more than 40 years of recording.

Both did their initial recordings at Bristol, Va., one week apart. (Pop) Stoneman recorded as a single; Mother Maybelle as part of the original Carter Family.

Both traced their background, their musical involvements in music, and recorded explicit details of the industry itself, including the naming of individuals involved. The interview, along with others in the archives, are available to scholars and other serious students of country music.

Vanderbilt University students, probing the collection of (Continued on page 34)
The new Victor single
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Nashville Scene

Natalie Stovall has mailed out thousands of "Can Do" pills to radio stations in connection with his Paul release. "My Can Do Can't Keep Up With My Want To." Nat and the Sweet Things will be the headline attraction at the Brookhart in Los Angeles for two weeks near the end of March. ... Dutty West features her new guitar player, Red Jones, who joined her after three weeks with Justin Tubb. Darrell Perry, in turn, left this group to join the new Jim Ed Brown band, which will not be called the Brownies. So far it's nameless. ... The new Jerry Rivers band, "From Life to Legend," a story of Hank Williams, has been sent to the reformatory at El Reno, Okla., for use in the institution's newspaper. ... John L. Leadmon's ballads out in the Florida area for serious songwriting prior to his hop to Kansas for the CMA board meeting.

Bill MacK hosted the new Buck Owens TV production. ... George Starcher is getting ready for another movie at Alamo Village. Billy Deaton is setting up a June Rickert recording with Oklahomas for Charlie Pride. ... Jedd artist Jimmy Swain recorded a week at Atlanta's Playground and went to the Egyptian Ballroom to fill in for the traveling David Rogers. Swain is now host of the JDR Jamboree, an hour TV show shown each week on Channel 17 in that city. ... T. J. Tewell, formerly with bookings through Ohio, New York, Pennsylvania, Michigan and Kentucky, and will tour the Southwest in July. She also has done a few appearances since then. Darrell Fuqua, a West Virginia favorite, will appear at the JDR Jamboree this weekend. ... Duane Gray will be shown on a 10-day tour after cutting a new album for the New Orleans Country Station KRLW in Kansas City. ... Freddy Carr has signed a promotion and recording contract. ... The new Blue Valley label will be out shortly. ... Mary Cox of Cox Records has cut a new record in Nashville, "Just in Case." ... Brite Star Record Co. has opened a new production fir in New Orleans, managed by Jerry Mitchell.

Teresa Brewer recorded in Music City Feb. 9, under the direction of Shelly Singleton. Miss Brewer did two songs from Broadway. She has recorded under the name of "Teresa Brewer" a novelty number and the Ben Petersen composition. ... Pete Williams, with 25 years of radio-work in the country field, has joined all-country WOKO in Albany, N. Y. He's handling the "Morning Show" and doing on-the-air work. ... Lorelai Lortie has a new recording address. She and her family have moved to their ranch in Humphreys County. The new address is simply Hurricane Mills, Tenn., 37078. Myer Smith, long a regular on the Nashville Jamboree, is now appearing for a "Jamboree" special, Feb. 10 at Jam- boree City. ... The show included Bobby Sykes and Don Watters. ... George Grinnell and Jimmy Case were in Saline during the heat of the fighting in that city. ... After a two-month tour of the Far East, Miss Landa was with ABC, a major tv network in the studio. ... Johnny Car- ren was honored and special guest in his home town of Jackson, Miss. He got the full treatment. . . . The Worth Sound Publishing-Songwriter Frank Schubert has been hard hit by the flu, and is under a strict quarantine. ... The latest song, "Come Alive." ... Kapp artist Hugo "Mango" Capetz has released, taken from his just a Precious Time album. The back side of the new single will be "I'm Feeling Stupid and the Bible." ... At Terry, formerly with Hickory and Dot, has cut a session here for Al North and the Posse Boys have TV taping and recording sessions set for Wednesday (28). ... Cecil Null, Decca, is making several personal appearances in television to the viewers may see his electric automobile in action.

Country, Stoneman

* Continued from page 30

Billboard's Hot Country LPs A STAR Performance-LPs registering disproportionately spread progress this week. This Week TITLE, Artist, Label & Number Chart

1 BY THE TIME I GET TO PHILADELPHIA Gail Campbell, Capitol C-3951 (M) ST 2888 (1)
2 MY IDEAS PEOPLE: RECORD (Single) RCA Victor LSP 3896 (M) ST 2849 (1)
3 THE COUNTRY WAY CPM (Album) RCA Victor LSP 3897 (M) ST 2850 (1)
4 AMERICA'S FAVORITE SONGSTRESS Charley Pride, Decca DL 4929 (M) ST 2851 (1)
5 TURN THE WORLD AROUND MCA (Album) MCA (M) ST 2840 (1)
6 WHAT LOCKS THE DOOR Johnnie Wright, Decca DL 4930 (M) ST 2849 (1)
7 DREAMER MAN MCA (M) ST 2841 (1)
8 YOU HEAR THE WORLD TO ME John Hamilton, Font, DL 4931 (M) ST 2840 (1)
9 DEATH OF EDDY ARNOLD RCA Victor LSP 3898 (M) ST 2851 (1)
10 GENTLE ON MY MIND Glen Campbell, Capitol C-3950 (M) ST 2849 (1)
11 I'LL HELP YOU FORGET HER You & Me, RCA Victor LSP 3897 (M) ST 2849 (1)
12 LAURA'S GONE TO HEAVEN Wynn Stewart, Capitol C-3949 (M) ST 2847 (1)
13 DREADDED PROMISES Jimmy Deans, Capitol C-3948 (M) ST 2846 (1)
14 SINGING WITH FEELING Lorelai Lortie, Decca DL 4930 (M) ST 2849 (1)
15 I'LL BE WITH YOU Larry Monroe, Capitol C-3951 (M) ST 2849 (1)
16 GEORGE JONES SINGS THE SONGS OF DALLAS FRANKIE Decca DL 4929 (M) ST 2851 (1)
17 BILL ANDERSON'S GREATEST HITS Decla DL 4929 (M) ST 2851 (1)
18 PHANTOM 399 George Jett, Capitol C-3948 (M) ST 2849 (1)
19 SONGS OF MISSOURI RCA Victor LSP 3897 (M) ST 2849 (1)
20 JUST BETWEEN YOU AND ME Miss Carolyn Cown, Capitol C-3948 (M) ST 2846 (1)
21 SINGIN' WITH FEELIN' Lorelai Lortie, Decca DL 4930 (M) ST 2849 (1)
22 COME ALIVE Hugo "Mango" Capetz, Decca DL 4929 (M) ST 2851 (1)
23 GREATEST HITS, VOL. II Faron Young, Mercury ML 21143 (M) ST 2846 (1)
24 GENTLE ON MY MIND Glen Campbell, Capitol C-3950 (M) ST 2849 (1)
25 RAY PRICE'S GREATEST HITS, VOL. 2 RCA Victor LSP 3897 (M) ST 2850 (1)
26 LAURA Wynn Stewart, Decca DL 4929 (M) ST 2851 (1)
27 TAKE ME TO YOUR WORLD Tammy Wynette, RCA Victor LSP 3896 (M) ST 2847 (1)
28 TAKE ME TO YOUR WORLD Tammy Wynette, RCA Victor LSP 3896 (M) ST 2847 (1)
29 ALL THE TIME Jack Green, Decca DL 4923 (M) ST 2849 (1)
30 Get Your Kind Of Country Victor ML 21142 (M) ST 2846 (1)
31 GIO BILIE TO BILLIE JOEL Pat Boone, Capitol T 2840 (M) ST 2840 (1)
32 THIS ONE'S ON THE HOUSE Eddie Miller, Country LSP 3899 (M) ST 2851 (1)
33 TRAVELIN MAN Portraits, Capitol C-3948 (M) ST 2846 (1)
34 ENGLISH COUNTRY SIDEBANDs Capitol CPM (M) ST 2847 (1)
35 BEAUTIFUL NIGHTS RCA Victor LSP 3895 (M) ST 2850 (1)
36 LET ME TALK TO YOU Mel Tilly, Capitol KL 1545 (M) ST 2849 (1)
37 JUDE FOR YOU Felon Mack, Capitol T 2870 (M) ST 2840 (1)
38 YOU'RE LOVELY SUGAR LEE Wylle Brown, Capitol T 2870 (M) ST 2840 (1)
39 PATSY Cline, Decca DL 4929 (M) ST 2851 (1)
40 JIMMY CARLINGS GREATEST HITS Vol. II RCA Victor LSP 3897 (M) ST 2850 (1)
41 YOUR TENDER LOVING CARE Loretta Lynn, Capitol C-3950 (M) ST 2849 (1)
42 THE GREATEST HITS WITH KIRK STURGEON Ray Jones, Mercury ML 21145 (M) ST 2846 (1)
43 TOGETHERNESS Bob Wills, Capitol KL 1544 (M) ST 2846 (1)
44 JOHNNY CARLINGS GREATEST HITS, VOL. II RCA Victor LSP 3895 (M) ST 2850 (1)
45 HERE'S THAT MAN AGAIN Bob Wills, Capitol KL 1545 (M) ST 2847 (1)

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Sutherland on 2-Disk Package of Operetta

NEW YORK — A two-record set of operetta sung by Joan Sutherland is being released by London. The package, which also features Richard Bonynge and the New Philharmonia Orchestra, contains excerpts from American, Russian and French operettas.

Bonynge conducts the first recording of Mozart's "La Clemenza di Tito" on three LPs with Ida Bowers, Hargrove, Adam, Ida Bowers with the English Opera Group, and French and Spanish vocalists.

Bonynge also directed the first recording of Beethoven's piano concerto in the mid-1980s with the New Philharmonia Orchestra, conducted by Sir Malcolm Sargent, conducts the Royal Philharmonic in high lights from D'Oyly Carte Opera Co. sets of Gilbert & Sullivan's "The Yeomen of the Guard" and "Princess Ida." Barry Tuckwell is soloist with Santa Fe Opera Will Offer 2 U.S. Premieres

SANTA FE, N.M. — American premieres of Henze's "The Devil's Bride," the fourth and final opera by this composer for this summer's Santa Fe Opera season, in the new open air opera house on July 24, will be sung in Italian. "Abydos," another opera of Henze, will open next month. Featured in the performances of the opera here will be Evelyn Mandell, Regina Safaya, Miss Kretch, Loris Dri-scol, and Helene Varnai and John Reardon. John Crosby will conduct. In later performances, the first three roles could be sung by Felicia Weathers, John Pechey, and Reardon, respectively. Reardon will sing all "Madama Butterfly" performances.

"The Brassinari" will be given in the original English version of John W. Allen and Chester Kallman. The opera has been performed in German at Salzburg and Berlin and will be sung in Italian at both Santa Fe and New York. Three performances of the opera here will be by Evelyn Mandell, Regina Safaya, Miss Kretch, Loris Driscoll, and Helene Varnai and John Reardon. John Crosby will conduct. In later performances, the first three roles could be sung by Felicia Weathers, John Pechey, and Reardon, respectively. Reardon will sing all "Madame Butterfly" performances.

Alfredo Kraus sings Nannine for the first time at the Metropolitan Opera this season in the performance of Donizetti's "Elixir of Love," which will also include Renata Scotto, John Ainsley, Mario Sereni and Fernando Corena. The opera will be conducted by Berto Bremont. The Metropolitan Opera Orchestra and Chorus will be conducted by Helmuth Rilling. The opera will be the second performance of "The Passion" by Henze, which will be conducted by James Levine. The opera will be the second performance of "The Passion" by Henze, which will be conducted by James Levine. The opera will be the second performance of "The Passion" by Henze, which will be conducted by James Levine.

Menotti Ballet-Opera, Other Projects Slated

PARIS—A new ballet-opera using electronic music, an "anti-Bayreuthian" production of Wagner's "Tannhauser" and "Isolda," and a new opera to be presented at the Lincoln Center, New York, are the "new deals" composer Gian Carlo Menotti has announced.

They were outlined when the composer gave a press conference in Paris, Feb. 6, to discuss the success of French critics for the 1968 Festival of Spoleto (June 21-July 4).

