April-Blackwood Into 3-Pronged Offensive
By MIKE GROSS

NEW YORK — Neil Anderson, who took over as vice-president of April/Blackwood last June, is now steering his publishing firm into the "new" music business.

It's Anderson's theory that a music publisher can no longer operate solely in the area of acquiring songs and shooting for a recording showcase. There are three areas of operation today, says Anderson, and the nature of the modern music business is such that it demands a publisher's total participation in all.

The three areas, according to Anderson, are the acquisition of staff writers, efforts in fields such as Broadway scores and movie songs and formation of a production outlet with self-contained artists who can write, perform and produce their own records. A production company, says Anderson, is an absolute necessity for a modern publishing operation because getting too difficult to bring songs to a record company since so many artists have their own sources for material.

Anderson recently set up Daylight Productions to expedite his publishing firm's recording needs. It's paid off, according to the label's poster, "Storybook Children" on Atlantic Records. The disk, performed by Billy Vera and Judy Clay, was produced (Continued on page 12)

Producers Offer Pkg. to Lure Mfr.
BY CLAUDE HALL

NEW YORK — The trend in the independent record production field is growing. Today many producers offer record companies such extra frills as photography, art work and album cover design, promotion and publicity, as well as the artist and the master.

Wes Farrell, who produces Every Mother's Son, the Good & Plenty, and the Beacon St. Ubuntus, and others, has spent up to $20,000 developing such a "package" before approaching a record company.

Bringing an artist, or a group to a label in a total form gives (Continued on page 10)

Jazz Punch Gives Pop New Wallop
By ELIOT TIEGEL

LOS ANGELES — Jazz musicians are moving into the pop scene. And, concurrently, pop and hippie groups are using jazz techniques in building, what many consider to be, a new form of jazz.

The jazz field's two up working band leaders, Count Basie and Duke Ellington, are now performing with pop vocalists. Basie has recorded with Jackie Wilson (Brunswick) and the Mills Brothers (Dot), and Ellington has recently recorded with Frank Sinatra (Reprise).

Basie's first single with Wilson, "Up Tight," is already winning air play on rhythm and blues stations. The album is due later this spring.

Although Basie's arrangements of the old Stevie Wonder hit offer the commercial insurance of a strong guitar sound, the band's familiar precision section work is very much in evidence.

Basie's band is probably reaching more young people than any time in the past 10 years because of his work on the single with Jackie Wilson. His just released album with the Mills Brothers is providing (Continued on page 10)
What are all these Victor artists doing together?

doing great!

Maxine Brown, formerly one of The Browns, making her debut as a single artist. "UNDER THE INFLUENCE OF LOVE" c/w "Never Love Again" Chart Records #59-1024

Norma Jean following up her hit "Heaven Help the Working Girl": "TRUCK DRIVING WOMAN" c/w "Supper Time" #9466

Stone Country—a West Coast rock group—appearing at the Ice House, performing: "LOVE PSALM" c/w "Magnolias" #9472

Sergio Franchi coming on in his driving upper register. "TIME ALONE WILL TELL" c/w "I'm a Fool to Want You" #9471

Vernon Oxford singing with his true down-home country style. "THIS WOMAN IS MINE" c/w "Touch of God's Hands" #9467

Beverly Ann is swinging for today as only a teeny-bopper can. "YOU'VE GOT YOUR MIND ON OTHER THINGS" c/w "Until You" #9468

* Manufactured and distributed by RCA
Folkways Goes Mod
In Cover, Marketing

NEW YORK — Folkways Records has reorganized its look and outlook. The au-
thentic folk, international and educational arm of MGM Records has
recently redesigned its cover art and is introducing a new consumer
mass merchandising.

Key to the sweeping ren-
ovation is Folkways' price drop to $4.75 for its new product line. The
new cheap cover will sell well, how-
ever, remain at $5.79 as was Folkways' entire product line until recently. The change is also
holding the price on its catalog masters.

Along with the price drop, Folkways will focus on new approaches for head-
line campaigns aimed at mass marketing. Included are in-store displays
and promotions, including the release of singles.

"We marketed our new emphasis," said Folkways' Rob McNizr, "and we found that this was the way to go."

The first to be released, "This Land Is Your Land," by Woody Guthrie, became one of the year's biggest sellers for us within two months. From now on, we're go-

Report Cameo
Being Probed
By the SEC

NEW YORK-Cameo/Park-
wood Records failed to open on the American Stock Exchange
last week (19-23). Trading on the CPC stock was halted Feb. 16.

It's been reported that the Securities and Exchange Com-
mission is conducting a broad in-
vestigation into the company and it has already has testimony from Allen Klein, a director and controlling stockholder, and Al-


Ishmael Sets Up
Foreign Outlets

LOS ANGELES — Ishmael
Music (BMI), publishing arm of
White Whale Records, will re-
thrive in Canada, Belgium, Rota-
i, Spain and Portugal, and Mu-


Pacific Ocean Scene

LOS ANGELES — Joe Leavy, Dick Furay and Ray Gottfried have formed Pacific Ocean Records, a new music publishing-
artist management company. Initial acts signed by the new firm are the
American Brass Company and the Beautiful People.

MARCH 2, 1968, BILLBOARD

PINCUS GETS 2 POPP SONGS

NEW YORK — Publisher George Pinces has acquired the American and Canadian rights to two new songs written by Dennis O'Keefe, "Baby It's Cold Out There," sung by Chas Tren
dee and "I Don't Know," recorded by Bobby Darin. Pinces nego-
tiated the deals on his own European subsidiary, Pincesis-Artic, and
San Remo. The tunes are "Dawn of Love," from the forthcoming album to be released at the end of this month.

In the U.S., the tunes are in Pinces' new Soundgarden Under
dertyling department, where they are being processed for distribution.

600 Spoken Word Records
Bow McGraw-Hill Library

By FRED KIRBY

NEW YORK—The McGraw-
Hill Library, which has been ready to roll with more than 600 spoken word albums, has announced plans to enter into the field and become the leading publisher for spoken word.

The book publisher, which took over distribution of Lon-


Atl. Hits Peak
Single Orders

NEW YORK — Atlantic Rec-
ords reached a high in single orders last week by full-


Executive Turntable

Marty Hoffman, former New York publicist director of Mercury Records, has been named director of public relations for United Artists. He will be responsible for all label publicity, trade advertising and sales promotion.

Filling Hoffman's position at Mercury will be Rick Bolom. Bolom will report to John Sipple, Mercury's public relations director.

Bolom comes to Mercury from Mi-


Frank Rand has been named production manager, Midwest Region, and will report to Bruce Hinton, sales and promotion manager of Date, Ode and Immediate Records and will be responsible for promoting product of the three labels. He will report directly to Hinton in promotion.

In Mark's has joined Enal Associated, Ltd., a talent manage-
ment and production company. He will be in charge of talent development and packaging.

Mark's previous post was with Nemerof. He is now with Herbert. S. Gart Management, Inc., and the Michael Hart Agency.

G. Edward Leetim has been elected president of Capitol Records Ltd., of Canada, succeeding Lloyd Williams, who international vice president of Capitol Music, Inc., who is now chairman of the board and president of the Canadian company. Leetim then Canadian division, was in the Canadian division, joined the firm in July, 1962 as director of sales. That October, he was made vice president of the firm. Before joining Capitol, Leetim was advertising and publicity manager at John Inglis Co., after having been an executive with Addison's Ltd., former distributer of Capitol Records in Canada.

Bilb Sherrill has been named assistant producer for Columbia and Epic country product. Morris will be in charge of Columbia and Epic in addition to being producer for Epic/Oke Records. He has worked on the Columbia label, where he was most recently was director of country at Epic/Oke Records. He was an independant producer before joining the Columbia label, working on the Epic/Oke label. His songwriting credits include "Almost Persuaded," with David Houston, which won several Grammy awards last year.

Irr Bieglis has been appointed vice-president and consumer of sales for Bell Records, Bieglis, who joined Bell more than a year ago, has been the firm's sales manager.

Irwin Rawitz has been ap-


Frank Calamata has been appointed executive assistant to Harvest Records, president of Atlantic Records. Calamata had been director of promotion and marketing at CBS International since January 1966. He will continue to promote the promotional, merchandising and trade advertising services of CBS International. In his new position, Calamata will be responsible for the division's administration, planning, diversification and the formulation of new programs.

In addition, he will be responsible for the firm's Latin-American and classical product, and artists and repertoire function.

Charles H. Dodson was appointed marketing assistant to Max "Mutt" Hoffer for Ampex consumer tapes. He is responsible for marketing blank audio consumer tape products in the U.S.
NARM Parley: Fete Nightly

NEW YORK — During each evening of the upcoming 10th Anniversary NARM convention, March 22-25 at the Hotel Diplomat, Hollywood Fla., a different record manufacturer will host a dinner party for the entire registration.

RCA Records will host Sunday evening, featuring Harry Belafonte and his show; Motown will host the Monday (18) evening, featuring The Temptations, Martha Reeves and the Vandellas and Little Stevie Wonder, Chico; the host of the Tuesday (19) dinner, will feature with special guests, will be Bobbie Gentry, Glen Campbell and Buck Owens; and Columbia will host the Wednesday night (20) dinner, featuring Johnny Mathis, Anita Bryant and the Electric Flag.

On Thursday evening (21) NARM will host by annual NARM Awards banquet with William B. Williams, WWV, New York, master of ceremonies.

Entertaining at the banquet will be the Cowills (MG.M), Lute (Epic) and Jack Jones (RCA). A special grand prize drawing will be held, for a $1,000 sweepstakes sponsored by two people to any point in the United States includes first-class air fare, a luxury hotel and all expenses for one week.

Eleven hundred industry members, including a number of the record labels, will be in attendance at the banquet.

Mystery Shopper Report:

Right Needle’s Trick To Getting Better Sound

Billboard’s “Mystery Shopper Cash Award Contest” is designed to aid the consumer of monaural product in making the transition to stereo. Billboards’ correspondents across the country will explore what is being done on the retail level to convert the monaural customer at the record industry shifts its focus to stereo.

Reports will be judged by Billboard’s editors as to the most effective of how by retail personnel to help the consumer. Winners will receive a $25 cash award and will be notified directly by Billboard.

Lee Levin
Low’s Discount Records
High Point, N. J.

Billboard’s mystery shopper bought a copy of Aretha Franklin’s “Lady Soul” at Low’s Michigan Avenue store and learned from Mrs. Lee Levin that Low’s had the monaural version of the album.

When informed that the customer had an “older” monaural photograph, Mrs. Levin asked: “How old is your player?” The answer was “approximately six years.” She replied: “Well, get a stereo needle. You won’t hear stereo, but you will hear a good sound, and it won’t damage the record.”

The customer was told to bring in his old needle and have it replaced with a stereo needle. “Everybody is doing this now,” said Mrs. Levin.

Mary Antoncechia
E. J. Korvette Store
158 Seward St.
New York, N. Y.

If you’re worried about your needle on your monaural record player, add a few drops to the monaural needle, said Mrs. Antoncechia. “Don’t worry, it’s very inexpensive. But all records played in the past several years can play a stereo record without having a needle.

Though the store was crowded, Mrs. Antoncechia explained the details to the mystery shopper, confused by the lack of monaural records on the shelves and the monaural-stereo dilemma. “We still have a few monaural records, she said, “but monaural prices will soon be as same as stereo. Eventually, there won’t be many monaural records made at all.”

She advised the customer to go ahead and buy a stereo needle since he would probably purchase a stereo player in the future. Meanwhile, she added, the monaural player wouldn’t hurt the stereo records.

Diane Glenn
Bill Rapps Record Dept.
Winter Park, Fla.

 Said Miss Glenn: “You have nothing to worry about in attempting to play stereo records on your old phonograph—if you use the right needle.”

“My Electric” is right now which will pick up almost all the stereo sound from the two tracks.

Peter Pan Signings

NEW YORK — Peter Pan Records, a subsidiary of Ambassador, has signed “Rompers” to a one million dollar contract. The group, who have been a favorite with television children’s show to a four-track singles album.

The label also signs the “Capt. Kangaroo” show for its first album, released this year.

MARCH 2, 1966, BILLBOARD.
Robert Goulet: A personal triumph in "The Happy Time."

"The Happy Time" is a hit single for Robert Goulet.

Robert Goulet is again King of Broadway. Clive Barnes of the N.Y. Times calls him "superlative...surely one of the finest voices to be on our musical comedy stage for years."

And WCBS-TV said, "Robert Goulet is moving, real and strong, and has probably the best stage voice of the last 20 years."

Now we have Goulet's definitive version of the two songs the audience came out humming after the show's premiere. "The Happy Time" c/w "I Don't Remember You." (4-44466)

And here are two of his hit albums:

Hollywood 
Best Love Songs From The Movies

Any way you look at it, Robert Goulet's a hit on COLUMBIA RECORDS.
Block Bookers Blockbuster Meet

CHARLOTTE, N. C.—From a campus council in 1963, the Block Booking Conference has emerged nationally into a "talent exchange" for over 400 agents, students and faculty members eager to book jointly the best acts at a savings.

This year's conference, held at the White House Inn, featured exhibits, seminars and a nightly talent showcase with name entertainment including Bobby Vinton, Tommy James and the Shondells, Mitch Ryder and the Platters. The keynote speaker for the sixth annual conference was Dick Clark.

During the day, agencies listed their talents of interest to students, advising them on the advantages of the block booking. Participants also attended open panel discussions on concert promotion, contract negotiations, the coffee house circuit and the possibility of a national organization.

Dave Phillips, conference coordinator, invited film and art industry representatives as well as local, regional, and national agents and managers. This year's conference also included lecture bureaus and drama troupes, broadening the scope of campus attractions.

This year's block brings top talent at lower individual costs to schools in proximity to one another that purchase the same act. This co-ordinating of talent saves the artists time and travel expenses, enabling them to offer their services at a savings.

Represented were: Alkaliheats, American Program Bureau, American Theatre Productions, America's Best Attractions, Arnold Agency, Ashley Famoso, Associated Booking Audio Film Center, Bowman Productions, International Projections, the Cambridge Arts Ensemble, C1e m Williams Management and Dick Clark Touring Enterprises.


MIKE MARTINEAU, of Premier Talent Associates, New York, tells students and faculty members at the Block Booking Conference about his agency's talent and their availability for campus dates.

HAY SQUIRE, center, of Creative Management, asks questions from students and faculty members on the concept of block booking at this year's conference in Charlotte, N. C., Feb. 14-17.

White Whale Seeks to Spout Anew With Drive for Artists

LOS ANGELES — White Whale Records, successful with the Turtles, is looking to expand its stable.

White Whale owners, Feigen and Lee Lasluff, expect to listar two new acts this year. Nino Tempo and April Spring's talent showcase with the label, and Lasluff would like to book the Turtles, Tommy James and the Shondells singers during their engagement at the Sands Hotel in Las Vegas.

Feigen and Lasluff devoted much of their time to international sales and promotional activity on the Turtles.

As part of the company's promotion on the group, it is distributing a 16mm film showcasting the Turtles singing "Sound Asleep," a single to be released during an 18-city concert tour.

White Whale also set up four-country, 18-day European promotional tour for the group, including stops in Italy, France, Germany and England.

"After two and a half years in business," says Lasluff, "we're looking toward Europe and British Decca, our worldwide distributor, to expand our sales and promote product on the Turtles. We also have four engagements White Whale in Canada."

Lasluff recently strengthened his domestic interest by adding a promotional director. Additional sales and merchandising personnel have been added.

White Whale is affiliated with General Recorded Tape (4 and 8-track and reel-to-reel), Ampex (cassette), Muzin Stereo-Pak (4-track), RCA (8-track) and TTC4 (4-track) and 8-track.

MIKE MARTINEAU, of Premier Talent Associates, New York, tells students and faculty members at the Block Booking Conference about his agency's talent and their availability for campus dates.

Record, Classical Combining In Conferences for Teen-Agers

NEW YORK — The Elephant's Memory, a rock group, announced appearance on Thursday (29) in the first two of 12 free teen-concerts organized by radio station Woll.

The concerts will be conducted by the Woll's associate conductor, Joseph Eger, who discovered the group.

The Elephant's Memory will appear with the orchestra in "Brumus With a Beat," which will commemorate the first movement of Brahms' Symphony No. 4 and "Secret Saussy Thoughts of Suxy," a rock number developed by that symphony's main theme.

Members of the group also will be interviewed on the national program of Iver's Symphony No. 2, "The Sailor's Return," which is heard in saying's "Pictures at an Exhibition." Lighting and dance effects are also planned in the concert to be sponsored by the Samuel Rubin Foundation, will be repeated at the New York State Fair (Oct. 1, 5, 12, 15 and 19).

Chancellor Pitch on Radio

LOS ANGELES — Newly reactivated Chancellor Records will emphasize local promotions and spotlight the talents of Bob Marcucci, label president.

The emphasis on grass roots appearances displays a throwback to a pattern established by Marcucci during Chancellor's halcyon days from 1957-1963 when he built Frankie Avalon and Fabian into top record acts.

Marcucci, who has been away from record ownership for the past five years, is looking for a "now" sound for his label, but he feels strongly that his company has to return to the pattern of promoting acts in markets of the size they have.

The new Chancellor label has secured 30 distributors, 50 per cent of whom are hands-on the old rock 'n' roll company.

Schaefer Brews Up Contest

NEW YORK — A talent search launched by the F. and M. Brewing Co will select 10 new soloists for groups to record for the Schaefer, The Schaefer Talent Hunt.

Presser's Pub Shifts Policy

NEW YORK Theodore Presser announced that as of April 1, 1968, it will fill mail orders for publications from its own catalog and the catalogs of the companies for whom the Presser agency acts as agent.

The retail store facilities, located at Bryn Mawr, Pa., will be discontinued. The company's new policy is in line with the company's emphasis on its publishing program, its expanding rental library of symphonic, ballet and operatic music, and its increasing number of catalogs for whom it acts as agent.


The company has also made a 21 year old and must submit a demonstration tape or record.

Applications should be mailed to the Schaefer Talent Hunt, P. O. Box 1752, Grand Central Station, New York 17, N. Y., no later than Friday (1).

Kate Smith Dish With Boston Pops

NEW YORK — Kate Smith is celebrating her 12th album for RCA as the first solo singer to appear with the Boston Pops since the orchestra started in 1935 at Carnegie Hall.

At the same time, Miss Smith has re-signed as an exclusive RCA recording artist.

Miss Smith's album with the Pops is "America's Favorite." The album was included in RCA's March release.

Paula's New 'Judy' Album Cover, Title

SHEREVPORT, La. — Capitalizing on John Fred & His Playboys Band's No. 1 single, "Judy in Disguise," (With Glasses), the American四周 will release an album by Paula, who has signed its album cover and changed its title. Formerly titled after the moderately successful "Agnes English," the title of the album will now be changed to "Reads, Judy in Disguise With Glasses." The order numbers for the album are: MARCH 2, 1968, BILLBOARD
"IT'S A HAPPENING WORLD"

pat boone

"LOLLY"

billy vaughn

the whole world is happening... and dot's got it!
The films, generally running the length of the artist's single, are being promoted on national network programs and television disc jockey shows in 25 markets, according to Michael Joyce, general manager of Records-On-Film Corp., a company which produces films exclusively for record companies and distributes all films free of charge.

Some of the TV shows which key a significant part of their time to films are "The Hey Litt Show" on WKST-TV, Philadelphia; "Swingin' Time," with Ralph Seymour (CKLW-TV) in Detroit; "The Jerry Blavat Show" (WFIL-TV), Philadelphia; "Ding Wing," with Scott Wallace (WDCA-TV), Washington; the "Kerby Show" on WBAL-TV, Baltimore; and the "Brod Davis Show" on WTCN-TV, Hartford. In addition, Joey Bishop, Mike Douglas and Ed Sullivan are including these short films in conjunction with the artist's live appearances.

One of the films' main benefits is that they are not a one-shot deal. Joyce, who produces these films with a three-man crew in generally two days, chooses locales and scripts which allow repetition with a minimum of preparation. The films are also repeated at different times. And stations which couldn't afford talent are grouping films together. The recording artist can't appear everywhere, but his films can.

