

# Billboard

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The  
International  
Music-Record  
Newsweekly

## New 'Liberality' on Lyrics Sweeps Cos.

By ELIOT TIEGEL

"Until we learn to respect each other, don't pat me on the back and call me brother."\*

"Pot, pot, give me some pot, forget what you are, you can be what you're not."\*\*

"See colorful Harlem in New York City, come treat yourself

to some grits and bar-b-que . . . if you can't come to Harlem, maybe Harlem can come to you."\*\*\*

"How do you kill the country, how does she disappear?"\*\*\*\*

"Mr. Backlash, Mr. Backlash, just who do you think I am, you raise my taxes, freeze my wages and send my son to Vietnam."\*\*\*\*\*

(Continued on page 8)

## Epic's Kapralik Scout Hopping

NEW YORK—Epic Records' drive into the contemporary music field is keeping David Kapralik, the label's vice-president in charge of artists and repertoire, moving around the country on scouting missions. The peripatetic Kapralik takes off virtually every weekend for visits to key cities to cover the underground clubs in hopes of uncovering local talent.

The competition for new groups is so fierce in New York that Kapralik feels he has to get ahead of the opposition by going out into the field and finding the talent before the bidding for their masters, and the haggling over price with their agents or managers begins in New York.

So far, Kapralik's weekend jaunts have taken him to clubs (Continued on page 8)

## Ethnic Tape Co. Formed

NEW YORK—A new firm, Ethnic Tapes, is being introduced to deal specifically in Latin, German, Italian, Polish, French and Greek 8-track cartridges and cassettes. Morris Levy, president of Roulette Records and head of Ethnic Tapes, released 29 titles last week and has 30 more in production. The firm will handle many of the nation's major labels; negotiations are now in the works.

Besides Tico, Alegre, and Mardi Gras—the Levy-owned labels, Cesta, Fania and Cotique (Continued on page 10)

## London Back in U. S. Act Push-Go With Touch

By MIKE GROSS

NEW YORK — London Records, which has been pushing the British rock sound in the U. S. since it introduced the Rolling Stones in 1964, is reversing its field for a domestic and global push on a newly formed American rock group called Touch. Herb Goldfarb and Walt Maguire, London's director of national sales, and head of pop a&r and sales, respectively, have mapped a world-wide drive for the quintet beginning this week with its release here of an album on Coliseum Records, one of London's subsidiary labels.

The global push on Touch will start Jan. 1 with the release of the LP on Deram Records, sister company of London under the British Decca umbrella. Touch will be the first American group to be released on the Deram label.

Staff Rolling

Goldfarb and Maguire are putting their staff to work on the Touch LP. It's been given top priority for the Christmas (Continued on page 90)

## Corp. Guns Train Sight on Studios

By CLAUDE HALL

NEW YORK — Recording studio owners are involved in a buyers market. Holding companies are now competing in bids for such properties as Nola Recording Studios and A&R recording studios. Last week, Viewlex agreed to purchase Bell Sound, a complex of studios and tape duplicating facilities.

Viewlex, which started out as a corporation in the educational field, recently purchased Buddha Records and Kama Sutra Records in a stock transaction. Viewlex, shortly before that,

had bought three record pressing plants, Sonic Recorded Products, Holbrook, L. I.; Allentown Record Co., Allentown, Pa. and the American Record Co., Owosso, Mich. In addition, Viewlex owns Globe Records, a (Continued on page 8)

## UA, Lib. Tape Sales Doubled

By HANK FOX

NEW YORK—United Artists and Liberty Records, both Transamerica companies, have more than doubled their percentages of tape cartridge sales over last year for the first six-month period.

For the first six months this year (before the two companies merged), UA chalked up more than 20 per cent of its total recorded music business in tape cartridge sales. And at Liberty, cartridge sales account for about 25 per cent of the company's total disk and tape sales.

"While our record sales are up from last year," said Liberty Stereo Tapes national sales manager Wally Peters, "tape sales have far and away shown the greatest growth." Peters said that while tape has not visibly cut into disk sales, it is impossible to calculate its effect on the record's total potential market. "Obviously," he commented, "some of those sales must be in lieu of record purchases." Liberty's tape percentage of total recorded music sales last year was between 10-12 per cent.

UA's Percentage

United Artists has more than doubled its tape percentage over January-June 1967, with an 8 per cent burst between April and June. The company, through its soundtracks, has maintained a strong tape catalog. And with Bobby Goldsboro's "Honey" leading its second half year figures, UA president Mike Lipton expects the company's 20 per cent figure to climb even higher. (Continued on page 4)



B. J. Thomas has been on Billboard's Charts continuously for the past six months. His latest entry is a fast moving single called "Hooked on a Feeling" (#12230). It's featured along with "Eyes of a New York Woman" in B. J.'s newest album, "On My Way," on Scepter Records (SPS 570).

(Advertisement)



Wilson Pickett has a hit and a half with his new Atlantic single, "A Man and a Half" (2575), which is zooming up the Billboard charts. "The Wicked Pickett" just completed a week at New York's famed Apollo Theater, and is planning a lengthy one-nighter tour starting next month that will cover the United States and Canada.

(Advertisement)

(Advertisement)

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SINGS  
**IF  
I CAN  
DREAM**



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SINGS  
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**LIVE A LITTLE,  
LOVE A LITTLE**

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at a theater near you.



**RCA**

## BILOTTA BACKS STEREO SINGLES FOR JUKEBOXES

NEWARK—Johnny Bilotta, chief of Bilotta Enterprises, jukebox distributor, announced last week that he's willing to produce special stereo singles tailored for jukeboxes. "The timing is right," said the jukebox distributor. "There are more than 400,000 jukeboxes that will use stereo records."

Bilotta recently announced at a Music Operators of America seminar on programming that he'd lined up Roberta Quinlan to record product for jukebox play. At that time, he stated that jukeboxes automatically played the best sellers, but that jukeboxes needed easy listening tunes above and beyond these hits.

He said that if "the record manufacturers will make a small percentage of their productions in stereo—tailored for jukeboxes—I won't need to get into the recording business."

"I know that operators can make 10 to 15 per cent more money if they had a stereo product tailored for them," he said.

Although Bilotta pointed out that hit singles do most of the business on jukeboxes, he felt also that it's necessary for "all facets of the industry—manufacturer, distributor, and operator—to keep on open mind as to what the public will spend. In other words, everyone, including the location, will be better off if we give the public the type of equipment they deserve." Bilotta feels that upgrading the stereo will not only bring a greater flow of income, but please listeners more.

## Col. Bows Catalog, Yule Drive

NEW YORK — Columbia Records has kicked off a two-month advertising, merchandising and promotion campaign on its best-selling album catalog, as well as on its new and standard Christmas LP's. The Columbia Christmas campaign, themed on "These gifts are alive!" is geared to reach more than 120,000,000.

Full-color rotogravure spreads will appear in 31 key-major-market

newspapers and will feature the label's best-selling product, as well as new and standard Christmas LP's. Although these spreads will be the backbone of the campaign, they will be supplemented by ads in national trade and consumer magazines and "tuned-in" coverage in underground publications. The Columbia series of ads will highlight product which will appeal to the audience of each of the

## MGM Racks Up \$4 Mil. in Orders at 3 Sales Meets

NEW YORK — Capitalizing on a series of regional sales meetings here, Los Angeles and New Orleans, MGM Records racked up more than \$4 million in orders, reports label president Arnold Maxin.

Maxin, also head of the Pig 3 publishing firms, feels that this is the first indication of new vitality and drive in the record label. Together with Lenny

Scheer, director of marketing; Sol Greenberg, LP sales manager, and Art Denish, Verve and Verve/Forecast sales manager, Maxin visited with distributors in the three cities.

The new product shown to distributors included albums by such artists as Luke the Drifter Jr., Connie Francis, Animal, Wayne Newton, Ben Colder, Stonemans, Cowsills, Hugh Maskela, John Sebastian, Lovin' Spoonful, Mothers of Invention, Rare Earth, Ella Fitzgerald, Danny Schless, the Blues Project, Richie Havens, Tim Hardin, and Street.

The releases also include two soundtrack albums—"The Shoes of the Fisherman" and "Ice Station Zebra," as well as seven repackaged albums by Hank Williams.

## Disneyland to Hold Parleys

LOS ANGELES — Disneyland Records will have a series of distributor-dealer meetings to present new product from the studio's new "Winnie the Pooh and the Blustery Day" featurette.

The meetings in eight cities are also unveiling new albums in the Anta sound series, consisting of music from stage and screen properties.

The film is being shown to tradesmen at meetings here, St. Louis, Chicago, Philadelphia, Cincinnati, San Francisco, Cleveland and Miami. It opens Christmas around the country.

A troupe of costumed actors is making the rounds to promote the film, stopping at children's hospitals to give copies of "Pooh" albums.

# Lin B'casting Buys Starday-King For \$5 Mil; Execs, Policy Retained

By BILL WILKINS

NASHVILLE — Lin Broadcasting Corp., owner of communication outlets, has purchased Starday and King Records and their affiliated companies for \$5 million.

Fred Gregg Jr., Lin's chairman of the board and president, said this would mean a great expansion program here. "It will mean an additional \$6 million to \$8 million in gross income to the Nashville music economy," he said.

The corporate structure of Starday-King will remain the same, with Don Pierce, president; Hal Neely, vice-president; Jim Wilson, vice-president for marketing; Johnny Miller in charge of the Cincinnati office, Henry Glover, manager of the

New York office; and Marlan Dodson, general counsel.

"Nashville now will be a complete operation in the rhythm and blues field," Pierce said.

Pierce said James Brown now would record here, and would bring in the "right musicians for the r&b sound." Just having Brown record here, he said, would give tremendous impetus in this direction. "Now that we are working under a huge corporate structure," Pierce said, "we can effect economies, efficiencies, acquisitions and total expansion. We can compete for larger acts, go after great catalogs." He made it clear, though, that the sale in no way affects the operation of the business or its past policies.

Both Gregg and Pierce said they plan new overseas music companies in England, Germany and France at first, and eventually in other nations. Pierce said the firm would expand its overseas distribution and exploit its various companies around the world.

The Starday president said he was obtaining a record club contract for King with Columbia, RCA and Capitol, the same ones with which Starday now has an arrangement. He said the club membership would include James Brown.

Pierce, one of the founders of the Country Music Association, was Billboard's Country Man of the Year in 1962, and is vice-president of RIAA. Starday was founded in 1952 in Los Angeles, and moved here in 1957.

Recently (Billboard, Oct. 26) Starday acquired the King Records operation. Those holdings

included the record and distribution operation and masters, Lois Music and its publishing subsidiaries, the Royal Plastics Pressing operation, and the long-term contract of Brown. Starday holdings include Hollywood, Look and Nashville Records, and Starday, Tarheel and Kamar Music.

## Miami Festival Popping Out at Ticket Seams

MIAMI—Tickets sales for the Miami Pop Festival have already soared above 5,000 and are coming in from all parts of the nation, reports festival president Tom Rounds. Already, 23 major Top 40 radio stations are promoting the festival and sponsoring contests to send listeners to the event. More radio stations just added to the promotion include KNOE in New Orleans, WXCL in Tampa, WAKY in Louisville, WIXY in Cleveland, and WFLI in Chattanooga.

Gov. Claude Kirk of Florida has just given his official endorsement of the festival as a cultural event. It will feature between 30 and 40 of the world's major groups and artists Dec. 28-30 at Gulf Stream Park in nearby Hallandale. Rounds said last week that he was now negotiating for TV rights to the event with Talent Associates through Steve Binder and Dan Melnick.

## Levine & Resnick Prod. Is Formed as K-K Subsidiary

NEW YORK — Levine & Resnick Productions has been formed as a subsidiary of Kasenetz-Katz Associates by Jerry Kasenetz and Jeffrey Katz, who will administrate the new firm for producers Artie and Kris Resnick and Joey Levine.

Kasenetz-Katz Associates also has signed the Resnicks as artists. Artie Resnick's first single, "Balloon Man," written by Joey Levine and Resnick, is being released on White Whale Records, who plan a follow-up album. Resnick's writing credits include "Good Lovin'," a million-seller for the Rascals, and the Drifters' hit "Under the Boardwalk," both on Atlantic; "One Kiss for Old Times' Sake," a Ronnie Dove hit on Diamond, and "Little Bit of Heaven."

Studio sessions for a Kris Resnick LP and single are slated for this week. With Levine, she has written "Shake," "Down at Lulu's," "You Got the Love," and "Chewy Chewy," a current Ohio Express hit on Bud-dah.

Artie Resnick and Levine have collaborated on "Quick Joey Small," a Kasenetz-Katz Super Circus single, and Ohio Express' million-selling "Yummy Yummy, Yummy," both on Bud-dah.

As producers, the Resnicks and Levine have had 10 chart singles in 10 tries, including "Yummy, Yummy, Yummy," "Down at Lulu's" and "Quick Joey Small," which they co-

produced with Kasenetz and Katz. They also produced "Chewy Chewy" and "Shake" for Kasenetz-Katz Associates.

## W-7 to Distribute The Dome Label

LOS ANGELES — Dome Records, a new label owned by Hal Landers and Bobby Roberts, will be distributed by Warner Bros.-Seven Arts. All products will be issued on Reprise with joint label identity.

First product spotlights comedian Richard Pryor, but the new label also plans releasing contemporary music groups.

Roberts and Landers are active in film production, having recently completed their first film for MGM, "The Gypsy Moths" with Burt Lancaster.