The ballet-opera, "Hé! Hé! Hé! L'Atosile," will have its world premiere in the autumn in Paris. Menotti's production of "Tannhäuser" and "Isolda" will feature the American Opera Group in the role of Isolda and, in Menotti's words, "will attempt to give the players the same sensuality as is present in the music." It will be presented at the Spoleto Festival along with the world premiere of the opera "Tannhäuser" by the American Opera Group. The composer of "Requiem," a performance of Menotti's "Requiem" conducted by Thomas Schippers, and a production of Menotti's "The Telephone" will also be presented in the same program at the Opera-Comique beginning on March 30.

On April 20 Menotti will produce "The Saint of Bleeker Street" for the first time in London. In May he will produce "The Dancer," with Jacqueline Syr in the leading role and the opera conducted by Jean-Pierre Marty.

After the Spoleto Festival, Menotti will go to Tel Aviv to present "The Concert" during the August Festival and then will return in the fall to open the American Opera Group's season, "The Night Visitors." In January, 1969, Menotti will produce "The Old Girl and the Thief" at the Avignon Opera, France, meanwhile, Menotti is working on a three-act opera for the Lincoln Center, N. Y. "The Most Important Man in the World."
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Santa Fe Opera

Continued from page 36
Wis, Gary Gianc, Bressler, Stewart, George Fortune and Richard Best.

Mozer's "Magic Flute," which will be given in English, will feature Rita Shae, Benita Valente, J. M. St. Peter, Burrows, Barnett, Cordero, Raphael and Robert Bartman will conduct. Crosby will conduct Verdi's "La Traviata" with Patricia Brooks and Miss Niska alternating in the title role. Burrows and Fortune also will be featured.

Donizetti's "Elisir d' Amore," in English, will include K. L. S. as Tamino, Vaios and Burrows. Reardon and Gini Beni, Crosby also will conduct "Così Fan Tutte" with a cast including Desirio, Sylvia Anderson as Octavian, Judith Kastin as Sophie, Grahn, Hans von Tresch, Greta Hines, Bressler, Brandt, Burrows, and Miss Kraft.

29 Albums Introduce RCA's Camden Classics in Canada

TOMORROW — Capitol Records (Canada), Ltd., is planning to release two albums in Canada by the Festival Singers of Toronto. The albums, recorded through a Canadian Distribution Company, are being issued under an agreement negotiated by Paul White, Capitol's adi manager, and Elmer Iser, conductor of the Festival Singers. The first album, being released this month, contains three Poulenc works, including the "Mass in G," and works by Canadian composers. The Canadian Musician, 19, 21, 23.

MONTEREAL—RCA Victor in Canada introduces a new budget line, "Canadian Classics," on Friday (17) with an initial release of 29 albums. The line is the Canadian version of the Victoria line, packaged in handsome four-color covers in contrast to the monochrome 'Victoria.' RCA said: "We released some albums from this series of a couple of years ago; now we're giving them off the ground with the old packaging." (Canada) 155 11 123. National Radio-Canada, Montreal, April 12. "They're more suitable for today's market.

The Canadian line bow with such popular classics as "Gaetan Parenteau" by Arthur Fiedler and the Boston Pops Orchestra, "Scherazade" by Pierre Monteaux and the London Symphony, "1812 Over-
How Wolfgang made the charts.

It was a beautiful recording. We knew that when it was first released. But after all, it was only Mozart. And his sales have been slow. For about 200 years.

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The movie turned out to be a smash hit. First in New York, and now coast-to-coast. The actors are getting raves. The theatres are getting mobbed. And we're suddenly getting thousands of orders for this album:

Mozart:

PIANO CONCERTOS NO.17, G MAJOR, K.453
NO.21, C MAJOR, K.467

Camerata Academica of the Salzburg Mozarteum · Soloist and Conductor: Geza Anda

on the classical chart this week.

SLPM 138783 STEREO

Contains theme from Elvira Madigan
as played in the motion picture by Geza Anda.

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The management and staff wish to thank all of its customers and friends for their deep concern over the absence of Dan Cronin, Executive Vice-President and co-founder of Bell Sound Studios, missing in his private airplane the night of January 28, 1968.

Allen Weintraub, President
Disadvantages of a Large Studio Operation: No Buck Passing

By HANK FOX

Mirroring the rapid and expansive dynamism of the record industry has been the abounding technological progress of audio engineering. The primitive piano-saxophone-vocalist combo, heralding the beginning of rock 'n' roll, has been overtaken by sophisticatedzmatics meted out by electronic instruments. Music progressions have been revamped—restructured. A new sound is upon us. And transmitting the message to us calls for constant updating and refining of the medium.

The recording studio has always played a monumental role in developing a recording artist and accurately conveying that artist's abilities to the general public. But those abilities have assumed vastly complex proportions, demanding the most advanced facilities to realize the artist's or producer's full potential.

The Beatles are surely not the first rock 'n' roll group to acknowledge the role of the recording studio, but their extensive use of studio time has prompted many a group to spend up to 200 hours in the studio searching for the precise sound they desire. Music is no longer written with just the lyric and performer in mind; much of the progressions of the song is taken into account the full potential of the studio.

Corresponding to the music's rapid, sophisticated growth has been the technological advances among home entertainment equipment manufacturers. Phonograph needles, cartridges, speakers, amplifiers and pre-amplifiers, tone arms, all have been refined, with their manufacturers promising the finest in reproducing capabilities.

With both recording and equipment manufacturers undergoing sweeping and periodic innovations, recording studios, representing the middlemen, must move with the wave of progress.

On that wave of progress, Bell Sound Studios in New York has ridden the crest of technological advancement for more than a decade. It took many years of steady development from its original part-time operation on Mott Street some 18 years ago for Bell Sound to assume its position as leader among sound studios.

But Bell Sound has evolved into more than just a sophisticated recording studio facility. Through its diversified facilities, it has been able to produce not only hits for its own label but also for other major labels. It has become a leader in the field of music publishing, arranging and orchestration—indeed, in every aspect of the music industry.

In this issue, Billboard salutes Bell Sound Studios for its disadvantage—the disadvantage of not being able to pass the buck.

CHINATOWN's Mott Street marked the humble birth of what was to become a multimillion-dollar studio operation, taking its position as leader in sound recordings. Bell Sound Studios, formed in 1950 on a $600 investment, now occupies most of a five-story building, right on 54th Street in Manhattan, with an additional 17,000 square feet at another location for its high-speed tape duplicating facilities.

$600, A Good Telephone Listing and Ambition

Who would have thought that an antiquated $10 per month shop in Chinatown and a $600 investment would mushroom into a multimillion-dollar corporation serving an entire industry? And who would predict the impact that two men, Al Weintraub and Dan Cronin, have generated in audio engineering and recording studio operations?

Bell Recording Co., as it was first named some 18 years ago, was born at 73 Mott Street in New York. Both Weintraub and Cronin, two of the original principles, were part of the same school clique at Brooklyn Technical High School. Both were involved, as an extracurricular activity, in radio engineering at the New York Board of Education radio station, WNYE, housed at the school. Both aspired to be radio engineers.

While most school friends go their separate ways upon graduation, Weintraub and Cronin stayed in close touch. And although each had his own job, their mutual interests brought them together in a small business venture. With a $600 investment, Weintraub, Cronin and another partner went into the recording business on a part-time, after-hours basis. Their primary work was recording air checks, weddings and Bar Mitzvahs.

Within a year claustrophobia set in, so Bell Recording Co. moved to Brooklyn. The two friends continued their air checks and remote recordings, for there was no room for a live studio recording. Some additional work, however, trickled in from record companies in the form of disk cutting.

"We didn't get this work because we were known for anything exceptional," Weintraub explained, "but because the few New York studios were completely booked up. Companies with a hot master would search through the telephone book looking for any recording studio. We were fortunate in that our name started with a letter toward the beginning of the alphabet."

Bell Recording's clients must have been satisfied, for when Weintraub and Cronin moved back to Manhattan, they primarily served the recording industry. Equipped with live studios at 89th Street, Bell Recording produced such hits as Faye Adams' 'Shake a Hand' on Herald Records and Frankie Lyman's 'Why Do Fools Fall in Love?'

Bell Recording's reputation spread beyond record circles and in 1954, the company landed radio work contracts for the Democratic Party's political races in New York, New Jersey and Connecticut.

Another case of claustrophobia. In 1955, Weintraub and Cronin's company, then known as Bell Sound Studios, moved to the fourth floor of a building at 46th Street and 8th Avenue, taking nine employees with them. "We needed expanded facilities and a more centralized location," Weintraub said. "It was difficult to serve the record industry from 89th Street."

At its new location, Bell Sound became probably the hottest studio in the nation, with the birth of the rock 'n' roll era. The McGuire Sisters' recording of 'Sugar Time' was just one of the beginning Smash hits by Buddy Holly, Paul Anka, Fabian, Frankie Avalon, Lloyd Price and Jackie Wilson, among countless others, emanated from Bell Sound Studios. At

Service: A Moral Obligation

"Now that I've got the record, what do I do with it?" A seemingly absurd question it is for anyone already in the record industry, but here is where Bell Sound rises above the normal technical service to provide its clients with what may be called "parental guidance."

"Not all of our clients are professional producers and record company executives," explains Irv Jerome, company vice-president and sales manager, "We have many would-be recording artists come into the studio completely unaware as to the basic procedures needed to make and sell records. We sit down with these people and actually counsel them through every step, from copyrighting their song to marketing the final product."

Bell Sound's guidance begins right at the beginning, with suggesting arrangements, producers and studio musicians. "A singer comes here with a song, but no conception of its production," Jerome said.

But before Jerome or any of the other Bell Sound executives attempt to guide the performer on a music career, they realistically explain the extent of their expenses far after the initial recording stage. "We believe we have a moral obligation in setting our potential clients straight from the start. And we try to keep our talent from falling prey to opportunists. We make suggestions, but we have no personal interest in any phase other than the studio facilities."

Bell Sound's executive staff represents more than 125 years of experience in the record and radio engineering fields. Irv Jerome's background, for example, includes extensive knowledge of record distribution and sales.

For the singer who comes to Bell Sound with his own material, the company advises him of copyright protection and the importance of getting his song published. Bell Sound, as a disinterested third party, superseded in a moral obligation.

Continued on B-22

FEBRUARY 24, 1968, BILLBOARD
The Role of the Studio Operation in the Recording Industry

By AL WEINTRAUB, President

Al Weintraub's profile and the Bell Sound story are analogous to two sound waves traveling parallel to each other, yet interacting at an infinite number of points. For much of his entire life has been funneled into Bell Sound's growth and development. Weintraub is president and one of the principles of Bell Sound.

Weintraub's association into sound engineering began-as did so many other audio technicians—at Brooklyn Technical High School in New York. "Tech," as it is known by New Yorkers, is one of the three specialized academically high schools in the city. Most of its students have ambitions of electrical and mechanical engineering or similar vocations.

Located at Tech is radio station WNYE, the municipal educational outlet. Weintraub participated in extracurricular work at the station while he was still a student. Upon graduation, he joined WNYE, also a municipal radio station, but programmed for the general public via AM radio. Throughout his WNYE days, Weintraub stayed close to his friends at the educational station and subsequently rejoined WNYE in a production capacity.

When employed full-time at the station, Weintraub enrolled in evening courses at Brooklyn Polytechnic Institute. And during the five years in which he went to college and worked at WNYE, he, Dan Cronin and another partner, formed a small shop, Bell Recording Co. The company specialized in recording air checks, weddings and Bar Mitzvahs.

After five years of a more than 16-hour workday (16 hours a day has now become routine), his time managing three activities, college was the first to go. Weintraub left school to continue his full-time occupation at WNYE and his part-time work at the shop.

Bell Recording Co. began to outgrow its Mont Street offices, so the operation moved to Brooklyn. And along with Bell Recording Co., went Al Weintraub.