An added area of exposure for the recording artist and a strong weapon for the deejay is the record hop. As the number of club and go-go bands have increased, so have the requests for advertisements for the deejay record hops. "Deejays are now taking performers along with them," reports Epic Records' Fred Frank, "to hold their audience. Because of the diversity of talent they can supply and because the films also court the club's use of psychedelic lighting, deejays are eager to obtain the movies." Among the performers, too, are seeking films as major sales tools. By simply showing a 16mm. movie, in less than three minutes, the potential buyer, be he a record label or a club owner, can see exactly what he is considering to purchase. With the use of videotape, MGM Records has set up an operation to capture the auditions of new groups in order to inform its own executives of the group and to introduce the group to booking agents and to the general public via television (Billboard, Feb. 17).

"Simplified recording techniques," Joyce said, "make it difficult for the artists to sing their hot singles on television as well as when they were recorded in the studio. Network shows want the performer to be present and films allow them to sing their hit on film and then do something more relaxing in person. Besides," Joyce continued, "few networks want the performers to record on video tape prior to the taping of the entire show and they don't want the songs mimed. The films, recorded on location, also serve as a conversation piece for the host." Distribution, coupled with extra services, has been the key to Record-On-Film's success. "The film's promotion is more important than its production," Joyce said, "Many companies produce films only. Record labels have had film produced in the past and then didn't know what to do with them. The trick is in establishing close promotional ties with the television deejays. The films are an added bonus for them in their formats." Records-On-Film, to promote the film concept of promotion, will not only distribute its product free of charge but also supply the record company's film product, regardless of who produced it. As another free service, the company will re-synchronize and edit foreign-made films (mostly English) for your networks and will adjust these films for the proper audio wavelength. "We are doing this to demonstrate the impact the films can achieve for the record label," Joyce said.

Video tape recording had been attempted by several record companies before, Joyce said, but none had been successful. "It's too expensive to duplicate video tape, he explained, and it is inherently limited because only a few copies can be made from each master. Commercial film production has already plummeted from $1,000 to an average of $2,000.

The next evolutionary step for record companies will be to reduce the size of the films to film from its original 16mm. and duplicate them for mass marketing. As labels turn to video exposure, cost of production is already steadily dropping. And with mass audience exposure, Joyce predicts the cost to consumers will approach that of a record.

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**TV Film Key Outlet As Artist Promoter**

**Super K Bus Talent Hunt**

NEW YORK — Armed with a bus, Super K Productions has launched a reeling studio in which On-the-Town, programs are filmed, then taped, on tape. Hy Gold, professional manager of Kaskat Records, noted the film and the music publishing wing of Super K made its first trip searching for new songs and new groups, as yet unnamed. The bus is equipped with a 4mm. camera and a four-track tape recorder. The studio is sound-proofed. Gold said that he intended to get a five-member group into the studio, which is situated in the rear of the bus and has its own door. He said part of the bus is equipped with bunks and seats and the bus is used on weekends for engagements by the Music Explosion, a group that Super K produces along with the 1910 Fruitgum Company and the Carnaby Street groups. The next group in the Super K set-up are Jeff Katz and Jerry Kaser, who run the producing arm. The music is presently represented by Hill & Range through their European, David Wilkerson, deal. Katz has just signed an exclusive writers contract with Kaskat Music.

**Kapp Starts William's Push**

NEW YORK—Kapp Records has initiated a dovetail promotion campaign for Roger Williams, including merchandising a record serum of varied trade and radio contests.

A demonstration display contain display incentives for salesmen with awards for special promotions days of the Williams catalog.

Radio stations have received a single copy of a single from the Roger Williams catalog, and local promotions are being planned to coincide with local radio and contest.

**Peak Earnings, Sales at Ampex**

CHICAGO — For the third quarter and nine months ending Jan. 27, Ampex Corp. reported earned achievement and sales. Sales for the nine months were $171,015,000, 12 per cent above the previous year. Previous period, after taxes were $7,915,000 (83 cents per share), up 13 per cent from $7,011,000 (74 cents per share). Third-quarter sales were $58,950,000, 19 per cent above a year ago. Net earnings were $2,553,000 (27 cents a share) last year, compared with $2,553,000 (27 cents a share) last year.

**London Releases 2-LP Set Featuring Dr. C. Barnard**

The album was produced by Abe Venter of Brigadier on May 12 at the Cape Town Medi- cal School, Proceeds from the sale of the album, which costs $11.50, are slated for the Chris Barnard Fund for Surgical Research, which is being used to underwrite the establishment of a complete transplant research facilities in Cape Town.

Barnard's liner notes are in- cluded in the American release, which will have a full-color photo of the surgeon on the back. In addition to the professional and educational, and normal consumer markets, the pack- age will be broken to the selected manufacturer and servicing outlets offering to customers client and business associates.

**Vicky in the U.S. On a Promotion Tour**

NEW YORK — Vicky, who recently released her Polydor label in Germany and France, has just landed for a 21-day tour of the United States. With her first leg of her trip this week will take on a tour of the New Eng- land States.
"Cotton Candy Sandman"

A Sentient New Single Becomes A Foregone Chart Conclusion. Produced By Lenny Waronker, Spectacularly Performed By Harpers Bizarre

WARNER BROS. - SEVEN ARTS RECORDS, INC.
Producers Offer Pkg. to Mfr.

* Continued from page 1

the record company executives a chance: "The last thing he paid us to do is sell it. That's why a major label is so important for us.

Farrell, who heads up Coral Records, has spent months of time and more than 100 hours in studio audio sessions in every Mother's Son before he took the group to MGM Records for a chance at stardom. "The only thing I had in the group," Farrell is the writer of many hit songs including "Hang on Sloopy.

Aims for LP

In the hard-hitting concept, the producer sold his group after a single; he aims for the entire group. The hope is that maybe a single will be lifted from "I Love You" LP's because they have a meaning to day. They sell like singles. Too, more people will be interested in what an artist has to offer so that only an album gives them enough of the artist.

He produces at his own expense, a project he paid him what he's paid and, even more important, offered promotion. The current project was Good & Plenty and ABC Records at MGM Records in the Walton-Slater—also for the group. He's also going to have the Bubble Gum Mania on Studio, Farrell said he spent three months in the studio with the Bubble Gum Mania and a group of songs was cut so short only because "the group was a great in-person group.

The third project Farrell took was the Jubilee 4, a Boston group that he finally tracked down in New York's The Scene. He spent several weekends searching for the group for the project. After finding them, they took them into a studio of 100 hours to record the final package to MGM/Verve. He's searching other cities for artists because he feels "success can happen anywhere." His latest find is the Basement Wall. The Basement Blue group that has been earning $1,500 a night, even in New York. When trying to record the group in New York, they took him to Robert Stratton Studio, Las. Robinhood Bryan, the engineer and owner of the 8-track studio, told him: "If you've ever come across. A hip liner ever heard of a band called the basement Wall? It's all. He has designed an echo studio with an eight-second delay, built that he's never used on a recording but the Basement Wall will go on the Senate label.

In the meanwhile, Farrell is expanding: he's opening up a West Coast office for the Angels in the west next week.

Minogue Adds to Songwriting Staff

NEW YORK—Denis Minogue, who heads ABC Records' publishing subsidiaries, Ampico Music and Ampico Music Publishing, has begun building a up of his songwriting staff. The company also plans to expand the staff with the addition of offices on the West Coast and the hiring of new talent, according to composer and songwriter, The Fogel, its music representative, in the promotion of its copyright.

Ampico and Panco began simultaneously in 1966 and now has a staff that includes Johnny Cymbal, Mike Lusine, who is now with the group, Young Mf, Paul Horn working with Indian musicians on the World Pacific label and, Mel Torme, an unsuccessful visit with ATMA Records. Now, is aiming for the youth market at Liberty Records.

Widespread use of a blues nature, which have always been a prime requisite in the field, has been shown up strongly in the sound and style of a new group called "gypsy hippy group". Artists who have taken a cue from the jazz field are Jeffreys, Grateful Dead, the Country People, Mike Bloomfield Blues Band, Clear Light, MOTHERS OF INVENTION and Sonwall.

Studied by Hippie Among the musicians studied by the hippies are John Coltrane, Django Reinhardt, George Benson, Charlie Christian, Albert Ayler, Charles Lloyd, Charlie Mingus, Archie Shepp, Elvin Jones, Tony Williams, Pharoah Sanders, Cecil Taylor and John Hand. The emphasis, however, is on the music itself.

The influence of the avant- garde jazzmen on the young musicians is helping build a new form of jazz which is combining the elements of the most material young people are supporting.

"Pepper" NARAS Bid

NEW YORK—"Pepper's Lonely Hearts Club Band," by the British group, produced by George Martin, is one of the Grammy Awards nominations for the year. The band is in a group that also includes the Rolling Stones, one of the best of the year, and the Crystals, one of the year's most controversial groups. The band is in the year's best record of the year, and the Crystals, one of the year's most controversial groups. The band is in the year's best record of the year, and the Crystals, one of the year's most controversial groups. The band is in the year's best record of the year.

"The Rumor" of the album of the year, which has always been a prime requisite in the field, has been shown up strongly in the sound and style of a new group called "gypsy hippy group". Artists who have taken a cue from the jazz field are Jeffreys, Grateful Dead, the Country People, Mike Bloomfield Blues Band, Clear Light, MOTHERS OF INVENTION and Sonwall.

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In the meanwhile, Farrell is expanding: he's opening up a West Coast office for the Angels in the west next week.

Minogue adds to Songwriting Staff

NEW YORK—Denis Minogue, who heads ABC Records' publishing subsidiaries, Ampico Music and Ampico Music Publishing, has begun building up of his songwriting staff. The company also plans to expand the staff with the addition of offices on the West Coast and the hiring of new talent, according to composer and songwriter, The Fogel, its music representative, in the promotion of its copyright.

Ampico and Panco began simultaneously in 1966 and now has a staff that includes Johnny Cymbal, Mike Lusine, who is now with the group, Young Mf, Paul Horn working with Indian musicians on the World Pacific label and, Mel Torme, an unsuccessful visit with ATMA Records. Now, is aiming for the youth market at Liberty Records.

Widespread use of a blues nature, which have always been a prime requisite in the field, has been shown up strongly in the sound and style of a new group called "gypsy hippy group". Artists who have taken a cue from the jazz field are Jeffreys, Grateful Dead, the Country People, Mike Bloomfield Blues Band, Clear Light, MOTHERS OF INVENTION and Sonwall.

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They now use Sunn amplifiers and sound systems exclusively.

February 14, 1968. The Jimi Hendrix Experience experienced the sound of Sunn.

Ever felt the sound of the Jimi Hendrix Experience?
April-Blackwood in Big Drive

* Continued from page 1

for Daylight Productions by Chip Taylor and Ted Darrow. Guryan Signing

Also in line with the development of Daylight Productions is the signing of Margo Guryan, a writer-singer. Daylight is close to closing a deal for Miss Guryan's product with a top label. John Hill, a Daylight Productions' staffer, will be producing Miss Guryan's disk.

Anderson is also continuing to build up his staff of writers. He recently signed Bobby Weinstein, a collaborator with Teddy Randazzo on "Goin' Out Of My Head," Mickey Leonard and Herb Martin, who will work on material for Billy Vera, of the aforementioned "Storybook Children," and Miss Guryan, writer of the Spanky & Our Gang hit, "Suzy Morris." Also in the writer's stable are Lou Stellan and Al Gorgo.

Anderson also believes that it's not enough for today's competitive publishers to come up with the right song. He feels that the publisher must back up the song and the record with the right promotion.

5 Promo Men

April/Blackwood now has five promotions men on a full-time basis, an office in Nashville headed by Jack Grady, and Anderson is currently scouting for a man to head a Coast office.

In New York, Anderson is assisted by David Reuer, the firm's professional manager; and Chip Taylor, associate professional manager. Also on the promotional staff are Jim Fragile and Lou Stellan.

Executive Turntable

* Continued from page 3

Larry Kurlon, of the William Morris Agency's New York Music Department staff, is being transferred to London March 1, where his assignment will be to build a strong youth music base. Kurlon has been with the agency five years. Julius Cohen, who joined Anco in 1965, has been Eastern regional sales manager since 1965.

** Pat Sabatino has been named sales manager for Monmouth-Evergreen Records. He previously was sales manager of Recording Industries Corp. and JJC Records. He recently was associated with SESAC. Wally Roker and Renee Roker will handle national promotion for Tangerine Records, an ABC subsidiary headed by Ray Charles.

FOLKWAYS' sensational new folk rock album

NEON PRINCESS

featuring the NOW sound of

TOM PARROTT

talented new composer-performer

in his recording debut!

...NOW songs out of the underground

with a message for the world.

Groovy and Linda / The Aberfan Tragedy / Neon Princess / More!

A chart-bound LP; Recorded in stereo; Immediate delivery

Sung by Tom Parrott

POOR BOY

FT 1916 (mono) PFS 51161 (stereo)

The late Woody Guthrie in best-loved folk songs, with Sonny Terry and Cisco Houston.

12" LP $4.79

THE ROOTS OF LIGHTNIN' HOPKINS

FT 1111 (mono) PFS 51091 (stereo)

A classic record in which great country blues singer was rediscovered. 12" LP $4.79

FARRO STREET JIVE

FT 7044 (mono) PFS 52112 (stereo)

Blues singer Little Brother Montgomery performs a dozen folk ballads, including some personal favorites.

12" LP $4.79

And still more outstanding albums from Folkways:

PLAY YOUR INSTRUMENTS

(An Ella Jenkins tutorial for children) FT 1259 (mono) 12" LP $5.79

ANTHOLOGY OF ENGLISH VERSE, Vol. 3

(15 modern British poets read their verse) FL 976 (mono) 12" LP $5.79

POESÍA DE LA LUTUNDICE

(By contemporary French poet Louis Dumas) FL 8924 (mono) 12" LP $5.79

Available from

Folkways/Scholastic Records

55 West 41th Street, New York, N.Y. 10018. Phone: E-17700

More Great New LPs This Month:

SONGS TO GROW ON, Vol. 1

FT 1205 (mono) PFS 51012 (stereo)

Muddy Grinnell's prize-winning song and activity album for pre-school children.

12" LP $4.79

WINDS OF WAR

FT 1206 (mono) PFS 51013 (stereo)

One of America's finest folk singers in a collection of his favorites.

12" LP $4.79

AS LONG AS THE GRASS SHALL GROW

FT 1207 (mono) PFS 51013 (stereo)

Folk artist Peter La Farge sings original songs about American Indians.

12" LP $4.79

Singleton on Spree; Buys 4 Pub Firms From Mercury

* Continued from page 1

Mercury Records has maintained a 50 per cent interest in the firms during the period Singleton was an a/c vice-president for the company. Singleton is now engaged in independent record production, music publishing, and has two record labels of his own—SIS International Records and Minaret Records. He signed Teresa Brewer to SIS International and her first single—"Spring of the Year," from the Broadway musical "How Now, Dow Jones," was shipped last week.

The publishing firms will all be united under a parent firm, Shelby Singleton Music, and will be administered from here. Singleton also maintains offices in New York and is planning to open an office in London. He said that he was open for a foreign catalog deal on his publishing interests.

Singleton, who left Mercury Records, has signed 26 writers to his Shelby Singleton Music, including Ben Peters, who wrote the Todd Rundgren hit "Turn the World Around," 'If the Whole World Stopped Lovin'" and "Before the Next Teardrop Falls." A Val Doonican record of "If the Whole World Stopped Lovin'" went high on the singles chart in England. Other writers in the Singleton stable include Margaret Lewis, Myrta Smith, Billy Carl, Joe Venneri and Royce Clark.

AFM Attacks Shady Mgrs.

* Continued from page 1

everything from kickbacks to falsifying labor records," says John V. Franchitelli, union president.

Tranchitella indicated the union will file suits for legislation to outlaw shady personal managerial and executive contracts and will establish an arbitration board to deal with "unfair managers and night clubs that exploit young musicians." The union has obtained affidavits from rock 'n' roll acts detailing how some managers have taken advantage of musicians. Evidence will be turned over to legal authorities, the National Labor Relations Board and to the California Labor Commissioner.

One complaint filed with the union indicates that some record companies ask groups to come to the studio for an audition and to cut some sound tracks. There is no contract and the recordings are dubbed into other records or sold.

Evergreen Distrib To Be Expanded

NEW YORK: Monmouth-Evergreen Records will expand national distribution beginning with the March April release. Leon Schiff, who heads Monmouth-Evergreen has moved its offices to the Park Sheraton Hotel to handle the expanded business.

The new releases include a Jerome Kera musical memoir, a repackage of Lee Wiley's version of songs by Bert and Stephen Arlen songs, and a three-LP tribute to the songs of Irving Berlin.

Say You Saw It in Billboard

The International Music-Record Newsweekly Now in its 73rd year of industry service

MARCH 2, 1966, BILLBOARD
Bound To Happen on ABC

Cashman Pistilli & West

Their New Hit Single

"A Song That Never Comes"

b/w "But For Love"

ABC 11047
Produced by Cashman, Pistilli & West

From their big first album

BOUND TO HAPPEN
ABCS-629

They'll soon be stopping the show in their TV appearances on the Joey Bishop Show and The Woody Woodbury Show.
Jenkins’s Music—A Complete Musical Merchandiser: Wells

By GRIER LOWRY

KANSAS CITY, Mo.—"One of the gratifying trends in musical instrument retailing today is the steady upgrading in quality of merchandise being purchased," said Jack Wells of Jenkins's Music Co.

"We have watched with interest the integration of melodio-autographs and Töne Bell sets into the elementary school music programs. Now some school music instructors are noticing that the growing acceptance of the guitar as a hobby instrument has created a better concept of chord structure and harmony among students. As a result, they've gained a little more appreciation of this instrument and our sales reflect their acceptance."

As Musical Instrument division manager of the 14-store Jenkins's system, which is spread out over Missouri, Kansas and Oklahoma, Wells points to the school music directors for taking the lead in upgrading students to higher-quality musical achievements. As children progress in their musical education, he notes the strong influence of the music directors in guiding students to better products.

(Continued on page 16)

Sherman, Clay & Co. Saluted by Steinway

NEW YORK — Sherman, Clay & Co., which has grown from one San Francisco store opened in 1852 to the point where it now has 35 stores in California, Oregon and Washington, was awarded a framed plaque in ceremonies here last week when Steinway & Sons saluted the California retail operation's 75th year as a Steinway dealer.

The rich history of Sherman, Clay & Co. includes such memorable events as the San Francisco debut of Ignace Jan Paderewski, the famous Polish pianist, at the California company's survival during the 1906 San Francisco earthquake.

Sherman, Clay & Co. was founded 115 years ago by Leon Sherman and his partners, Major C. C. Clay. In 1892 the partners bought out Mark Steinway, last of the local Steinway dealer. From that point on, every major Steinway artist made San Francisco a must appearance on the itinerary. It was through meeting Steinway artists that Leon Sherman made the life-long acquaintance of Ignace Paderewski, who was a Steinway dealer in the U. S. for the pianist's first concert tour.

Following the devastating earthquake, Sherman, Clay & Co., received a mysterious shipment of 12 pianos. A subsequent letter from Steinway & Sons explained that pianos were sent with the compliments of the piano company; as a Christmas gift, in recognition and as a token of our appreciation of your splendid business in Steinway pianos during the year; you may content to receive your great financial loss . . . by reason of the appalling disaster."

The relationship between Sherman, Clay & Co., and Steinway & Sons is further enhanced each year through the presentation of the Sherman, Clay-Steinway Award to distinguished citizens whose efforts have furthered the cultural advancement of the West Coast area.

Receiving the plaque from Steinway in ceremonies here was Donald Raitt, president of the West Coast firm. Henry Z. Steinway, president of Steinway & Sons, made the presentation at Steinway Hall, West 57th Street.

Selmer Sales, Earnings High

ELKHART, Ind. — H. & A. Selmer, Inc., President Jack Fenton, announced that both sales and earnings for 1967 hit new highs.

Sales were $19,305,500 compared to $17,223,400 in 1966. Earnings in 1967 were 5 cents per share compared to 86 cents in 1966.

"We're entering our 64th year in the stronger competitive position than ever before," Fenton said. He reported that 80 percent of the company's business is in the music education market. Selmer went on the American Stock Exchange Jan. 8.