## Peer Intl. Publishes Scruggs Guidebook

NEW YORK—"Earl Scruggs and the 5-string Banjo" is being published by Peer International Corp., the first book ever published by the firm. The book is available in both soft-cover for \$10.95 and hard-cover for \$12.95 and is being sold through regular channels. Flatt and Scruggs will appear on the CBS-TV Beverly Hillbillies on Wednesday (20), when Scruggs will plug the book.

## Rule for Ops In Tax Case

ALBANY, N. Y.—A sales tax case that could have far-reaching effects in the coin machine industry ended here last week with a victory for New York operators. The State's highest court unanimously ruled that New York's sales tax cannot apply to the gross receipts from jukeboxes and amusement games.

Widely publicized as the Bathrick Case, the litigation dated back to Aug. 1, 1965, the date the sales tax went into effect. From that time on, most New York operators have been submitting their tax forms under

(Continued on page 63)

## Sears Recording in Expansion Moves

OMAHA — Sears Recording, an eight-year old studio here, has expanded its facilities in a drive to "lure" artists from Chicago, Kansas City and St. Louis.

The company at present is working with 4-track equipment and plans offering 8-track next year. Sears' 4-track rates are \$35 an hour weekdays and \$45 weekends.

## UNICEF NAMES OFFICIAL SONG

NEW YORK—"There's a Baby," by Alan Bernstein and Victor Millrose, has been selected by the United Nations as the official song for the United Nations Children's Emergency Fund (UNICEF). The song, published by Emarcy Music (ASCAP), has been recorded by Jerry Vale for Columbia.

The song, which will be translated into several languages, will be used in UNICEF drives throughout the world. "There's a Baby" will be introduced on a 22-country TV special for UNICEF. The record is being programmed on Radio Free Europe.

# 3-Level Complex Set Up by Thiele

NEW YORK — Bob Thiele has formed a production, publishing and talent complex called Flying Dutchman Productions Ltd.

The organization, Thiele said, will operate on the basis of a close and direct contact with the more youthful elements of the pop and jazz scene.

Initially, the new firm expects to complete contract arrangements with a number of key labels for the release of several new pop and jazz talents. According to Thiele, pacts with at least 10 leading companies are to be announced within two weeks. Further negotiations are under way for the organization of the firm's own label to be operated on a joint ownership basis with a major company.

It is expected that the Thiele organization will undertake to produce artists already contracted to other labels. A mas-

## Sata Signs With Atl. & Kama Sutra

NEW YORK — Sata Fortas Attractions Ltd. has signed production deals with Atlantic Records and Kama Sutra Records. David Lucas, head of Sata, and Joey Levine, both members of Salt have produced the group's single "Lucifer" and "A Whole Lot of Rainbows" for Atlantic's Cotillion label. George Grant and Lucas have produced the Pendulum's "Silly Sally Sunday" and "I Do You" for Kama Sutra.

# 'Promises' & 'World' Scoring for Morris

NEW YORK — Edwin H. Morris has already picked up a combined total of 40 recordings of songs from the upcoming Broadway musicals, "Promises, Promises" and "Dear World." To further enhance the exploitation of the scores, Phil Kahl, the Morris firm's executive vice-president, has retained six promotion men around the country. The promotion men are Herb Rosen for New York, New Jersey and Philadelphia; Penny Stevens for Pittsburgh, Cleveland and Cincinnati; Ed Penny for New England; Pete Wright and Howard Bendow for Chicago, St. Louis and Milwaukee;

## Elektra Picks New Hawaiian Isle Rep

NEW YORK—Elektra Records has appointed Eric of Hawaii as the new representative for the Elektra and Nonesuch corporations in the Hawaiian Islands.

Eric of Hawaii is headed by Irv Pineensky. Emil Sabate is in charge of promotion and sales co-ordination.

## Faecn in Toronto Meets With Firms

TORONTO — Felix Faecn, president of World Music and Palette Records in Brussels, arrived here for a meeting with Canadian record companies and performing rights societies. The executive just completed talks with several disk labels in New York for the distribution of Palette products, including its new series, "Color in Dance."

ter acquisition program, under which masters will be assigned to other labels for release, will also be part of the operation.

Yet another project involves the negotiations of a contract for release in the U. S. of Thiele's own Happy Times Orchestra, previously issued here on the Impulse label. The orchestra's original Impulse album will now be released in England by EMI, and Thiele plans to be in England in January for a press reception given by EMI to launch the album. He will then go to France to attend the MIDEM convention in Cannes.

Prior to opening his new company, Thiele was associated for seven years with ABC Records as executive producer.

## CMA AWARDS ON TV NOV. 20

NASHVILLE — The annual CMA Awards Show will be broadcast Wednesday (20) on NBC-TV. The show, produced by Yorkshire Productions and sponsored by Kraft Foods, was videotaped at the Grand Ole Opry House.

Hosted by Roy Rogers and Dale Evans, the show features Tex Ritter, Roy Acuff, Jeannie C. Riley, Johnny Cash, Roger Miller, Chet Atkins, Bobby Goldsboro, Glen Campbell, Jimmy Dean and Porter Wagoner, among others.



EYDIE GORME, right, is honored at an RCA Records party onstage at New York's Shubert Theater, where she's starring in "Golden Rainbow" with her husband, Steve Lawrence, center. Also at the party, which introduced Miss Gorme's new RCA album "Eydie," were William B. Williams, second from right, WNEW deejay, New York; Harry Jenkins, RCA division vice-president, and Mrs. Jenkins.



JACKIE LOMAX, center, one of Apple Records' new artists, is on a promotion tour of the U. S. for his first release, "Sour Milk Sea." In New York, Lomax met with, from left to right, Joe Maimone, Capitol's promotion man; Allen Rosenberg, music director of WNEW-FM; Bob Bronstein, Rosenberg's assistant; disk jockey Zacherly, and the station's program director Nat Asch.

## Williams' 18 Col. LP's Get Pitch Sparked by 2-LP Pkg.

NEW YORK — Andy Williams' 18 Columbia albums are featured in an extensive promotion being sparked by "The Andy Williams Sound of Music," a special two-record gift package. Williams' 12 gold records

## Rontom, Brillio Firms Formed

LOS ANGELES — A record company and a production firm have been formed here. Gail Thomson, president of Thomson-Myers Enterprises, has formed Rontom Records and Thomson-Myers Music (BMI). Initial artist on the roster is singer Ron Myers.

Rontom is setting up its own distribution, with Fidelity Electric, Seattle; Melody Sales, San Francisco; Pep, Los Angeles; Music Craft, Hawaii, and Best & Gold, Buffalo, handling distribution.

Don Perry, who recently sold Momentum Records to Achten Enterprises, will independently produce Rontom product. The label's initial single is "I Can't Get Along Without It" by Ron Myers.

Cori Randle has formed Brillio Productions and Slithy Tove Music (BMI), with singer-guitarist John Antle the first artist on the roster. Randle manages singer Dennis Doyle, a VMC Records artist.

will carry RIAA stickers certifying that they have been million-dollar sellers. These LP's will be displayed behind a custom header card that will fit the "Solid Gold" racks already in the field.

A special sleeve displaying Williams' 18 albums has been designed for "The Andy Williams Sound of Music," which will contain 21 selections from previous albums and will carry a suggested list of \$6.79.

A national and local advertising campaign using print and radio is slated to feature the entire Williams catalog and to promote his Dec. 18 Christmas TV special. Set for in-store use is a special Andy Williams divider card and window streamer. Local ad kits will include minis of the 18 Williams albums.

A special promotional sampler LP, "The Hit Sounds and a Special Christmas message from Andy Williams," is going to deejays later this month. The soft-sleeve album will display covers of the 18 LP's and will contain a selection from each of them.

## Shamley Purchases

HOLLYWOOD — Enith International Productions has sold 12 masters by Merrell Fankhauser and the H.M.S. Bounty to the Shamley label of UNI Records. Shamley UNI has also signed the group to a contract.

# Decca Covers All LP Bases In Releases

NEW YORK—Decca Records is covering the Broadway, film, progressive rock, jazz and country in this month's album releases. The release further augments Decca's theme, "New Directions-Tradition With Future."

Featured in the 11 packages are Carmen Cavallaro, the Bag, Earl (Fatha) Hines, Robert Maxwell, Xavier Cugat, Earl Grant, Peter Duchin, Lenny Dee, Godfrey Hirsch, Freddy Martin, Johnny Wright, Jack Greene, Jimmy Newman, Kitty Wells and Ernest Tubb. A Big Maybelle LP of gospel songs is spotlighted on the Brunswick label.

Decca is supporting the release with litho books and display material for use by dealers across the country.

# Tangerine in A&R Move—5 Acts Inked

LOS ANGELES — A new a&r department head and five new musical groups cap an upsurge in recording activity for Tangerine Records.

New to the Ray Charles-owned label is a&r man Mark Taylor. He replaces Frank Clark, who is setting up his own independent production company.

Taylor is working with the new acts on the roster: the John Bishop instrumental trio, Patterson and Mitchell (a vocal duo), plus singers Rita Graham, Andy Butler and Jimmy Lewis.

Miss Graham's debut LP is "Vibrations." The Bishop trio's initial LP is "Bishop's Whirl." Product by the other acts hasn't been set yet. The Bishop group is from the Bay Area around San Francisco and consists of the leader of guitar with organ and drum accompaniment. The group recently worked on the Ray Charles Show at the Regal Theater in Chicago. It is being slotted on its own personal appearance tour by the William Morris office.

# Philips 2-LP By 4 Seasons

CHICAGO—Philips Records has released a double LP by the 4 Seasons, billed as one of the most de luxe packages ever put out by a record company.

The album, "Edizione d'Oro" (Gold Edition), features all 29 of the season's Chart records and includes a full color astrological poster as a bonus.

According to Philips product manager Lou Simon, the label has formulated a major program on the promotion, advertising, publicity and merchandising levels.

A special merchandising display, featuring the LP cover supported by a "dual purpose" card stating "The Delux Gift Album of the Season," is being serviced to retail outlets by Philips' distributors.

# TAYLOR GIVES GOLD RECORD

LOS ANGELES — Johnny Taylor has been awarded a gold record for his Stax recording of "Who's Making Love." The record was certified by the RIAA as having sold more than 1 million copies.

# Three great gifts from Johnny Mathis for your Christmas stocking.

Johnny's favorite hymns and carols have made his Christmas album a favorite best seller for many a season.

Wonderful expressions of the spirit of Christmas. From "Winter Wonderland" to "Silent Night, Holy Night," this album is what Christmas is all about. And the feeling is conveyed in his singing.

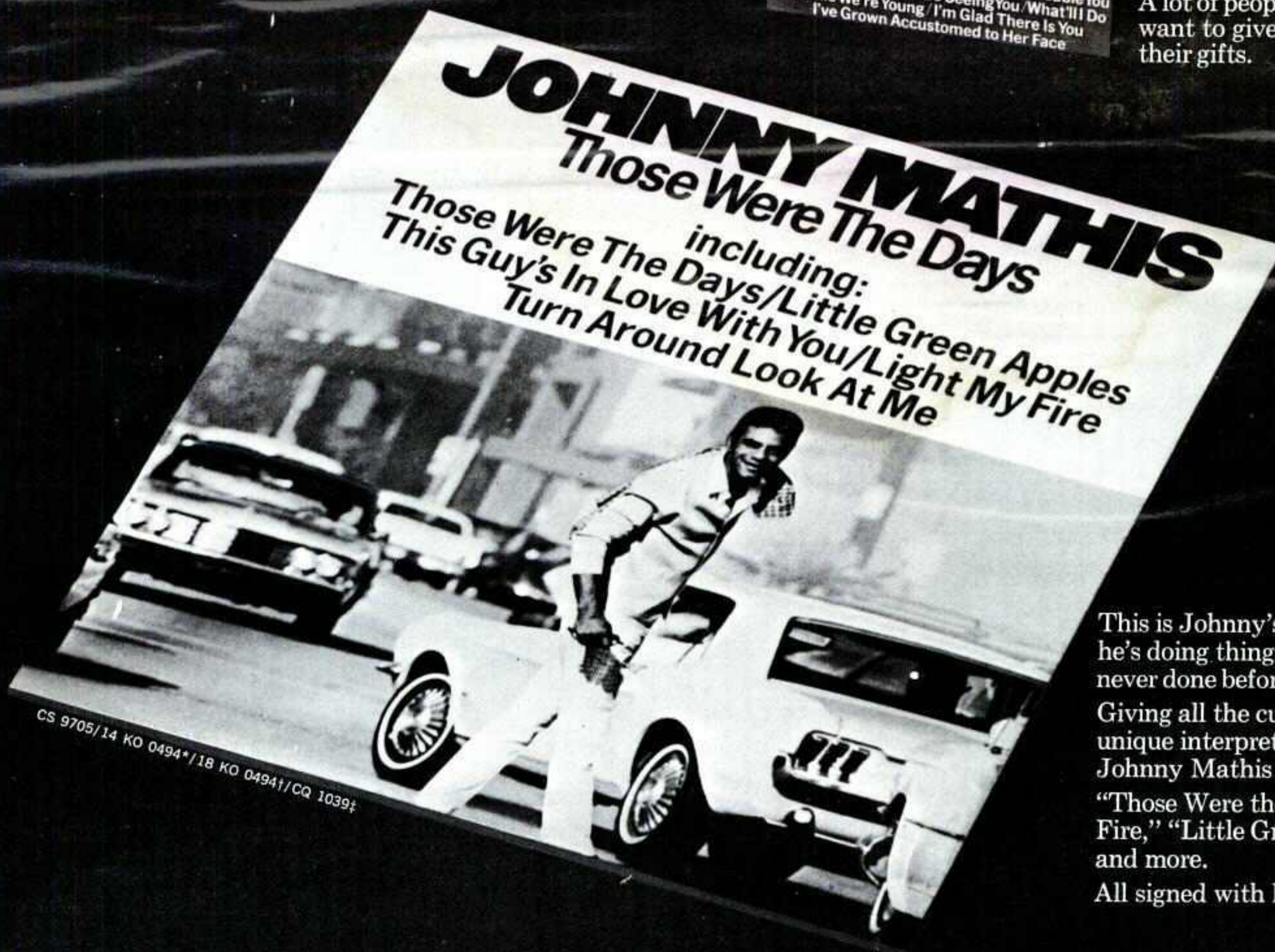


A deluxe 2-record gift set at a special low price for holiday giving.