Al Weintraub's evolution into the Bell Sound story continued in a different form. Regardless of the needs of the audio field, and by filling these needs we can best serve this industry and ourselves.
No matter how advanced Bell Sound's technical specifications may be, or how effective are its sales tools, the crux of its operation hinges on its studio operation as its clients judge it.

Heading its entire day-by-day workings is Dave Teig, general manager. Teig, who is responsible for the coordination and booking of all studios, editing and cutting facilities and handling client relations, sports nearly 14 years of recording experience from the announcer's list.

While Al Weintraub and Dan Cronin were radio engineering programs for WNYE, while attending Brooklyn Technical High School, Teig was producing these programs for broadcast into the New York City schools. Teig was a student aspiring for an acting career; the other two were engineering students. After graduation, Weintraub said to Teig, "How would you like to go into sound recording?" Teig considered the offer, but turned it down for another job in radio announcing.

Teig spent 14 years announcing on East Coast radio stations, such as WILK, Pennsylvania, and WJLL, Willsburg, Virginia. In 1958, he returned to New York and Al Weintraub again made his offer. This time Teig accepted, joining Bell Sound as production manager. His initial functions were "limited" (a full-time job in itself, as Teig tells it) to booking the studios and traffic. Now, as general manager, he supervises all non-technical operations and is in charge of all personnel, in addition to his other duties.

Spots Point Way to Bell Sound's Success

By CLAUDE HALL

That's one of the keys to the success of Bell Sound in the commercial field - service. The studio complex always has extra engineers and cutters standing by, and a staff of messenger boys are kept on constant duty "because everything the agencies need, they need yesterday."

Jerome himself likes to be in on the beginning of a session to see that everything is shipshape.

Though things were slow at first, eventually Jerome talked an agency into trying out Bell Sound. "The problem was that we had a reputation for records. But once someone tried us, the word began to spread by word of mouth. Now you have to look at least a week ahead to get into the studios."

Jerome is vice-president and sales manager. As such, he's responsible to a large extent for the commercials cut in Bell Sound. The agencies generally use the studios 9 a.m. to 6 p.m., but on certain rush things, there's no set hours. An agency for American Motors once worked 9 a.m. to 2 a.m. in order to complete its entire campaign.

There have been thousands of commercials recorded in Bell Sound. Some of the agencies who've used the studio include Ted Bates, J. Walter Thompson, BBDO, Benton & Bowles, Young & Rubicam, Ogilvy & Mather Inc., Muggel Baker Byrne Weiss & the Frank B. Sadow ad agency. But Jerome pointed out that nearly all Madison Avenue agencies had used Bell Sound at one time or another; most of them use the studios often. Some of the commercials have won awards. Products concerned range from Pepsi and Coke to Ford, Kenna Shoes, Barneys' clothing store, and Viva Scott towels. Pepsi, as an example of the capabilities of Bell Sound, filmed and recorded their commercial at the same time.

Besides radio and TV commercials, Bell Sound has also been the source of sales presentation recordings, educational material, and foreign language products. The studios maintain a library of sound effects for use free. As for background music, they can recommend several firms in New York to supply anything the agency might need.
memo from DAVE MILLER

A wise producer once said—
"Be kind to your recording engineer,
in him may lie your genius."

P.S.- Congratulations
to the staff at Bell Sound—
the best studio in New York
Lear Jet Stereo Eight proudly presents the mobius-magilla award to the A&B Duplicating Co. for achievement in the ever-expanding, exciting-world-of-sound.

Lear Jet inventors and world's largest manufacturers of eight track stereo cartridges.
A & B Duplicators, Ltd.

specializing in the duplication and production of all configurations of pre-recorded tapes such as cartridges, cassettes and reel to reel.

AND manufacturers of high-speed tape
The manufacturing arm of BELL SOUND STUDIOS, INC.

duplicating equipment, accessories and professional audio components.

A & B, one of the largest and most complete duplicating facilities in the East, is capable of duplicating, packaging, and drop shipping your product.

Under the trade name Electro Sound we are manufacturing and marketing high speed tape duplicating equipment and all accessories needed for a complete plant installation. Duplication of all configurations of pre-recorded material is possible on this system. The electronics are all solid state circuitry with a crystal controlled and regulated bias generator, for optimum performance and maximum dependability. Taped transports are professional quality of high reliability for continuous operation. The equipment is designed using a modular concept with plug-in head assemblies and slave adjustment panels. Pre-recorded material is possible on this system to accommodate any configuration of re-recorded material. Any future configurations that may appear can easily be adapted. Change-over from one configuration to another requires less than ten minutes for a ten slave line using unskilled labor. A continuous loop master play-back system is also offered for increased production.

Accessory items include: test equipment for ease in set up, quality control and maintenance of a duplicator line, automatic winding equipment for cartridges and cassettes, quality control play-back machine and complete equipment for the fabrication of the duplicating master.

The purchase of our system includes complete supervision of the installation, and start of production as well as production training by our Engineering and Production staff.
In the last twenty years the world has changed considerably. There have been great technical advances in our whole way of life: from medicine, with heart transplants and the use of laser beams, to transportation with jets that will carry hundreds of people faster than the speed of sound. The recording industry has kept up with other industries in meeting the demands of the consumers, record producer, and artist, and has tried to give them as much versatility as possible.

The process of making a record today is completely different from that of decade ago. The artist, producer and arranger would plan the exact program to be recorded before entering the studio. The songs were all picked, the arrangements written and the artist rehearsed, and only then did the producer go into the studio and record.

In the average three-hour session at least four songs were recorded and very often six tunes if the artist was making an LP. There was only manual recording then, so everything had to be right at the date—the artist, the orchestra and the balance. There was very little that could be changed afterwards.

Today the concept is completely different in the pop field. The producer wants as much flexibility as possible in the final mix of the record. He wants to have the option of increasing or decreasing different instruments or sections of the orchestra in relationship to the vocalist. Since the most important part in the orchestra, in the majority of pop records today, is the rhythm section, the producer will very often record just this section and the lead vocalist at the original session. In order to achieve the right "feel" for the song, the arranger and rhythm section often work for an hour or more on one tune. This means that in a three-hour recording session there is only time to record three songs at the most and these are by no means complete.

The next step is for the producer and arranger to analyze what has been recorded so far and figure out what they want to add to the existing rhythm track. It might be strings, brass, reeds, percussion and/or more rhythm instruments. This "sweetening" can be done in several different ways. Until the 8-track and, at Bell Sound the 12-track tape machines were in common use, the usual method of adding instruments to the pre-recorded track was to play back the existing track from one tape machine, through headphones to the musicians being added, and recording on a second tape machine. If the original recording was done on four track, the most popular method until two years ago, two or more of the original tracks had to be combined to one track or the instruments being added had to be combined with an existing track. This meant loss of control of certain instruments in the final remix. Another disadvantage was that each time something different was added it meant re-recording on another reel of tape, adding more tape hiss and noise which tended to change the sound slightly. If the recording equipment had not been maintained properly, it could be disconcerting to do even one "overdub."

Many of these problems were overcome with the installation of 8 and 12-track tape machines and using Sel-Sync (selective synchronization). This permitted the producer to record the original rhythm section on several tracks and still have some tracks that are not recorded on. This means that no material gets re-recorded with the addition of hiss and noise, that no tracks have to be combined until the final remix, and that there is complete balance control at the remix due to lack of acoustical leakage in the studio, since the musicians being added are using headphones and there is not a loud rhythm section playing in the room at the same time.

After all the music and vocals have been recorded, all the tracks have to be combined to make the final monaural tape. Since there are now 12 tracks instead of four to be balanced, it takes longer, but due to the additional control available by having different instruments or sections on separate tracks, the producer and engineer can achieve the balance and sound that are required and not have to settle for something that is not right because the instruments in question are already combined with others. It also enables them to add equalization, echo, and tape reverberation to any one or all of the 12 tracks and also use compression when desired.

With the Sel-Sync (selective synchronization) increased popularity of stereo in pop records, 12 tracks give the producer a much more versatile selection as to what he wants to appear on the left and right channels of a stereo record.

The making of a record is no longer one three-hour session. It can take days before all the instruments are added and the lead vocal and group performances are satisfactory and the final mix is completed. There is much experimenting with and creating of new sounds being done every day and this is what makes today's records so exciting. It also means that the producer, arranger and the engineer have to work together as a unit in order to achieve a hot quality product in the groove.
THANKS BELL, FOR A WHIRLWIND OF HITS
THE RECORDING INDUSTRY SINCE 1950

BELL Sound Studios Inc./237 West 54th Street/New York, N.Y. 10019
Tape CARtridge Duplication at A&B

A&B's SECOND DUPLICATION line features a reel-to-reel master controlling 10 slaves for duplication of 4-, 8-track and cassette production. All slaves are equipped with interchangeable plug-in head assemblies, permitting the same equipment to be used for all configurations.

WINDING TAPE INTO CARTRIDGES from the pancake reels duplicated on the slaves is the next phase of A&B's operation. The Bell Sound division employs some 60 workers, although that number occasionally rises to 90.

EACH CARTRIDGE is checked for defects by A&B's trained staff.

AUTOMATIC LABELER, neatly and precisely, pastes cartridge stick onto cartridge. One of four machines, this automatic device's capacity is 6,000 labels per shift.

CLOSE-UP of the winding procedure done on A&B's automatic unit, which cuts the tape at the end of each complete cartridge. Pancake generally contains 10 cartridges.

MASTERCOPY rolls tape for duplication on 10 slave units. A&B's capacity of 8-track cartridge is 18,000 per shift; 9,000 for 4-track and cassette. The master unit utilizes a continuous loop master regardless of configuration, thus providing for minimal production time loss.

SPlicing CONTINUOUS LOOP tape and utilizing the cartridges and cassettes is handled by a separate staff.

SUPERVISING A&B Duplicators' entire operation is Matty Polakoff, general manager. A&B is the manufacturing arm of Bell Sound, and thus, aside from tape duplication, it manufactures all of the company's own duplicating equipment and supplies equipment for other duplicators.

THE BELL SOUND REPORT
FEBRUARY 24, 1968, BILLBOARD

Duplicating Tape CARtridge Product

By MATTY POLAKOFF, General Manager, A&B Duplicators, Ltd.

With the new universally accepted tape cartridge as a form in which recorded material is marketed, there is an ever increasing number of companies interested in releasing their product in this form in the three basic systems in use—4-track and 8-track continuous loop cartridge and the cassette which is a cartridge containing two miniature reels. The 4-track cartridge contains two stereo programs, the 8-track contains four stereo programs, and the cassette with also two stereo programs.

The 4 and 8-track cartridges use 1/4" tape running at a speed of 3 1/2 ips, while the cassette uses a tape of 150 mil. width (slightly over 1/4") and runs at a speed of 1 1/4 ips.

To understand the steps necessary and the preparation for the duplication of cartridges, it is necessary to visualize the form that the tape takes. Visualize a long piece of tape with the end spliced to the beginning, so as to form a continuous belt. Along this belt are recorded the two or four stereo programs with the end of each program butt ing up with its own beginning. Here we see the first problem posed by this system. All the programs must be very close to the same length or one will encounter, while listening to the cartridge, long pauses between the end of a short program and the beginning of a longer program. In order not to have these undesirable, excessive, pauses the recorded material must be put in the hands of a competent editor capable of programming said material into two or four equal programs, without destroying its content or effect. The product thus generated by this editor is formed on "intermaster" and is usually on 1/4" 2-track tape. The two or four programs at this point are on separate tapes.

The next step is the combining of these separate tapes onto one tape (usually 1/4" or 1" wide) which is called the duplicating master. This duplicating master is then run on high-speed duplicating equipment which makes multiple copies, (usually up to 10) recording all programs simultaneously. Four and eight-track cartridges use quarter inch tape running at a speed of 3 1/2 inches per second.

These copies are then loaded into the cartridge, labeled and packaged. The form that the graphics take are not as yet standardized, but the most commonly used format is as follows: One side of the cartridge contains liner and program copy while the other side carries multi-color art work, usually a reduction of a previously existing record jacket. The finished product is shrink wrapped and is now ready for the market place. The cassette's program takes the format of a conventional reel to reel product, and do not impose the requirement of programs of equal length, thus eliminating the need for an "intermaster." However, a duplicating master must still be furnished. The duplicating method is similar to continuous loop cartridges, but the graphic format changes somewhat as follows: The cassette itself carries two labels each with program content and an outer plastic container in which the cassette is packaged carries liner copy and art work.