Fender Revives Telecaster Bass

SANTA ANA, Calif.—Fender Musical Instruments Division of CBS Musical Instruments Division of Columbia Broadcasting, Inc., has returned the Telecaster Bass to its line. The instrument is now in shipment to dealers.

The solid body bass, developed 20 years ago, was dropped from the line in 1950 because few musicians appreciated its advantages or features. Now pros and rock groups are rediscovering it.

The Telecaster bass is priced at $249.30, with an optional hard shell case at $64.50.
Victor's new group takes off in high gear with their first album.
Jenkins's Music—A Complete Musical Merchandiser': Wells

Jenkins is one of the Middle West's oldest and most complete retail music operations. His Kansas City company is an eight-story building in downtown Kansas City, where full floors are devoted to individual major items of pianos, organs, stereo and television, band and orchestra instruments and sheet music. Facilities at this store include series of teaching studios and an auditorium on the top floor where special events such as recitals and concerts are regularly scheduled. A musical instrument by the fair department is located on one floor. The company is bolstered with some of the top brand-names in all areas.

Jenkins maintains stores in Kansas City, Mo.; Topeka and Wichita, Kan.; and Tulsa and Oklahoma City, Okla. Both a downtown location and suburban shopping center stores are maintained in most of these locations.

Highlighting the facilities on the downtown-located musical instrument department at the downtown Kansas City store are full-size, ten-foot-tall brass and orchestra instruments, drums, guitars, and amplifiers. A 15-foot showcase arrangement extending up the aisle of the department features smaller accessories, with showcase in the back will for varied instrument displays.

Typing the planning which goes into designing displays is the new three-tier, space-saving fixture utilized for drum sets. Designed by Frank Burgard, the store's display director, who has an international reputation for his attractive window and store displays, this vertical type display shows a three-piece set on one tier, a four-piece and five-piece set on other levels. Built on castors, this fixture can be moved to various areas. At Christmas, it was positioned at the front of the department.

Jenkins is strong in ties with national promotions. One good one was the Vox "Battle of the Bands" held last year. This promotion created public traffic and subsequent business at all outlets.

"We're firm believers in the value of the personal appearance click," Wells said. "In the past year, we had a considerable amount of favorable action from sponsoring the appearance of such people as Buddy DeFranco, Mel Leven and Joe Morelli. Buddy DeFranco made personal appearances at some schools and this is the kind of strategy Jenkins favors strongly.

Managers of musical instrument departments at all stores come into the Kansas City base occasionally for meetings with Wells, J. W. Jenkins, president of the company, and C. M. Jenkins, vice-president and general manager.

Numerous ideas for promotions have come out of these sessions. The most recent idea, which will become a full-fledged program, to stem from these meetings is a three-week special group-lesson plan for teaching guitar. This special-grind program, which has been so popular at this instrument with rock and folk groups, as well as hobbyists.

The prominent role of the school business plays in company sales is shown by the fact that in each store one or two employees are assigned the responsibility of maintaining close liaison with school instructors. The basic program is designed to keep people in the music education field posted on trends and new developments. This service is helpful in metropolitan areas, but for teachers located 40 miles and more from cities it is a vital service. This aid may include help with some instrument repair problems, supplying some much-needed accessory items that all road men carry, or getting educational material from manufacturers into the hands of teachers.

Change is the word that describes the demand for musical instruments, said Wells. He recalls when accordinst were topping the sales list. In more recent years guitars, amplifiers and drums have been the big selling items.

"Through all these years the band and orchestra business has maintained a steady growth due to increased activity in the schools. Music education programs continue to improve in size and quality. Dealers will notice that the demand for a particular instrument changes from year to year, and it is nearly impossible to know in advance what this change will be. We can only make an educated guess and hope for the best."

New Decca Drum Promotion

NEW YORK—A drum promotion under which four deluxe covers valued at over $50 will be offered with the purchase of drum sets has been launched by the home entertainment division of Decca Records, a division of MCA, Inc. The idea is to bolster the drum covers with every purchase of the DMI-750 full drum and complete accessory outfit without an increase in the suggested list price of $259.95.

The promotion is a full schedule of advertising and point-of-sale merchandising. The promotion also embraces the company's full line of accessories, including cymbals, cymbal stands, hi-hat stands.

Decca is encouraging diversification of the record dealer into the billion-dollar musical instrument market. The company has been successful in utilizing its record marketing complex for its musical instruments and accessories.

Mary company entered the drum business a year ago, and reported last week that sales for the first year were "very satisfactory."
Brel Alive & Well
As a Musical Show

NEW YORK — There are so many moods and attitudes in the songs of Jacques Brel, and so much wit and tenderness in the cast of four performers who bring his songs to life, that "Jacques Brel Is Alive And Well and Living in Paris," now running in the Village Gate, develops as an extraordinary entertainment. Columbia Records is releasing the original cast album and, thus far, it's the musical gem of the season.

Brel's songs of love, frustration, death, carnivals, sailors, whose old age is youth, loneliness and togetherness have been deftly adapted into English, from their original French versions, by Eric Blau and Mort Shuman, and are sung with such understanding and fervor by Blau, Shelly Stone, Shawn Elliott and Alice Whitenfield that nothing appears to get lost in the translation. Shuman, the leader of the pack, is a virtuoso performer. He's funny and sad and dominates the proceedings completely. Miss Stone's singing is rich and deep and almost everything she does, especially the tragic songs, conveys a comparable impact. Elliott is tall and slim and moves from sadness to gaiety with ease, as does Miss Whitenfield, who's at her best, however, when the mood is of the brisk music hall genre.

The direction by Mony Vakil keeps the presentation mobile but never gets in the way of the songs. The arrangements by Wolfgang Knittel, who conducts, are sharp and precise.

The satirical setting of the Village Gate, which is too appropriate to this type of presentation, will, however, be missed from the record counterpart. But everything else could be, and that's what will make it a permanent joy.

MICHIT MILLER, right, talks up his first Broadway musical, "Here's Where I Belong," with Dick Hubert of WABC-FM's "Celebrity Choice."

Mitch Miller in Pitch-a-long: Drumbeater for His New Musical

By MIKE GROSS

NEW YORK—Mitch Miller continues to stay in public view even in his new role of Broadway producer, Miller, who emerged from the virtual anonymity of artists and repertory chief at Columbia Records about 10 years ago as a performer on the "Sing A-long" albums and then with his own "Sing A-long," is now drumming as drumbeater for his musical, "Here's Where I Belong," which opens on Broadway Sunday (3).

Miller, who has always been an outspoken musical man—"It was he who dubbed rock 'n' roll "pimple music"—is making the TV and radio rounds talking up his musical and music, in general. He's appeared on the "Today" show, the "Merv Griffin Show," the "New Yorkers" and guested with several of the top disk jockeys in town.

Even though he's been away from the pop disk scene for several years, Miller is still a knowing and candid figure in the business. Of the so-called "new" music, Miller finds some of it "very good" and a lot of it "too so new." Miller explained, "The young performers today are adding harmonics and woodwinds to their instrumentation and saying they invented it. They're probably too young to remember that I brought harmonics and woodwinds to the recording list 10 years ago."

Of the musical theater, Miller finds his first effort as a producer a challenge quite different from that of recording of TV. "When a record is cut or a TV show is taped," Miller said, "you know it's done and will remain the same but the theater isn't so constant. Things change with every performance."

Broadway Debut

Miller, who continually gambled with new ideas and new performers on records, is gambling again with his Broadway debut. He's assigned the lead roles to Paul Rogers and Nancy Wickwire, who are better known as actors than singers, and he's introducing a new writing team to the Broadway musical scene, Robert Waldman (music) and Alfred Urey (lyrics).

"The musical," said Miller, "is an adaptation of John Steinbeck's novel, 'East of Eden,'"

(Continued on page 29)

Who Making Their First Tour of U. S.

NEW YORK — The Who, Decca act from England, is on their first extensive tour of the U. S. The tour began Wednesday (21) at the Civic Auditorium in Nashville, Tenn., and winds up March 30 at the Westbury Music Fair, Long Island.

The Who are currently riding with the Decca LP, "The Who Sell Out," and their talent Associates represents the group in the U. S.

Patti Page Adds Another Exciting Singing Chapter

NASSAU — Even in a cayman atmosphere, Patti Page, Columbia artist, still has the knack of putting sophistication into a strongly country music-oriented show.

Opening a week-long engagement at the Paradise Island Hotel here, the "Singing Rags" brought the audience to its feet, and made the long walk back to the stage for four encore. The fact that many members of the Country Music Association were in the audience and no bearing on her selectivity of numbers, which were woven into a stylish continuity.

Among her numbers were Mel Tillis' "All the Time," John Hartford's "Gentle On My Mind," Bill Red Steward, Pee Wee King, standard "Tennessee Waltz," and others ranging from "Detour" to "Lazy River."

Miss Page's show is strongly complemented by Rocky Cole, who accompanied her, directed the orchestra, and offered some crowd-pleasing singing of his own. They team well together. In addition to her well-staged show, she responded repeatedly to the crowd which shouted requests for songs she made famous.

In addition to her selection of songs, her delivery, stage presence and style were superb. Her rapport with the audience was excellent, and she continues to show the versatility which has marked her career.
Like nobody singz like
THE HUMAN BEINZ
on their new Capitol album
NOBODY BUT ME

Hear them sing these hits: Nobody But Me...Foxey Lady...
Turn On Your Love Light...The Shaman...seven more.
Produced by Alexis de Azevedo. Also available on 8-track tape cartridge (8XT 2906).
TONY MONUMENT

Trains underground as Monument FM's...
everyone's picking up Jennifer

The Hollies "Jennifer Eccles"

She's single, and a hit!
KPPC FM Makes Groovy Plans
By ELIOT TIEGEL

LOS ANGELES — A continuous light show and an open studio policy will highlight KPPC FM’s new quarters in Pasadena. “We plan making the station a go, group-friendly atmosphere,” program director Tom Donahue says.

Presently broadcasting from the basement of the Pasadena Presbyterian Church, the newly-CBS Broadcasting station plans moving to its new quarters at 777 E. Orange Grove Blvd. in about four weeks. The new location will be the third floor of a Methodist Church-owned building at 903 N. San Antonio St. which currently houses several “head” shops (psychiatric post-ordination) and a restaurant-theater.

The light show will run in an auditorium adjacent to the one broadcast studio. The same policy of allowing the public to hang around the station which made Channel 3’s KMXP FM operation in San Francisco, will be initiated here. Donahue says by letting the listener come into the studio and chat with the disk jockey on duty, the station grabs the pub- lic’s pulse quicker.

Presently completing its first 10 weeks of exploring the album sounds of the pop/hippie groups, the station estimates it will increase its power from 20,000 to 50,000 watts within six weeks. At that time, it will convert to multiple stereo.

Store Advertising
Since switching from a background sound to a supporting one for the “kibitzer groups,” KPPC FM has been starting a small record store advertising under its policy of eight spots per hour. Mervyn’s department store is the young music listener, whose ear is attuned to the disconnected, distortion-dominated, Asian influenced pop sounds.

Material accepted for airplay has to be electric rock, folk, electronic. A little classical and jazz are added for spice. Each organ selections or the studious works of electronic master John Cage are infused with the works of Canned Heat. Grateful Dead, Cream, Beatles, John Philip, 12th Floor Quacker.

Preferences
Each show reflects the preference of the DJ in charge. The station has two hot lines in its lobby for fan-mail and fan-requests. Despite the freneticism of much of the music, the five-staff DJs are refreshing gentle in their patter approach. “We endeavor to try to create an intimacy,” one air personality says.

The lineup consists of new voices following a chair-way system of personalities associated with the former management. The new roster starts with Lee Carter from 6-11 a.m. Carter donated the jazz world from KCBA, but has been playing progressive rock.

KGFJ Bow Talent Hunt

LOS ANGELES — Rhythm & blues outlet KGFJ launches its second annual amateur talent hunt Saturday - Sunday (2-3) with $10,000 in prize money here at Jefferson High School.

The 24-hour rab station will present all events of the five successive weekends at the school with the winning groups assigned weekend recording contracts with Brunswick, Motown, Amy/Mala, Chess, Kent and Atlantic.

Last year's competition drew entries from over 400 groups, the final four in a few weeks. Entry blanks are being solicited with major record stores throughout the area. Judges for the competitions have not yet been named.

STATIONS PLAYING PROGRESSIVE ROCK

EDITORS NOTE: The following is a list of stations currently programming progressive rock music, sometimes known as "underground" music.

KJAZZ FM - Providence, R.I.
WBSZ - Dixie Dick Summer, 1170 Soldiers Field Road, Boston, Mass. 02134. (Phone: 617) 254-5670. Sunday evening show called “Summer’s Subway.”
WKMZ - Music director J. Thomas, 1900 Medical Towers Building, Houston, Tex. 77025. Phone: (713) 626-7406. Progressive rock midnight to 6 a.m. daily.
WBMN - Jerry Berry, Powers, Box 3740, 814 First Street, Miami Beach, Fla. 33139. Phone: (305) 582-1647. Eleven midnight week nights. May soon go progressive rock all sundays.
WKFU - Program director Al Covalis, 213 Sutton Street, San Francisco, Calif. 94108. Phone: (415) 986-2825. Weekends on Underground Sunshine program.
WOMP - Al Rosenfield, 408 S. Oak Park Avenue, Oak Park, Ill. 60302. Phone: (312) 848-5765. (Owned by Seed, underground); Saturday; 2-6 a.m.; same time on WMFT-FM.
WMTF - Al Rosenfield, 408 S. Oak Park Avenue, Oak Park, Ill. 60302. Phone: (312) 848-5765. (Owned by Seed, underground); Saturday; 2-6 a.m.; same time on WMFT-FM.
WSDM - “Take a deep breath with the WSDM show called ‘Underground Den’.” We’ll feature plenty of long cuts like the seven-minute "You Keep Me Hangin’ On" by Vanilla Fudge and Ravi Shankar’s “Thumri,” which runs 5:25," Chart said.

Don’t Need Play to Sell Disks: Drew

DETROIT — At long last, radio program directors can prove that the charm of open studio air play to sell records," said Paul Drueger, who operates directors of 50,000 watt CKLW here. Drew, who took a weak-station and built it into a rating giant in less than a year, pointed to the Cream’s latest album material. "Vanilla Fudge and the Jimi Hendrix Experience. 'It isn’t remarkable how many people at the Hendrix Experience have sold in comparison to what airplane they’ve put it on.'

But the influx of album sales and long cuts and long singles are dead nor that program directors will be short-changed for programming material. "The life blood of the music industry is new talent. And if music seems at the moment to be going the album route, it’s because a lot of record companies follow suit," Drew said.

"Of course, once you have the people who are con-vinced to play anything the band, the new thing original. These creative people are the ones who’ll keep hit with this new material."

Took Over Last March
"That’s music they used in March in 1967. The closest ARB audience rating gave the station third place in the state behind KWKX, a Hot 100 station, and WJR, an easy listen station. The KWKX job lost the market 6 a.m.-midnight. So, Drew started with the Cream of the Cream, November 1967. ARB showed the station second with the Cream of the Cream Novem-ber-December."

R&B’er WBBM Has Rock Show

MIAMI BEACH-WBBM, a 24-hour AM station, has bowed a feature featuring progressive rock album cuts.

CKLW leading all with a 22 rating between 6 a.m.-midnight, compared with WJR with a 13.5.

Cragg is infused with the works of Canned Heat. grateful Dead, Cream, Beatles, John Philip, 12th Floor Quacker.

R&B’er WBBM Has Rock Show

According to Jerry Powers, deejay on the new mid-night-wendy show, " auntie's Rock Show" on WBBM, the station has received 30 calls a night since the program began Jan. 8. Powers' show will expand to an all-day Sunday session in March.

MARCH 2, 1968, BILLBOARD
Radio-Tv Programming

WBZ Evening Play Helping Disk Sales

BOSTON — WBZ has young adults here excited with its evening format. WBZ has been leaning more into the progressive rock field. "Dick Summer Subrosa" began the show, and Summer is making a big impression on progressive rock listeners, thus increasing his audience. Both MGM/Verve Records and Columbia Records executives are impressed with the Summer on record sales. One Columbia executive said sales were up to 17,000 this month, and in the entire without commercials, according to program director Bill Ward. The evening show is being held in the Century Plaza Hotel. Pat Buttram will be master of ceremonies.

Slated to appear are Glen Campbell, Nancy Sinatra, Back Street, Bruce Channel, Lee Hazlewood, Tommy Smothers, Merle Haggard, Ron Charit, Don McLean, Dusty Springfield, Johnnie Ray and Les Paul.

Good Music DJ

CLEVELAND — Along with a new tower and transmitter, WDOK-FM here has added a program director, which Mack is handling a 7-1 a.m. show on the station 100,000-watt station, 24-hour operation. The station programs good music in clusters.

Gentilomo Sets Up Firm to Handle Foreign Stations

NEW YORK — A new firm has been set up here by Carlo L. B. Gentilomo to represent foreign radio stations. Gentilomo, who produced and directed programs for Radio Luxembourg in Paris, the RAI and Swiss Radio at Zurich, has already gained as clients Radio Luxembourg and Swiss Radio. He has already produced several record artist interviews for Radio Luxembourg.

Purpose of his firm will be to both act as a representative for foreign radio stations abroad, and act as liaison man for U.S. record companies dealing abroad, among others. Publishing, plans for artists to perform in Europe, promotion, and radio. Gentilomo, who speaks five languages, said he was eventually he hopes to set up an office in Paris and establish an American there as his European counterpart.

Don’t Need to Play to Sell Disks

WJR still leads in the 6 a.m.-10 a.m. slot, but the rest of the day belongs to CKLW.

WJR said he’d do it “Well, somebody else will do it” he said. But the real philosophy that guides Drew hinges on his feeling that radio is like any other product on the market except that in advertising it, the consumer doesn’t pass judgment on your product. If your product is a good investment, they may not turn you on.

GBS Over Drees

Drew has won over some of the record labels and many of them are starting to play. He has been working with the program director and director of promotions. Drew has been working hard to make sure the music chosen to play is consistent. His librarian is Cathy Shepherd and she’s the one you could want in a music librarian. She’s in the mainstream with the music and as efficient as hell. He estimates that she screens out 40 percent of the records. They listen to all the records and believe the record “exclusive” add excitement to the station’s programming and give it a more diverse audience.

The number of new records added to the playlist fluctuates each week. He said. In addition, he’d add only about 10 disks a week, depending on how many cuts play about six albums, no more than one cut a week. The music director believes the station’s program is “good business.”

WGST in Atlanta. The station’s format was "not a fish fry, but I was on at night and I rocked." In 1960, he worked with Bill Drake, now general manager of WAKE in Atlanta. In 1963, when WAKE started to good music, Scheck was the one. As first deejay, the music director and program director. In March, he’s the new program director of CKLW.

His experience has been centered in advertising, but he pointed out that if he went into another radio station, "I wouldn’t necessarily go top 40. I’d study the market before I took the job." This is where Bob Atkinson of Detroit Radio, and Richard Adkisson of Pulse came into it. These two men are good market analysts.
New Hit Product from

LAWRENCE WELK

his latest hit album

LOVE IS BLUE

contains 10 happening hits... color front & back cover!

His newest single

GREEN TAMBOURINE

b'w WATCH WHAT HAPPENS

Produced by: Randy Wood / Lawrence Welk / George Cates

Arranged and Conducted by: Richard Maltby

RANWOOD RECORDS, A DIVISION OF RANWOOD INTERNATIONAL, INC., 9034 SUNSET BLVD., LOS ANGELES, CALIF. 90069
Radio-TV programming

KPPC-FM Has Groovy Plans

* Continued from page 22

ing a few avant-garde jazzman. Ed Mitchell, who follows Carter from 11-4 p.m., transferred down from KMXP-FM. B. Mitchell Reed is the 4-9 p.m. voice, having left KFWB several weeks ago before Westlinghouse decided to go to an all-news concept. Donahue works the 9-midnight slot, with Don Hall at the midnight. Donahue still continues his 9-midnight show on KMXP-FM via tape. Steve Siegel is the weekend man.

Singles from old 78s and tapes of LPs are aired. In fact, Donahue gets tapes of LPs before they are released in America and a British friend sends him copies of English LPs before the American distributor.