Two all-time great Mathis albums in one package.

Featuring hits like "Then I'll Be Tired of You," "Warm," "When I Fall in Love."

A lot of people are going to want to give his gifts as their gifts.



This is Johnny's newest album, and he's doing things with his voice he's never done before.

Giving all the current top hits a unique interpretation. As only Johnny Mathis can.

"Those Were the Days," "Light My Fire," "Little Green Apples" and more.

All signed with love.

Johnny Mathis—a truly exceptional artist. On Columbia Records®



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 †TC 8  
 ‡Reel-to-reel tape  
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# Billboard

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## Billboard

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EDITORIAL OFFICE: 165 W. 46th St., New York, N. Y. 10036. Area Code 212, PL 7-2800  
Cable: BILLBOARD NEWYORK

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Cable: Billboard London  
EUROPEAN EDITOR: Mike Hennessey, 7 Welbeck St., London W.1. Phone 486-5971  
Cable: Billboard London  
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JAPAN: Kanji Suzuki/Japan, Trade Service, Ltd., 2-1-408, 3 Chome Otsuka, Bunkyo-ku, Tokyo  
MEXICO: Kevin Kelleghan, Varsovia 54, Mexico City, Mexico. Phone: 125002

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# Dot Steps Up Country Campaign

LOS ANGELES — Dot has expanded its roster of country acts six fold over last year. Its only country artists then were Bonnie Guitar and Mac Weisman.

The diversification into coun-

try music, the establishment of a Nashville office and the entrance into independent production deals with three companies, have clicked for the label.

Singles by Bonnie Guitar,

Hank Thompson, Jack Barlow and Jack Reno are on the country chart. Barlow and Reno are produced for Dot through Tree International.

The label's two other independent sources are Paul Tannen, who records Ray Griff and Hank Thompson's Singing T Productions, which records Roy Clark, Mary Taylor and Curtis Potter.

The tie-in with Tree provides Dot with most of its Nashville acts, although company staffer Henry Hurt records four acts, including Tommy Overstreet, Daryl Statler, Peggy Little and Hozie Gardner. Hurt also acts as the contact man for Paramount Music, the parent company's publishing operation. All Hurt's record acts are new performers.

Two of Tree's acts were formerly with Columbia, Bill Purcell and Diana Trask, and both are classified by Dot's general manager, Dick Peirce, as straddling the country and pop fields.

## Clearwater Buoys Sales of The 'New' Fantasy/Galaxy

OAKLAND, Calif. — After one year under its new ownership, Fantasy/Galaxy Records, veteran San Francisco recording firm leaning on a series of consistent sellers, has hit the Top 10 of the Hot 100. What has put Fantasy/Galaxy on top is a fresh San Francisco group billed as Creedence Clearwater, whose single and album have sold well.

According to Shelley Hains, director of sales, the company is not resting on this result, but has just issued the group's second single, "I Put a Spell on You," which appeared for the first time last week on Bill Gavin's personal chart, as well as KFRC's. The second album has been completed, and is scheduled for a January release, Hains reported, under the title "Bayou Country."

Saul Zaentz, the new president of Fantasy/Galaxy, bought the company just over a year ago from the Weiss brothers, for whom he has been the general manager for about 12 years, and moved it across the Bay to Oakland where the firm is now headquartered at 1281-30th Street. But it will not be there for long. The firm hopes to move soon to larger quarters, still to be selected. Yet while

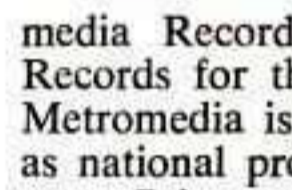
it is looking, FG is building a new sound proof recording studio at the existing location, even if it is likely to be abandoned within a few months.

New talent to appear soon on Fantasy include a Los Angeles group, Brother Nigel's Proxy Party; and pianist Paul Mauriat with a new Christmas album entitled "Joyeux Noel," Fantasy is also re-releasing the popular "Charlie Brown's Christmas," recorded by Vince Guaraldi, a Fantasy staple.

## Executive Turntable

Joe Rene joined Gerard W. Purcell Associates as general professional manager to supervise all of the firm's publishing activities. Rene will administer Hirt Music, Lupercalia Music, Rupel Music, Leprechaun Music, Five Sisters Music, Millbridge Music and Twin Forks Music. Rene will also act as producer, arranger and conductor of GWP Productions, an independent producing subsidiary. . . . Joe Gowan set as director of administration and business manager of Metro-

RENE



media Records. Gowan had been with CBS Records for the past three years. Also joining Metromedia is Freddie Love, who has been set as national promotion and merchandising manager. Prior to joining Metromedia, Love was regional sales and promotion manager of the Southern Region for Epic Records. . . . June Reinsich named vice-president of career development at Daedalus Productions. . . . Jane S. Cohler to Rogers, Cowan & Brenner as merchandising consultant and account executive. . . . Bunny Brown set as East Coast promotion representative for Tetragrammaton Records.



GOWAN

## Marks Buys 2 Novello Masses

NEW YORK — Two folk masses, "The Daniel Jazz" and "Jonah-Man Jazz" have been acquired by the Edward B. Marks Music Corp. from Novello and Co. of England. The American firm has released the masses for the U. S. and Canada.

"Jonah-Man Jazz" provides a humorous narration of the story of Jonah and the whale with words and music by Michael Hurd, while "The Daniel Jazz," based on Daniel's rescue from the lions, has words by poet Vachel Lindsey with music by Herbert Chappell.

Both compositions are designed as fun pieces for school or church groups. Guitar chords are provided and the piano score can easily be used for jazz improvisation.

## LONDON BOWS BECAUD SINGLE

NEW YORK — London Records is issuing "What's the Good of Goodbye" and "Love Train" in English by Gilbert Becaud, an addition to London's artist roster. An album will be recorded in England next month.

Felsted Music, the BMI subsidiary of London Records and a member of the Burlington publishing group, has acquired the rights to both songs for all English-speaking countries. Will Holt wrote the English lyrics to "What's the Good of Goodbye" and collaborated with Mike Hawker on "Love Train."

John Gaghan added to promotion staff of Atlantic-Atco Records. He had been promotion man for Gold Distributors, Buffalo. . . . John Berg promoted to creative director of packaging at CBS Records. He has been with CBS since 1961. . . . Jan Hodenfield appointed manager of press and public information at Epic Records. He comes to Epic from WCBS Radio. . . . Michael McCormick has been given additional responsibilities at Epic Records. He is now responsible to Mort Hoffman, Epic's director of sales and distribution, for all administrative functions of the Epic sales and distribution organization, including administration of distributor advertising funds. He'll also assist in the preparation of sales budget forecasts, sales analysis and statistical reports.

Sheldon Tirk, head of Mercury Records' economy Wing label since July, has been named product manager for the corporation's Smash and Fontana labels. . . . Edward Charles (Whitey) Ford, former Yankee pitcher, joined Trans National Communications as vice-president and director. The firm makes TV commercials, owns WUDO, Lewisburg, Pa., and Broadway Recording Studios in New York. . . . Noble Bell, formerly an executive with Chemical New York Bank & Trust, named executive vice-president and treasurer of Shelby Singleton Productions in Nashville. John Singleton has been set as general manager of the Singleton music publishing companies. . . . Marlene Lobb and Steve Mislove have been added to the staff of Fred Weintraub's Coffee House Circuit.

TIRK



Bill Anthony named vice-president and general manager of the Dee Anthony Group of Companies. He will service all firms embraced within the corporation, including Dee Anthony Management, G Clef Productions and Music, Cherrywood Productions and Music, and Coolwater Music. . . . Rev. Oris Mays joined Holiday Inn Records as regional promotion and sales director. He will also double in a&r production. . . . H. Hiram Oye appointed executive vice-president and general manager of TEAC Corp. of America. . . . F. Rockwell Powers II appointed president of J.D. Productions and J.D. Records. Sal Tino and Lenny Martin will direct J.D. Productions' management division in Las Vegas.

A CHART TOPPER

# I HEARD IT THROUGH THE GRAPEVINE

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RECORD WORLD



# MARVIN GAYE



TS-285

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# New 'Liberality' on Lyrics

• Continued from page 1

LOS ANGELES — A liberal writer movement is resulting in the creation of highly explosive songs. The five examples are from from current album releases and demonstrate the areas of concern by today's "message" songwriter.

The lyrics also point up a significant development in the music business, indicating that record companies are adopting a more liberal attitude.

A few years ago, the Beatles and other rock bands were recording songs which caused people to hunt for the "hidden meaning." The lyrics were often muddled by the harsh amplification of the instruments. In fact, "Revolution," the back side of the Beatles' first Apple single, "Hey Jude," is a probing social commentary, but the words are

often lost in the sound of the guitars.

What is significant about this other non-rock liberal lyrical development is that the records are undistorted and there are no hidden meanings. The recordings don't fight the author's words.

## Flock of LP's

In recent weeks a flock of albums has been released, all presenting material of a controversial nature. The most notable commercial success has been Jeannie C. Riley's study of hypocrisy and double standards in her "Harper Valley PTA" Plantation album. The song became the nation's top tune.

Nancy Wilson, in her newest Capitol LP, "The Sound Of" (which is on the national best-seller album chart, has recorded the Cacavas-Wood composition, "Black Is Beautiful" published by Chappell. The tune has been

receiving good AM and FM air-play by disk jockeys who are in sympathy with its powerful message that "black is a dream about a promised land, baby don't you cry, you'll be free before you die, listen child to me, black is beautiful, don't you see." The song of a bright tomorrow and of pride in being black, is sung by Miss Wilson in her nightclub act to a large photo of her young son.

Race is the theme behind "Backlash Blues," the Langston Hughes-Nina Simone composition published by Rolls Royce Music, which the pianist sings in her current RCA LP, "Nuff Said," recorded at the Westbury Music Fair.

The racial situation is also of importance to John W. Anderson, whose Capitol LP, "Kassandra," includes the narration track, "Don't Pat Me on the Back and Call Me Brother." The song, written by Anderson, reflects his stance on brotherhood.

Country Joe and the Fish have taken a stance on Negro ghettos in the track "The Harlem Song, written by group leader Joe McDonald, for their "Together" Vanguard LP. The San Francisco group unravels a list of travel agency-type tourist bonuses, designed to entice non-blacks into the New York ghetto.

## Diamond LP

The most extraordinary presentation of social commentary is rendered by Neil Diamond on his UNI LP, "Velvet Gloves and Spit." The explosive track is "The Pot Smoker's Song," and the LP carries the legend "not recommended for airplay before screening."

Diamond has composed four choruses about the use of drugs. He recorded the voices and thoughts of six ex-addicts living at Phoenix House in New York.

Bobby Darin has taken to asking questions about survival in his first Direction LP, "Bobby Darin Born Walden Robert Casotto."

Darin has begun using another of his LP compositions, "Long Line Rider" in his nightclub act, the song discussing the shocking discovery of bodies in the clay in an Arkansas jail.

The Limeliter reunite for a new Warner Bros.-7 Arts LP, "Time to Gather Seeds." Author Peter Boyd's story contrasts a happy mood of some German people while the Nazi movement was gaining strength.

Ed Ames has been singing songs of social significance, with his RCA chart LP, "Songs of Our Times," including a potent observation of social attitudes, in "Who Will Answer?"

Social commentary songs within the past decade may be traced to Bob Dylan; Peter, Paul and Mary; Pete Seeger and Joan Baez.

On top of the influx of uncompromising message songs, two totally patriotic songs have become election year smashes. "The Star-Spangled Banner," sung in an unorthodox manner by Jose Feliciano (on RCA, which taped his interpretation during the recent World Series) and "Battle Hymn of the Republic," by Andy Williams and the St. Charles Borromeo Choir on Columbia.

Truly the power of words, not the impact of exploding electronic amplification, is gaining appeal with a growing number of conscience-struck performers.

- \*Footboatd, Inc/Meangful Music
- \*\*Stonebridge Music
- \*\*\*Joyful Music
- \*\*\*\*Argent Music
- \*\*\*\*\*Rolls Royce Music

# Cap. in New B'way Try Via Beechwood

By ELLIOT TIEGEL

LOS ANGELES — Capitol is developing its own "home-grown" Broadway musical properties. The label's first company-owned project is "Allison," a contemporary rock musical utilizing 32 songs created by 30 Beechwood writers. Beechwood is Capitol's BMI music firm. Three other plays are being planned.

Herb Hendler, who oversees the Beechwood operation, is coproducer with Albert Selden of "Man of La Mancha."

A cast of unknown actors will be assembled in New York, with the label releasing the cast album. Handler and Roslyn Daws

co-authored the book, which is about a modern Alice in Wonderland. The play will maintain a progressive rock flavor in selection of a contemporary arranger-conductor for the theater orchestra. The house band will reflect the size and instrumentation of standard rock bands. "We won't build our band to accommodate established Broadway patterns," Handler said.