A&B Duplicators Stepping Out As Major Bell Sound Division

Rapidly emerging as one of the major phases of the entire Bell Sound complex is its A&B Duplicators, Ltd. division. A&B, formed in 1965, is the company's manufacturing arm.

Mostly known for its high-speed tape duplicating facilities, A&B also is deeply involved in equipment manufacture. The subsidiary has customized tape duplicating setups for several record companies worldwide including those in Canada and Spain. A&B is headed by Matty Polakoff, general manager.

For Al Weinstein and Dan Cronin, both radio engineers, A&B Duplicators is their pride and joy. And through Electro Sound Corp., the research and development wing of A&B, Cronin has refined and created many of Bell Sound's innovations. Although Cronin is executive vice-president of the entire operation, most of his time is channeled into research and development avenues at Electro Sound.

The hub of A&B Duplicators' 17,000-square-foot plant is its tape CARtridge operation. With a capacity of 18,000 8-track cartridges per eight-hour shift (9,000 for 4-track and cassette), the division employs a minimum of 60 workers. Two separate duplication capacities, each consisting of a master and ten slaves, function throughout the day. A&B manufactures all of its own equipment.
Congratulations to Bell Sound Studio, Inc.

We're proud to be your exclusive tape supplier.

Scotch MAGNETIC TAPE

Magnetic Products Division 3M COMPANY
Congratulations from All of Us

ABC Records, Inc.

...and Distributed Labels

My Sincere Thanks to the Entire Staff of Bell Sound

JIMMY WISNER

FEBRUARY 24, 1968, BILLBOARD
The Sound of Bell Sound Sounds Better because of Data Packaging Cassettes & Cartridges
**CONGRATULATIONS**

**to a great crew**

Mat
CARNegie DELI

**CARNEGIE DELI**

---

**THE HOUSE OF MUSICAL ENCHANTMENT**

---

**CONGRATULATIONS**

---

**Carnegie Deli**

---

**With Appreciation**

**for the Years of Quality Masters**

SCEPTER RECORDS

---

**DEB MORE SALES, INC.**

---

**The Best to you from all of us**

DEB MORE SALES, INC.
BARRY RECORDS
LOTUS RECORDS

---

**MANY THANKS AND BEST WISHES TO AL, DAVE AND THE ENTIRE STAFF OF BELL SOUND**

HERB BERNSTEIN

---

**FEBRUARY 24, 1968, BILLBOARD**
Thank you for great years of fine recordings.

Paul Anka

BEST WISHES

Bell Records (Amy Mala)

It’s been a great association

Bell Records

Long Wear Stamper Corp.

1776 Broadway, New York

February 24, 1968, Billboard
It's Down to the Nitty Gritty at Recording Time

(Left) Producer Artie Kornfeld and Harry Yarmark, engineer.
(Right) Actor Sebastian Cabot and arranger Lou Stailman.

Songstress Connie Francis.

Listening to playback. Standing, Tom Poston and Peggy Cass. Seated, Orson Bean and Kitty Carlisle.

A Bell Sound engineer, Mike Feeney of the Spiral, Rick Sklar, program director of WABC, New York and Bruce Morrow, WABC deejay.

Vocalist Jackie DeShannon, Hillary Lipsitz, account executive at BBDO and Dick Duane, music director of Siana Productions.

Lyricist Hal David, singer Dionne Warwick and composer Burt Bacharach.

Glenn Osser directing the ABC Symphony Orchestra for WABC-FM.

Dizzy Gillespie and arrangers.

Hy Weiss, record executive and recording artists Charles Aznavour and Arthur Prysock.

Sammy Davis Jr. and May Britt.

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THE BELL SOUND REPORT
FEBrUARY 24, 1968, BILLBOARD
don costa productions, inc.

congratulations and thanks for being so instrumental in many of our hits.

8961 sunset boulevard • los angeles, calif. 90069 • 273-5684

Thank you for Eighteen Years of Service . . .

GOOD LUCK TO A FINE STUDIO

Budget Sound, Inc.

Al Sherman

Somerset—Stereo Fidelity

Alshire Presents

Jay-Gee Record Co., Inc.
Jubilee-Josie
1790 Broadway
New York, N.Y. 10019
With one push of a button, an engineer at Bell Sound can pan the sound across a total of 15 microphones in the studio. It's actually an automatic channel sequence selector, but chief engineer Bill Firestone fondly calls the unit "The Monster."

This device, built during what Firestone called the "heyday of ping pong streets" is just one of the custom-designed units for many at Bell Sound. The recording complex offers 50 tape machines with custom consoles. Firestone keeps tabs over all of this equipment, as well as other specialized equipment and heads a staff of four technicians. About 60 per cent of their time, he estimates, is spent in preventive maintenance in order that "things don't go wrong during a session."

"As for emergencies, they're all bad, but they get handled in short order."

One event that was an emergency and during which Bell Sound co-operated fully with the American Broadcasting Corp. was on the day President John F. Kennedy was assassinated. One of the first live FM stereo broadcasts originated from Bell Sound over radio station WABC-FM. The occasion was a 12-show series sponsored by Atlas Airlines. This show was led from Bell Sound direct to ABC network control. Bell co-operated with an ABC crew to turn out a special memorial, with the musicians and everybody revamping the program in four hours. A studio is only a studio, but "here at Bell Sound we like to pride ourselves on being flexible... so we can give the client more. If necessary, we'll modify the equipment to suit the client's needs." He pointed out that Bell Sound kept a wide variety of musical instruments on hand and could lease others on the spur of the moment to jazz up the program.

Firestone joined Bell Sound in 1959 after 18 years in military service. An engineering graduate of UCLA, he helped set up the Armed Forces station in New York and was its chief engineer. At one time, he headed up the radio-TV section of the U.S. information division in Europe.

$600, a Good Telephone Listing

46th Street, the company became nationally and internationally prominent.

By 1957, Bell Sound was "busting at its seams," so with its 17 employees, the company took an annex on the fifth floor of its present location on 54th Street. Moving into one of the most modern studio facilities in the nation, Bell Sound continued to prosper. The second floor was also secured by the growing operation within a year as was part of the first and third floors. It wasn't long before Bell Sound acquired the entire third floor in a studio operation employing nearly 60 people. Sporting the latest technological apparatus, Bell Sound's facilities now include three studios, four editing rooms, five cutting rooms and a film room.

Service a Moral Obligation

Jerome was fortunate enough to have several hits on his labels, but he soon became disenchanted with the entire record industry.

The payola probes and the then current distributor-manufacturer relationship were the two areas souring Jerome on the industry. "Perhaps I was old-fashioned," Jerome recalled, "but I believed that a record should succeed purely on its merit."

Even though a record by an independent label would become a big seller, its manufacturer would be slow to realize any profits from the disk. Distributors would only pay their required amount if forced by the label issuing another hit record. In order to receive copies of the new disk, distributors were made to pay their past debts.

By 1961, Jerome wanted out of the record industry and by way of Al Weintraub's offer to him to join Bell Sound, Jerome saw his chance. Weintraub was expanding into commercial production and needed someone to spearhead the operation. The decision to leave the industry he served for 15 years was a difficult one, but he accepted Weintraub's offer.

Under Jerome's auspices, Bell Sound's sales in all divisions have climbed sharply; especially in commercial production. The Bell Sound studios are now extensively used by nearly all New York advertising agencies.

Bell Sound's 'Button Pushers' at Head of Their Class

All industry has been faced with an acute shortage of proficient engineers—audio engineering notwithstanding. Bell Sound, in meeting and overcoming this critical dearth in sound recording personnel, has developed a successful trainee or internship program which has fulfilled a double function.

Although some trainees have some musical or electronic background, no more a prerequisite than aspiration is needed to become a studio assistant at Bell Sound.

Studio assistants, affectionately known as "button pushers," are responsible for preparing set-ups, operating tape recorders, keeping recording logs, etc. But most importantly, button pushers work in close proximity to the sound mixers, whose function and position rank a stop among the technical personnel.

"Bell Sound promotes from within," said general manager Dave Teip, "so it is competitive. How long one remains a button pusher depends entirely on the individual's abilities. But generally within six months their qualifications are evident." A diploma as "button pusher" is considered top credentials at most recording studios in the country.

Aside from developing fresh talent, Bell Sound's trainee program serves as an invaluable aid for the company's clients. Since studio time is at a premium, the button pusher's functional assistance increases the speed of operation. It not only keeps the session moving but it allows the mixer to concentrate fully on his job.

Several of Bell Sound's mixers were former button pushers and others have developed into producers, directors and arrangers.
Bell to Audio to pressing plant making great plays every day for 18 years

Happy 18th!!

DEFIANCE DISC COPY

the best to BELL

DEFIANCE DISC

AUDIO MATRIX, INC., 915 WESTCHESTER AVENUE, THE BRONX, NEW YORK 10459/212 LU 9-3500
PRODUCERS OF RECORD PLATES AND RECORD PLATING EQUIPMENT SINCE 1946

Congratulations
and best wishes

Best Wishes for Continued Success

Glad to have been a Part of Your Growth

Phil Johann
Mastercraft Plating

CENTRAL MUSIC INST. RENTAL CO.

ROTS OF RUCK AND A CONTINUED SUCCESS

CENTRAL MUSICAL INST. RENTAL

GOLDEN RECORDS
A.A. Records Inc.
250 West 57th Street
New York, New York 10019

FEBRUARY 24, 1968, BILLBOARD
JUST FOR THE RECORD...

thanks FROM BELL SOUND
Post-San Remo Sales Dip; Laid To Public Apathy, Song Quality

By GERMANO RUSCITTO

MILAN - Record sales following the San Remo Festival, are behind post-San Remo sales of recent years, according to reports from the Italian record companies.

Many record leaders said the reasons why are not clear but some opinions included disenchanted with the festival by the public and 10 low level of the songs. Also, several songs in the Italian chart's top positions before the festival are keeping their status, thus opposite to the tradition that first tunes them out of the game the day after the event.

Alarm comes from the two companies who had the widest participation in the festival and 50 per cent of the finalists, CGD and CBS-Italiana. They have had an executives' meeting to decide which new records to release as soon as possible.

General San Remo sales give signs of sinking. However, sales are still strong enough to consider the San Remo Festival as Italy's leading music event. "La Tramontana," by Antoine (Vog the Strauss), "Canzone," by Adriano Celentano (CBS) and Don Backy (Amico) and "Deborah," by Wilson Packet (Atlantic-Richfield) would have sold more than 200,000 records each in a few weeks, according to a survey of all the recording companies which were asked figures about competitors.

Best Seller:

It is not clear as yet which could become the absolute best seller. Immediate followers would be "Canzone Per Te" (the Festival's winner) either by Roberto Carlos (CBS-Italiana) or by its author, Sergio En- drozzi (Fonit-Cetra); "Cass Brand- ca," by Maria Sannia (Fonit- Cetra) and Orsiella Vanoni (Ariston); "Da Bambino," by I Gi- gi (Rifil); "Un Lamento Frange Solo Per Amore," by Little Tony (Durium); "Quando Mi Hai Audace," by Anna Idiast (Ariston); and "Mi Va Di Cantare," by Louis Armstrong (CDI).

Don Backy is the only singer who did not perform in the festival but it has his record among best sellers. His single, sold in a luxury package as a collector's article, is the best selling.

Defending Records

These records defending their pre-festival chart position are "L'Ora Dell'Amarre" (Hamburg), "I Casi" (CBS- Italiana); "Siesta"; by Bobby Solo (Record); "Din Don", by Peppe Testa (Barclay/ RCA Italiana); "Due Minuti Di Feli- cita" by Sylvee Varian (RCA- France); "Mercuri", by the Bee- Bees (Polydor); "L'Ulti- ma Volante"; by Dalida. Moreover, "She's a Rainbow", by the Rolling Stones, is expected in 40,000.