**KING'S NEW STAR**

**FLICKERS**

**CHARLES VICKERS**

"LOST MY FAITH IN YOU"

"DO ME GOOD"

Moving up! Up! Up!

Standard
RECORD PRESSING COMPANY, inc.

Your Standard of Comparison.

14TH STREET, N.W.
WASHINGTON, D.C.

KING RECORDS, INC.

**TUNE IN TO COLOUR**

The Lollipop Shoppe

**VERY SOON!**

**BEST SELLING R&B SINGLES**

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**BEST SELLING R&B LP's**

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**ALWAYS FREE**

**PICK YOUR PIN**

**PICTURES**

**SPRINGFIELD, OH. 45502**

26
LAST WEEK NO. 14
THIS WEEK NO. 2
NEXT WEEK
NO. 1
CINDERELLA ROCKEFELLA
BY
ESTHER & ABI OFARIM
ENGLAND'S FASTEST RISING HIT IN YEARS
PHILIPS RECORDS / A DIVISION OF MERCURY RECORD PRODUCTIONS, INC. / 35 E. WACKER DR. CHICAGO, ILLINOIS 60601
Gospel Music

Gospel Distributor Pattern Moving Into a New Era

NASHVILLE — Gospel music, once sold almost exclusively from the foot of a stage or the rear of a bus, has done a complete turnaround in distribution.

"More than 85 percent of all of our gospel product now is sold through distributors or major rack jobbers," said Joe Light of Heartwarming Records. He indicated the same was basically true of other labels dealing with gospel.

"There has been a definite change in the sales pattern in the past few years," Light said.

The big, very big, sound of J. D. Sumner and the Stamps provides soul-stirring gospel . . . artistically arranged . . . blended to perfection . . . superbly styled and sung with a refreshing exuberance. This renowned group has that something extra . . . that special bonus . . . which is always in demand.

NASHVILLE — A totally new double-album experiment in gospel music will be under way this week with two sessions at Heartwarming Records.

One is a "soul" gospel album by Don Rambos' Harmony (Billboard, Dec. 16, 1967), utilizing Negro background voices, and the other is a Negro spiritual gospel album, by Reba Rambo, daughter of Buck and Ruth Rambo.

The LP's will be cut on consecutive days. Both will be sold exclusively through wholesalers.

"Voice are now being gathered from Fisk University and other predominantly Negro schools in the South to provide the sound sought in the one album," Mrs. Rambo has written seven of the songs in the session, geared specifically for an "integrated" sound. The idea stemmed from a revival in Birmingham.

Under Miss Satterfield, GMA had appreciated growth, had produced a record album which was making good returns for the association, and had helped spur additional interest in gospel music generally.

"Calling her association with GMA "pleasant and fruitful," the former Georgia newspaperwoman said her new position will "enable me to utilize my creative talents to the fullest."

Petie Emery Productions has been involved in virtually every facet of the music business. It includes recording, booking, television, and publishing.
TWO GRAMMY AWARD NOMINATIONS
Best Gospel Album—1968
Two nominees out of five nominated

Heart Warming Records
136 4th Avenue North Nashville, Tennessee 37219

THE COUNTRY MUSIC STORY... $7.50
A Picture History of Country & Western Music
By Robert Shelton & Burt Goldblatt
A root-researched, crisply presented chronicle of country music's phenomenal "corn to Cadillac" history. Over 400 rare photographs. 256 pp. 7½ × 10¼.

BILLBOARD'S INTERNATIONAL BUYER'S GUIDE... $7.50
This annual directory of over 9,000 listings of products, services and facilities available to the music-record-tape cartridge industries is now offered in hard cover form for the first time. Limited stock. Next printing, August, 1968. 310 pp. 8½ × 11¼.

THE COUNTRY MUSIC STORY

TAKING FULL PROFIT & PLEASURE ADVANTAGE OF THE WORLD OF MUSIC KNOWLEDGE OFFERED BY THE BILLBOARD BOOKSHELF?

THIS BUSINESS OF MUSIC... $12.50
By Attorneys Sidney Shemel & M. William Krasilovsky
The legal and practical ins and outs of the vast and complex music-record industry, 420 pp. 6½ × 9¼.

MORE ABOUT THIS BUSINESS OF MUSIC... $6.95
By Kenneth Krage & Kenneth Fritz
A companion volume to the above, covering four more specialized areas of the music-record complex: Serious Music, Background Music & Transcriptions, Printed Music and Tape Cartridges, 176 pp. 6½ × 9¼.

SUCCESSFUL COLLEGE CONCERTS... $4.95
By Kenneth Krage & Kenneth Fritz

THE BIG BANDS... $9.95
By George Simon
The whole story behind the rise and fall of the Big Band Empire. Index of over 2,500 band leaders, vocalists & musicians—fully illustrated. 550 pp. 6½ × 9¼.

THE ENCYCLOPEDIA OF JAZZ AND THE ENCYCLOPEDIA OF JAZZ IN THE SIXTIES... $15.00
(Specially priced $25.00 the set)
By Leonard Feather... Introductions by Duke Ellington, Benny Goodman, John Hammond and John Lewis
Featuring 3,100 biographies of all the great artists, past and present, 406 photographs, numerous articles and special features, polls, blindfold tests, discussions of the blues and folk scene, recommendations of record collections and books, etc. This indispensable set comprises a complete reference library and the entire fantastic story of jazz from its beginnings up to the present day. Encyclopedia of Jazz, 528 pp. 8 × 11. Jazz in the Sixties, 312 pp. 8 × 11.

Payment Must Accompany Order

March 2, 1968, Billboard
Country Music

Country Shows' Drawing Power in High Voltage

NASHVILLE — Any doubts bookers and promoters may have held concerning the continued drawing power of country music performances have been dispelled by early returns on the first day of the 90-day-old country music season, which began with the opening day of the Ten Cents, Tunes and Two-Timing Country Music Festival at the Monroe Civic Center in Monroe, Louisiana.

The Festival, which features three top-name stars, opened with a sell-out show of Slim Whitman, Ernest Tubb and Red Foley, with a sold-out crowd of 1,100 for the night. The show was held at the Civic Center, and the box office was open all day with no line up to get tickets.

The remaining two days of the Festival will feature Hank Snow, Bob Wills and His Texas Playboys, and The Platters and The Jordanaires.

The 1968 country music season, which began with the opening of the cowboy shows at the Monroe Civic Center, was expected to be a record year for attendance and gate receipts.
A Strong Rhythm Side.

BOBBY BARE

sings his new Victor single... "FIND OUT WHAT'S HAPPENING" #9450

Exclusive Representation:
Key Talent, Inc., Nashville, Tenn. (615) 242-2461
### Billboard Hot Country Singles

* STAR Performers/Sides registering greatest proportional upward progress this week.

**This Week**

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<th>Title</th>
<th>Artist/s</th>
<th>Label/Number</th>
<th>Publisher</th>
<th>Weeks on Chart</th>
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<td>1. SKIP A ROPE</td>
<td>Hank Williams, Sr.</td>
<td>RCA Victor 2028</td>
<td>Columbia</td>
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<td>2. TAKE ME TO YOUR WORLD</td>
<td>Tammy Wynette, RCA 44074</td>
<td>Capitol</td>
<td>(Newport, R.I.)</td>
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<td>3. WORLD OF OUR OWN</td>
<td>Porter Wagoner, RCA Victor 32237</td>
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<td>4. JUST FOR YOU</td>
<td>Hank Snow, RCA 2029</td>
<td>Columbia</td>
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<td>Johnny Cash, Columbia 44074</td>
<td>(Melody Lane, Copper Creek, N.C.)</td>
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<td>6. THE DAY THE WORLD STOOD STILL...</td>
<td>George Jones, RCA 2028</td>
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<td>7. SING ME BACK HOME</td>
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<td>8. TAKE ME JUST AS I AM (Or Let Me Go)</td>
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<td>Buck Owens, RCA Victor 32237</td>
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<td>34. BABY BACK AGAIN</td>
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<td>35. TOGETHERNESS</td>
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<td>36. LILY WHITE HANDS</td>
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<td>37. THE SON OF HICKORY HOLLER'S TRAMP</td>
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<td>38. WAFFLED ON THE ROAD</td>
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### March 2, 1968, Billboard

**Special Survey** for the Week Ending 2/3/68

* Tearing up the charts.

**Faron Young**

"She went a little bit farther..."
NUMBER #1 SINGLE!
and now...
NUMBER #1 ALBUM!

STEREO
PLAYABLE ON STEREO & MONO PHONOGRAPHICS

SONNY JAMES
THE SOUTHERN GENTLEMAN
A WORLD OF OUR OWN

A World of Our Own / A Thousand Times a Day / Web of Lies / People-Lution / Can This Be Me / Today Will Be My Day to Live / Walkin' With the Blues / I've Been Keepin' Busy With the Blues / The Journey / What a Shame / Like the Birdies Fly / Misfortune's Child
Country Music

23 Labels Are Getting Country Chart Action

By BILL WILMOTT

NASHVILLE — The appearance of 23 separate labels on the country charts (Billboard, Feb. 17) indicates a growth of small labels and a resurgence into the country field by some major labels.

Although RCA, Capitol, Decca and Columbia held 44 of the chart positions, there were significant moves by other recording firms. MGM, showing growing emphasis in country, enjoyed four spots, while Mercury, with a strong move back in the country direction, had three. Kapp, Starday and Boone each had two listings on the chart.

This, which has had consistent chart success since the arrival of Billy Sherrill on the production scene here, again showed with four. The most significant, however, was the move of the small companies and those of relatively short existence. Some, well established in other fields, are new to the country market. Among the small labels now making it on the charts are Jack Ashley, and Don Sargent. Sherry's SSS International, which has a success run in other fields, is making its move in country. Dot has shown renewed interest in country artists and promotion, and it is showing some consistency in the field. The addition of Henry Hart has been a factor. United Artists, under Bob Montgomery, also has shown consistency. Paula, functioning from Sheeport, also has done well. This may be the factor which has set off a rash of new labels in various parts of the nation. Promotion men in the field for the major labels say there are studies of some sort among them quite sophisticated, in most of the principal markets. While many of these geared to producing masters which eventually will be offered to the country field from these developing companies, some are having records cleared through record distribution markets in large quantities with a hope of a regional breakthrough and eventual chart dominance.

There is also a concept in the country field. Most of Dot's publishing firm must have at least one label for "complete" diversification. To handle the publishing of these companies is commonplace, and their indirect ownership of labels is increasing.

The increase of the number of different labels, however, poses a new problem for the disk peddlers, copies of records which now arrive daily at radio stations. Some of the programmers admit that, although few, they don't even open many of the record envelopes received.

Yesteryear's Country Chart

Change-of-pace programming from your listener's shelves, featuring the disks that were the hottest in the country field 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's charts at that time.

COUNTRY SINGLES—10 Weeks Ago

March 2, 1963

1. "I'll Be Me"—Peggy Lee
2. "Goodnight I Love You (Remember Me)"—Don Gibson
3. "I'm So Lonesome I Could Cry"—Waylon Jennings
4. "Let Her Go With a Smile (Don't Let Her Go with a Tear)"—Don Gibson
5. "Don't Let Me Be Misunderstood"—Bob Dylan
6. "You're a Mean, mean Woman"—Marty Robbins
7. "A Guy Named Joe"—Bobby Vee
8. "I'm Not the Type of Girl You Love Best"—Roy Orbison
9. "Lonely Girl"—Don Gibson
10. "I'm a Little Girl and I Don't Mind"—George Jones (Balled Artist)

COUNTRY SINGLES—20 Years Ago

March 3, 1958

1. "Ballad of a Teenage Queen/Big River (I Made a New Friend) (State Fair)"—Song (Single)
2. "It's About Time/Big City Blues"—Peggy Lee (RCA Victor)
3. "The Story of My Life"—Marty Robbins (Columbia)
4. "A Little Bird of Mine/Sure Would I Tell Him-Rogers (Gadens)
5. "Good by Fire/Fire in the Rain Again—Jerry Lewis Lee (RCA Victor)
6. "Go Go Go"—Johnny Otis (Dot)
7. "Oh, Louisiana, My Louisiana, Can't Stop Loving You—Don Gibson (RCA Victor)
8. "It's a Shame"—Warner Mack (Decca)
10. "I'm Gonna Be a Country Music Star"—Maxine Brown (ABC-Paramount)

Top Performance by Judy Collins At Troubadour

L.A. SONGS — Judy Collins, the 23-year-old singer who recorded "Hedwig and the Angry Inch," and Donna Veglio, another new folk singers, opened Thursday (9) at the Troubadour to a packed house. Miss Collins' crystal-clear folk songs and her authority spark her 60-minute performance of 11 songs, including an encore of "Sisters of Mercy" by the new folk poet Leonard Cohen.

Miss Collins' repertoire tends to reflect sadness. The vocalist performs expertly on unamplified guitar. Backing is adequate, not sparkling. piano/electric organ and bass.

Hedge (Capers) and Donna Veglio (Capra) and 23, respectively, have been singing together professionally for 16 months. This booking is their graduation from the club's Monday night Hootenanny. The band has not seen their debut LP just released by Capitol, combining expert harmonizing and strong vocal power. Hedge plays regulation guitar skillfully and his voice does tend to overpower Donna's. She scores on "Four Women," the poignant tune on four Negro women of suffering burden.

ELIOT TIEGEL

Fell Reeves Staffer

NASHVILLE — Mary Reeves, president of Jim Reeves Enterprises, announces the signing of Ted Fell as both writer and promotion man for the firm and its affiliates. Open Road Music, Tuckahoe Music, Acme Music and Mar-Mae Music. Prior to that, Fell had been with Jannings' Jim Reeves Enterprises, Fell had been both writer and promotion man for American Music, Inc.

Dionne's Gold Disk

NEW YORK — Dionne Warwick's single of "I Say a Little Prayer" and "Valley of the Dolls" is now certified for a gold record by RIAA. The sales are more than 500,000. "I Say a Little Prayer" hit No. 4 on the Hot 100 chart, and No. 2 on the Country Clipper chart. "Valley of the Dolls" is No. 2 this week.

MARCH 2, 1968, BILLBOARD
There's lots of country out there... and DOT'S GOT IT!

17070 The Compton Brothers
Honey b/w Poor Side of Town

17067 Eddie Fukano
It's Lonesome (When You're Outside Looking In)
b/w I Didn't See the Sign

17068 Peggy Little
Come on Home
b/w Beautiful World

DOT RECORDS
The 34-inch record store.

That's all the space it takes to set yourself up in the new Hip Pocket Record business. And it can be counter space, wall space, table space. Our 34-inch wide merchandiser sets up in minutes. And it sells singles buyers on sight. Because any kid can plainly see—right on those four-color jackets—that he's getting not one but two big hits on each disc.

And at a kid-pleasing price of just 69¢*. These new HP's may be small (just 3 1/4 inches). And they sure take a small amount of store space. But there's one thing about Philco Hip Pocket Records that isn't small. That's the size of the new profit they'll put in your pocket.

*Manufacturer's Suggested Retail Price.
A 1st for Minneapolis Fair
Booking of Country Show

NASHVILLE — For the first time in its history, the Minnesota State Fair at St. Paul Aug. 28 has booked a country show.

The Hank Williams Jr. show with Lamar Morris, the Chattin' Hearts and Dolores Smiley are scheduled for this date, one of 13 to be played by this package.


Dolores Smiley of Aud-Lee Attractions contracted the Minnesota Fair date with John E. Libby, secretary-general manager. In addition to the Hank Williams package, the entire show of Marty Robbins, Sonny James and Connie Smith are scheduled.

Another package consisting of Marvin Rainwater, Tommy Cash, Merle Kilgore and Pat McNeary is slated for a fair at Alidoo, Ill.; Columbus, Neb.; Avoka, Ia.; Albert Lee, Minn.; Junctionville, Wis.; Beatrice, Neb.; Hastings, Neb., and Fairbury, Ill.

Wilma Lee and Stoney Cooper and the Clinch Mountain Clan, also booked by Aud-Lee, will play the Aug. 2 fair at Harrison, Mich. Red Foley, Pat Campbell and band will play Aug. 9-10 at Austin, Minn.

Brown Host Of Chi Show

NASHVILLE — RCA Records Jim Ed Brown has been named to host the Don Mc Neil "Breakfast Club" show in Chicago for two weeks beginning Monday Oct. 13.

This is the first time in the history of the show that a Nashville country act has been selected for this role. Victor's Wally O'Brien made the arrangements with the show producers.

Brown, whose records have gone directly to the top 10 in the country charts since working with Aud-Lee, is slated to do solo singing and duets with Kathy Taylor, as well as commentaries on various topics directly associated with radio programming.

Merle Haggard is shown at a recent cocktail party given in his honor by the Jayettes, an auxiliary of the Junior Chamber of Commerce of Phoenix, Ariz. Merle was the headline and show for the benefit of the Valley School for the Retarded Children in Phoenix Saturday Oct. 22. Mayor Graham of Phoenix has proclaimed the occasion Merle Haggard Day. Shown above with Merle are Mary Etta Mc Farlen, Barry Sly and Barbara Barr.

Chet Atkins has hired his own personal press representative. The RCA artist, producer, executive, will utilize as a publicist, Hope Sheridan of New York City. Atkins' manager, said the volume and scope of his television appearances, required the addition of a publicist. Miss Sheridan first met Atkins a few weeks ago when she was in Nashville representing Marty Stuart-Made... Decca's Marion Worth is mending after surgery.

Bobbie Records' Norfolk, Neb., has a new release titled "When You're So Lonely" b/w "Shackles On My Feet." It's a Brice Star production directed by Tex Clark and Jack Ryan. The producer is Cade Bros. Singer-comedians Mary Taylor has done the "Joye Bishop Show" and the "Pat Boone in Hollywood" show. Jim Halsey also has booked Minnie Pearl and Roy Clark on the Bobbie show.

ROY PRICE, Marty Robbins, Roy Clark and Glen Campbell will be featured on the KGBS spectacular at the Nashville Convention Center (9). Columbia's David Rogers did a TV show in Fort Worth, played Dewey Croom's Longhorn Ballroom and did the Panther Hall TV show and dance in Dallas. After that he was in Chicago's Auditorium.
BUFFALO UNIT, ELEKTRA DEAL

BUFFALO — The Buffalo Philharmonic has signed with Elektra Records for its next three albums. The new recording will be housed at the 11th Street Music Hall. The albums will be recorded at the Kalamazoo Music Hall in March. The orchestra's first appearance on LP will be a recording of a major orchestral work.

ENJOY LIGHT, Project 3 president, supervises a recording session of the Renaissance Ensemble at Fine Recording Studios in New York for their new Project 3 album, "Love Songs of Long Ago, 1550-1700 A.D."
Make your March sales roar!

CLASSICS THAT COME ON LIKE A LION... FROM DGG/ARCHIVE/HELIODOR

The latest addition to the specially priced, specially packaged SKL series.
THE NINE BRUCKNER SYMPHONIES
Eugen Jochum, conductor
Berliner Philharmonic Orchestra
An 11-record boxed set, with illustrated brochure. SKL 929/30

BRUCKNER
9 SYMPHONIEN
Berliner Philharmoniker; Sinfonie-Orchester des Bayerischen Rundfunks
EUGEN JOCHUM

ARCHIVE PRODUCTION
The collector's choice


Handel, Passion According to St. Matthew. Schola Cantorum Cantorum. Munich, Germany. DGG.


HANDEL: PASSION ACCORDING TO ST. MATTHEW

Schütz: Seven Last Words of Christ. Freiburg, Germany. DGG.

Mozart: Symphonies, No. 6 in F, K. 42/5 in D, K. 485 in G. DGG.

Chamber Orchestra of Europe. Amsterdam, Netherlands. DGG.

HILDEBRANDT: ORCHESTRA.

HELIODOR
Quality produced, budget priced

BRUCKNER
9 SYMPHONIEN
Berliner Philharmoniker; Sinfonie-Orchester des Bayerischen Rundfunks
EUGEN JOCHUM

WOLF: THE SPANISH SONG BOOK
Schwarzkopf, Fischer-Dieskau, More. A 2-record set. DGG 139 325/30

BACH: CANON IN D minor

FURTWÄNGLER
CONCERTOS FOR HARMONICA

DVOŘÁK: SEQUENZE FOR STRING quartet

WAGNER: THE FLYING HUNCHBACK

BEETHOVEN: SYMPHONY NO. 9 IN A MAJOR

DCGG/Archive Records are exclusively distributed by MGM Records. Heliodor and WGM Records are divisions of Metro-Goldwyn-Mayer Inc.