# Lieberson Is Cited by UJA

NEW YORK—CBS/Columbia group president Goddard Lieberson was honored recently at a dinner-dance sponsored by the Music Industry division of the United Jewish Appeal.

Lieberson was cited for his work as an industry leader, whose contributions to the recording field earned him a plaque presented by chairman Bob Thompson and a Certificate of Appreciation from the City of New York from Commissioner of Public Events Jerome Becker, representing Mayor Lindsay.

Over \$100,000 was pledged to the UJA to further its humanitarian program overseas. Guests were entertained by Gary Puckett and the Union Gap and Nipsey Russell.

# Sinatra's New LP

LOS ANGELES—Frank Sinatra is rushing recording his first new LP of the year to coincide with his successful "Cycles" single. The single, incidentally, is the vocalist's only 45 rpm released this year. The LP is planned for the Christmas selling period. It is comprised of contemporary songs, utilizing Don Costa charts with production by Costa.

# Undergrounders Spread to Reich

• Continued from page 1

lantic and Elektra. Now, Metro-nome plans to release 10 new albums before Christmas featuring such groups as the Vanilla Fudge, the Iron Butterfly, the Doors and the Incredible String Band.

CBS also has released and underground sampler and Polydor has issued a two-record sampler album, featuring underground material from the Chess label.

# THEATER TALKS SET BY ASCAP

LOS ANGELES—ASCAP is conducting a series of Monday evening sessions at UCLA on "The Musical Theater: The Why's and Wherefores."

Among the guest lecturers are Johnny Mercer, Henry Weaver, Stanley Adams, Herman Finkelstein, Sonny Burks and Josh Logan. Dr. Robert Tusler of the school's music department is the course moderator. Lectures are held in Haines Hall.

# Sights Trained on Studios

• Continued from page 1

sleeve plant on Long Island.

Art Ward, chief of A&R recording studios, said that he has been approached by about one party a month regarding A&R. The recording firm now has three studios in operation 15-18 hours a day and plans to have four in operation by next year. The only problem with most of the offers is that they're "paper" deals, involving exchange of stock.

"We're doing almost 250 per cent more business than 24

months ago," Ward said, "and we're shooting for 300 per cent."

Nola Studios' owner Vincent Nola, in business 42 years, wants to retire. Nola said that his studio does more than \$100,000 in business each year and that he has got a lot of offers to buy it, but nothing that appealed to him yet.

The recording studio business picture isn't all rosy, though. One of the major problems is that groups are demanding sophisticated equipment. One studio manager pointed out that 8-track was no longer good enough. Groups are asking for 16-track equipment and cost of new equipment runs high.

# WOAH Switches To Latin Format

MIAMI — WOA, a daytime radio station here that was once the leading influence on sales of country music records in this area, has switched to a Latin music format. What happened was that WGMA in nearby Hollywood, Fla., switched to a country music format a few months ago, broadcasting around the clock with 5,000 watts.

Nov. 9 was the last day of country music on WOA, and WGMA bought a schedule of 48 spot announcements for that day to promote the country music sound of WGMA.

# STAMP TO CITE GREAT HANDY

WASHINGTON — W. C. Handy, composer of "St. Louis Blues," "Beale Street Blues," "Memphis Blues" and other blues standards, will be honored on a U. S. postage stamp, which will be issued next year.

The stamp will celebrate the sesquicentennial of Memphis, which will run a W. C. Handy Festival in June. Handy, who died in 1958, also wrote the spiritual "Nobody Knows the Trouble I've Seen."

# Epic's Kapralik Scouting Around U.S. for New Talent

• Continued from page 1

in Boston, Chicago, Memphis, Detroit and Cleveland. Epic's men in the field also alert Kapralik to the local talent and he tries to clear up his New York disk by Friday afternoon so he can take off for that field man's territory and give the act his personal weekend appraisal.

During his weekend visits, Kapralik works closely with the local disk jockeys and gets involved in their talent contests in the capacity of a judge. He also listens closely to their recommendations of local talent. According to Kapralik, the aim of his scouting missions is to find young talent who are "unique,

distinctive and have something to say."

Kapralik's weekend peregrinations, however, doesn't diminish his interest in working out deals for new talent out of his New York office. He's constantly on the lookout for masters to acquire and is available for deals "of any sort" with independent producers or talent representatives.

To support Kapralik's buildup of the artists roster, Epic has launched a two-month advertising campaign in the trades to alert the industry that it is behind its entire roster and to show the artists themselves that the company has meshed its distributing, merchandising, advertising and publicity efforts to supply all the support that's needed.

Kapralik now plans to extend his scouting activities to England. In this respect, however, he'll soon be appointing a representative there to look for the new talent and keep him free to continue his weekend hopping around the U. S.

# Aguirre Cos. Return

LOS ANGELES — Songwriter Jim Aguirre is reactivating his record company, Pamela Records, and music publishing firm, Monrovia Music (BMI).

Initial single is "How Near to Paradise," an instrumental by Garrie's Blue Diamond Strings. Distribution will be handled by Al Chapman.

# Federal Record Monument Deal

LOS ANGELES — Federal Record Co., Kinston, Jamaica, will distribute Monument, Sound Stage 7 and Rising Sons product under the Monument Records logo in Jamaica, British West Indies, Nassau, Trinidad and British Guiana.

Initial emphasis will be on the Sound Stage 7 rhythm and blues artists, including Joe Simon, Roscoe Shelton, Ella Washington a Roscoe Robinson.

Monument also is discussing the acquisition of masters from Federal for distribution in the U. S. and other foreign markets under the Monument trademark.

# Billboard

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**MGM RECORDS**

MGM Records is a division of Metro-Goldwyn-Mayer Inc.

## Who are the TINY BOPPERS?



Say You Saw It in Billboard

## J. M. Fields' Sign Program Keys Record Sales Spurt

NEW YORK — J. M. Fields, a discount chain with 62 stores in the East, reports a 38 per cent increase in record sales because of a new sign program.

The keystone of the program is a 150-pound sign measuring 4 feet by 13 feet, which is hung from the ceiling of the record department. This sign contains the Top 25 records of the week based on Billboard's chart plus the album of the week.

A smaller version of the sign with numbered divider cards is placed in the browser section. The sign is changed every two weeks by inserting the actual album to correspond to its chart

## Motorola Sales, Earnings Up

CHICAGO—Motorola's third quarter sales and other revenue was \$195,553,289, an increase of 29 per cent from \$151,030,833 in the same quarter in 1967. Third quarter earnings were \$6,152,085 or \$1.02 per share; an increase of 65 per cent from \$3,733,582 or 61 cents per share in 1967.

position. The sign also contains two featured albums as price buys: the No. 1 album and the Artist of the Week. These buys usually sell for \$2.88.

The program was developed by Jeff Toffler of the Fields organization and Charles Schlang, vice-president of Transcon Music.

## CBS Gives Cash, Stocks, Dividend

NEW YORK — The CBS board of directors has declared a 35-cent-a-share cash dividend on CBS common stock payable Dec. 13 to shareholders of record at the close of business on Wednesday (27), and a stock dividend of 2 per cent payable Dec. 23 to shareholders of record at the close of business Nov. 27.

No fractional shares will be issued in connection with the stock dividend. Shareholders will receive nontransferable order forms for their fractional interests.

The CBS directors also voted a cash dividend of 25 cents a share on CBS preference stock payable Dec. 31 to shareholders of record at the close of business Nov. 27.

## 'Van Winkel' LP Bought by Atco

DETROIT — Atco Records has purchased the "An Evening at Home with Teegarten & Van Winkel" LP from Plumm Records. The album, which was co-produced by Jimmy Cassily of Mansion Enterprises for Plumm, was recorded "live" at the Red Carpet Club, where organist Skip (Van Winkel) Knappe and drummer David Teegarten were playing. The LP, which was acquired by Jerry Schoenbaum, Atco's director of talent development, will be released this week on the Atco label.

## ITCC's Net Sales \$3.5 Mil. for 6 Mos.

NEW YORK — International Tape Cartridge Corp. reports that it miscalculated its net sales for the fiscal six months ended Sept. 30, 1968. Net sales were \$3,508,500, instead of the previously reported \$4,148,947. The company's earnings, however, remain equal to 16 cents.

## Martignette Forms Firm; Seeks Talent

BOSTON—Charles G. Martignette Jr., general manager and assistant to the publisher of Scene II Magazine of Massachusetts (formerly Discoscene of Mass.), has formed St. Christopher Productions.

Martignette is looking for female folk singers, blues and rock groups, as well as other talent for recordings, TV, concert and club dates. The St. Christopher firm is at 427 Broadway, Somerville Mass.

## Angel Chart Listing

NEW YORK—The chart accompanying "The Conglomerate Story" in the Nov. 9 issue of Billboard, compiled of Authors and Composers, incorrectly listed Angel Records as a company owned by North American Philips. Angel Records is a registered trademark in the U. S., and Capitol Records has the exclusive right to use the trademark in the U. S.

# Market Quotations

As of Closing Thursday, November 14, 1968

NAME	1968		Week's Vol. in 100's	Week's		Week's Close	Net Change
	High	Low		High	Low		
Admiral	25 1/8	16 1/2	695	22 1/2	21	21 1/2	+ 3/8
American Broadcasting	74 3/4	43 3/4	576	72	68 7/8	68 7/8	+2 3/8
Ampex	37 3/4	26 1/2	1496	36 7/8	33 1/4	36 1/8	+2 1/4
Automatic Radio	25 7/8	15 3/4	1187	23 3/8	19 1/4	22 1/4	+3 1/4
Automatic Retailer Assoc.	112 3/4	72 3/4	390	107 1/2	104	106	-1 7/8
Avnet	32 1/2	20 3/8	1878	29 1/8	26 3/4	27 3/4	+ 3/4
Canteen Corp.	33	20 1/2	898	31 1/8	29 1/2	31 1/8	+ 1/8
Capitol Ind.	37 1/2	24	120	27 3/8	25 3/8	26 1/2	- 1/8
CBS	60 3/4	43 3/4	400	54	52 1/4	51 3/8	-2 3/8
Chic. Musical Inst.	38	24 1/4	427	35	30 1/4	33	+2 1/2
Columbia Pic.	45 1/4	23 1/2	496	44 3/8	42 1/8	42 5/8	-1 1/8
Commonwealth-United	22 3/8	6 3/4	3071	19 7/8	18	18 3/4	+ 3/4
Consolidated Elec.	45 3/4	34	597	40	36 1/8	39 1/2	+3 3/8
Disney, Walt	82	41 7/8	108	79 1/2	76 3/4	79 1/2	+2 3/4
EMI	7 1/4	4 1/4	3661	7	5 1/2	6 3/4	+1 3/8
General Electric	100	80 1/4	1231	96	94	95 3/4	+ 3/8
Gulf & Western	66 1/8	38 7/8	4432	53 3/8	49 1/8	53 3/8	+4
Handleman	40 3/4	21	323	40 3/4	38	39 7/8	+ 5/8
Harvey Radio	33 1/2	15 3/4	60	24 1/4	22 3/8	22 3/8	-1 1/4
Kinney Services	89 3/4	53 3/4	100	74 3/4	70 7/8	74 1/4	+2 1/4
Macke Co.	29 7/8	16 5/8	122	28 7/8	26 3/4	27	-1 1/8
MCA	53 3/4	43	196	48 3/4	47 1/4	48 1/8	+ 3/8
Metromedia	53 3/4	34 1/4	1238	52	48 3/4	51 7/8	+2
MGM	55	35 3/4	1006	49 3/4	42 1/2	46 1/4	+3 1/2
3M	119 3/4	81	388	109 3/8	106 1/2	108 1/2	Unchg.
Motorola	153 3/4	97	412	144 1/4	138 1/2	142	+4 3/4
RCA	55	44 1/4	2356	48 3/8	47	47 1/2	+ 1/4
Seeburg	43 1/4	19 1/8	1532	41 3/8	38 3/8	40	+1 1/2
Servmat	59 1/2	35	278	54	52	53 1/4	- 3/4
Trans Amer.	80 1/4	43 7/8	602	80 1/4	76 1/2	79 3/8	+2 3/4
Transcontinental Invest.	23 3/8	13 3/4	676	19 3/8	18 1/4	19	+ 1/8
Triangle	46	35	161	37	35 3/8	36	Unchg.
20th Century-Fox	40 3/8	24 1/2	3002	37 3/4	34 1/4	36 3/4	+2 3/8
Vendo	32 3/4	23 1/4	167	28	26 3/4	27 3/8	+ 3/8
Viewlex	32 7/8	14 1/2	1212	30 1/2	25 3/8	30 1/2	+4 7/8
Warner Bros.-7 Arts	48 3/4	26 1/8	493	48 1/4	44 1/8	47 3/8	+3 3/8
Wurlitzer	25 1/2	18 3/8	76	24 1/2	22 3/8	23	-1 1/8
Zenith	65 1/2	50 3/8	1500	62 1/2	59 3/8	61 3/8	+2 1/4

As of Closing Thursday, November 14, 1968

### OVER THE COUNTER\*

	Week's High	Week's Low	Week's Close
Data Packaging Corp.	36 1/2	35	36 1/2
GAC	13 3/4	12 1/2	12 3/4
General Recorded Tape	75	61	75
ITCC	8 1/2	8 1/4	8 1/2
Jubilee Ind.	35 1/2	31	35 1/2
Lear Jet	29 1/2	27 1/2	29 1/2
Merco Ent.	11	10	10
Mills Music	32	31	31
NMC	13 1/2	12 1/2	13 1/2
Omega Equity Corp.	20 1/4	18	20 1/4
Pickwick Int.	37 1/2	34	37 1/2
Telepro Ind.	2 3/4	2 1/4	2 3/8
Tenna Corp.	28	20 1/2	26

\*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

The above quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

## Ethnic Tape Co. Formed

• Continued from page 1

will be handled by the firm as well as Mercury-Philips Records material.