CGD records ready to be mastered, are "Respiro", by the go down are "Hambusher", by Boiche and Hart (A&M); "Car- men" of Lewis (Ariston); "Pata, Pata" by Miriam Mak- hlo, and "Bambina" by Nancy Sinatra (Reprise); "In the Chapel in the Moonlight", by Amanda Lear; "Canzone Italiana's" are "Boonie and Clyde," by Giampiero, and "Fame, Call My Name," by Jimmy Royal and "I Am No Stranger," by the Seven Souls.

Midani Quits Mexican Cap.

MEXICO CITY - Andre Midani, president of Capitol Records de Mexico, S.A., will resign on March 1. Midani, who founded the Mexican branch of Capitol nearly three years ago, will return to Dallas.

John Manso, who has worked here in the advertising business, will replace Midani. Manso has had no experience in the music business in Mexico.

Late last month, Miguel Delgado, who headed Capitol's press and public relations department for more than 18 months, also resigned.

By JOCK VEITCH

Aussie Exec Forms Business to Aid Acts

SYDNEY - A business executive has set up an organization to give three pop groups the benefit of proper business organization. They'll be assured of proper personal management, publicity aid, accounting help, medical care, efficient accounting and tax management and regular weekly pay packets.

The executive is Harry Wid- mer, design director of Kieler A'sta Psy Ltd., manufacturers of radio and TV sets. Widmer got into the pop business by accident just over a year ago. Dur- ing a discussion with fellow directors of Kieler he vowed he could take almost any unknown product and market it successfully.

They accepted his challenge and when he was looking for a product he noticed a then-unknown pop group called the Ex- ecutives perform at his local club. Soon he made them into one of the top groups in the country with a record that stayed in the Top 10 for several months last year. Now he has organized a new company, Cor- don Bleu Productions and Pro- motions Pty. Ltd., to handle the Executives, the Questions and a group called the Gino Affair.

Widmer will give each group its own personal manager. Mem- bers of each group play in the other groups for experience.

He has hired accountants to collect their earnings and make tax deductions and hired solicitors to handle their contracts.

He has assigned a professional market research organization to investigate teenagers' moves and markets. And he has engaged professional artists to design special promotion material.

Millier Int'l Bows 1st Budget LP Since New Tax System

HAMBURG - Miller Interna- tional has released its first LP since West Germany introduced its new record tax system which from Franz von Suppe's "Boc- caccio" and Karl Millerbeker's "Günstig," the LP is priced at $1.25. When the added-value tax was introduced, nearly all Ger- man record companies hiked prices of record selling for under $2.50 by around 3 per cent. The companies said that this was necessary to meet the bur- den imposed by the new tax system.

Miller International took sharp issue with this contention. In a statement which riled its competitors, Miller said that it proposed to absorb the tax burden in the interest of building a mass disk market in Germany.

Coronet Formed In Johannesburg

JOHANNESBURG - A new record company, Coronet Rec- ords, has been formed here. It has already signed to re- present several overseas companies.

Coronet Records, headed by H. Stilzd, has begun recording, and at present represents groups from Portugal and Peabody of Mexico.
MARMALADE

by

SIUSSTRAAT LANDMAN.

FRANCIS EXCELLENT

UNIVERSAL

TUSCHINIS THEATRE

RELEASING

VISITED

MIDLAND

DEVALUATION

ARTISTES

Retail

Write for

(EXPORT)

RETAILERS

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Songs

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FEBRUARY

1968,

BILLBOARD

42
PROFICIAT,
PAUL MAURIAT!
YOU DID IT IN THE U.S.!
(No. 1 in Hot 100 with "LOVE IS BLUE")
YOU DO IT EVERYWHERE!

PAUL MAURIAT LPs on PHILIPS including these outstanding successes:

Parlez-moi d'amour
815 005 BY

Memories of Russia
815 006 BY

Somewhere my love
840 360 PY

This is my song
842 152 PY

Try to remember
844 705 BY

PAUL MAURIAT and his Orchestra brings you THE SOUND OF TODAY FOR TONIGHT

PHILIPS

A publication of Philips' Phonographic Industries, Baarn (The Netherlands)
**From The Music Capitals of the World**

*Continued from page 42*

**CINCINNATI**

King Records' ace artist James Brown plans has completed in order to enhance his fame and fortune his music and his music and singing in the entertainment business. The group, with Carl Davis producing, David Acklin and Eugene Record in the recording sessions, was recorded at the Universal Studios in February. In the recording, Queen, a new major release in the record business, is scheduled for release in mid-March.

**DUBLIN**

Following the success of recent tours of Ireland, the world-renowned Dublin String Band is touring the United States. The band, under the leadership of Fr. Sri Shankar, is scheduled to arrive in Ireland shortly. The band consists of 15 major orchestras, the string players and the percussionists. The group's debut concert is set for May 17 at the Coliseum in Dublin. The concert will feature the band's hit song "Love of the Country," which has been well received in the United States.

**HAMBURG**

Hans-Joachim Kuhn, the German composer who wrote "Walk in the Black Forest," has been selected to compose the song for Germany in the 1982 European Music Festival, to be held in Bonn on April 2.

Kuhn's composition, "The Drummer," was introduced in early March. The song is an expression of national pride and a tribute to the people of Germany. It features a strong drumbeat and a melody that is easy to remember.

**LONDON**

The Beatles and Dame Margot Fonteyn have announced their plans for a joint tour of the United States. The tour, which will feature performances by the Beatles and Fonteyn, is expected to be a huge success, with tickets selling out quickly.

Fonteyn, a renowned ballet dancer, has been associated with the Royal Ballet for many years. She is known for her precise and elegant movements.

The Beatles, a popular rock band, have been touring the world for over a decade. Their music and performances have been loved by millions of fans around the world.

**LOS ANGELES**

McCullen scored a big win in the battle of the bands when Apple Records released their first single, "The Fool." The song is a rock ballad that features the talents of both groups.

**NEW YORK**

The New York String Quartet has been performing to packed houses throughout the city. The group's latest concert, held at Carnegie Hall, drew a sell-out crowd.

**OMER ANDERSON**

Kari Knutsen (Scandinia) has recorded two new albums, "The Swedish Folk Song Collection" and "The Norwegian Folk Song Collection," which are currently available through record stores.

"The Swedish Folk Song Collection" features traditional Swedish folk songs, while "The Norwegian Folk Song Collection" features traditional Norwegian folk songs.

**WASHINGTON, D.C.**

The Washington Post Music Critics have announced their picks for the best albums of 1972. The list includes a variety of genres, including rock, classical, and jazz.

**WILLIAMSBURG**

The Virginia Symphony Orchestra, under the direction of Bennett Cerf, has performed a series of concerts that have been well received by audiences.

"The Virginia Symphony Orchestra's spring concerts are a great way to enjoy classical music in a beautiful setting." said Bennett Cerf.
AT THE 18th SAN REMO FESTIVAL

ADRIANO CELENTANO'S "CANZONE"

3rd prize at San Remo. 1st in sales

RECORD RELEASE BY – CLAN CELENTANO · CORSO EUROPA, 7.
TEL. 70 42 81 · MILANO 20122

PUBLISHED BY – EDIZIONI MUSICALI CLAN · CORSO EUROPA, 5.
TEL. 70 20 94 · MILANO 20122

DISTRIBUTED BY – CLAN DISTRIBUZIONE · VIA F. CORRIDONI, 11.
TEL. 78 26 52 · MILANO 20122
From The Music Capitals of the World

- Continued from page 44

(As of 7-26) ... Bill Skillies and Pete Henderson, comedy team, will be featured in a half hour special for the SABRETTS. ... Bill Joe Adair signed songwriters, will be with the tour. ... Gen. Lee, manager of the 5th Dimension, will go on tour to support their new album. 

The Association kicks off a 30- city concert tour Wednesday (14) in South Carolina. ... Two Hot Band will open a two-week stand Monday (19) at the San Francisco Surf Club. ... Bob Newhart will headline Sands Hotel, Las Vegas for four weeks beginning Oct. 11. ... Patti Page's nightclub schedule includes two weeks at the Monticello Club, Boston, starting Wednesday (21); Fre- moa Various in 'Library' on April 12; and the Nugget, April 17. ... Glen Campbell, Jerry Wallace, Bonnie Guitar and Marty Robbins play March 1 date in San Diego. ... The Rose Garden on 28-May northwest, with Tanya Tucker and The Dillards. ... The Cream set for Santa Monica Civic concert, Friday, March 13.

The 5th Dimension on "The Kraft Show" Monday, March 16; Mel Forme on "The Sonny and Cher Show" Feb. 11; and the Carlson Burnett Show March 4, and "The Virginian," March 16. ... Mel Forme penned "COME AND DOROTHY" Fields, who wrote the songs for the film "Sweet Charity," are writing three new numbers for the film version.

Dino, Deo, and Billy set up news release that North Roadie, Beverly Hills. ... Iris, Cimarron and Associates now at 971 La Cienega.

SABA, Polydor In a U. K. Deal

VILRINGEN, Germany... Saba, the large German electronics company which entered disk production two years ago, has signed an agreement with Polydor for the distribution of its catalog in Britain, beginning April 1.

The label now has a catalog of about 250 albums, concentrated in jazz and classical material, which will be re- leased in the U.K., and will include "Annie Ross,""Atom Kirk," and the Romanian artist Eugen Teo. The Saba sales program will be launched with release of "Saba Stereo Sound," a sampler of the Saba releases. ... Electronics has just acquired an interest in Saba.

Francoise Hardy To UA in Britain

LONDON — French singer Francoise Hardy has switched her record contract here and has been signed by United Artists for her U.K. and the Commonwealth. She remains with the Vogue label in France and War- ner in Germany, but in the U.K. though she produces her records independent of her own company, Production Francaise, UA has just issued her first record for the label, "Now You Want to Be Loved." Her records were previously issued here by Chrysalis.

Miller International

- Continued from page 41

hold the price of its Europa label in the U.S. to the same as its Somerlet label at $2.45.

The operetta I.P. features Sis- ter Vivian Bickle, John Grobe and Erwin Wohlfahrdt, seniors; Rudolf Baute, baritone, and the Glee Club and Choir of the orchestra under Richard Mueller-Lampert.


Disco Record started the "Rita- lia" concert tour for children by Rita Pavone. First single from the "Rockin'." 

Elbo Records, "Chi Chi Musi- me, will do Bette's recorded version of the song "The End." ... The new 45's are: "Blow My Mind." ... The new single is: "The Love."

GmbH's John Tuntilton will emceee the "Great Loves of Little Rock on April 3 and 7. He has also released his producer, in New York next week.

Bob Wyld and Pat Fel- lows, the production team that have completed production of a third "The Great Unknown." ... Mercury.. 

The First Edition, Reproduced and Reproduced, will play at Detroit's Harbor Lights Friday and Saturday. ... The John Tuntilton, trio, will appear at the M.E. U.S. U.S. will be released in England for release in Germany.

The Tops will play the Anderson Theater Friday (29) and Saturday.

MARCIO GROSS

PARIS

Backyard Records has announced an exclusive contract for distribution of all its records in France. ... RCA held an exclusive presentation to launch the new "Syvies" Victor label for French promotion on the recently released "The Byrds." ... The label's first album, "The Byrds," released in a Brazil. ... The label's second album, "Trintino que te lif," released in Portugal. ... The label's third album, "Everything is Beautiful," released in Japan.

MILAN

Roman Ferrante, former C&D Records executive, who is now in Europe, has switched in the recently established group. ... The nation's CDI is part of the Capi Group, which includes Kaiser Records.

E.M. To Launch Bell Logo In U.K.

LONDON — E.M.I. will intro- duce the American Bell label under its own logo here at the beginning of next month and the company has already set four singles and two albums for the initial release which will be available on March 1. E.M.I. has designed a special colored Bell logo for the records which were previously issued under the Stateside bunner. The box Top has a green band release with their current American record "City Like A Baby." The other singles feature "Captain Of Your Ship," by Reptar; "Without Love," by Oscar Toney Junior and "A Man Needs A Drink," by The Lizards. ... The two albums feature "The Pure Sound of the Pur- rys," and "The Via". ... Sun- purify and a collection of past Bell catalog material under the title of "Bell's Card of Soul.