DGG 139 016

DGG 139 516

DGG 139 316

Concertos for Flute and Orchestra: Mozart, Saint-Saëns and Uccellini

Nicor, flute, Lucerne Festival Strings. Baumgartner. DGG 139 311

BRUCKNER: SYMPHONIES, NO. 7, 8, AND 9

HILDEBRANDT: ORCHESTRA.

Northwest Symphony Orchestra. Portland, Oregon. DGG.

Ballade for Violin and Piano, Op. 23

SCHUMANN: DAVRDIUSZENDEL
DANCES; PAPIILLON, Kempf, piano. DGG 139 316
CONCERT REVIEW

Stirring 'Gerontius' Given

NEW YORK — Elgar’s “The Dream of Gerontius” drew a moving performance by the Little Orchestra Society under Thomas Scherman at Philharmonic Hall on Sunday (23) with especially strong performances by contralto Helen Watts and baritone Rainer Nowak.

Tenor John Wakefield, in the title role, gave a sensitive performance, but was bordered by difficulty with his high notes. The oratorio, Elgar’s major work at work, text by Cardinal Newman, has only one catalog listing—a fine two-record set in Angel with Sir John Barbirolli and the Hall Orchestra.

The record selections are ten operas, including “Fra Gherardo” and “Il Re di Nola” by Cammarano (Deutsche Grammophon archive, and Stereo-Fidelity).

Herrin, having no apparent difficulties with the bass range, sang the short roles of the Priest and the Angel of the Agony with authority. He appears on angel, angel, and L’Oiseau-Lyre. Wakefield also has recorded on Capitol.

Pizzetti, Composer, Is Dead at Age 87

ROME — Composer Ildebrand Pizzetti died here on Feb. 13, 1997. Among his compositions were 11 operas including “Fra Gherardo” and “Il Re di Nola” by Cammarano (Deutsche Grammophon archive, and Stereo-Fidelity).

Last year, London issued an album by Lambert Gardelli and L’Orchestre de la Suisse Romande of Pizzetti’s “Concerto dell’estate” and incidentl music from “Pinaxia,” the only current listings for the composer. He also composed symphonic and choral works.

RCA to issue 3-Record ‘Ernani’ Set

Hindemith, and Erich Leinsdorf and the Boston Symphony play Brahms. John Ogden offers a pressing of Nielsen piano music. Rouding out the Red Seal list is dabbling from the Groove Press-Evanoff collection of “Finnegan’s Wake” by Martin J. Kelley, Janis Levy, and Peter Haskel and Page Johnson.

Vieira has two three-record sets, including one from Victor. She also offers new compositions in stereo by various artists, including a recording by Ernestine Schwenk.

The other multiple set has a first recording of Mozart’s operatic “La Bella Libera” by the Sinfonia Cittadina conducting the Polyphony Chorus and Orchestra of the Angelicum. The Collegium Aureum performs Haydn concerts with the Angel and Victor labels. Famed conductor Peter Haskel is also a conductor on this set.

Another pressing of Toscanini and the NBC Symphony contains dance music of Bel- lize, Brahms, Paganini, Johann Strauss, and Waldteufel.

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ESSEN, Germany — What it is promoting as Europe's first great festival for folk lore, folk songs, chansons and pop music will be held in this city Sept. 25-29.

The "International Essen Song Days" is planned as a counterpart to the Monterey Pop Festival. The five days of non-stop music will combine some major performances, 28 workshops, and a seminar to take in visions of the festival's results.

The International Essen Song Days 1968 is sponsored by the city of Essen, which has invited more than 100 artists from around the globe. Countries to be represented are the United States, the Soviet Union, Italy, Spain, Britain, Ireland, Brazil, Czechoslovakia, Sweden, Denmark, Belgium and other countries.

Artists invited include Haros Dieuduch, Los Inacs, Petae Seeger, Bob Dylan, Tsching Henn, the Mothers of Invention, Donovan, the Rolling Stones, Frank Josef Degenhardt, Dieter Suer, Ione, Hana Hegerova, Philip Ochero, Giuliette Greco.

The festival committee said that artists had been invited with the aim of giving representation to all good popular music, and not any special type.

The festival will be directed by a board of German and foreign pop music experts, including representatives of the United Banks, France, Italy, Denmark, Belgium, Britain, Czechoslovakia.

Leinen, Germany, with Telefunken, Brazil.

The festival is expected to attract at least 20,000 for two mammoth concerts in the Gruga Hall, each concert to last over five hours. The concerts and other festival events will be carried by German and foreign TV stations.

A special seminar will offer five lectures with the theme "The Lied as a Form of Expression of Our Time.",

ROY BLACK, right, receives his first gold disk for 1,300,000 sales of "I'd Rather Have You back in August, near Munich. Black is set for appearances in Britain and America.

Electrola's Veder Sees Customs Barrier Fall Cuing Wide Shifts

By Omer Anderson

This means," Veder explained, "centralization of production, equalization of prices, and delivery conditions, international release of various disks, and rationalization of distribution over the Common Market area as a whole.

Veder continued, "Our parent firm, the EMI, long has been preoccupied with these problems, and we have taken various measures to obtain full advantage of the compact EMI organization in the six Common Market countries.

"Because of its central position, Cologne will play a leading role in the Common Market organization of EMI."

In general, Veder believes that 1968 will demonstrate, even more distinctly than have past years, that current conditions on the disk market favor the giant record concerns—or the small concerns with a very flexible "man ofClarin" Veder added.

Penalized More

Veder said the medium-size disk companies penalized increasingly under present market conditions by the steady rising cost of record production; through the high risks in connection with the fluctuation of the market; and the necessary

(Continued on page 42)

Stratford Fest Slates Wide-Ranging Program

TORONTO — The music season at the internationally known Stratford Shakespeare Festival in Stratford, Ont., this year offers a wide variety of music and artists, from the Indonesian music of Ravi Shankar to the sacred music of Duke Ellington, from such established artists as Chihara to such promising young talents as violinist David Nadan.

The season opens with Duke Ellington and his orchestra in his concert of Sacred Music (July 14); the Stratford Festival Orchestra with violaist David Nadan (July 22); Van Cliburn (July 25), the Festival Orchestra conducted by Gunther Schuller with pianist John Ogden (July 28); the Festival Orchestra conducted by George Schick with soprano Judith Balkin (Aug. 4; the Festival Orchestra conducted with violinist Ruggiero Ricci (Aug. 11); Ravi Shankar (Aug. 23) and his sitar on Indian music the preceding day, and the New York Pro Musica (Aug. 25).

There will also be a series of Stratford Morning concerts, beginning July 13, featuring the works of Canadian composers performed by the Chamber Music Workshop. The Festival has commissioned composers Serge Garant, Bruce Markes, Gabriel Charpentier and Steve Gillman to work with the performers on their new compositions.

ROBERT CARLOS, CBS International artist from Brazil who sang the first-place song at this year's San Remo Festival, chats with Harvey Schiller, left, head of CBS International, and said Godard Uberson, president of CBS/Columbia, in New York on his way back to Brazil.

Teldec, Polydor on Musical LP Swing

HAMBURG — This is the year of the musical in West Germany, with Telefunken-Deca (Teldec) and Polydor bringing out a total of six LPs based on three musicals.

Teldec has four versions from the Broadway hit "Fiddler on the Roof." Teldec has the original Broadway cast recording on the RCA label; "Anatevka," the instrumental version arranged and conducted by Claus Ogerman, also on the RCA label; the German-language recording premiere of "Anatevka" at Hamburk with the Israeli artist Shmuel Rodensky, on the Decca label; and Werner Mueller's version on a Decca single.

Polydor is promoting its recording of the musical "Der Mann von La Mancha" as a new musical which is conquering Europe.

"Man of La Mancha" was recorded with Josef Meinrad, Blanche Aubry, Fritz Muller, Norman Foster and Johannes Furling's orchestra. The German version was written by Robert Gilbert.

Polydor announced that it is producing a first authentic complete recording of Beri Brecht and Kurt Weill's "Three Penny Opera" for release next summer.

Polydor said it has had a team on the road for several weeks looking over various cities in West Germany to find the best recording sites for the opera which Brecht and Weill wrote in 1928.

Hannes Mesenburg will have the role of The Kaiser and besides others in the cast will be Karin Beal, Hanne Wieder, Helmut Quandt, with director Fritz Muller, in Hell, Hans Clarin and Peter Usstein.

The production is in charge of Harald Vock, and the musical direction, James Last.

REPRESENTING MILLIONS of record sales in Austria, Belgium, France, Holland, Germany, Switzerland, Italy, Spain and South America singers Udo Juegmann, extreme left, Adana, second from left, and Raphael, extreme right, next Francois Menthin, President Wein from Polydor-Marcian, the company which distributes their records in France.
international concerns. Veder went on, "are able to assess the impact of their broad catalogs, their large capital reserves, and their stabling internationally organized sales channels."

EMI has been quick to take note of this development, setting up a still-in-the-organization and the extension of its interests into the neighboring area of business. EMI has not only managed to secure but to expand further its leading position among world concerns."

By contrast, the "one-man" operating format concentrates entirely on production and distribution decisions. Veder said that the principal problems of the German record Post S.R. Sales Still Dipping

MILAN — First two weeks' sales of "The Sound of Music" are remarkably lower than those of the most recent years for the same period in the field. While the San Remo Festival has been yielding at least 4.5 million units sales per day, the same period in 1964 skyrocketing up to 2.5 million units, the same period this year hardly reach 3 million, predicted the record companies' president.

The best sold record is Annra Braccialini's "Debbi," which has sold over 200,000 copies, followed by Dino, Don Buckly's "Knights," Wilson Pickett's "Pebble," and Wilberto Carlos Sergio Endrio's "Fernando Per Te," Martian Sania S.R. Peres, who is the left hand of Big Seven, the "Top 10," "Uomo Pianeta" etc., which have been sold 20,000 copies each.

Veder reported that in 1967 10 million copies of all EMI's LP's sold in Germany were priced at $2.30 and less. Over 2,000 titles were offered on 14 different labels at budget prices.

The marketing director of EMI said that as long as budget sales of EMI represented a "second-issue," a price of $2.50 can be regarded as realistic. But he cautioned that a price of $1.25 (which made up more than a third of budget sales) could only be based on supplementary market calculations; in other words, at $1.25 there is hardly any profit on an LP, and a firm can afford these sales only for a profit from other categories.

Veder said that the "one-man" operating format is severely limited, e.g., to B.I.E.M.-free repertoire, folk music, and national music which for all times is still exhausted. Veder said he is afraid the price structure on the German market is unsuitable. "I only hope that this development doesn't lead to a critical situation," he added.

AFN Will Beam Country Series

FRANKFURT — The American Federation of Networks (AFN) will broadcast a two-series program on "The History of Country Music," beginning May 19. The two programs are 55 minutes each, and, together, they will cover the entire repertoire. The first program was broadcast nationally last Friday and the final program, Feb. 26.

Sergeant Bill Boyd, AFN's former chief of programming, who now heads the "country" series, said that he could put it together because AFN's Frankfurt office has the largest record library in the world. He said that the program is a combination of periodicals and interview with a record history. He said that the program is a combination of periodicals and interview with a record history. He said that the program is a combination of periodicals and interview with a record history. He said that the program is a combination of periodicals and interview with a record history. He said that the program is a combination of periodicals and interview with a record history.

1 Like Mike Musical Track To Be Issued by CBS Israel

TEL AVIV — Following an uninterrupted run of success with such musical productions as "My Fair Lady," "How to Succeed in Business," and "Cabaret," CBS Israel, which has released the soundtracks of all the Hebrew versions of the musicals produced by God, now has a title, "How to Succeed..." — will release the original title, "1 Like Mike." CBS Israel has an interest in the production, "1 Like Mike" and "Kazablan." Meanwhile, "Kazablan" has passed its 500th performance and CBS reports sales of albums of the God-produced musicals are 36,000 for the Hebrew "My Fair Lady," 35,000 sales for the Hebrew "Fiddler on the Roof," and 17,000 sales for "Kazablan," which is still selling at the rate of 1,000 copies a month.

Phase 4 Saluted by French Decca

PARIS — Decca launches a special promotion campaign for the Phase 4 stereo catalog Thursday (29) for "The Phase 4 Day." Based on the slogan, "1968 has been 365, plus Phase 4 Day the campaign will be launched by a reception in the Decca building which will be attended by Decca's London-based international head, Mark Stellman, Phase 4 technical chief, and a Phs. Phase 4 record retailers in the Paris region will be invited to a demonstration of the Phase 4 recording technique by British pianist Ronnie Aidrich.

CASHING IN ON ERIC BURDON and the Animals' "Montreux," high on the record charts with the momentum of Hugh Masekela's music. "Anja," in Toronto is promoting Masekela's three Uni albums with special displays and a "دارة" in the store, largest "Record Alley" outlets in the city. Cecil Phillips, manager of Record Village's Avenue Road store, shows the display there.

From the Music Capitals of the World

BARCELONA

Edigsa is doing special promotion for new folk singer discovery "Gilda" whose first LP includes four Catalan versions of American songs. "Edigsa" has released an album of the hits of "Los Hombres," such as 

Berlin

BERLIN

Current happy top seller is "Everything I Am," by the Joes (British Group, the Planet). The group has been described as "The new Damon Hill" and "The new Flamenco singer." The group has been signed to a new Decca single, "Der Hauptmann von Noven." The group is currently producing Jack White for another, Rex Gibbons for another, and Ria Black for another. RIAA

Revert on Meteorite and Suede's "Stow Malakvit for Meteorite (Karnawat). WOOG ALAN SPRAR

BRUSSELS

The Flemish TV show "Jovinks" featured Simon Duyper from Britain, Branton Wood from the U.S.A. and the Dutch group "De evangelisten." The show has been broadcast by "Top 10" western music program, promoting the recording of the project, which he claims is the first to be done in that music. The program's producer, Dave Dobbins, together with all the regional music artists and listened to the 100 records before taping the show.

CRMA Names Betts Exec

TORONTO — The Canadian Record Manufacturers' Association (CRMA), established in 1963, has appointed its first permanent, full-time executive, executive secretary A. L. (Bert) Betts, and opened offices at 225 Mutual Street in Toronto. Betts will promote and further the interests of members, develop and improve the CRMA's services, and the efficient utilization of the products of the industry by the public, study and organize lawful courses of action on problems common to the industry, collect, collate and disseminate technical, statistical and other information considered to be of general interest, use and assistance to members, etc. in accordance with CRMA objectives. Betts was formerly manager of marketing services with Tagan-Gallery Ltd., appliance manufacturers, and in that capacity became familiar with Association operations through contact with the Canadian Appliance Manufacturers Association and the Canadian Electrical Manufacturers Association.

"I Like Mike" Musical Track To Be Issued by CBS Israel

TEL AVIV — Following an uninterrupted run of success with such musical productions as "My Fair Lady," "How to Succeed in Business," and "Cabaret," CBS Israel, which has released the soundtracks of all the Hebrew versions of the musicals produced by God, now has a title, "How to Succeed..." — will release the original title, "1 Like Mike." CBS Israel has an interest in the production, "1 Like Mike" and "Kazablan." Meanwhile, "Kazablan" has passed its 500th performance and CBS reports sales of albums of the God-produced musicals are 36,000 for the Hebrew "My Fair Lady," 35,000 sales for the Hebrew "Fiddler on the Roof," and 17,000 sales for "Kazablan," which is still selling at the rate of 1,000 copies a month.

Phase 4 Saluted by French Decca

PARIS — Decca launches a special promotion campaign for the Phase 4 stereo catalog Thursday (29) for "The Phase 4 Day." Based on the slogan, "1968 has been 365, plus Phase 4 Day the campaign will be launched by a reception in the Decca building which will be attended by Decca's London-based international head, Mark Stellman, Phase 4 technical chief, and a Phs. Phase 4 record retailers in the Paris region will be invited to a demonstration of the Phase 4 recording technique by British pianist Ronnie Aidrich.
HAMBURG
Radio Luxemburg will present its 15th Golden Lion award to the Bee Gees (Polydor) for "Massachusetts" (Polydor). The award ceremony will be held in Essen Saturday (9). The Bee Gees include Maurice, Robin, and Barry Gibb. The German version of "Massachusetts" was released last March in Hamburg. Decca has released a new album of Fiddler on the Roof music featuring Israeli artist Yale Jordan. The album was released a new album by James Last. It was recorded in Budapest last December.

WOLFGANG SPAIR

Helsinki
The Swedish girl trio, the Pearl girls, were in Helsinki for an engagement. The group includes (from left to right) "Tina Turenius," "Sanna couple," and "Marina." The group will perform two songs off of "Hommage 1973," a hit album by the group. The concert will take place in the Helsinki Music Hall on Friday night. The Pearl Girls are on tour in Sweden and Finland. They are the first Finnish group to tour Sweden in 1973.

From the Music Camps of the World

Belgium with "Mania" and has since appeared on a number of TV specials. In 1973, the band appeared on a number of European TV shows, and has performed at the Montreux Jazz Festival. In 1974, the band released their first studio album, "Mania," which featured the hit single "Mania." The band has continued to release albums and tour internationally, with their music gaining popularity in Europe and beyond.
### AUSTRALIA

(Courtesy: Record Mirror, Melbourne)

**Genre notes local origin**

<table>
<thead>
<tr>
<th>Week</th>
<th>Track</th>
<th>Artist</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>26</td>
<td>BRIAN SANDERSON</td>
<td>Bluegrass&lt;br&gt;(Capitol)</td>
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<td>6</td>
<td>3</td>
<td>SHELBY BEACH</td>
<td>Country &amp; Western&lt;br&gt;(Decca)</td>
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<tr>
<td>7</td>
<td>6</td>
<td>BILL CRAIN</td>
<td>Country &amp; Western&lt;br&gt;(Reprise)</td>
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<tr>
<td>8</td>
<td>11</td>
<td>LINDA HAYES</td>
<td>Country &amp; Western&lt;br&gt;(Capitol)</td>
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<tr>
<td>9</td>
<td>15</td>
<td>REGENCY</td>
<td>Country &amp; Western&lt;br&gt;(Capitol)</td>
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<tr>
<td>10</td>
<td>17</td>
<td>TONY ORTON</td>
<td>Country &amp; Western&lt;br&gt;(Capitol)</td>
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### BELGIUM

(Courtesy: Moniteur Musical)

<table>
<thead>
<tr>
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<th>Track</th>
<th>Artist</th>
<th>Notes</th>
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<tbody>
<tr>
<td>2</td>
<td>1</td>
<td>JOEY JOHN</td>
<td>Rock&lt;br&gt;(Parlophon)</td>
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<td>3</td>
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<td>JONI MITCHELL</td>
<td>Folk&lt;br&gt;(Capitol)</td>
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<td>3</td>
<td>BOB DYLAN</td>
<td>Folk&lt;br&gt;(Columbia)</td>
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<td>5</td>
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<td>GEORGE MCLAREN</td>
<td>Folk&lt;br&gt;(Columbia)</td>
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<tr>
<td>6</td>
<td>5</td>
<td>NILS VANDERHAGEN AND CARL DE Dorst</td>
<td>Folk&lt;br&gt;(Columbia)</td>
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<td>7</td>
<td>6</td>
<td>BARRY WOOD</td>
<td>Folk&lt;br&gt;(Columbia)</td>
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<tr>
<td>8</td>
<td>7</td>
<td>SIMON AND GARFRIENDS</td>
<td>Folk&lt;br&gt;(Columbia)</td>
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### BRITAIN

(Courtesy: Record Retailer<br>Directors local origin)