Levy admitted that the volume of business from each label would probably "not be enough to pay them to tool up. We are not looking for giant sales. But we do intend to build the largest catalog of ethnic tape cartridge product in the world." Ethnic product can be put on a paying basis by a central clearing house, he said.

MRJ Distributors will handle the product for the New York market, and the regular Roulette distributor in Puerto Rico will also handle tape cartridges. Other distributors have not been lined up yet, but Levy said this would be done shortly.

As an example of the sales potential for Latin product, he said his first 8-track order from Puerto Rico was for 300 tapes of every release.

"We feel that most of the major labels will join us because we will be providing them a

service in a market they would not seek out on their own."

The wholly owned subsidiary will be set up as different divisions for each language, with specialists handling each division.

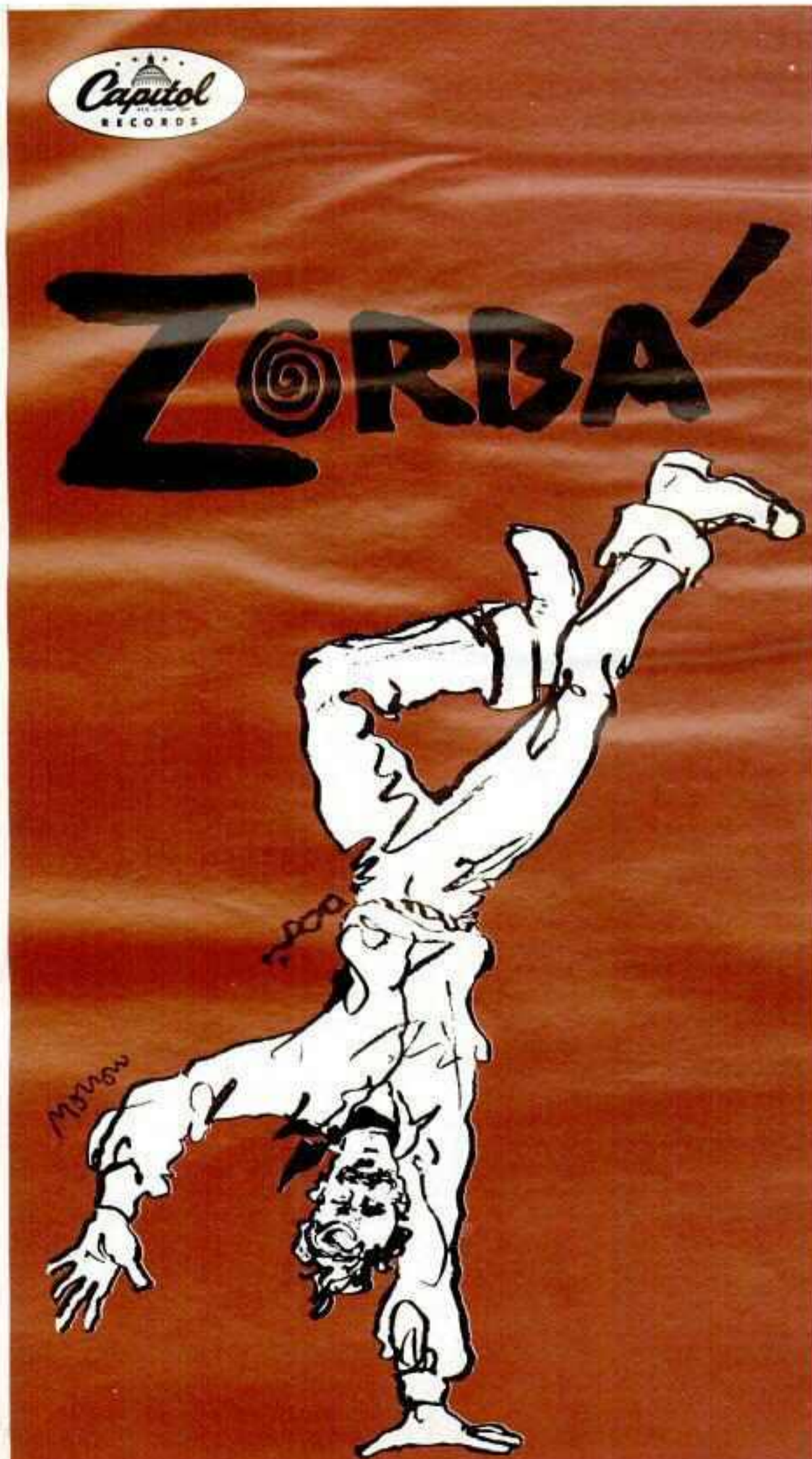
## Reprise KO's 78's

LOS ANGELES — Reprise's "speed series" of 78 rpm singles has trickled to a halt. In May the label issued Randy Newman's composition "The Beehive State" on a 10-inch 78 single, promising further release on the faster singles speed. Lack of public interest in the song and the single record prompted the company not to release any other artists on 78's.

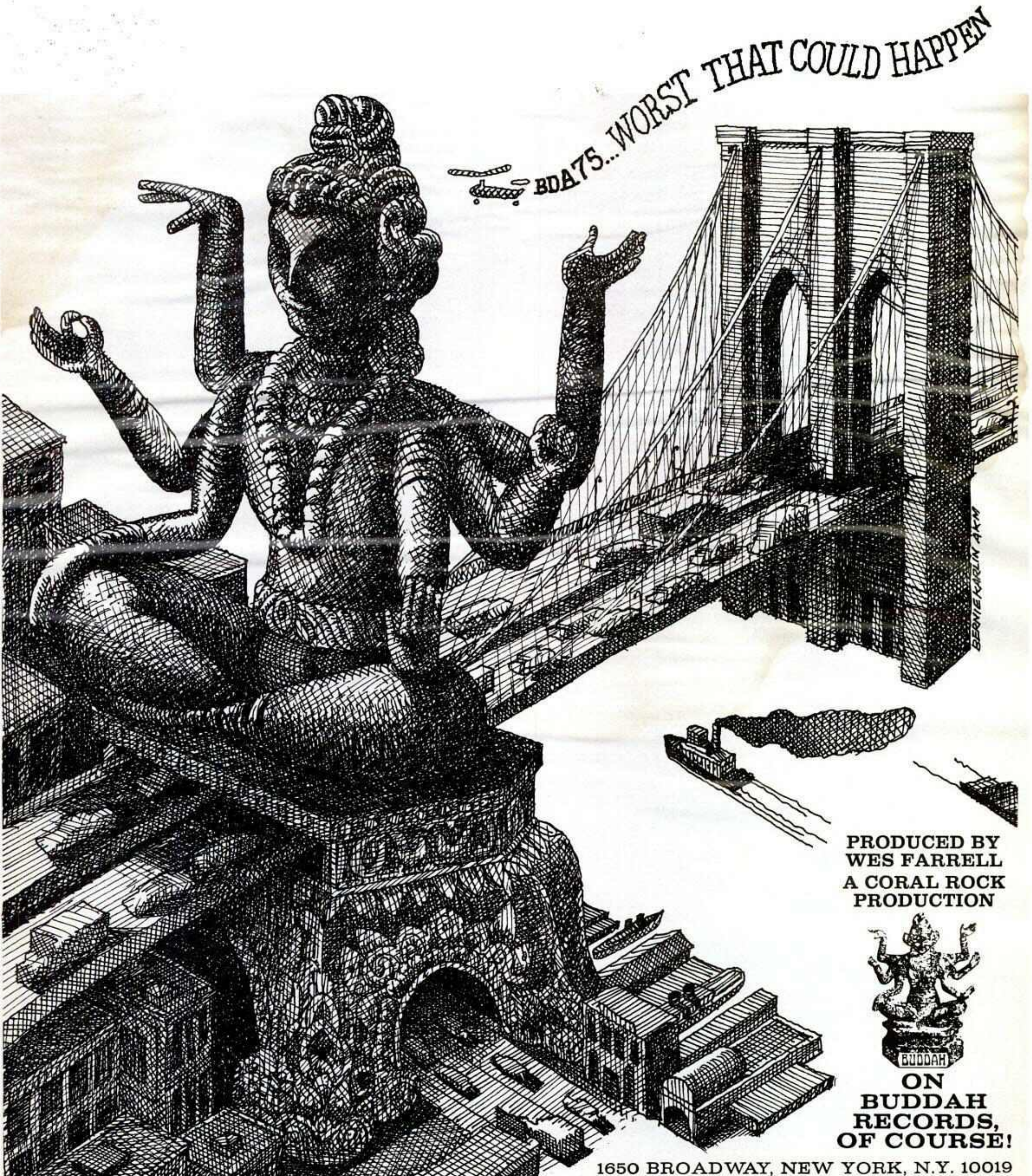
## Canteen Dividend

CHICAGO — Canteen Corp. directors have declared a regular quarterly case dividend of 20 cents per share payable Jan. 2, 1969, to stockholders of record Dec. 16, 1968.

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# Reid.

On his first tour here, the young Englishman is travelling with The Cream and with Jimi Hendrix. He played Madison Square Garden and will hit all the undergrounds. Watch for his first Epic album: "Bang, Bang You're Terry Reid!" A Mickie Most Production.



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# Reed

Vivian. She's going somewhere. From Juilliard to the Apollo to the Living Room to Merv Griffin's TV show to "Somewhere" — her new single that's right on target.

built on Epic Records

## Steppenwolf Savage Darlings

NEW YORK—Steppenwolf, West Coast hard blues quintet, bullied home its "savage soul" message to Fillmore East patrons Friday (8), outblasting the Buddy Rich Big Band and the Children of God, who shared the bill with the Dunhill group.

John Kay, Steppenwolf's lead singer who admits that, when at its best, the group sounds like a "wild animal or a dragon," snarled and snorted his solos with abrasive abandon. The results were loud, animalistic and some of the finest rock yet to boom through Fillmore. Suffering from an Elvis syndrome of suggestive dips and wiggles that more resembled deep kneebends, Kay nevertheless graded Fillmore as one of the best blues belters to play here. His clarity of phrasing, rising out of his lion's roar like laryngitis practiced to the point of purity, lifted "Magic Carpet Ride" and "Hootchie Kootchie Man" to the intense heat of excellence.

The quintet, who look like draftees from a Hell Angel's

motorpool, play with the angry ecstasy of a thousand motorcycles gone amuck. Hard blues, sinister psychedelics and rip-roaring rock numbers pinned the listeners to their seats by the eardrums. Steppenwolf's play featured the heavy organ gushes of Galdy McJohn, tommy-gun stick work by Jerry Edmonton on drums and Mike Monarch's biting guitar riffs. Nick St. Nicholas handled bass and harmony, while Kay doubled on second guitar and harmonica.

Formerly a Canadian group called Sparrow who migrated to L. A. and San Francisco during the West Coast rock rush a few years ago, Steppenwolf has emerged from the battle of the bands as a major force in rock, weathering the trends to establish themselves as best sellers with their two Dunhill LP's and singles, "Born to Be Wild" and "Magic Carpet Ride." Led by composer - singer - guitarist John Kay, endowed with the vocal authority of a drill ser-

geant, Steppenwolf has proved to be a serious rock contingent whose music is impressing audiences with its rugged blues base and outstanding musicianship. Steppenwolf's other numbers, including "Somebody Else Will," "Don't Step on the Grass," "Sookie Sookie" and "Desperation"—all enhanced their image as a precision and peerless rock outfit. Only an extended version of "The Pusher" fell flat, as a long preamble of forced feedback lapsed into a dull electronic monolog.

A&M's Children of God, currently recording their first LP, kicked off the show with rock and soul numbers, which suffered from mediocrity, if anything. Cris Sigwald is an excellent rock drummer, while lead guitarist Gil Silva proved to be the talent of the lot with a compelling soul vocal on "The Children of God," the group's theme and last number. Buddy Rich demonstrated his virtuosity on the drums as the evening's second act. **ED OCHS**

## WGJB Swings Out With Listening and Dancing Beat

NEW YORK — The World's Greatest Jazz Band, which opened at the Riverboat on Thursday (7), accomplishes a strange feat: it plays a form of jazz that leans toward Dixieland yet veers away from the straw hat, banjo and peanut shell image. The reason is probably maturity and pedigree. Bob Crosby, Benny Goodman, Woody Herman, Artie Shaw and others are all former employers of WGJB members.

The 10-piece groups, Yank Lawson, Billy Butterfield (trumpets), Lou McGarity, Carl Fontana (trombones), Bud Freeman, Bob Wilber (saxophones), Ralph Sutton (piano), Clanay Hayes, (banjo), Bob Haggart (bass) and Morey Feld (drums) play the familiar Dixieland-swing era repertoire—"Dippermouth Blues," "Limehouse Blues," Haggart's own "South Rampart Street Parade"—and get a crowded dance

floor as a reward for both technique and tempo.

They also boy to contemporary material.

Alternating with the WGJB, co-led by Lawson and Haggart, is a small driving group, led, pushed and pummeled by Big Tiny Little at the piano. Tiny's is a kind of do-anything group. They rip into a rock tune, toss off a country weepie, and go into a soulful blues, aided considerably by singer Carrie Smith, who obviously remembers the old days of Julia Lee and Lil Green with affection.