The Bell company with its subsidiaries and licensees has al- ready had success here with "The Letters," by the Box Tops which was covered by a local group, the Mind- "Hands In My Head." ... The new label will be issued on a weekly basis and have a total of 16 singles and four albums for release before the end of the year.

The new label will be issued on a weekly basis and have a total of 16 singles and four albums for release before the end of the year.

Petr Kestler, manager of the new label, has worked for several years with the British label. ... The new label will be issued on a weekly basis and have a total of 16 singles and four albums for release before the end of March. ... The new label will be issued on a weekly basis and have a total of 16 singles and four albums for release before the end of March. ... The new label will be issued on a weekly basis and have a total of 16 singles and four albums for release before the end of March. ... The new label will be issued on a weekly basis and have a total of 16 singles and four albums for release before the end of March. ... The new label will
THE HAPPENINGS

"Music Music Music"

PRODUCED BY THE TOKENS FOR BRIGHT TUNES PRODUCTIONS
ARRANGED BY JIMMIE ROGERS
HITS OF THE WORLD

BRITAIN

(Compiled by Record Researcher)

This Week

1 2 MIGHTY QUINN--Marvin (CBS)
2 1 EVERLASTING LOVE--Love (Carnegie)
3 3 NEVER ON SUNDAY--Moe (Columbia)
4 7 THE THREE VERY LUCKY MAN--Ray (Decca)
5 19 BENGAL BARGAIN--Johnnie Ray (Columbia)
6 9 LADY IN RED--Dewey Martin (Decca)
7 8 SYMPHONY IN WHITE--Tony (Capitol)
8 44 I CAN BUILD MY HOUSE AROUND YOU--Marvin Gaye (Tamla Motown)
9 66 IF THE WHOLE WORLD STOPPED LOVING--Val (Columbia)
10 41 DO THE ULTIMATE--Des cane (Mercury)
11 19 MERCY, MERCY ME--Des (Mercury)
12 21 KISS--Des (Mercury)
13 30 NOTHINE--Des (Mercury)
14 38 KITES--Toni Dupre (Pendulum)
15 10 KELLY IN LOVE--Toni Dupre (Pendulum)

FLEMISH BELGIUM

(Compiled by Record Researcher)

This Week

1 EEN DAAG EEN EEN--Toni Dupre (Pendulum)
2 2 JUDY IN DISGUISE--John (Citheron)
3 3 GIVE AND TAKE--Toni Dupre (Pendulum)
4 6 OH CLOWN--Marc Des (Fontana)
5 1 BABY COME BACK--Eddy (CBS)
6 6 LES ROES BLANCHES--Les Rouges (Vogue)
7 2 FUMING HOME--Tom (CBS)
8 5 ALL MY LOVE--Cheit (CBS)
9 9 NOMBRE UN AU HIT--Chet (CBS)
10 3 MOVE--Joan & James (Fontana)

FRANCE

(Compiled by Record Researcher)

This Week

1 DANS UNE HEURE--Shelley (CBS)
2 2 TROIS NEMES--Marc Des (Fontana)
3 3 COMME DHARME--Marc Des (Fontana)
4 4 BELLE GOODBYE--Beauts (CBS)
5 5 DAYS OF SPENCER PERCEL--Tom (CBS)
6 6 THE THREAD OF BONNIE--Tom (CBS)
7 7 LES ENFANT--Marc Des (Fontana)
8 8 HISTOIRE DE CLOUT--Cheit (CBS)
9 9 COMME UN GACON--Chet (CBS)
10 10 TEMPS DES CESSES--Marc Des (Fontana)

HOLLAND

(Compiled by Record Researcher)

This Week

1 SUM WAAK IS MUN--Jocky (CBS)
2 2 NORTHERN SATIN--Moody Blues (Decca)
3 3 TIN SOLDIER--Small Faces (Decca)
4 4 JEMIMA HANGING)--(CBS)
5 5 ALL I MEAN--Decca (Decca)
6 6 BABY COME BACK--Eddy (CBS)
7 7 ROLL OF BONNY AND TWO--CBS (CBS)
8 8 LOVE IS ALL AROUND--CBS (CBS)
9 9 I FEEL GOOD--CBS (CBS)
10 10 THE THREE NAVAS--CBS (CBS)

MALAYSIA

(Compiled by Record Researcher)

This Week

1 DON'T COM IN THROUGH THE WINDOW--Petula Clark (CBS)
2 2 HELLO GOODBYE--Beats (CBS)
3 3 EVERYBODY KNOWS--Beats (CBS)
4 4 TOWN ME--Nancy Sinatra (CBS)
5 5 ME AND YOU--CBS (CBS)
6 6 LOVE STORY AND--CBS (CBS)
7 7 ACROSS THE STREETS--CBS (CBS)
8 8 LOVE SONG--CBS (CBS)
9 9 DON'T YOU KNOW--CBS (CBS)
10 10 LITTLE RICH GIRL--CBS (CBS)

NEW ZEALAND

(Compiled by Record Researcher)

This Week

1 MY HEART AND LOVE--Shelley (CBS)
2 2 EVERLASTING LOVE--Love (Carnegie)
3 3 WHERE AH THE LADIES--CBS (CBS)
4 4 LOVE SONG--CBS (CBS)
5 5 NAOMI RAINBOW--CBS (CBS)
6 6 THE THREE NAVAS--CBS (CBS)
7 7 LITTLE RICH GIRL--CBS (CBS)
8 8 LOVE STORY AND--CBS (CBS)
9 9 ME AND YOU--CBS (CBS)
10 10 KISSING AND LILY--CBS (CBS)

PHILIPPINES

(Compiled by Record Researcher)

This Week

1 NEVER ON SUNDAY--Moe (CBS)
2 2 THE THREE VERY LUCKY MAN--Ray (Decca)
3 3 BEACH BUM (Odeon)--CBS (CBS)
4 4 I CAN BUILD MY HOUSE AROUND YOU--Marvin Gaye (Tamla Motown)
5 5 IF THE WHOLE WORLD STOPPED LOVING--Val (Columbia)
6 6 DO THE ULTIMATE--Des cane (Mercury)
7 7ITHER LADIES--CBS (CBS)
8 8 I FEEL GOOD--CBS (CBS)
9 9 COME DOWN ON MY ROOF--Moe (CBS)
10 10 ALL MY LOVE--CBS (CBS)

SINGAPORE

(Compiled by Record Researcher)

This Week

1 MISTY--CBS (CBS)
2 2 RAINBOW--CBS (CBS)
3 3 THERE'S A BUZZ IN THE AIR--CBS (CBS)
4 4 I CAN'T STOP LOVING--CBS (CBS)
5 5 CARRY ON MY WAY--CBS (CBS)

SOUTH AFRICA

(Compiled by Record Researcher)

This Week

1 4 MASTER JACK--Four Jacks (CAPS)
2 2 THE THREE NAVAS--CBS (CBS)
3 3 THE OTHER MAN'S GRASS--CBS (CBS)
4 4 YOU AND I--CBS (CBS)
5 5 ME AND YOU--CBS (CBS)

From The Music Capitals of the World

5 3 ALL MY LOVE--CBS (CBS)
6 4 MY COMING HOME--Tom (CBS)
7 3 THE THREE NAVAS--CBS (CBS)
8 5 EVERYBODY KNOWS--CBS (CBS)
9 6 THE THREE NAVAS--CBS (CBS)
10 7 YOUR NAME--CBS (CBS)

SPAIN

(Compiled by Record Researcher)

This Week

1 CALLATE--Nina (CBS)
2 2 HELLO GOODBYE--Beats (CBS)
3 3 MIGUEL HERNANDEZ--Beats (CBS)
4 4 LOURDES MIAZURZ--Beats (CBS)
5 5 THE MERRY MYSTERY TOUR--Beats (CBS)
6 6 DOLORES--Beats (CBS)
7 7 THE MERRY MYSTERY TOUR--Beats (CBS)
8 8 THE MERRY MYSTERY TOUR--Beats (CBS)
9 9 CONSUELA NOVELA/INCH (Austin)--Adamos (Edulo)
10 10 CONSUELA NOVELA/INCH (Austin)--Adamos (Edulo)


card back

gospel of music," and a brief background of gospel music by Heartland Gospel Promo-
AMY MALE RECORDS

"CRY LIKE A BABY"

The Box Tops

MALA 593

Produced by
DAN PENN

BELL RECORDS, INC., 1776 Broadway, New York, N.Y. 10019
Deccagraph.

How could you call a phonograph that sells for only $19.95* and has a tone control, volume control, turn-over cartridge, and a front-firing speaker an ordinary phonograph?

At first, it was a first. It sounded so good and cost so little. Naturally, everybody copied it. So we began adding things. And, each year, the DPS-26 outgrew its competition. This year, we added the tone control. Without adding to the price. We even went ahead and made four other new phonographs along the same lines. Not ordinary at all. Get your Decca Rep to give you the latest words on the latest word: Deccagraph. DPS-26, DP-289, DP-863, DP-618, and DP-674. You might ask him about his full line of drums, guitars, bongos and accessories.

Decca makes the music. You make the money.

For additional information write Dept. JK-12—Decca Dist. Corp., 445 Park Avenue, New York City.
17 Diversified Models in 1968 Decca Phono Line-Up

NEW YORK — Monaural manuals, monaural automatics, stereo automatics, consoles, a budget priced component system and even a combination component system-demonstrator are included in the 17-model phonograph line from Decca Records division of MCA, Inc.

The 12 carry-over and five new models are priced in a wide range, $16.95 to $169.95 range. All popular configurations and combinations of equipment are offered.

The five new models have solid-state, monaural or separate line, Decca said, will be backed by a heavy consumer advertising campaign and a full range of dealer and point-of-sale merchandising materials.

Leading off the new models is the $19.95 monaural manual called the Palm Beach XIII (Model DPS-26). It offers front-facing speakers, foam rubber-constructed mat, turnover cartridge, front control, with separate volume and tone controls and a mod style cabinet. Offered at $18.95 suggested list is the Summit IV (Model DP-863), a stereo automatic with five front controls, tape cartridge or turntable adaptability and diamond needle.

The Baxter III (Model DP-674), a side-firing stereo automatic, carries a $99.95 suggested list price. It comes with a metal rolling stand which may be bolted to the phonograph permanently if desired. The unit has a tape or turntable attachment.

Decca's new console or component system, the Crawford includes AM-FM radio, 13 transistors and driver transistors, provision for attaching a tape cartridge player, heavy duty 8-inch speaker and 4-inch speaker in each channel.

The suggested list on the new Monitor, MOD-51, is priced at $169.95. It may be used on a table or counter or hung on a wall. All hinging hardware is included. Other features are a hand-rubbed walnut cabinet, tiltable front, combined output of 20 watts and provision for a tape cartridge attachment.

These Audio Customers Get the 'Baer' Facts

ORLANDO, Fla.—Florida's largest collection of giant bear specimens helps Bill Baer, veteran sound equipment retailer, to sell entertainment.

Operator of three television sound equipment record dealerships in the Orlando area, Baer is the sort of dealer who can sell more than $100,000 of stereo phonographs a year and a comparable volume of home entertainment centers which combine color TV, stereo phonographs, FM radio, and quite likely a stereo tape recorder, running up to $2,000 or more. In the field for 22 years, Baer is a dealer of contrasts. From the beginning he has used a quiet, prestige approach to both the sound equipment and television market. His stores, paneled in rich hardwood, with long, low display gondolas for the two top lines of television, and six top lines of sound equipment carriers, the store gaunts signs. There are salons for display of home entertainment centers and fine stores in the four-figure bracket. Baer has concentrated on the carriage trade from the beginning.

Baer maintains a full-scale record department in each store, sharply segregated from the equipment showrooms, staffed with attractive girls who know the record field intimately and talk the customer's language.