<table>
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<tr>
<th>Week</th>
<th>Track</th>
<th>Artist</th>
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<tr>
<td>1</td>
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<td>JOHNNY QUINN</td>
<td>Mod&lt;br&gt;(Decca)</td>
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<td>2</td>
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<td>THE SPADERES</td>
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<tr>
<td>3</td>
<td>3</td>
<td>THEओसका</td>
<td>Mod&lt;br&gt;(Decca)</td>
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<tr>
<td>4</td>
<td>4</td>
<td>THE SUGAR CONES</td>
<td>Mod&lt;br&gt;(Decca)</td>
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<td>5</td>
<td>5</td>
<td>THE KASUALS</td>
<td>Mod&lt;br&gt;(Decca)</td>
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<tr>
<td>6</td>
<td>6</td>
<td>ANGELA僅</td>
<td>Mod&lt;br&gt;(Decca)</td>
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### CANADA

(Courtesy: Record Retailer<br>Directors local origin)

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<td>PLASKY &amp; BLAK</td>
<td>Rock&lt;br&gt;(Atco)</td>
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<td>5</td>
<td>4</td>
<td>THE MAMAS AND THE PAPAS</td>
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<td>6</td>
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<td>THE RAVENS</td>
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<td>7</td>
<td>THE CHEMISTS</td>
<td>Rock&lt;br&gt;(Atco)</td>
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<td>9</td>
<td>8</td>
<td>THE SCOUNDREL 66</td>
<td>Rock&lt;br&gt;(Atco)</td>
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<tr>
<td>10</td>
<td>9</td>
<td>THE BEACH BOYS</td>
<td>Rock&lt;br&gt;(Atco)</td>
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### HITS OF THE WORLD

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<th>Country</th>
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<td>JAPAN</td>
<td>1</td>
<td>2</td>
<td>HELLO, GOODBYE&lt;br&gt;&lt;br&gt;Beatles</td>
<td>Pop&lt;br&gt;(Polydor)</td>
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<tr>
<td>2</td>
<td>1</td>
<td>1</td>
<td>THE RAIN&lt;br&gt;&lt;br&gt;Beatles</td>
<td>Pop&lt;br&gt;(Polydor)</td>
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<tr>
<td>3</td>
<td>4</td>
<td>4</td>
<td>COME ON&lt;br&gt;&lt;br&gt;Beatles</td>
<td>Pop&lt;br&gt;(Polydor)</td>
</tr>
<tr>
<td>4</td>
<td>7</td>
<td>7</td>
<td>DIRTY旧&lt;br&gt;&lt;br&gt;Beatles</td>
<td>Pop&lt;br&gt;(Polydor)</td>
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<tr>
<td>5</td>
<td>10</td>
<td>10</td>
<td>DO YOU LIKE IT&lt;br&gt;&lt;br&gt;Beatles</td>
<td>Pop&lt;br&gt;(Polydor)</td>
</tr>
<tr>
<td>6</td>
<td>13</td>
<td>13</td>
<td>THIS IS YOUR LIFE&lt;br&gt;&lt;br&gt;Beatles</td>
<td>Pop&lt;br&gt;(Polydor)</td>
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### MALAYSIA

(Courtesy: Malaysia Radios)<br>Directors local origin

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<td>THE WHO</td>
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### SPAIN

(Courtesy: Revista Musical<br>Directors local origin)

<table>
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<td>JOEY MORRISON</td>
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<td>Rock&lt;br&gt;(Polydor)</td>
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<td>THE BEATLES</td>
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<tr>
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<td>THE WHO</td>
<td>Rock&lt;br&gt;(Polydor)</td>
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<td>THE DOORS</td>
<td>Rock&lt;br&gt;(Polydor)</td>
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### SWITZERLAND

(Courtesy: Billet)<br>Directors local origin

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<tr>
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<td>1</td>
<td>JOEY JOHN</td>
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<td>3</td>
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<td>Rock&lt;br&gt;(Decca)</td>
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<tr>
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<td>4</td>
<td>THE WHO</td>
<td>Rock&lt;br&gt;(Decca)</td>
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<tr>
<td>5</td>
<td>5</td>
<td>THE DOORS</td>
<td>Rock&lt;br&gt;(Decca)</td>
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### NEW ALBUM RELEASES

- **Joplin's**
  - **Record Label**
  - **Country**
  - **Genre**
  - **Notes**

- **New Album Release**
  - **Genre**
  - **Release Date**

**New Album Releases**

<table>
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<th>Genre</th>
<th>Release Date</th>
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<tr>
<td>Pop</td>
<td>1968</td>
</tr>
<tr>
<td>Folk</td>
<td>1968</td>
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**Billboard**

- **Week of 2 March 1968**
- **Top 10 Songs**
  - **Artist**
  - **Song Title**

**Contact Information**

- **American Radio History**
- **Website**
- **Email**
- **Phone**
- **Address**
Tape CARtridge

Atlas-Rand Bows EP Cassette

By CLAUDE HALL

PARAMUS, N.J. — Atlas-Rand Corp. unveiled the nation's first EP cassette — a cassete featuring four tunes — Feb. 24 at the PMDA photo show at the Civic Center in Phila-
delphia. Harold Rosen, vice-president of Atlas-Rand and head of its tape CARtridge ac-
tivities, said he was introduc-
ing 25 titles in the first release at the six-day photo dealers
show. The EP cassettes will have a suggested list price of $1.59.

Although Philips is sup-
poused to have EP cassettes in Europe, I believe this will be the first marketed in the United States," Rosen said. Atlas-Rand is drawing in between 39 and 40 of its field men to attend the show and will brief them fully in the new EP line, as well as a $25.95 new Keystone cassette playback unit.

The label on the cassettes is Sentry. The artists on the cassettes include John Gary, Brook Benton, Merle Grif-
fin, Anita Bryant, the Imperials, as well as an Original Golden Olives cassette.

"We will also have new tis-
les out shortly," Rosen said. This first release, he said, was culled from a lot of material on hand and done feature rock

tunes to capitalize on the new Keystone cassette playback unit. He said that Atlas-Rand will have a special dealer pro-
gram to sell the EP cassettes in conjunction with the play-
back unit, if the dealer wants it. Each of the cassettes feature 10-12 minutes of music.

Atlas-Rand is one of the ma-
to tape cartridge dealers in the nation and, besides regular music and record accounts, services some 10,000 photo outlets.

13 Pubs Sue
Duping Firms
On W. Coast

LOS ANGELES — Thirteen publishers have filed suit in U.S. district court here naming
a score of tape cartridge dup-
licating firms as defendants in an action charging alleged vio-
lation of the federal copyright act.

Plaintiffs in the action, in three separate complaints, are Alex and Irving Music, Charles
Trouse, Edwin H. Morris, Colin-
gers, Dean Street Mus-
ic, Regent Music, Nipper Mu-


Yamaha to Enter
CARtridge Field?

LOS ANGELES — Invol-
ment in the tape CARtridge in-
dustry is on the horizon for
Yamaha. The firm is a widely
diversified company manufactur-
ing motorcycles, instruments, motors and boats.

Yamaha is looking into the tape cartridge market with eye

Yamaha to Enter
CARtridge Field?

Los Angeles --- Thirteen publishers have filed suit in U.S. district court here naming a score of tape cartridge duplicating firms as defendants in an action charging alleged violation of the federal copyright act.

Plaintiffs in the action, in three separate complaints, are Alex and Irving Music, Charles Trouse, Edwin H. Morris, Coll gemers, Dean Street Music, Regent Music, Nipper Music, Artistic Music, Tangerine Music and Trou-

dle Music.

Named as defendants in the three actions are William C. Henning and Frank W. Marti- mano. tapes doing business as Tri-Toric sys-


tes; Mobile Stereo, Ltd., doing business as Mobile Stereo Pak; Louis Johnson Enter-

tprises and U-Tape-A-Tape, B & N Manufacturing, Norman & L. Mobile Car Road Serv-


tice; Edward F. Kusmar Jr., and Barry K. Pressman, doing business as

Sukera Tapes Co.

These Southern California companies are charged with an-

unauthorized duplication of copy-

right material from three al-

bums: "Sounds Like," by Herb

Alpert and the Tijuana Brass; "Insight Out," by the Associa-

tion and the Doors.

The suit was filed by at-

corney Robert Gordon represent-

imating the Harry Fox Office who asks that the defendants be

ejoned during the action and per-

manently from infringing on the copyrights by mecha-


nically reproducing the songs on tape. Complaints also asks for an ac-

counting and that royalties be

paid plus damages three times the amount of royalties.

Modern Tape in
Cassette Set-Up

LOS ANGELES — Modern Tape Corp., which entered the 4-

and 8-track market last year, said

will have a new cassette opera-

tion ready within a month.

One master and 10 slaves will be

used initially, says Saul Bi-

hari of the Kent / Modern Rec-

cord operation which runs the cartridge duplicating wing.

Bihari said several music labels have already contacted the firm about duplication cassette

products. Its clients include a number of small labels, its own
ditoos, and record companies and 8-track sampler tapes for

Packard Bell, according to Bi-

hari.

Ditoos, Records, for example, spends around $6,000 a month with Modern in 4 and 8-track duplication. The Biharis have just worked out an arrangement with Jack Rosen, a local plas-
tics casing manufacturer to produce
their 4 and 8-track cartridge casings.
A buck in the hand is no longer worth

An open letter to you record companies who were hedging your bets up to now because you weren't sure the tape cartridge business would make it.

A year ago, it was a good hedge bet for a record company to get a tape duplicator with music distribution outlets to come up with a cash advance for its music rights. The record company signed a contract for a year or longer. And got some money right away. The duplicator took the gamble; he bet he could sell the record company's music in tape cartridges through his own distribution outlets.

The record company didn't have to gamble an investment in making its own cartridges or using its own sales organization. Everyone was happy. Especially the duplicator, because he was not only making a profit from duplicating, but also an additional profit on distributing the music to the same outlets the record company covered.

Meanwhile, back at the ranch, Stereodyne had set itself up as a duplicator with a different point of view. It was betting that the tape cartridge business would make it.

Stereodyne was betting that record companies would want to make the distribution profit themselves. Record companies already had sales organizations and distribution outlets established. Ultimately, the record companies would find that they were absorbing the cost of two selling organizations . . . theirs and some duplicator's . . . that covered basically the same trade. And, that doubled cost of sales, when removed, would result in a huge increase in their profits from tape cartridges.

During this past year Stereodyne has been doing business with record companies who have not hedged their bet.
two tapes in the cartridge

The resultant added profit to those companies has been mutually pleasurable, because it has turned Stereodyne into the largest independent duplicator in the country.

When record companies contract with Stereodyne for duplicating, they retain the rights to their own music. They furnish Stereodyne the masters, and get a completely packaged and saleable product. The best finished end product in the industry. These companies sell the tape cartridges with their own sales organization to their established outlets. In many cases distribution has been expanded to include specialty houses.

These record companies already had a selling cost; adding tape cartridge sales to their force was nowhere near as costly as giving the sales rights to someone else. The result has been profits that amount to hundreds of thousands of dollars more each year because they do it that way.

Stereodyne does not have a retail sales organization and isn't interested in competing with the record companies. It wasn't set up that way. Stereodyne is engineering and marketing oriented, in that order. It has concentrated on advances in sound engineering and duplicating quality. It was because quality of product was so important that the Dynapak cartridge was developed—the first guaranteed, no-return cartridge in the tape industry. We reasoned... why put the best sound in the industry into cartridges that often foul up? The result... Dynapak... guarantees that our duplicating skill will never be blamed for someone else's failure.

If the industry's volume of business today hasn't shown you that the tape cartridge industry is here to stay, come take a look at our business and we'll prove it to you.

The time to hedge is past. The time for real profits is now. Why give away your distribution rights... look behind the front money. Unless you are in tape cartridge sales and distribution, you're not really in the tape cartridge business with both feet.

Jump in. The water's fine. We're sure you'll end up being as happy in it as we are.

Stereodyne Inc.
2810 Elliott--Troy, Mich. 48084
.Area 313) 585-1440
TWX 710-732-1024
STEREODYNE LTD.
20 Balva Road, Toronto 14, Ontario, Canada
.Area 416) 252-2179
TWX 610-692-2573
POLAI Trophy to Ampex Display—Pilfer-Prevention Unit Unveiled

CHICAGO — Ampex Stereo Tape has introduced a second-generation display for prerecorded cassettes and has won approval from other major distributors for the unit’s new pilfer-prevention feature.

The display was awarded a first place trophy at the Point of Purchase Advertising Institute (POPAI) show here recently.

The basic idea for the new display was conceived by AST Marketing manager William Caviftield and was developed by the design firm Frank Mayer & Associates, Grafton, Wis.

The patent for pilfer-prevention feature utilizes a pin that passes through two holes molded in the cassette cases. Ampex reports that Mercury and General Recorded Tapes (GRT) have agreed to have the holes molded in the cases for their cassettes so it will permit display of their products in Ampex units.

The plus permit the customer to flip through the displayed cassettes with ease and view the cassette case in any position, either sitting or standing. The display shows all the product in one row of a line of cassette cases.

Circular Modules

The display utilizes circular modules, each containing 40 cassettes. The modules may be stacked to increase the capacity to 120 cartridge units, and Ampex is developing a unit that will accommodate virtually an unlimited number of cassettes. "Our merchandising department faced several problems in designing the new display," said AST MG manager Don Hall. "Some of the factors involved were the size of the cassette which makes it easy to pilfer, coupled with its relatively high cost; lack of research on dealer display needs because the industry is in its infancy; the need for maximum facing area in a minimum amount of counter space and the necessity for permitting the customer to view and choose selections without removing the cassette.

Good Tast

Hall explained that the pilfer-control feature was extremely important, yet it had to be done in good taste. The present method of marketing behind locked glass doors prevented any browsing and also blocked the viewing of the face graphics which are an important part of the package. Said Hall: "A display was required that would permit the customer to browse to stimulate impulse sales. And our new display accomplishes this."

The unit is now available through Ampex distributors.

CHICAGO — Mercury Rec
cord Corp. released 42 tape CARRidge albums last week, bringing their catalog total to 635 titles.

Twenty-three of the new releases are cassette albums. The company’s cassette offerings span numbers 100-290. The release of nine 4-track cassettes brings the Mercury catalog total in that configuration to 161 albums. And the company released 19 new 5-track cassette titles for a total of 184.

The new cassette titles include albums by Dr. Bob (Ray Charles, Della Reese, the Candymen), Duniill (Mammas & the Pappas, the Thing, Jean Knight), Hickory (Roy Acuff), Impulse (Gabor Szabo), Mercury (Jerry Butler), Philips (Dusty Springfield, Mitch Woods), Roulette (Tommy James & the Shondells), Smash (Jay & the Techniques), United Artists (Jimmy Ruffin, Ferrante & Teicher, Jay & the Americans), Vanguard (Buffy Sainte Marie, Manitas de Plata, Joan Baez, Country Joe & the Fish, Jan Peerce).

The new 4-track titles, all on Mercury, include albums by Moms Mabley, Faron Young, Dave Dudley, Roy Drinky, Jerry Butler, Paul Mauriat, Dusty Springfield, Mitch Woods, Orchestra and Jerry Lee Lewis.

And from the same label, on 5-track, were re-released albums by Keith, Moms Mabley, Faron Young, Dave Dudley, Roy Drinky, Mitch Woods Orchestra, Roger Miller, Jerry Butler, Dusty Springfield and Jay & the Techniques.

You can't buy a better tape at any price!

And—you make more, much more, with Irish! Complete line of cassette, 4 and 8 track cartridge, reel to reel tape and 15 and 17 inch video tapes. Write for details.

Service Center

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One day service. Complete inventory all lines. All orders shipped same day. Write, Phone, Wire or Call Collect.

SOUTH'S LARGEST TAPE
ONE-STOP 4 AND 8 TRACK STEREO CARTRIDGE TAPES

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CHERRY HILL INDUSTRIAL CENTER

Cherry Hill, N. J. 08034

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NAME:__________________________________________

ADDRESS:________________________________________

CITY:___________________________________________

STATE:_________________________ZIP CODE:_________

PHOTOGRAPHIC EQUIPMENT

Camera Equipment

Stereo Tape CARRidge

IMMEDIATE DELIVERY

World's largest catalog of stereo tapes, 8 and 4-track players, Cars and home cartridges, • Pilfer-proof racks • Head Cleaners • Blank tapes and all Allied Products.

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Cincinnati, Ohio 45206

Tel: 331-1400

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□ Dealer □ Distributor

□ Authoritative □ Referal

I am interested in details concerning your lines of 8 and 4-track stereo tape cartridges.

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Address: ________________________

City: _____________________________

State: ____________________________

Zip Code: _________________________

DATE: ______________________________________________________________________

MARCH 2, 1966, BILLBOARD

Copyright material

www.americanradiohistory.com
Traffic? You’ll get it. With Borg-Warner’s little gem, the Solid State Eight.

It’s eye-catching: a beautiful pebble-grain black finish with chrome accents. It sounds great: with a completely solid-state system and high-response stereo speakers. It’s easy to use: with either automatic or manual track selection.

And, it’s easy to install. Fits virtually any car in a matter of minutes.

And, it’s got a great name. Made by the same people who bring you the Cart-A-tune™ battery-operated portable, and the Cart/able 8™ takealong stereo system: Borg-Warner.

Best for sound. Best for style. Best for quality.


SPRING DIVISION, BORG-WARNER CORPORATION, BELLWOOD, ILLINOIS
Audio Retailing

Collectors Discover Dealer

KANSAS CITY, Mo. — "Collectors are becoming increasingly important people to us," said Barton Zinder, owner of Mr. Z's Record Shop here. Angling for the ripe profit potential represented by collectors of old and new singles has been a long-time profitable specialty of the downtown operation. Unquestionably, an operator who bought the shop four years ago, the pursuit for the collector dollars has intensified.

With a $12,000 stock of singles that range from rare to rare, the shop draws a sizable business in mail orders from the entire Kansas-Missouri trade territory as well as points over the entire country. And the extensive front-stocked section devoted to collector-type singles also attracts steady in-person traffic from a wide outlying area.

Haven

"We hold ourselves in advertising as 'Collectors' Haven," said Zinder, "and get gratifying results from coverage of downtown stores, shops, hotels and motels. "Building an image for having the different, the things no one else stocks has always characterized Mr. Z's and we're trying hard to put a higher gloss on that image," he said. "For example, we're building a substantial inventory of foreign records — stuff from Italy, Germany, South America and the like. This is a ripe, untapped field locally and we think it gives us a real marketing at something else.

A year ago, the business was relocated from a downtown side street to a location on Grand Avenue, a main traffic artery.

The display arrangement in the new quarters is improved and permits the owner to introduce several special refinements. For example, at Yuletide, a large pegboard-appointed section of wall was employed to show off the wide selection of Christmas albums. Concentrating the entire selection in one area made it easy for customer-inspection and the shop turned in a record-breaking Christmas volume. Some 500 Christmas albums went on display the week before Thanksgiving and 90 percent of the stock was turned before Christmas.

Walls

With the chance to get more merchandise up on walls, the Kansas Cityan recently introduced a new section dubbed "Great Hits of Leading Artists." Here the pegboard wall area features 92 different selections — from jazz to pop — of some of the best artists. Some of this stuff is old, some brand-new, changed monthly, Zinder said that customers are gravitating naturally to this area and their ability to find the Great Hits and some of their favorites (Coo, (Coom), (Coom) encourages impulse sales.

A record distributing company head before he entered the retail field, Zinder looks for rock to come on ever stronger in 1968. This style music has accounted for a top heavy portion of the volume for

65 Titles From Ampex In Open-Reel for March

CHICAGO — Ampex Stereo Tape Division's Bill Bishop reported that for March the company will release 65 titles from its labels: Rock, folk, jazz, pop and classical titles have been selected for the release.

several years at the shop and be seen not let-in sight.

One feat accomplished by this retailer last year of which he is justifiably proud was to take a girl completely untrained in any aspect of the record business and mold her into a patient, courteous, bright salesperson.

This retailer puts a high premium on special-order business and has an all-out attitude toward getting out-of-stock orders into customers' hands quickly — the same day if at all possible.

SAYS NORELCO

Travel Restraint May Help Retailers Move Shortwave

NEW YORK — There's no substitute for the actual experience of listening, but Norelco admits, but they are suggesting that dealers can promote the concept that the powerful shortwave receivers on the market today "offer an alternate means to enjoy some of the pleasure and flavor of foreign lands for the at-home traveler who decides to restrict his overseas travel," he said last week.