**IAN DOVE**

## SEEGER TOURS OF PRAGUE SET

NEW YORK—Pete Seeger has been set to concertize in Prague Czechoslovakia. Although specific dates have not been set, the Seeger visit will be made sometime towards the end of 1969.

The engagement was arranged by Seeger's manager Harold Leventhal and Prago Concerts in Prague.

## Reid Goes Full Blast In Explosive Display

NEW YORK — Terry Reid, a young British package of dynamite, blasted his way through his first set at Steve Paul's Scene on Monday (11). Reid

is a screamer who can overpower a song, but the strength of his voice always keeps the lyrics clear.

He also can handle a softer lyric, although this ability usually was displayed in part of numbers, rather than in complete selections. "Bang, Bang (My Baby Shot Me Down)," which is one his first Epic album, was an example. Reid began softly, then built to his full vocal volume. This selection also gave him an opportunity to display his full vocal volume and his considerable skill on guitar. His two back-up musicians, Peter Soley on organ and Keith Webbe on drums, also demonstrated their abilities on this one.

Donovan's "Season of the Witch," another album cut, also had the softer beginning before building in intensity. This number had a long instrumental section, including some excellent guitar work by Reid. Other songs from the album were "Tinker Tailor," "Summertime Blues" and "When You Get Home."

One of Reid's best numbers was a pairing of two Bee Gees' songs, "I Can't See Nobody" and "You Don't Know What It's Like." Leading off with the former, he gradually built until a short instrumental section led into a belted "You Don't Know What It's Like." Then, back to the first song, but with more intensity than at the beginning.

Reid also put over Ray Charles' "I've Got News for You" in fine blues style. Another good number was a slow, soft "Penny," but this number also built as it went along. This likeable lad appears to have a bright future.

The Johnny Jenkins Blues Band, a Southern trio, showed a high degree of instrumental and vocal ability as it offered such numbers as "Sunshine of Your Love" and "How's My Mojo Working?" Also on the bill was Glitterhouse, a promising DynoVoice quintet, which started slowly, but hit its stride with "Tinkerbelle's Mind."

**FRED KIRBY**

## Vikki Carr Leaps Her Way Up the Musical Mountain

NEW YORK—Vikki Carr, Liberty's first lady of spunk 'n' satin, reached a pleasure pitch at the Persian Room in the Hotel Plaza Wednesday (13), scaling a musical mountain topped with her summit success, "It Must Be Him."

A pixie with a roomy, booming voice, Miss Carr dipped into the well of emotion for "More Than You Know" and "Yesterday I Heard the Rain," and sprang into pop pastures with "The Other Man's Grass Is Always Greener." Her kicky readings, bright-eyed and busy with gestures, lifted her over the table tops like the proverbial bouncing dot. Deep in her mood, Miss Carr groped for hope, bringing tears to "With Pen in Hand," her best number.

Supported by the Bert Farber orchestra and pianist Andy Thomas, the petite singer performed in a big way with "Some of These Days" and "Can't Take My Eyes Off of You," bringing to the supper clubbers her cheery musical episodes and heat of lyric insight. Her brandy-warm way with message music and her easy leaps from mood to mood make Miss Carr

a delightful diversion at dinner time or a happy pursuit any time.

## Julie Landon Sultry, Provocative in Act

NEW YORK—To Julie London, sultry play's the thing. What she lacks in vocal power she amply makes up in provocation, permissiveness and persuasiveness. In her Empire Room performance in the Waldorf-Astoria Hotel Wednesday (13), she peeled off the property from 16 tunes, including such varied material as "Mickey Mouse Song," "Hello Dolly!" and "The Road Gets Tougher," with the organized abandon of a top stripper.

Not only did the Liberty Records' artist reach the audience in this intimate manner and in her revealing white gown, but she also sat on one of the male patron's lap, softly cooing "Hey

Daddy" while teasing him with soft embraces.

The vocal support she receives from her young men in a few of her numbers, "Up, Up and Away," "Girl Talk" and "Don't Pass Me By," is questionable. Actually, it disrupts and makes her singing inaudible. Her conductor and arranger was Kirk Stuart. He has a marvelous talent, shaping and guiding the Empire Room orchestra with precision. And his skill at the piano, especially when accompanying Miss London in "My Baby Just Cares for Me," was of the highest caliber.

In total, Miss London stresses make love, not song. There's not much wrong with that.

**ROBERT SOBEL**

## Temptations Do A Blue-Chip Act In Las Vegas

LAS VEGAS — Berry Gordy has unleashed another act from his stable of Motown recording artists on the Las Vegas Strip and enthusiastic opening night throngs indicate that the Temptations will follow in the footsteps of their sister-group, the Supremes, as a blue-chip Vegas attraction.

The Temptations, five hyperactive young men with strong physical as well as aural appeal, rock the Flamingo Hotels 700-seat showroom with a resounding broadside of first-rate vocalizing, dynamic choreography and surprisingly creative special material. Comedian Myron Cohen co-headlines the Flamingo bill.

*(Continued on page 16)*

## Stewart & Buffy Ford Give New Act Poetry of Its Own

LOS ANGELES—The folk offerings at the Troubadour, of John Stewart, the ex-Kingston Trio member, and Buffy Ford, his new singing partner, have a piercing simplicity.

Stewart and Miss Ford, a recently formed duo, have feeling, depth and purity in their grass roots repertoire that is the essence of excellence in any folk group.

Their songs consist of material sensitive to rural America—small towns, farms, dusty roads and the uncomplicated life. The poetic quality of their act cannot be faulted. But distractions are twofold: a slide show depicting rural settings and a too-loud percussion instrument which Stewart describes as a "boom-bam." The

singers should rely on their voices and eliminate the audio and visual aides. The "boom-bam," which looks like a conga drum, has a disconcerting effect.

Backed by Pat Smith on bass guitar and George Yanok on drums, the pair went through "Thunderbolt Star," "Dark Prairie," "Omaha Rainbow," "Lincoln's Train" and "Day Dream Believer" in fine fashion.

They also inserted several tunes into the act from their initial album on Capitol, "Signals Through the Glass." The act brings Stewart back into the music business after a one-year absence, while Miss Ford is a pleasant plus to help kick off Stewart's return.

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# LEISURE TIME TIPS

by: Larry Finley

There's quite a chuckle in the trade regarding the ad on page 67 of the November issue of PLAYBOY magazine. Record companies, distributors and dealers who would prefer to sell a prerecorded tape rather than a blank cassette can't understand the action of the company that inserted the ad.

Quite the talk of the trade is the 58-page NAL section in the BILLBOARD issue of two weeks ago. The writer's sincerest thanks to all of the advertisers for their kind wishes in helping launch the stereo tape division of NAL. The acceptance of NAL's SUPER STEREO 8 cartridge is truly unprecedented and, needless to say, this special section brought many new distributors into the NAL fold.

The reaction to the SUPER STEREO 8 twin-pak that retails at the price of a single cartridge has swamped our manufacturing facilities. The barrage of new orders, combined with the reorders from distributors who find that the "Tennessee Sound" SUPER STEREO 8 series with 20 top COUNTRY and WESTERN stars singing 20 top COUNTRY and WESTERN songs, has been received as a revolutionary modern marketing innovation with fantastic acceptance by the buying public. The special counter pre-pak containing twelve different volumes of this twin-pak has made it one of the fastest-selling cartridge series in the retail field.

Dealers are discovering that their "stocking of cartridge" problems have been greatly reduced by dealing with their nearest NAL distributor. The reason for this is that NORTH AMERICAN LEISURE CORP. is now shipping better than a 90% fill of a distributor's order within 48 hours from the time the order is received at the NAL offices in New York. If you are a dealer who would like the name of your nearest NAL distributor, you can call NAL, toll-free, by dialing: 800-221-7270, which is our free incoming WATS line. If this line is busy, you can call collect at (212) 265-3340 and NAL immediately notifies the distributor in your area. Distributors who would like to make the most of their share of the total tape market are also invited to call these numbers and NAL will arrange to have one of its many salesmen discuss the possibility of establishing your distributorship as a distributor for NAL SUPER STEREO 8 prerecorded cassettes, open-reel tapes, 8-track headcleaners and cassette headcleaners.

In next week's issue of BILLBOARD, NAL will announce two important record labels which will be exclusive in the NAL catalog, so get on the NAL SUPER STEREO 8 bandwagon now!

## Carter & Kessel a Combo That Knows Where It's At

LONDON — Two of the most fluent soloists in jazz, saxophonist Benny Carter and guitarist Barney Kessel, were featured with a British rhythm section at the Ronnie Scott club for 10 days, following their appearance in Jazz Expo '68, and, despite a minimum of rehearsal time, they provided stimulating, swinging music more distinguished by its lucidity than by its unpredictability.

Kessel was in fine form, showing his usual facility to develop single note phrases through the changes and displaying an impressive armoury of rich chords.

Carter, on the other hand, though original as ever in his solos, lacked bite and seemed much of the time to be playing in a polite, half-hearted way.

The set opened with a brisk "What Is This Thing Called Love" with drummer Terry Cox giving sympathetic brushes accompaniment and, after neatly constructed solos from Carter and Kessel, Ken Baldock produced some strong walking bass. "Soft Winds," played as a

12-bar blues, had Kessel playing dazzling 16th note runs, and "I Can't Get Started" featured some breathy alto by Carter almost in a Ben Webster vein.

Two uptempo numbers completed the set, "Undecided" producing some fine piano from Colin Purbrook, and "All the Things You Are" showcasing the best Carter playing of the night.

The Ronnie Scott club has established something of a tradition in presenting musicianly but unfashionable girl singers, and Norma Winstone, who appeared earlier in the evening, is one of the most talented and beautifully in tune vocalists to have appeared there.

With excellent pitch, fine jazz phrasing and a talent for departing skillfully and tunefully from the most difficult melodies, Miss Winstone deserves much wider recognition. Her choice of numbers, including such way-out themes as Clifford Brown's "Joyspring," is highly original and her ear is impeccable.

MIKE HENNESSEY

## Macias Fills Carnegie Hall With Fine Singing Package

NEW YORK — Enrico Macias again filled Carnegie Hall with his unique song stylings and good spirits on Saturday (9). Macias, a French-Algerian ex-patriot, had the audience clapping and singing along as he offered a program familiar to his fans.

Most of the guitarist-composer's material was his own, in-

cluding "Un refrain," "Les millionnaires du Dimanche," "Tell Me What Is Wrong," which he sang in English, and "Pour tout l'or du monde," which are on his first Mercury album. His first encore, "Jerusalem of Gold," which he sang in Hebrew, also is on the album and clearly was the most requested number of the night. And small wonder, since Macias' interpretation of the contemporary international standard is world-famous.

There also was much lilting rhythmic material from his Pathe albums, including his opening "Oh! Guitare, Guitare," and his final encore "L'Oriental." Others were the exuberant "El Porompompero," which closed the first half; "Enfants de tous pays," including an English section; "Ma patrie" and "Les filles du mon pays."

Macias' performance includes Parisian and Mediterranean elements, easy exchanges with the audience, toying on guitar and with voice, and good acoustic guitar playing, which was especially evident in a "Guitar Concerto" by Martial Ayala, who played piano and conducted the nine fine back-up musicians.

FRED KIRBY

## Jazz Suite in Business Again

LOS ANGELES — The Jazz Suite, the private club which folded Oct. 24, reopened Friday (15) with a new board of directors. The club closed when it ran into financial trouble. The new governing body was established and accepted by the membership at a meeting last week. Advance Jazz Inc. is the new corporation set up to operate the facility.

Three Eastern businessmen, Ron Greenberg, Dan Sutter and Charles Butland, plan to hire a professional talent booker to operate the club's two talent rooms.

Leaving the club are its first three operating directors, Gene and Elizabeth Von Baur and Dr. Joseph Nobel.

## Temptations Do A Blue-Chip Act In Las Vegas

• Continued from page 14

The Detroit-based quintet again proves the wisdom of the Motown management in converting recording groups to solid nightclub acts. Adding a song-log of their hits almost as an afterthought, the Temptations (Paul Williams, Dennis Edwards, Melvin Franklin, Otis Williams and Eddie Kendricks) stick mainly to proved nitery stuff so as not to lose the sizable segment of their audience who are not Top-40 oriented.

DON DIGILIO

## Talent

# Campus Dates

The Deep Purple? Tetragrammaton group, will be at UCLA Friday (22).

Ray Charles, Tangerine artist, plays West Chester State College, West Chester, Pa., Sunday (10); Fairfield University, Conn., Monday (11); University of Akron, Sunday (17); Mississippi State University, Nov. 21; Troy State University, Troy, Ala., Friday, Nov. 22; and Florida State University, Saturday (23).

Ray Charles, Tangerine Records artist, plays the University of Akron on Sunday (17); Delta State College, Cleveland, Miss., Wednesday (20); Mississippi State University, Thursday (21); Troy (Ala.) State University, Friday (22); and Florida State University, Saturday (23).

Anthony & the Imperials of United Artists Records appear at Tulane University on Sunday (17);

University of Maine, Friday (22); Monmouth (N. J.) College, Saturday (23); and Georgetown (Ky.) College, Tuesday (26).

Capitol's Ella Fitzgerald performs at the University of Nebraska Thursday (21); Paterson (N. J.) State College, Saturday (23); and Bowling Green University, Sunday (24).

United Artists' Gordon Lightfoot will be at the University of California at Riverside on Thursday (21).

Skiles & Henderson, Liberty artists, play Casper (Wyo.) College on Wednesday (20).

Blue Note's Bobby Hutcherson set for Ithaca College on Saturday (23) and Grinnell (Ia.) College on Saturday (30).