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These Audio Customers Get the 'Baer' Facts

- Continued from page 51

ing guns to bear on 45 and 33 1/2 r.p.m. disks. When the high fidelity market came along with its original heavy emphasis on components, Baer guessed correctly that the components would slow down, and that there would be a transition to already-assembled, complete cabinetry, with all-inclusive guarantees and satisfaction. He also foresaw the tremendous strides which stereo would make toward ordinary high fidelity, and long before the change had taken hold elsewhere in the country, the Baer stores were promoting stereo phonographs and tape recorders, soft-pedaling the components market.

Today, in each store, he de-"votes what first appeared to be a disproportionate amount of space to tape recorders, almost all stereo. In seeking to build a stereo tape recorder image, he is looking ahead. "A reputation for supremacy in the high-end of the tape recorder market is going to be a necessary background for promotion of VTR. We are looking forward to the same sort of gradual growth in video tape home recording centers as we have experienced with stereo, and with home entertainment centers," Baer said. "We have put far more merchandising push behind top-quality tape recorders simply because we know that this will make us a logical dealership to expand in the video field. No sacrifice of space is involved, because his store showed a 44 per cent increase for December just passed over the 1966 season, much of it influenced by tape-recorder sales.

Wherever Baer expands a store, he does it in spurs. Starting out with a 2,000-square-foot store in his original location, he jumped this to 4,000, and then to 8,000, doubling the size in each occasion. Much the same pattern has occurred at the other stores.

Baer's thinking is that "you can't sell stereo on looks" and that "stereo has got to have plenty of space before the customer can get the full effect." Therefore, there are separate sound-proof display areas in each store which make it possible to demonstrate the appeal of true-quality stereo to even the casual observer. The same is true of multi-speaker home entertainment centers, which open up a whole new world of desirability.

"Most people have assumed that their television sets, particularly in the higher price bracket, are already putting out sound at its best," Baer said. "When we compare the single speaker in even the finest television set with the multiple four, six, and eight speakers balanced into a fine home entertainment center cabinet, and permit the customer to realize the difference in the reproduction of everything from commercials to symphonic music, we have a strong platform for the sale. The rapid growth of home entertainment centers in the higher price ranges has been highly encouraging."
Astro-Color:
Even if you're in the back of the plane, you can have a front seat for the movie.

Aerodynamically speaking, an airplane fuselage is generally long and skinny as opposed to short and fat.

More simply stated, a guy who’s sitting in the rear of the cabin is pretty far away from a movie screen up front.

With this rule in mind, an airline that wants everyone to get a seat close to the screen has two alternatives: Fly fewer people. Or fly more screens.

It occurred to us that the second choice is more economical.

So we’ve put 14 screens on every transcontinental plane. A screen every 3 rows in First Class, and one every 4 or 5 rows in Sky Club. And we’ve given each screen its own projector.

This makes the picture so clear we don’t have to dim the lights, and the color so bright you don’t have to close the shades.

And that makes it a better movie system, even if you don’t watch the movie. (A real music fan might tune in our Astro-Stereo system.)

At any rate, tickets are available through us or your Travel Agent.

And no one will be admitted once the feature has begun.

American Airlines
The airline built for professional travellers. (You’ll love it.)
The Audiopak
"Triple-Threat" Cassette.

Now the secret is out. We have a cassette. Not an ordinary one, but the "triple-threat" Audiopak Compact Cassette. It's available three different ways so you can choose the best one for your operation.

1. This is the complete Audiopak Compact Cassette. It comes pre-loaded with a 22" leader. Just splice and wind in your pre-recorded tape and you're ready to go—without any assembly operations.

2. Or, you may wish to record directly onto tape pre-loaded into the Audiopak Compact Cassette. In which case, you'll be glad to know the tape you'll be recording on is low-noise Audiotape. You see, we're the only cassette and cartridge manufacturer who also makes tape. So you can be sure our specially-formulated Audiotape matches the needs of the cassette perfectly.

3. If you prefer to buy your cassettes in pieces, we can supply them that way too. In very few pieces and partially assembled. In fact, only one-fourth as many pieces as other cassettes. We designed them that way so you could assemble Audiopak Compact Cassettes with only one-fourth the handling.

But judge for yourself. Send for a free sample, whichever form is most convenient. We could make such beautiful music together.

Audiopak
Audio Devices, Inc., 235 E. 42nd St. N.Y. 10017.

Audio Tape Cartridges & Cassette Audio Devices, Inc., 235 E. 42nd St. N.Y. 10017.
Tape CARtridge

University Recording Makes First British CARtridges

LONDON—The first domestically produced 8-track CARtridges in Britain are now being manufactured by University Recording at its Islington plant. This is the first time that the cassette has faced competition from any cartridge configuration other than imported 4- and 8-track material and is seen here as University Recording with its commitment to 8-track over rival 4-track operations who are still having to rely on supplies from the U.S.

The initial batch of British produced cartridges features 21 album length and double album length cartridges, all using EMI repertoire. But as manufacturing is stepped up at URI's plant—acquired by taking over the Tempo Tapes company—other companies repertoire will be duplicated including RCA, CBS, Pye and MCA material. URI is releasing the EMI cartridges through its Slot Stereo subsidiary formed after taking over the rival Dymond 8-track cartridge company here. However, some companies such as RCA willactively market their own cartridges.

Slot Stereo is concentrating primarily on the car market, but at the Audio Fair in April URI will introduce a range of home players and will then move to drive to secure cartridge sales through the car sales outlets.

The company currently markets a car player retailing for $85.

URI is headed by managing director Philip Ashworth with Robin Bonham Carter and other directors. The company was formed in Britain from kits imported from America but is gradually introducing more and more local components and will shortly only import the tape deck.

(Continued on page 36)

TelePro Adds New Features to CARtridge

CHERRY HILL, N. J. — TelePro Industries is marketing its newly designed Fidelipac 800 CARtridge. With immediate delivery slated, the cartridge will employ several new features.

The cartridge uses an enlarged pinch roller to provide, according to President Aaron Wall, precision coupling to the capstan, making it immune to unusual temperature and capacitor variations.

TelePro is utilizing Teflon-faced foam pads, which are both wider and longer. This is said to result in a reduction of signal loss, distortion and cross talk. The Teflon surface is said to eliminate mechanical noises and tape drag. Also the tape's path and the moving parts have been redesigned. Tape Ravelling is eliminated, according to Wall, by a new frictionless base treatment of the hub and reel, and a nonreactive material in the reel does away with tape mark-up.

Weiser Stereorama Kicks Off Tape Club

HOUSTON — Another first for Weiser's Stereorama here is their new Tape Club, Dave Orkin, manager of the firm, said that "the Tape Club is solely for the purpose of saving our customers money on all future purchases made at programs.

"We give a 10 per cent savings on all tape purchases whenever the consumer presents their membership card which is provided them. A list of new releases will be mailed to each member to keep them up to date on what's new in stereo tapes."

There are some 24 different models of stereo tape machines to choose from at Weiser's, beginning at $29.95 and up. Eight different brands, including custom model design for the Volkswagen.

The firm specializes in custom installation and guarantees satisfaction. In addition to the wide selection of tapes and machines, Stereorama also carries a selection of accessories such as the "Car Mods," the newest discovery in auto stereo sound. Car models consist of some 13 different size pipes that filter the sound.

Lib. to Issue 6 Cassette Pkgs.

LOS ANGELES — Liberty Records will release six cassette packages in February, including "Vicki Carr's "Feel My Love"" and "The Ventures' "Golden Greats," both on the LP charts.

Also on the release list are "Buddy Rich, "Big Swing Face"; "Johnny Rivers, "Here We Go Again"; "The Johnny Mann Singers, "Invisible Tears," and Spike Jones, "Washington Square."

OSCAR KUSISTO, vice-president and general manager Motorola automotive products division, center, at University Recording's Islington factory, where he was shown Motorola units from Chicago being assembled under the Slot Stereo name and the duplicating of 8-track cartridges on Gauss equipment. UR managing director Philip Ashworth is at left.

ariola's Simultaneous Mark Cassette Step-Up

GUETERSLOH — Ariola-Eurodisc is pressing expansion of its cassette program on the basis of simultaneous release of tape and LP versions.

The new Ariola 8-track "golden hits for dancing," with Jo Ment's "Happy sound" is being promoted simultaneously in the cassette and LP versions.

With its accelerated release schedule, Ariola is driving to catch the peak of the German national series. The current Christmas season is the first in which cassettes have a major role in the merchandising. The

NEW COMPACT CASSETTE recordings by Channel Master recorders a suggested list price of $54.95 and model number 6303. It represents an expansion of the Channel Master line.

Ernst Neger and Jo Ment disks are being given especially heavy national promotion.

In the same vein, Electrolux is giving special promotion to a series of cassettes, including "These Hits Are Made for Dancing," with Frey's Studio Band; "Marches and Waltzes for Dancing," and Hugo Strauss's "Dance Cassette of the Year."

The cassette boom is gaining from a proliferation of cassette playback machines being marketed by German electronic companies. Löwe-Oplis has just brought out its "Gund 451," a cassette playback machine for the Philips systems. Philips is offering a series of new playback machines, aside from its own portable battery model 3302. The new Philips machines are headed by its home stereo Model 3312, which is a recording and cassette playback instrument, and also include a portable radio with microphone cassette machine; a radio with cassette recorder; and two automobile cassette machine models.

Grundig has a new cassette playback machine in transistor radio format— the C 200, which records and plays cassettes.

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Reportage United Press International
VANDALS WHO ATTEMPT to remove a car's stereo system will be greeted by the "Squealer," a new 12-volt, stereo deck burglary alarm that automatically blasts the auto horn. The unit is easily wired to the stereo tape deck and the auto horn relay, and can be adapted to protect other equipment. "The Squealer" distributed by Channel Marketing, Inc., retails for $10.88.

Roosevelt, international IMMEDIATEPHONE Say You (312) be line Chicago, placed ONLY VA 6-1828

Fred Placed Records Playboys equipment.

WHO by automatically...

$10.88.

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Cassettes

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12 YEARS IN THE MAKING!

"CAST FOR MILLIONS"
- T. Lautrec

"SENSATIONAL!"
- Van Gogh

"GREATEST OF OUR TIMES!"
- Monet

"MAGNIFICENT!"
- P. Gauguin

"A TRIUMPH!"
- B. Crewe

To Tom Catalano
Feb. 13...2:05 pm
NYC

The art director
will hate me
for this, but let's
not forget-
"Winter Warm"
it looks hot!
B.C.

To Bob Crewe
Feb. 14, 11 A.M. Calif.

Winter-Warm is hot...
But heavy sales are coming in
on Moulin Rouge!!!

...so...where is your heart?
- T.C.

The BOB CREWE GENERATION does
THE SONG FROM
Moulin Rouge
(WHERE IS YOUR HEART)

and WINTER WARM
BY 906 DYNOVOICE

DISTRIBUTED BY DOT RECORDS
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
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<th>Sales</th>
<th>Bubbling Under the Hot 100</th>
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<td>A Message</td>
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**STAR PERFORMER—Sides registering greatest proportional upward progress this week.**

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**Bubbling Under the Hot 100**

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<td>IN THE MIDNIGHT HOUR</td>
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<td>LOOK, HERE COMES THE SUN</td>
<td>A Message</td>
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<td>4</td>
<td>LOVE IS BLUE</td>
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<td>5</td>
<td>JEALOUS LOVE</td>
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<td>FOR YOUR PRECIOUS LOVE</td>
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<td>YES YOU CAN</td>
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<td>IF YOU EVER LEAVE ME</td>
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<td>LOVE EXPLOSIONS</td>
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<td>MUSIC, MUSIC, MUSIC</td>
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<td>TAKE IT OR LEAVE YOUR LOVING</td>
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<td>LOVE IS ALL</td>
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<td>SOUL COAXIN (Ama Cullen)</td>
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Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.
You're a lonely little girl
But your Mommy & your Daddy don't care
You're a lonely little girl
The things they say just hurt your heart
It's too late now for them to start
To understand the way you feel
The world for them is too unreal
So you're lonely, lonely, lonely little girl
There will come a time when everybody who is lonely will be free...