The quote is from William B. Keppin, manager of the Norelco Radio Department of the Norelco American Philips Co., Inc. "Shortwave radio can provide a partial answer to consumers who are complying with the government's request for overseas travel restraint," he said last week.

Benefits

Dealers should make the general public aware of the benefits of modern technology such as the development of units with extended frequency ranges capable of bringing in programs from all over the world, Keppin suggested.

He also urged that dealers stress the fact that solid-state circuits permit the manufacture of more compact, portable models that fit into the mode of modern living.

Foreign stations now broadcast regularly scheduled programs of interest such as music festivals, opera, concert and the like, Keppin said.

Back Arvin Ad Drive

INDIANAPOLIS—Arvin Advertising, owner of its million-dollar advertising campaign with the initial insertion in Time during 1968.

The objective of the drive is to create a profile of the wotking base of the Arvin consumer product line. Other ads will be run in Life, Sports Illustrated, Good Housekeeping, Better Homes & Gardens and Time during 1968.

MARCH 2, 1968, BILLBOARD

SO WHO CARES

IF AMBERG IS 100 YEARS OLD?

WE DO! We're proud of the fact that we have lived through several wars and as many depressions and here we are today producing record and tape cartridges for one of the most fascinating markets.

Cases that appeal to the crowd that's turned on today's record bonanza.

Take Amberg's OP-ART Cases. A range of designs and colors to suit teens and young adults alike. Sturdy-built and covered with genuine Kivar plastic-coated, water-resistant material — the same as that used to cover luggage. Trimmed in nickel with clear plastic handles. A swinging case for any collection.

For the latest in Record or Tape Cases, give us a call collect at 815-933-3351 or the number of your nearest distributor. You'll be pleased with the profit!
Motorola Steps Off Product Pletona Treadmill: Reavey

HOUSTON — "We seem to be on a treadmill in this industry, and to preserve the profit so we're doing something to meet the expectations of distribution. It is high time something happened about the plethora of products that confuse not only the customer but the distributor and, yes, those of us at the factory."

said Edward P. Reavey Jr., vice-president of marketing for the television division of Motorola, Inc., at the recent meeting of the National Association of Radio TV Dealers Association here.

Reavey said Motorola would try to do something about the "product profusion - confusion" by cutting 40 per cent of the number of models in its next color television line.

Reavey said the name of the advertising game is "profit and turn-over" and a reduction in the number of models in such categories as color television or stereo photographs will help put the line even more to the right of these goals.

Confusion

Said Reavey. "Confusion reigns at all levels in the morass of merchandise that confounds the customer so that he is not going to make the proper decisions. It is time for manufacturers to offer to their customers the three or four most logical and practical products."

"Speaking of product concentration and profit, let me parochiastically state that I feel a lot of you have lost touch with your customer, and his willingness to pay for the products he really wants. Sometimes we get carried away with concentration on leaders and derivatives and specially priced goods which have not proven to attract customers, and take a look at what's really going on."

"For example, in markets in which we are now concentrating on lines to offer 135 transistor color sets than we do the 600 range models. The average selling price of black and white television is in the mid-$350 area, and this same area is being sold. In 1960 accordingly."

In fact, something like 40 per cent of this were sold at a profit of $600 or retail.

Cost

"You are concerned about the cost of inventory, growing need for more sophisticated service, shortage of available line space and sales or profit return per square foot of that space, then you should take a hard look at what is happening your salirin information on your product every product in every line. It is at that point that a manufacturer at the factory can't keep up with the competition. He can expect you to retailers to keep intelligent informed with stereo products, and the consumer is bewildered."

"It is the only way to go, not only to reduce the number of products in our color television line but also in the number of products, that products selection. This does not mean that we will not offer you a wider range of products. It means that the selection of cabinet styles and features, and the range of the models will not be extended beyond the consumer's requirements."

"Who's going to change the number of products in our line with the products? We are not going to get rid of the products that you need, and the consumer is bewildered."

"Some of what is out there is not being sold, and we expect to market a number of models down to manageable proportions."

March 2, 1968, Billboard
Schoeffler

As MIA
COSI
GILBERT

"Up SORCERER

Album

Reviews

Continued

LOW PRICE CLASSICAL
MOZART, COSI FUN TUTTE
Gallo, Cass, di Capua, Vassalli, Aaron
Warsh, Audio Fidelity 4 FF 6600 [5]

A licentious take and the expert conducting of Herbert von Karajan makes this show a success. Wolf-Dieter Pleil and Sesto Canali, Carla
er, Erich Purtz, Christa Ludwig and
the French soloists are excellent as the
heroes. Add Emilia Leon as Despina and
Paul Hofmann as Don Alfonso and you
have a fine ensemble effort.

LOW PRICE CLASSICAL
TECHNOLOGY, VIOLIN
Sukhov, Vassalli, Pino, EMI 9 44694 0 [5]

A solid effort, with no real weaknesses. The
performances are solid, and the music is
well presented. A good buy for those who
enjoy this style of music.

LOW PRICE CLASSICAL
PROKOFIEV, SUMMER DAY
SUITE THREE, CARRERI, CASADEI, RAI, Dreyar
Innotone 12 14 51904 [5]

Composed in an important work to
the catalog in the "Summer Day Suite"
and the Prague Chamber Orchestra's
first
version.
Klima leads the Prague
Orchestra, accompanied by children's
choir directed by Karlheinz Stockhausen.

LOW PRICE CLASSICAL
RAVEL, L'ENFANT ET LES SOURIS, ORCH.
Fromm, Wiener Philharmoniker, 252994 (M)

This story of the bewitched child is told
with much ease and grace, as the
music, "Sieben" and "Konzert," is given
amazingly. Klima leads the Philharmonic,
with children's choir

LOW PRICE CLASSICAL
GILBERT MENDEL-MATHIS DER MEISTER.
SUK, METAMORPHOSES-ZAGREB
Oistrakh, HMV ASD 1416 (M)

This is a fine recording of this
extraordinary performance by Alban
Kohn, Marko"Kor"Kor and Karl
Kundratiik the Moscow Philharmonic.
From our time in the "Symphonic
Murderer" this release is

LOW PRICE CLASSICAL
BRAHMS, VATKÓI, MUSICALS OF.../Jew.
Philharmonic, stereo/Moscow Radio/ERUPTUM
Mylp 6007 (S)

Very exciting work on this album. By the
recent reorganization of "Blue, Stay Away From Me," a country
k's years ago, "Sweet Inspiration." How-
ever, in this group's current action single and
the master sales driver. The girls are
still building; they have a gospel greatness
about them...they have what it takes.
**Album Reviews**

**Semi Classical**

**Ave Maria**—Don Corseck (Choir). Capitol. 3516 (m). With masterful harmony, depth and religiosity, the Don Corseck Choir under Sir Geraint Evans performs "Ave Maria." For over 250 years, the "Ave Maria" has been a favorite among singers and listeners alike. The choir's rendition is a beautiful example of vocal artistry, with each member contributing to the overall harmony and emotion of the piece.

**Classical**

**Peaches**—Leslie Green. Atlantic SD 1946 (5). Peach's album is filled with soulful, jazz-infused numbers that showcase the artist's versatile talent. Her voice is captivating, and the arrangements are dynamic, making it a must-listen for fans of soul and jazz.

**Jazz**

**Lilly Lilly satin Lawrence Week**—Bennett Brown, Atlantic SD 1946 (5). This album is a jazz masterpiece, featuring Bennett Brown's smooth vocals and the talents of a stellar ensemble. The mix of soulful ballads and swinging numbers make it a timeless jazz gem.

**Polka**

**Waltz**—Arthur H laugh. Capitol. 3471 (0). This album is a delightful collection of waltz numbers, each one capturing the romantic and graceful spirit of the dance. The arrangements are elegant, and the vocals are soothing, making it a perfect addition to any collection.

**Help**

**Blood from Red Cross Saves Lives**

**Action Records**

**Special Merit Picks**

**Classical**

**Virtuoso flute concertos**—Zakarias Friedel, bassoon. ABC 8101. Friedel's performances on bassoon are captivating, featuring works by composers like Mozart, Beethoven, and Brahms. His interpretation of the concertos is both technically brilliant and emotionally resonant.

**Low Price Classical**

**Zézé Reimer's Quintet**—Xavier Cugat. Capitol. 907. Cugat's Latin-inspired jazz is a delightful listen, featuring energetic rhythms and catchy melodies that keep you engaged from start to finish.

**Record of the Week**

**4 Star**

**Festival music for organs with brass**—Baker, organist. Turnabout T2608 (5). This album is a delightful fusion of orchestral dynamics and organ music, featuring works by composers like Bach and Mozart.

**Jazz**

**Blues and things**—Elmore James. King. 10115 (0). Elmore James' blues is raw and authentic, with his electric guitar playing taking center stage on this album. Tracks like "Memphisoader" and "Weathered Blues" showcase his talent.

**Comedy**

**You can't beat people up and have them say I love you**—Herman and Seigel, Atlantic SD 1946. (0). This comedy album features a variety of routines and skits, each with its own unique style and humor. It's a classic for fans of vintage comedy.

**Children's Soundtrack**

**Blackbirds**—Hank Williams. Capitol. 3516 (m). This soundtrack is filled with classic country songs, perfect for kids and adults alike. Tracks like "Good Day Sunshine" and "You Are My Sunshine" are timeless favorites.

**International**

**A Night in Sicily—Mandolin of Taranto**—Various artists. Atlantic SD 1946. (0). This album is a delightful showcase of traditional Sicilian music, featuring instruments like the mandolin and taranto.

**More Album Reviews**

- Reviews on Page 66

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**Blood from Red Cross Saves Lives**

**Action Records**

- **Special Merit Picks**
  - **Classical**
    - Virtuoso flute concertos
  - **Low Price Classical**
    - Zézé Reimer's Quintet
  - **Record of the Week**
    - 4 Star
  - **Jazz**
    - Blues and things
  - **Comedy**
    - You can't beat people up and have them say I love you
  - **Children's Soundtrack**
    - Blackbirds
  - **International**
    - A Night in Sicily—Mandolin of Taranto

---

**Blood from Red Cross Saves Lives**

MARCH 2, 1968, BILLBOARD

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**We're De Fiers Chanteurs**—Paul Gérard. Capitol. 8219.

**Easter Sales 1968**

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Introducing
TOM JONES' new exhilarating single
DELILAH
40025

New York Copacabana through Feb. 28
Las Vegas Flamingo Hotel March 21 - April 17
Rod Skyline Show - March 12
Jonathan Winters Show - March 27

Musical Director - Les Reed
Producer - Peter Sullivan
Executive Producer - Gordon Mills
Composed by Les Reed & Barry Mason

Copyrighted material www.americanradiohistory.com
**Easy Listening**

These are best-selling middles of the road singles compiled from national retail sales and radio airplay are listed in rank order.  

**TOP 40**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; Member</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>LOVE IS BLUE</td>
<td>Paul Mauriat</td>
<td>Philips 40499 (CXA, ASCAP)</td>
</tr>
<tr>
<td>2</td>
<td>TO EACH HIS OWN</td>
<td>Frankie Laine</td>
<td>RCA Victor 1012 (Parlophone, ASCAP)</td>
</tr>
<tr>
<td>3</td>
<td>LOVE IS BLUE</td>
<td>At Martinez, Capitol 2092 (CWA, ASCAP)</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>LOVE IS BLUE</td>
<td>Tchaikovsky, London 179 (Ebüby, BMI)</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>YOU IF YOU EVER LEAVE ME</td>
<td>Jack Jones, Coral 2552 (Northern, ASCAP)</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>I DON'T BELIEVE MY HEART TO STOP</td>
<td>Dolly Parton, RCA 20541 (ABC-Paramount, ASCAP)</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>CHANGE</td>
<td>Ray Conforti, Capitol 44422 (Columbia, BMI)</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>CARMEN</td>
<td>Harry Atkins, RCA Victor 1029 (Emi, BMI)</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>GOIN' OUT OF MY HEAD</td>
<td>Trini Lopez, Capitol 2020 (Vega/Output/Season's Four, BMI)</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>CRY DRIVER</td>
<td>Nile Brothers, Del 17021 (Blackhawk, BMI)</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>IN THE SUNSHINE BAY</td>
<td>Terry Silver &amp; The Cheetahs, Capitol 2093 (Teller, ASCAP)</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>KEEP THE BALL ROLLIN'</td>
<td>At Hart, RCA Victor 47 0447 (Jannen-Cross-Columbia, BMI)</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>SOUL CINEMAT (Amen Collins)</td>
<td>Raye Lewis, Columbia 101 (Southern, ASCAP)</td>
<td></td>
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<tr>
<td>14</td>
<td>WE CAN FLY</td>
<td>Count Basie, MGM 13886 (Abbebo-Louis, ASCAP)</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>THE LESSON</td>
<td>Vicky Carr, Liberty 46102 (MCA, ASCAP)</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>AM I THAT EASY TO FORGET</td>
<td>Ethel Merman, Paramount 40223 (Rose Star, BMI)</td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>JUST AS MUCH AS EVER</td>
<td>Buddy Greco, Del 10229 (Rosewane, BMI)</td>
<td></td>
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<tr>
<td>18</td>
<td>I'VE GOT TO BE ME</td>
<td>Steve Lawrence, Capitol 1001 (Decca ASCAP)</td>
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<tr>
<td>19</td>
<td>MISSION: IMPOSSIBLE</td>
<td>Lee服务器, Del 10099 (Bron, BMI)</td>
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<tr>
<td>20</td>
<td>THE FACE I LOVE</td>
<td>Chris Montez, Columbia 2146 (Decca/Atlantic, ASCAP)</td>
<td></td>
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<tr>
<td>21</td>
<td>L. DAVID SLADAY</td>
<td>Michelle Lee, Columbia 44443 (Mages, BMI)</td>
<td></td>
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<tr>
<td>22</td>
<td>I TAUGHT HIM EVERYTHING HE KNOWS 2</td>
<td>Harry Belafonte, Capitol 2091 (Parlophone, ASCAP)</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>FATHER OF GIRLS</td>
<td>Harry Belafonte, RCA Victor 47 0448 (Cranwell, BMI)</td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>CARRY ON</td>
<td>Patti Page, RCA Victor 47 0429 (Cranwell, BMI)</td>
<td></td>
</tr>
<tr>
<td>25</td>
<td>KISS ME GOODBYE</td>
<td>Elsie Janis, Decca 22224 (MGM, ASCAP)</td>
<td></td>
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<tr>
<td>26</td>
<td>THE GO, THE BAD &amp; THE UGLY</td>
<td>Roger Miller, RCA Victor 47 0465 (Capitol, BMI)</td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>I SAY A LITTLE PRAYER</td>
<td>Scepter, RCA Victor 47 0425 (Cranwell, BMI)</td>
<td></td>
</tr>
<tr>
<td>28</td>
<td>I BELIEVE IN ALL</td>
<td>James Bond, RCA Victor 47 0402 (April, ASCAP)</td>
<td></td>
</tr>
<tr>
<td>29</td>
<td>I HATE TO SEE ME GROW</td>
<td>Margaret Whiting, London 19 194 (EMI, BMI)</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>ALL THE TIME</td>
<td>Midge Anderson, RCA Victor 47 0411 (Eloهي, BMI)</td>
<td></td>
</tr>
<tr>
<td>31</td>
<td>ROY LITTLE ONE</td>
<td>Orrin Campbell, Capitol 2076 (Shepman-Crosby, BMI)</td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>LITTLE GREEN APPLES</td>
<td>Roger Miller, Smash 218 (Modal-Celan, BMI)</td>
<td></td>
</tr>
<tr>
<td>33</td>
<td>HERE COMES THE BAIN BABY</td>
<td>Cash, Columbia 1019 (Columbia, BMI)</td>
<td></td>
</tr>
<tr>
<td>34</td>
<td>SALTY WOMAN CAME OLD GIRL</td>
<td>Trini Lopez, Mercury 294 (Panam, BMI)</td>
<td></td>
</tr>
<tr>
<td>35</td>
<td>WITH A LITTLE HELP FROM MY FRIENDS</td>
<td>Sarah Vaughan, Capitol 47 0486 (Cranwell, BMI)</td>
<td></td>
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<tr>
<td>36</td>
<td>EVERYTHING THAT TOUCHES YOU</td>
<td>Conselio Miranda, RCA Victor 47 0477 (Cranwell, BMI)</td>
<td></td>
</tr>
<tr>
<td>37</td>
<td>IT KEEPS RIGHT ON A HURTING</td>
<td>Margaret Whiting, London 19 192 (EMI, BMI)</td>
<td></td>
</tr>
<tr>
<td>38</td>
<td>GUESS WHOM I'M GOING TO MARRY</td>
<td>Ella Fitzgerald, Columbia 50103 (Columbia, BMI)</td>
<td></td>
</tr>
<tr>
<td>39</td>
<td>SUNDAY MORNING</td>
<td>Sparks &amp; Our Gang, Mercury 27425 (Blackwood, BMI)</td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>ELVIS BLUE</td>
<td>Carmen McRae, Atlantic 2485 (Maret, BMI)</td>
<td></td>
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</tbody>
</table>

**March 2, 1968, Billboard**

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**New Album Releases**

*Continued from page 44*

Thomas Newman - The Young Newman Way, DL 4980, DL 4980

Sterling Holloway - The Pus and the Buzz, DLP 2093

Disneyland

Epic

Gato Barbieri - Quartet, ESP 1009

Jimi Hendrix - Electric Ladyland, ESP 1009

Heliodor

Ed Sullivan Orchestra - Songs of Ireland

Judy Williams "Danny Boy" and other songs I love to sing

Judy Williams - "Danny Boy" and other songs I love to sing

I'm a Great Day for the Irish Boy...and the Woman! by Domhnall MacMath Loch, CD 1989

Jesse Van Houten - Mama Said, KAPP 3510

Kapp

Master Jazz

MGM

MGM

MusiCron International

Orfeo Vallerano & His Orch - Potter Bertrand, WR 4940, MS 5535

Project 3

RCA Victor

RCA Victor

RCA Victor

RCA Victor

RCA Victor

Rejoice

Rush Warner - Master of the Daily, SPS 360

Scepter

Scepter

Scepter

Sunday Morning

Sue Sweeney - Sweeney's Song, 4-track reel-to-reel tape
LIMITED EDITION

By Special agreement we have published only 20,000 copies of this new and exciting album by the Human Beinz. No more can be, or will be available.

First Come—First Sold on this collectors item album.

The
HUMAN BEINZ
with the Mammals

Call your nearest Gateway Distributor or Write

GATEWAY RECORDINGS, INC.
Investment Building
Pittsburgh, Pa. 15222

BILLBOARD WILL BE AT NARM*

... with a Special 10th Anniversary Salute. Unprecedented, detailed editorial combine with pertinent market statistics for a complete chronicle of NARM and its growth to the greatest force in record merchandising ... from 12,000 outlets a decade ago ... to 35,000 strong today.

March 23 Billboard will be significant ... be certain you're there.

Closing March 13.

*March 17-22, Hotel Diplomat, Hollywood, Florida
"PLAYBOY"
TRX-5006

GENE & DEBBE

PLAYBOY IS A HIT!
PLAYBOY IS
PLAYBOY
PLAY.... AND YOU DID!
BOY! DO WE HAVE A HIT!

P.S.: DJ'S, Racks and One Stop!
Watch for our coming LP!