Cannonball Adderley, Capitol artist, plays Rutgers University on Wednesday (20).

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## Signings

The Riverview Spiritual Singers to Atlantic Records. Featured with the group is the co-holder of the heavyweight boxing championship, Jimmy Ellis. . . . Michael J. James joined UNI Records. . . . Tim McIntyre to Boyce & Hart Productions. . . . Two People to UNI Records. . . . Joshua Fox, a rock group, to Tetragrammaton Records. . . . The Aquarians, instrumental-vocal octet, to the UNI label. . . . Mike St. Shaw to Atlantic Records through New Beat Management, Ltd. . . . Lynn Sobey, 16-year-old singer, to ABC Records. . . . Mama & Her Babies to Laurie Records. . . . Nell (Lucifer) Darrow to Nico Records, Hollywood-based label.

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# Tape CARtridge

## Cos. to Bow Nude LP

By HANK FOX

NEW YORK—While duplicator/marketer reaction is mixed as to the nude John Lennon-Yoko Ono album cover, "Two Virgins," all of the companies are expected to release the Tetragrammaton LP with the original artwork. Two of Tetra's licensees, International Tape Cartridge Corp. (ITCC) and Playtape, are planning special labels for the album. General Recorded Tape (GRT) will run the cover no differently than it does for all of its other products. At press-time, only Ampex had not firmed its policy.

Aside from Ampex, who did not comment, the other companies foresee some negative reaction from dealers. They believe, however, that enough dealers will stock the cartridges.

"Much will depend upon dealer reaction to the album," said ITCC's director of marketing Paul Adams. As a departure from its regular packaging, ITCC will feature both the rear and front views (cover the album's and inside cover) on its Lennon-Ono cartridges. "We will wrap the cartridge," Adams

*(Continued on page 21)*

## Lib. Stereo Tapes Plug Variety Packs

By ELIOT TIEGEL

LOS ANGELES—With the combined United Artists and Liberty Records music catalog at its disposal, Liberty Stereo Tapes is placing greater emphasis on variety packs. This month, the division has included two variety packs in its release: "Best Bands of the Land" and "Gospel Soul." And beginning next year, will step up its variety campaign with special advertising and dealer merchandising aids.

The goal, general manager Earl Horowitz said, is to provide the customer with music which is not merely a duplication of an album.

The tape market is growing to the point where exclusive tape shops are opening around the country and there outlets are looking for material which is of an exclusive nature to them. "These tape dealers want to be disassociated with the record business," Horowitz said.

Wally Peters, the department's national sales manager, selects all the repertoire for the original tapes. He says there is so much material available in the Liberty-United Artists catalog that there is no problem in coming up with tapes which pair artists and moods never available in albums. The actual recording of music expressly for cartridges is still some years away because of the high expense in recording and packaging.

Horowitz and Peters said they will have to initiate an educational program to enthruse the public about buying cartridges which are of an original—not an LP duplication—nature. Merchandising aids and advertising will be created to achieve this goal. The company is also

*(Continued on page 21)*



ROSE WOOD'S home carousel holds 40 4 and 8-track tape CARtridges. The unit, Model 950, is 16 inches tall and retails for \$16.95.

## Concord Will Widen Base

LOS ANGELES—Concord Electronics will broaden its sales, merchandising and marketing base following its purchase by Ehrenreich Photo-Optical Industries, New York.

Concord, a privately held marketer of tape player products, will be a wholly owned subsidiary of Ehrenreich, which markets and distributes photographic equipment, including Mikon.

The acquisition of Concord was for about 44,000 shares of Ehrenreich common stock, with additional payments to be made on the basis of future earnings. Howard Ladd, Concord president, will continue to direct the subsidiary.

The acquisition will enable Concord to broaden its product base in the player/recorder line, and to expand its merchandising capabilities.

Concord plans to introduce 10 new players in January, including several players in the cassette field. The company also plans a broader base in the industrial electronic market, including a line of dictating equipment and electronic educational systems.

The West Coast-based company has been on a sales, promotion and marketing campaign to promote its new line of cassette equipment introduced at the Consumer Electronics Show.

## NAL RUSHING CASH RELEASE

NEW YORK—North American Leisure Corp. (NAL) is rushing immediate release of Johnny Nash's "Hold Me Tight" LP on 8-track CARtridge cassette and open-reel configurations. Nash records for JAD Records.

In addition, NAL has been licensed by Viva Records to duplicate and market its Viva and Bravo lines on all configurations. Viva was previously released on tape only by Ampex.

NAL has also reached an exclusive agreement with LLP Records. First release will be Larry Willis' "A New Kind of Soul."

## GRT to Step Up 'Artist' Promo

LOS ANGELES—General Recorded Tape (GRT) is planning more merchandising campaigns next year built around "Artist-of-the-Month" promotions.

The tape promotions will feature Lawrence Welk, Ray Charles, Dionne Warwick and Boots Randolph, among others, and will include special merchandisers, 12-pack counter displays, exclusive product avail-

able only on tape and banners. Promotions will run from 30-60 days, with the campaigns aimed at the distribution-retail store level. In its final promotion for this year, GRT has scheduled an "Artist-of-the-Month" campaign to feature the Box Tops "Super Hits."

## Munty Italian Licensee in 'Co-Op' Push

By MARILYN TURNER

MILAN—Stereo-Pak of Trezzo d'Adda, the Italian manufacturing licensee of Muntz Stereo-Pak, is promoting a marketing co-operative with five Italian companies involved in the 4-track concept.

The move is seen as an attempt to meet the increasing competition of RCA-Italiana's 8-track system and the Philips cassettes, both in the Italian market and in other Common Market countries.

Participating in recent pre-

*(Continued on page 21)*

## LIB., UA GOES FOR NUMBERS

LOS ANGELES—A compatible numbering system has been initiated for all Liberty and United Artists CARtridges. All 4-track packs now carry a 4000 series; all 8-tracks carry an 8000 numbering series. UA product has a U prefix; Liberty and its subsidiaries carry an LTR prefix.

Dealers are presently receiving a numbering conversion list. There are in excess of 500 titles in the company's catalog. This month's release is the first combined package of Liberty and UA tapes.

## Chi Stereo Banks on Site

By RON SCHLACHTER

CHICAGO—Location will probably play an important role in the success of Chicago Stereo Center, now nearing completion here. Located on North Western Avenue, the auto stereo center is across the street from all-male Lane Technical High School, the city's largest secondary school. An added benefit for Chicago Stereo is the fact that Lane is not just a neighborhood school. Instead, it attracts students from all over the city's Northside. "In addition to Lane, we're also hoping to cash in on the student traffic from Gordon Tech, a parochial high school located a few blocks away," said owner Al Taradash. "We're also located in the center of several different ethnic groups. To our east is the German population, to the south are Mexicans and Negroes and to the north is the Jewish population. Of course, Western Avenue, being a major thoroughfare, will bring us a wide range of customers."

### Hit Snags

Chicago Stereo was supposed to have been completed a month ago, but numerous contractor snags have delayed the opening. Right now, Taradash's main concern is to open in time for the Christmas rush.

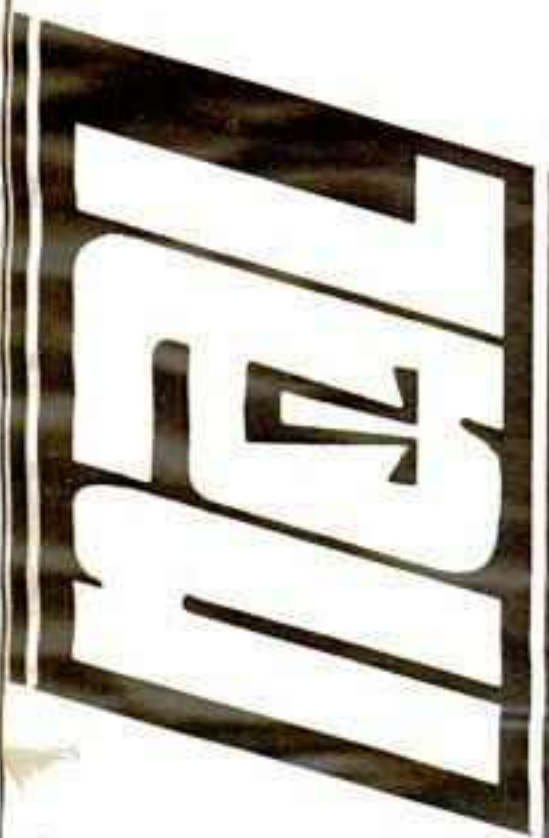
"Since the interior won't be completed, we will wait until

*(Continued on page 20)*



WORKERS BUSY THEMSELVES on the display windows of Chicago Stereo Center, which is expected to open in a matter of days on the city's Northside. Located across the street from Lane Technical High School, Chicago Stereo hopes to cash in on the student traffic from the city's largest secondary school.

See pages 76-77

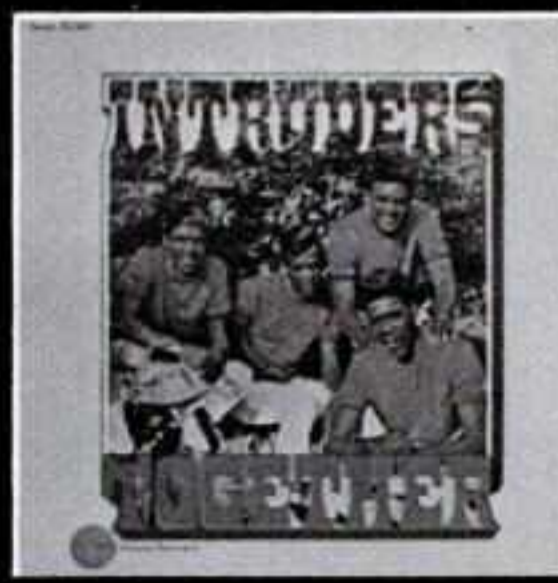
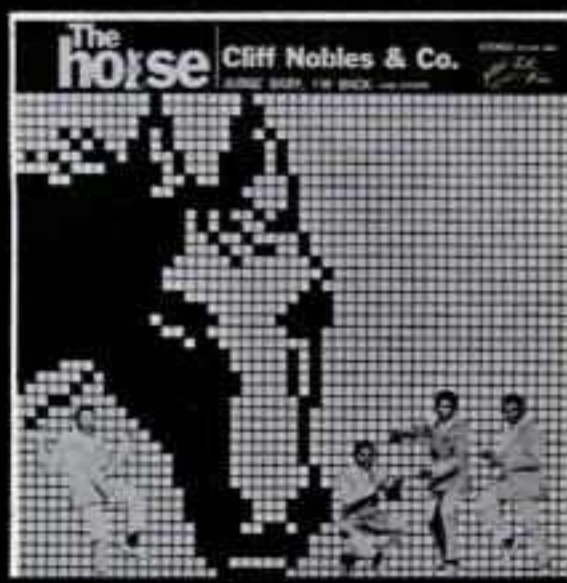
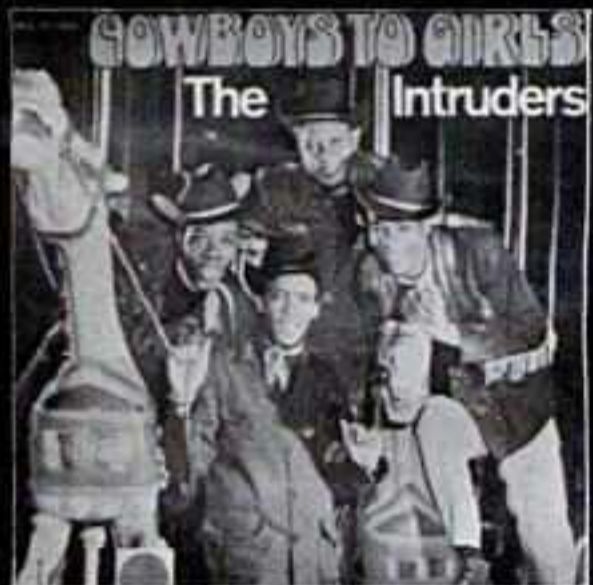
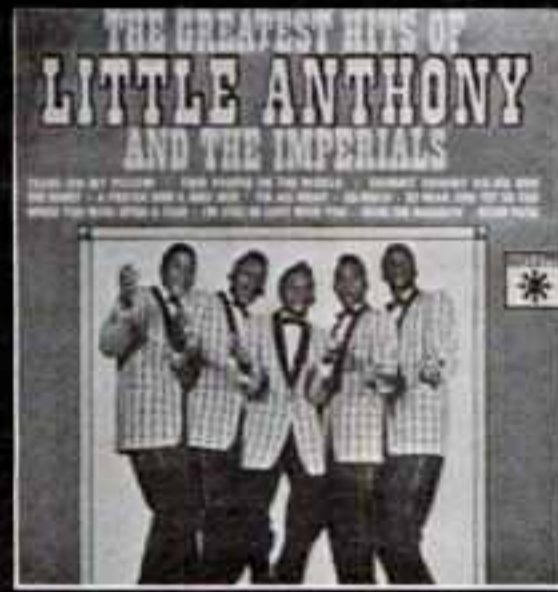
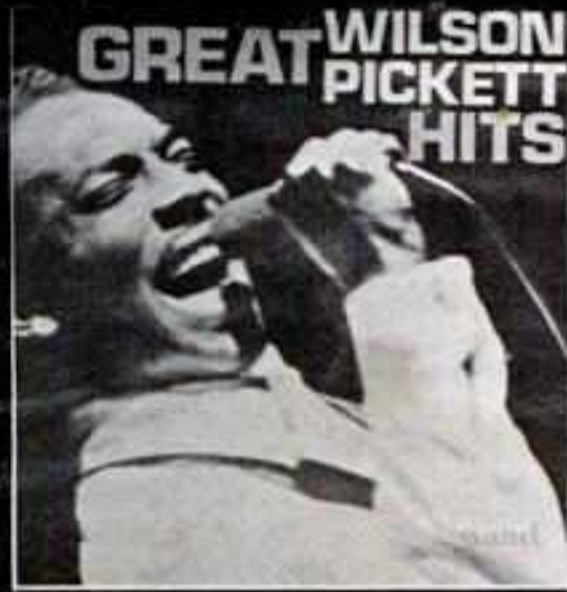


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## Tape CARtridge

# Promotion Drive on Roberts Cassette Bid

By BRUCE WEBER

LOS ANGELES—A major marketing-promotion campaign has been built on Califone-Roberts' entry into the cassette tape recorder field. Roberts, which also markets reel-to-reel and 8-track cartridge units, has introduced a line of five cassette units, with plans to market an additional 4-6 models next year.