TO SING & DANCE & LOVE

There will come a time when everybody who cares if hair is long or short or sprayed or partly grayed...

WE KNOW THAT HAIR AIN'T WHERE IT'S AT

(there will come a time when you won't even be ashamed if you are fat!)

WAH WAH WAH WAH

There will come a time when everybody who cares if you're so poor you can't afford to buy a pair of Mod A Go-Go stretch-elastic pants...

WE CAN RISE ABOVE

Who cares if you're so poor you can't...

THAT WE CAN RISE ABOVE (rise above)

Breaking All Over!

WHO CARES!
Album Reviews

![Album Reviews](image)

**4 STAR**

**POPULAR**

**SOLO FEATURERS**
- Chet Atkins, RCA Victor LK 2025 (M)
- Al Hirt, RCA Victor LK 2022 (M)

**LIKE IT, HIS, & EVERYONE SHALL SEE**
- Louis Armstrong, Mercury LK 2023 (M)

**SWING IN T5**
-各种 Hi-Po & His Music, Mercury LK 2024 (M)

**PORTRAIT OF CARMEN**
- Carmen McRae, Mercury LK 2026 (M)

**BILLION DOLLAR BAND**
- Soundtrack, Mercury LK 2027 (M)

**BRAHMS-P britannica**
- Roger Sessions, Mercury LK 2028 (M)

**LOW-PRICE POP**
- AN A FLYING FORCE-Lee & Company, LK 2029 (M)

**COUNTRY**
- MAE HENDRIX—Deanery Inn, LK 2030 (M)

**JAZZ**
- ELVIRA MOORE—Sunny Lyric, Solid Star 53 1806 (M)

**SPECIAL MERIT PICKS**

**POPULAR**

**THE WONDERFUL WORLD OF THE TROMBONE**
- By Jack Teagarden, Mercury LK 2031 (M)

**ANOTHER DAY, ANOTHER LIFETIME**
- By Dizzy Gillespie, Mercury LK 2032 (M)

**COUNTRY**
- PATRICK'S LADY-AMERICAN, LK 2033 (M)

**JAZZ**
- JULIE DRUMMOND—Sunny Lyric, Solid Star 53 1806 (M)

---

**Albums**

**NEW BILL TUNES**

**LAST SOUL**
- Arthur Frankklin, Atlantic 7714 (M), DL 8172 (S)

**FRANCIS A. AND EDWARD K.**
- Frank Sinatara & Duke Ellington, Reprise (No Mono): DL 1524 (S)

**SMOKEY ROBINSON & THE MIRACLES**
- Greatest Hits, Vol. II, Atlantic 7715 (M), DL 8173 (S)

**NEW ACTION LP'S**
- Something Else by the Kinks, Reprise (No Mono): DL 8279 (S)

---

**ALBUM REVIEW RANKING**

**STAR PERFORMER SPOILS**
- Chet Atkins' new release, Chet Atkins' LK 7720 (M), tops the charts, any position on Billboard's special survey charts, or have long term sales.

**CHART SPOILERS**
- Albums which are expected to peak at No. 1 on Billboard's special survey charts, or have long term sales.

**SPECIAL MERIT**
- New releases of outstanding merit which deserve an award and which could have appeared in the Billboard charts if they had been released.

---

**More Album Reviews on Pages 62 & 74**

---

**FEBRUARY 24, 1968, BILLBOARD**
Veev luh-fev!

Pronounce it a hit single!
Pronounce it a hit album!

SOUL COAXING
AME CALINE
RAYMOND LEFEVRE
AND HIS ORCHESTRA

A WHITER SHADE OF PALE • RELEASE ME • GROOVIN' • THIS IS MY SONG • AND OTHERS

Four Corners Records, a division of Universal City Records, Inc.
Feelin' and Other Love

The Grassroots feature their latest single, "Feelin' and Other Love," a song about the dual nature of love. The group's sound is strong with guitars and percussion, marked by a driving beat and dramatic vocals forged with the funk and soul anonymity that defines the band. The Grassroots, fine-live-love music geared for the market.

When The Lights Go On Again—

Key Starr

Key Starr had an easy listening hit with "Don't Let The Sun Go Down." This is an album, too, with great songs that are sure to make hit singles. The album, "When The Lights Go On Again," also includes the hit single "Out Of The Darkness, Into The Light." This is a must-have album for your collection.

In Remembrance Of You—

Anita Bryant

Anita Bryant's Atlantic product has made her one of the top female vocalists around today on her earlier work on the Columbia label. This is the album that made her famous. "If I Never Knew You" is a solid hit that shows the Columbia label's power in the music industry.

Kites Are Fun—The Free Design

If you're looking for a new group to enjoy, then The Free Design is the one! Their album, "Kites Are Fun," is sure to please. The group's sound is fun and colorful, with a variety of styles that are sure to make you smile. Whether it's the soft rock or the rockabilly, you're sure to find something you like.

Randy Newman's Greatest Hits Vol. 2

A unique album by Randy Newman, this second volume of his greatest hits is sure to please fans of his music. With songs like "I Love You More Than You Love Me" and "Short People," Newman's talent shines through. This is a must-have for any music lover.

Toni Braxton

Toni Braxton's album "Love" is a great example of her talent. The album features songs like "Have I Always Said I Love You" and "Find Love Again." Her voice is powerful and emotive, making this album a must-have for any music lover.

Porcupine

Porcupine's album "Piano Concerto" is a beautiful piece of music. The combination of piano and strings creates a hauntingly beautiful piece that is sure to be a favorite. This is a must-have for any classical music lover.
Ed’s recent single established him as a contemporary giant, and this new Victor album features it as the title song, along with 10 more heavyweights, including Yesterday, Massachusetts, There’s a Kind of Hush (All Over the World), Blowin’ in the Wind, Cherish and Can’t Take My Eyes Off You.

His upcoming guest shot on The Ed Sullivan Show, February 25th, along with recent appearances on the Tonight Show and other TV spots, puts this song before an audience of millions.

And giving this one a big push is the consumer advertising that will appear in national publications; all dovetailing into a package of sales dynamite!

Any Questions?

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Mercury has the mammoth

THE MIGHTY QUINN

Manfred Mann

72770
**Top 20 Spotlights**

**ARTHEA FRANKLIN**

(Prod. Jerry Wexler) (Writer: Franklin-Walter) 24th Hour-Columbia, BMI - "Don't Come Now" This piece is a soulful, emotional ballad about heartbreak and the pain it causes. Franklin's performance is raw and honest, delivering a powerful message. Nathin' (V.Mikim,入り), BMI - "Frosty" |

**UNION GAP Featuring GARY PUCKETT**

(Prod. Jerry Fuller) (Writer: Fuller-Wine) BMI - With all the sales potential of the hit "You Made Me Proud," this song is expected to make a strong showing. Fuller's vocals are strong and steady, while Puckett's guitar work is exceptional. Hide

**TURTLES**

(Writer: Turan, BMI) - "Netherlands" is the band's first release for the year, and it's their most promising single to date. The song has a catchy, upbeat beat and features Turan's unique vocal style. Small Talk (Bill Blackburn), BMI - "Can't Help Myself" (Bill Blackburn) |

**SIMON & GARFUNKEL**

(Prod. Bob Gaudio) (Writer: Simon-Garfunkel) Strings on this record help to showcase their musical talent. The song has a beautiful melody and touching lyrics. "The Sound," Columbia 44442 |

**HUMAN BEINZ**

(Prod. Lee de Waal) (Writer: Nakata-Sizes, BMI) - "Following" up their hit "Shake," this new single is expected to do well. The song has a strong beat and features Nakata's unique vocals. Viva Villa (Gary L. Gormann), BMI - "Lucky" |

**LINDA RONSTADT & THE STONE PONES**

(Prod. Nick Venet) (Writer: Wakefield-Vanilla-Yellin) on (Sony BMG, BMI) - "Beggar's Banquet" is the band's follow-up to their previous hit. The song has a powerful message and features Ronstadt's powerful vocals. "You Gotta " (Jimmie Davis), BMI - "Don't Count Me Out" |

**BOB SHANE**

(Prod. Bobi Russell) (Writer: Russell-Carr) - "The Girl" is a strong ballad with Ronstadt's vocals driving the emotional message. Roy Orbison (V.Vandell), BMI - "Mystery Girl" |

**FOUR JACKS & A JILL**

(Writer: Hitchens, BMI) - "The Golden Years" is the band's latest single. It's a ballad that speaks to the beauty and strength of love. The song has a beautiful melody and features Hitchens's strong vocals. "You Ain't Goin' No Place," BMI - "New Girl in School" |

**STEVE ALANIO**

(Prod. Don Bennett & Spencer Older) (Writer: Penn-Davidson, BMI) - "Tell Me" is a strong ballad that features Steve's powerful vocals. The song is about the beauty of love and the desire to be with someone special. "Hey Looked Back," BMI - "Music, Music, Music" |

**JAMES 106-Love-Lady Dee (Staxus, BMI) (Prod. Shadow Norton) (Writer: Lee-King) - "Let's Get Back" is a strong ballad that features Dee's powerful vocals. The song is about the desire to be with someone special and features Lee's strong vocals. "Tell Me," BMI - "Are You In Love With Me" |

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The More I See You
I Won't Cry Anymore
Far Above Cayuga's Waters

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Johnny!

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The Esquires are at it again

their 3rd smash single in a row

"YOU SAY"
Bunky 7753

A Bill Shepherd Production
Distributed by SCEPTER
COUNTRY

SLIP A HOPPER-Hanson Carrill, Remember! Super LP 18094 (5)
Hanson Carrill, who exploded onto the country scene with "This Is It," follows up his first album in style and substance. His songs feature strength and sensitivity, hitting with a soft, easy opening, "This Is It." It's all about love. Good jazz solo without any frailty.

JAZZ

A BAG FULL OF BLUES-Jimmy McGriff, Solid State SS 12017 (5)
Jazz for the slick-relaxed evening hours: the soulful organ of Jimmy McGriff, reaching around melodies like "The Long, Dark Night" and "Finishes" with the trumpet of Wynton Marsalis, is all about love. The pace is mellow. Good jazz solo without any frailty.

RELIGIOUS

BOOTS RANDOLPH'S SUNDAY SONGS-SAX-Monarch SLP 18092 (5)
The lush side of the wetback sax offers a mellower, heartfelt touch to "The Lord's Prayer," "My Melancholy Baby," and "Finishes" with the trumpet of Wynton Marsalis. It's all about love. The pace is mellow. Good jazz solo without any frailty.

INTERNATIONAL

THE GRAND MUSIC HALL OF ISRAEL-The Official Trumpet, Trumpet Vol. 2093 (5)
This very limited, highly prized item is available in various editions, offering a heartfelt touch to "The Lord's Prayer," "My Melancholy Baby," and "Finishes" with the trumpet of Wynton Marsalis. It's all about love. The pace is mellow. Good jazz solo without any frailty.

REVIEW

ONE ON A DREAM-Jimmy Carroll, United Artists AAT 3342 (5)
One of the best-produced records of contemporary pop music. The music is developed musically. The single "I'M Happy" is one of the best. If you don't like it, recommended. "The Selection" is also recommended. "Get Yourself Together."
“JUDY” sold over a million
But, just watch “BUNNY” multiply.

HEY HEY BUNNY
Paula 294

John Fred
And His Playboy Band

PAULA 2197
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It took time, study, and an intimate knowledge of the industry to create a "Professional" 8 track cartridge. Who but TelePro could qualify so eminently, as the industry's leading supplier of cartridges for the duplicator and the broadcasting industry. TelePro has set the standard of design and quality for over a decade.

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GUARANTEE? TelePro has a reputation for integrity. We back up every single cartridge we produce. The reputation of the company, its desire to indemnify its customers against loss is not an idle boast at TelePro. For years we have operated under this principle. You can judge the future by the past. TelePro stands behind its products. It always has, it always will.

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