Writer — Gene Thomas
Producer — Don Gant
Publisher — Acuff-Rose
Management — Jay Boyette
Houston, Texas
Ph: (713) 869-7912

PUBLICATIONS, INCORPORATED

www.americanradiohistory.com
<table>
<thead>
<tr>
<th>ARTIST</th>
<th>Title or Label &amp; Number</th>
<th>Label</th>
<th>Weeks on Chart</th>
<th>Last Week</th>
<th>8-Track</th>
<th>4-Track</th>
<th>CASSETTE</th>
<th>REEL</th>
</tr>
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<tbody>
<tr>
<td><strong>Top 10</strong></td>
<td></td>
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<tr>
<td><strong>1.</strong></td>
<td><strong>STRAWBERRY ALARM CLOCK</strong></td>
<td><strong>Incense &amp; Peppermints</strong></td>
<td>RIAA (5)</td>
<td>25</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td><strong>2.</strong></td>
<td><strong>NANCY SINATRA</strong></td>
<td><strong>Move</strong></td>
<td>With R. 6727 (M)</td>
<td>24</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td><strong>3.</strong></td>
<td><strong>ANDY WILLIAMS</strong></td>
<td><strong>Love Affair</strong></td>
<td>Columbia CL 2766 (M)</td>
<td>16</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td><strong>4.</strong></td>
<td><strong>HERB ALPERT &amp; THE TIJUANA BRASS</strong></td>
<td><strong>Greatest Hits</strong></td>
<td>Capitol ST 2012 (M)</td>
<td>16</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
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<tr>
<td><strong>5.</strong></td>
<td><strong>ARTHEA FRANKLIN</strong></td>
<td><strong>Lady Soul</strong></td>
<td>Atlantic 8170 (M)</td>
<td>16</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
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<tr>
<td><strong>6.</strong></td>
<td><strong>HERB HANDELS &amp; THE TORNADO BRASS</strong></td>
<td><strong>That Might Be Love</strong></td>
<td>Capitol ST 2012 (M)</td>
<td>16</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
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<tr>
<td><strong>7.</strong></td>
<td><strong>Buddy Holly &amp; The Crickets</strong></td>
<td><strong>I Love You So Much It Hurts</strong></td>
<td>Capitol ST 2012 (M)</td>
<td>16</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td><strong>8.</strong></td>
<td><strong>HERB ALPERT &amp; THE TIJUANA BRASS</strong></td>
<td><strong>Greatest Hits</strong></td>
<td>Capitol ST 2012 (M)</td>
<td>16</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
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<tr>
<td><strong>9.</strong></td>
<td><strong>JOHNNY COLLEY</strong></td>
<td><strong>Go On</strong></td>
<td>Mercury LP 5047 (S)</td>
<td>16</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td><strong>10.</strong></td>
<td><strong>LENNY WILFORD</strong></td>
<td><strong>Drum Beat</strong></td>
<td>Capitol ST 2012 (M)</td>
<td>16</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
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**Notes:**
- Billboard Top LPS chart for the week ending March 2, 1968.
- Art Carney is mentioned as an available artist/label.
- The chart includes artists such as The Beatles, The Monkees, and Bob Dylan.
- Manufacturers include Capitol, Reprise, Scepter, and Dunhill.
- The chart covers vinyl records and includes information about chart positions, weeks on chart, and record labels.

**Additional Information:**
- The chart is compiled from national retail data shown by the Music Industry Chart Department and the Record Market Research Department of Billboard.
- The chart is part of Billboard magazine, which provides music industry news and charts.
- The website www.americanradiohistory.com is mentioned, suggesting a related resource or archive.
The Biggest Bloomin’ Movie Musical of the Year is a Razzlin’ Dazzlin’ Victor Soundtrack Album!

LOC/LSO-1146

FROM THE PARAMOUNT PICTURE

The Razzlin’, Dazzlin’ promotion includes national magazine ads, a major market newspaper ad campaign, ad mats, radio spots, bright point-of-sale pieces and stickers, and a full-scale promotion tour for the film and the album by Tommy Steele!
BLUE CHEER IS HEAVY. COSMIC. KINETIC. IT AFFECTS THE VISUAL AND PHYSICAL SENSES. SPIRITUALLY AWARE.

AND WE HAVE ALREADY SOLD 100,000 ALBUMS
Look to CANAAN for the HIGH FLYERS

STEVE SANDERS
'I'M HAPPY NOW'
CAS-8640/CA-4648
TAKING OFF
LIKE A SKY ROCKET

THE HAPPY GOODMAN FAMILY
GOOD 'N HAPPY
CAS-9636/CA-4636

1967 GRAMMY AWARDS FINALIST
BEST GOSPEL PERFORMANCE

JOEL and LaBREESKA
IN GOSPEL COUNTRY
CAS-8647/CA-4647
MOVING OUT OF YOUR WAREHOUSE LIKE THERE'S NO TOMORROW

Center from your distributor or Word, Inc., Box 1790, Waco, Texas 76703

MARCH 2, 1968, BILLBOARD
Liberty records welcomes a truly great artist to the Liberty label...

MEL TORME with his first single release "A DAY IN THE LIFE OF BONNIE & CLYDE."
Lionel Warnecke doesn't miss and with her great voice. She is a great dancer and her charm is in her voice, hands. The determination of Brian Warnery's: warmth of other vocals and the stick arrangement and production of Bert Bachrach and Ray Williams, add up to a album that can't be beat.

The name Roger Williams is a synonym for his high-quality interpretations of the best-known melodies. The album "Music for Solo Piano" is something special as here-are two different versions of "More Than a Miracle," a well-known melody, arranged and produced by Mr. Williams in the movie by that title. "Gde to You" is a companion piece, as is "The Spinning Song."
This "Blue" is in the Black...
and then some!
A fantastic single, now a best-selling album.

Stereo/BN 26367

Love Is Blue
Manny Kellem
His Orchestra & Voices

An Exciting new Album on...

BN 26367
You can't beat people up and have them say I LOVE YOU

Murray Roman

Once in a while, somebody does something that is out of the mainstream, and this album is one of those things. It's an example of a unique, creative effort by an individual. Not to make a comparison, but... it's like Catcher in the Rye, Lenny Bruce, Sergeant Pepper and King Kong... all those other things that knock me out.

Murray is my friend, and I am proud to be associated with him and what he's done here. I think it's wild, and I'm sure you will want to play it for a lot of your friends, as I have.

TOM SMOTHERS
TV Film Key Outlet As Artist Promoter

By HANK FOX

NEW YORK—An audience of 40 million teen-agers, potential singles buyers, is rapidly establishing video exposure of recording artists via film as a major promotion tool. As radio programming remains tight, record companies are breaking singles on TV with no radio airplay.

"We've been experimenting with different methods and media for years," said Fred Frank, Epic Records' national promotion manager, "but this is the best area we've touched upon." Epic Records, one of several companies moving bravely into film promotion, has already broken two singles of unknown groups by way of TV film promotion—"Run, Run, Run," by the Third Rail and "Dance to the Music," by Sly and the Family Stone. A company in the forefront of television film promotion is now gearing production for several of the label's artists, with the pitch aimed at the radio divisions' album product (Billboard, July 22, 1967, and Feb. 10, 1968).

While Frank could not divulge the amount of promotion money being allocated to film promotion, he said that the company has spent many of its hot artists for film work. The Tremelors, for one, are currently shooting footage for their "Suddenly You Love Me" single and Georgie Fame, who is on a national promotion tour, is using his film to complement his exposure.

(Continued on page 8)

Jazz Punch Gives Pop New Wallop

By ELOY TIEGEL

LOS ANGELES—Jazz musicians are moving into the pop scene. And, concurrently, pop and hip groups are using jazz techniques in building, what many consider, to be a new form of jazz.

The jazz field's two top working band leaders, Count Basie and Duke Ellington, are now performing with pop vocalists. Basie has recorded with Jackie Wilson (Brunswick) and the Mills Brothers (Dot); and Ellington has recently recorded with Frank Sinatra (Reprise).

Basie's first single with Wilson, "Up Tight," is already winning airplay on rhythm and blues stations. The album is due later this spring.

Although Basie's arrangements of the old Stevie Wonder hit offer the commercial assurance of a strong guitar sound, the band's familiar precision section work is very much in evidence.

Basie's band is probably reaching more young people than any time in the past 10 years because of his work on the single with Jackie Wilson. His just released album with the Mills Brothers is providing...

(Continued on page 10)

April-Blackwood Into 3-Pronged Offensive

By MIKE GROSS

NEW YORK—Neil Anderson, who took over as vice-president of April-Blackwood last June, is now steering his publishing firm into the "new music business."

It's Anderson's theory that a music publisher can no longer operate solely in the area of acquiring songs and shooting for a recording showcase. There are three areas of operation today, says Anderson, that the nature of the modern music business is such that it demands a publisher's total participation in all three areas. According to Anderson, the acquisition of staff writers, effort in fields such as Broadway scores and movie songs and formation of a production outlet with self-contained artists who can write, perform and produce their own records. "A production company," says Anderson, "is an absolute necessity for a modern producing operation because it's getting too difficult to set up a songwriting group and sell songs to a record company since so many artists have developed their own teams for material. Anderson recently set up Daylight Productions to expedite his publishing firm's recording needs. He's paid off already with the click of "Storybook Children" on Atlantic Records. The disk, performed by Billy Vera and Judy Farrell, was produced (By CLAUDE HALL)

Producers Offer Pkg. to Lure Mfrs.

NEW YORK—The trend in the independent record production field packaging is growing. Today many producers offer the record company such extras as photography, art work and album cover design, promotion and publicity, as well as the artist and the master. Wes Farrell, who produces Every Mother's Son, the Good & Plenty, and the Beascon St. Union, among others, has spent up to $20,000 developing such a "package" before approaching a record company. "Bringing an artist or a group to a label in a total form gives...

(Continued on page 10)

Singleton on a Spree; Buys Pub Firms From Mercury

NASHVILLE—Billy Singleton has acquired several publishing firms—Kai, Fingerman and Brookville (BMI), and Prize Music (ASCAP)—from Mercury Records Corp. The various firms contain more than 2,000 copyrights dating back through 1948. This includes the Dave Dreyer catalog purchased in 1964. Songs include "Such a Night," recorded by more than 30 artists such as Elvis Presley, Johnnie Ray and Dinah Washington; "Got You on My Mind," recorded by 18 artists, and "I Ain't That Easy to Forget," recorded by more than 30 artists ranging from Patti Page and Teresa Brewer to Little Esther Phillips and Ernest Tubb.

(Continued on page 12)

AFM Attacks Shady Mgrs.

LOS ANGELES—The American Federation of Musicians, Local 47, is declaring war on unscrupulous managers who have been taking advantage of young rock 'n' roll musicians. "Musicians are being victimized by managers who practice...

(Continued on page 12)
What are all these Victor artists doing together?

doing great!

Maxine Brown, formerly one of The Browns, making her debut as a single artist. "UNDER THE INFLUENCE OF LOVE" c/w "Never Love Again" Chart Records * #59-1024

Norma Jean following up her hit "Heaven Help the Working Girl": "TRUCK DRIVING WOMAN" c/w "Supper Time" #9466

Stone Country—a West Coast rock group—appearing at the Ice House, performing:
"LOVE PSALM" c/w "Magnolias" #9472

Beverly Ann is swinging for today as only a teeny-bopper can. "YOU'VE GOT YOUR MIND ON OTHER THINGS" c/w "Until You" #9468

Sergio Franchi coming on in his driving upper register. "TIME ALONE WILL TELL" c/w "I'm a Fool to Want You" #9471

Vernon Oxford singing with his true down-home country style. "THIS WOMAN IS MINE" c/w "Touch of God's Hands" #9467

*Manufactured and distributed by RCA
Folkways Goes Mod In Cover, Marketing

NEW YORK — Folkways is consulting with its look and outlook. The authentic folk music and educational label has completely redesigned its cover art and is gearing its product for the mass-market merchandising.

Key to this top-selling campaign is a drop in price to $4.79 of its new product line. The new Folkways disk will sell, however, remain at $3.79 as Folkways’ entire product line will promote its record program and hold the price on its catalog menu.

Along with the price drop, Folkways will focus on new and existing marketing programs and board campaign aimed at mass-marketing. Included are in-store displays, radio and television airplay, and the release of singles.

"It's test-marketed our new emphasis," said Folkways' Robin McIlreith, "and we found that this was the right first release. This Land Is Your Land, Today's Guthrie, became one of the year's (1967) biggest sellers for us within two months. From now on, we're going to be moving with the dealer, we're getting out of our 'librarian' connotation."

Folkways’ cover art and price renovations are in line with the company's expanded range of talent and promotions. Folkways, according to McIlreith, the company is looking for commercial market, specifically the folk music market. In implementing its aim, the company's new catalog/house magazine, has formed a trade sales division to exclusively promote its record program and holding the price on its catalog menu.

In a related move, Folkways is now forming new distribution relationships. Already added are Big State in Dallas, All South in New Orleans and PEP in the Baltimore-Washington region. First of the new promotions was a new slate of products, with an additional 25 in the fall.

Report Cameo Being Probed By The SEC

NEW YORK—Cameo-Parkway Records failed to open on the American Stock Exchange last all last week (19-23). Trading on the C/P stock was halted Feb. 16.

It’s been reported that the Securities and Exchange Com- mission is conducting a broad investigation of the company and already has taken testimony from Allen Klein, a director and controlling shareholder, and Ab- bey Butter, a broker and large stockholder in the company.

It was also reported that the Morgan Guaranty Trust Co. is no longer taking bids for the acquisition of Cameo & Co. in the U. S. and Chapplin Ltd. in England. Talks are in progress for the purchase of both Chapplin companies for $65 million. A decision is expected within the next week.

Cameo spokesman for Chapplin said that everything is now in limbo and everyone is husts, hust.

Ishmael Sets Up Foreign Outlets

LOS ANGELES — Ishmael Music (Chappell & Co.) of White Whale Records, will reportedly be setting up an outlet in Spanish and Portugal, and Mus- ic & Dance of Australia. Initial White Whale disk to be released under the new label is "Round About" by The Burl." By the Turtles.

Pacific Ocean Set

LOS ANGELES — Joe and Ira Brandt of Sunset Productions presented to Chappell & Co. of White Whale Records. Georgie and Ira have formed Pacific Ocean Records, a record- music publishing-artist manage- ment company. Initial acts signed by the new firm are the American Brass Company and the Beautiful People.
NARM Parley: Fete Nightly

NEW YORK — During each evening of the upcoming 10th NARM Sabbath convention, March 17-22 at the Hotel Diplomat, Hollywood Fla., a different record manufacturer will host a dinner party for the entire registration.

RCA Records will be host Sunday evening (17) at a party featuring Harry Mathews, as one of his shows, Motown will host the Monday (18) evening, featuring the Temptations. Martha Reeves and the Vandellas and Little Stevie Wonder, Columbia, will host of the Tuesday (19) dinner, will feature a concert evening with Bobbie Gentry, Lynn Campbell and Buck Owens.

The Columbia dinner will take place on Wednesday night (20) dinner, featuring Johnny Mathis, Anita Bryant and the Electric Flag.

On Thursday evening (21) NARM will host all CMW awards banquet, with William B. Williams of WNEW, New York, master of ceremonies.

Entertaining at the banquet will be the Cowells (MGM), Luna topic (and Jack Jones (RCA)). A special grand prize drawing will be held, for a live trip for two people to any point in the United States.

Eleven hundred industry members and guests will be in attendance at the banquet.

MYSTERY SHOPPER REPORT:
RIGHT NEEDLE'S THE TRICK TO GETTING BETTER SOUND

Billboard's "Mystery Shopper Cash Award Contest" is devised to aid the consumer of monoaural product in making his selection. After all, it's your dime one way or the other. Billboard correspondents across the country will explore what is being done on the retail level to convert the monoaural customer.

When informed that the customer had an "older" monoaural phonograph, Mrs. Levin asked: "How old is your machine?" The answer was: "It's approximately six years."

She replied: "Well, get a stereo needle. You won't hear stereo, but you will hear a good sound, and it won't damage the record."

The customer was told to bring in his old needle and have it replaced with a stereo needle. "Everybody does this now," said Mrs. Levin.


Mary Antoncech
E. J. Koretwe Store #15

Syracuse, N.Y.

"If you're worried about your needle on your monoaural record, you'll advise to get a stereo needle," said Mrs. Levin. "They aren't very expensive. But all the retail record stores in the past several years can play a stereo record without hurting it."

As the store was closed, Mrs. Antoncech explained the details to the mystery shopper, confused by the lack of monoaural records on the shelves and the monoaural-stereo dilemma. "We still have a few monoaural records," she said. "But most of our customers soon will be as stereo as stereo. Eventually, there won't be many monoaural records."

She advised the consumer to go ahead and buy stereo records since he would probably purchase a stereo phonograph in the future. Meanwhile, she said, the monoaural player wouldn't hurt the stereo records.

Diane Glenn
Bill Bauer Dept.
Winter Park, Fla.

Said Miss Glenn: "You have nothing to worry about in attempting to play monoaural records on your old phonograph—if you use the right needle. We can sell you a needle right now which will play monoaural records and all the stereo sound from the two tracks."

Bart's Phonograph Shop in Birmingham, Ala., sold a lot of monoaural records.

Bob Lahtimer that if he bought his phonograph within the past year, it already has a stereo needle. Miss Glenn added that the record department would soon stock a special needle priced between $2.50 and $4.

"You need a lightweight playing arm of course, but most of the newer phonographs already have them, with the right cartridge to handle the stereo effect. Why don't you bring in your phonograph and let us test it for you?"
Robert Goulet: A personal triumph in "The Happy Time."

"The Happy Time" is a hit single for Robert Goulet.

Robert Goulet is again King of Broadway. Clive Barnes of the N.Y. Times calls him "superlative... surely one of the finest voices to be on our musical comedy stage for years."

And WCBS-TV said, "Robert Goulet is moving, real and strong, and has probably the best stage voice of the last 20 years."

Now we have Goulet's definitive version of the two songs the audience came out humming after the show's premiere. "The Happy Time" c/w "I Don't Remember You." (4-44466)

And here are two of his hit albums:

And here are two of his hit albums:

Robert Goulet Hollywood Men Answer Great Love Songs From the Movies

Robert Goulet Great Love Songs From the Movies

Any way you look at it, Robert Goulet's a hit on COLUMBIA RECORDS.
White Whale Seeks to Spout Anew With Drive for Artists

LOS ANGELES — White Whale Records, successful with the Turtles, is looking to expand its status as a top 10 label.

White Whale owners, Ted Feigin and Lee Lasswell, expect to see their label in the Big Four in two years.

This year, via a 32-city summer tour, Nino Tempo and April Stevens have scored the label's 10th hit in six years. Attendance at the Sands Hotel in Las Vegas was recently reported to be $600,000.

Ted Feigin, who is looking toward Europe and Britain Decca, our worldwide distributor, to expand our sales and promote product on the West Coast, Quality discovers White Whale in Canada.

Lasswell recently strengthened his domestic operation by adding a new promotion director, and additional sales and merchandising personnel also are planned.

White Whale is affiliated with General Records Tape (4 and 8-track tape and reel-to-reel), Ampex (cassette), Muette Stereo Pak (4-track), RCA (8-track) and TTTCC (4 and 8-track).

JIM KATZ

ARETHA SETS CONCERT MARK

DETROIT — Aretha Franklin's "homecoming" concert at Cobo Hall here sold out quickly, setting a record for the auditorium. The concert grossed $300,000, drawing to an audience of 12,000.

Feigen also set up 84

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Rock, Classical Combining
In Concerts for Teen-Agers

NEW YORK — The Eleph

antes will appear with the American Symphony Orchestra in the first two of 12 free teen-

age concerts for high school stu-

dents. The concerts will be con-

ducted by the orchestra's asso-

ciate conductor, Joseph Eger, who

is

am

also

the

Chancellor of the 11th Street Plaza Foundation. The concerts, apon-

pearing in front of the 11th Street Plaza Foundation, will be repeated at the same hours on Friday (1), Tuesday (5), 12, 15 and 19.

Chancellor Pitch on Radio

LOS ANGELES — Newly

reactivated The Elephants will

emphasize local promotions tied to radio stations, reports Bob Marcucci, president of Label.

The emphasis on grass roots appearances for artists is a throwback to a pattern estab-

lished by Marcucci during Chancellor's happy days from 1957-1963 recorded Ella Franklin, Avabilon and Fabian into a

Marcucci, who has been away from record labeling for the past four years is striving for a brand new label, but he feels strongly that his company has to return to the pattern of being a "marketing" force in the record business.

The new Elephants label has secured 30 distributors, 50 per cent of whom formerly handled the old rock 'n roll company.

Schafer Brews Up Contest

NEW YORK — A talent

search launched by the F. and M. Brewing Co. will select 10 new soloists or groups to record the Schafer beer jingle for radio.

The Schafer Talent Hunt, planned for March, will give the winning act the chance to play on air in the Northeast.

Tom Villanile, who heads the Schafer account at Rabin, Barton, Durham & Osborn Advertising agency, expects the search to attract be-

tive young talent, while the chief is John D'Arenda, whom he feels is right.