Charles Klein, marketing vice-president, says Roberts also is developing a cassette recorder player line for autos, and will be increasingly involved in the home consumer market.

With the heavy emphasis on the cassette units, Roberts will expand its distribution network from about 2,500 to 3,250-3,500 across the U. S. The cassette line will be in limited production until Jan. 1 for Los Angeles, San Francisco, Hawaii and Seattle, with national distribution scheduled to begin Jan. 1.

Klein, who predicts the cassettes will represent about 20 per cent of Roberts' business in 1969, will market the units in regular distribution outlets, but will add gift stores and photo shops to the distribution network.

As a merchandising device for the line, Roberts has introduced a counter display to sell blank cassette tape. The rack will handle 30 (\$1.75), 60 (\$1.99), 90 (\$2.99) and 120 (\$3.99) lengths.

Roberts' new cassette models are:

- A solid state portable cassette tape recorder (model 80) at \$69.95.
- A solid state portable cassette tape recorder with AM-FM radio (model 525) at \$99.95.
- A solid state cassette stereo tape deck (model 95) at \$119.95.

## Chicago Stereo Banks on Site

Continued from page 18

January or February for the official grand opening," said Taradash. "However, we will be able to offer complete service and stock, even though the tile won't be on the floor or the paneling on the walls.

"We will really emphasize home hardware and carry every major manufacturer. Our inventory will be about 95 per cent 8-track. In addition, we will carry reverberation units and auto burglar alarms."

Chicago Stereo will have seven stalls, four of them double, manned by four installers. The amount of time for installation will range from 20 minutes to two hours, depending on the type of speaker system. The center will also have a two-man sales staff.

"At first, I may carry a software inventory as high as 7,000 with 65 per cent 8-track," explained Taradash. "I won't know what will be popular so I'll have to carry a wide selection of titles. Later on when I see what's moving, I'll be able to cut down on the inventory."

Taradash started in the tape business with Herb Levin at Stereo City in Chicago.

## AM Names Rep

LOS ANGELES — Ray Taylor & Associates of Atlanta has been named sales representative in five southern states for Audio Magnetics Corp. The Atlanta firm will cover Georgia, Alabama, South Carolina, Tennessee and Mississippi.

## Bible Voice in Franchise Drive

LOS ANGELES — Bible Voice has opened a drive to acquire sales distribution franchises throughout the U. S. The North Hollywood - based firm presently sells its products through religious book-record shops and regular record retailers.

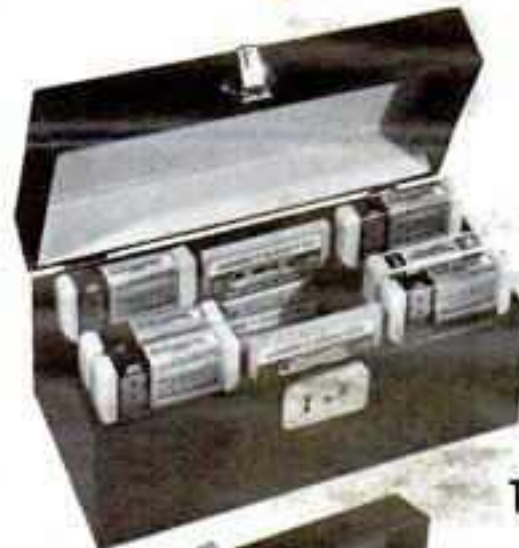
Company founder George Otis is presently in Europe seeking overseas representation for his line which includes 8-track, cassette and reel-to-reel tapes.

The company has just released the complete new testament in Spanish, with a Hebrew version presently in production and slated for completion in mid-December.

Bible Voice's catalog includes 30 new sacred cassettes, including the complete new testament (15 cassettes) retailing for \$124.95 and six "living letters" excerpted portions of the bible, with a \$49.95 tag.

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years of JAZZ!**



## Tape CARtridge

### Cos. to Bow Nude LP

• *Continued from page 18*

said, "in the same manner as Tetragrammaton." Tetra is said to be enclosing the cover in an opaque envelope with cutouts for Lennon's and Ono's heads.

Playtape, for the first time, will use LP artwork on its 2-track cartridges. "It's just a coincidence," said the company's music director Jack Levy, who indicated that future Playtape cartridges will also feature pictorial graphics. "We believe that nudity is not obscene and we look forward to our opportunity to release this cartridge." Levy said that Playtape feels that its nude EP cartridge will be accepted by many dealers.

Said GRT president Alan Bailey, "There is a point where liberalism goes too far—where it reduces art to a means of commercial gain. However, it is not our job to act as a public censor." Bailey added that where GRT sees product as be-

ing in poor taste, it will not release such merchandise.

GRT's cartridge will show the album's cover only (rear view). "It's a paradox to use the original artwork," Bailey said, and then to cover it for dealer displays. His rationale: if it's art leave it uncovered; if it's pornography it doesn't belong on the cover in the first place.

Don Hall, vice-president of Ampex Stereo Tapes, said his company would wait until Tetragrammaton firmly establishes its own merchandising policy on the album.

### Munty Italian Licensee in 'Co-Op' Push

• *Continued from page 18*

liminary talks in Milan were Ecofina of Milan, duplication licensees of Muntz; Sil of Turin and Offel of Ravenna—both cartridge duplicators and manufacturers of cartridge players; Carisch of Milan, the record company which is directly marketing its own cartridge repertoire; and Fonit-Cetra of Turin, which is planning to put its own 4 and 8-track compatible cartridge player on the market.

The companies plan a joint advertising and promotional program for the 4-track concept, integration of repertoire, standardization of cartridge players and integration of sales and distribution networks. The six companies also plan to pool orders for plastic cartridge cases and eventually, to manufacture the cases themselves.

### Specialty Labels Inked With GRT

LOS ANGELES—Four specialty labels have signed with General Recorded Tape (GRT) for duplication in all configurations. The labels are Delmark of Chicago, Specialty of Los Angeles, Monmouth/Evergreen and RSVP, both of New York.

Initial releases cover Little Richard on Specialty, Mayer Davis on Evergreen and Ron Carey on RSVP. The pacts also cover distribution through GRT's outlets.

### Liberty Tapes

• *Continued from page 18*

updating its covers and package titles on other releases to create a new image.

The New Band cartridge presents Si Zentner, Nelson Riddle and Henry Mancini. The Gospel package offers the Soul Stirrers, Zion Travelers, Bessie Griffin and the Gospel Pearls and the Taveling Four.



The SIGN of great reading

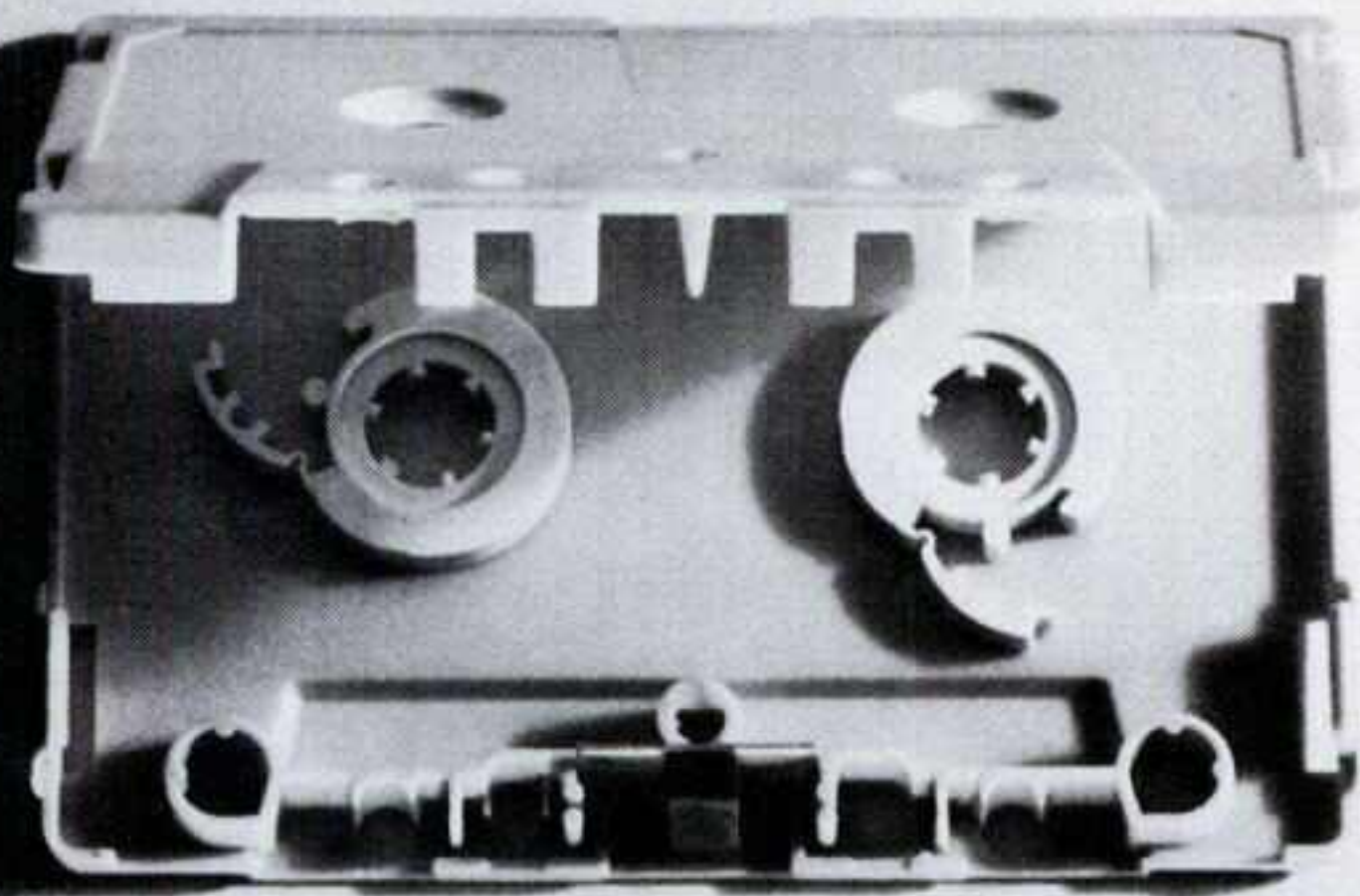
## Four-Tune Kookies

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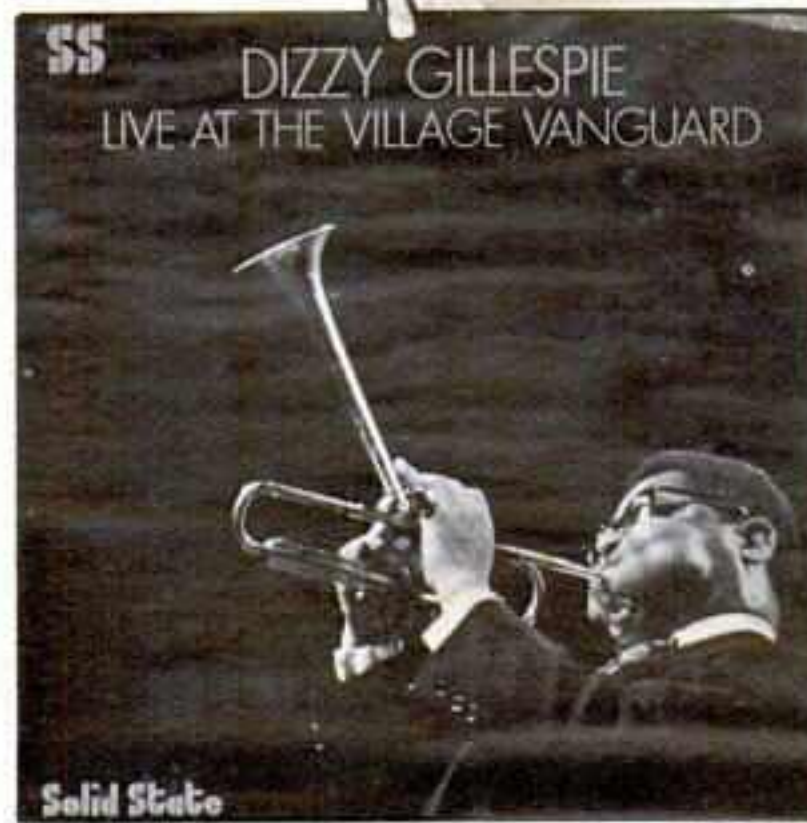
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SS 18041



SS 18034



SS 18042



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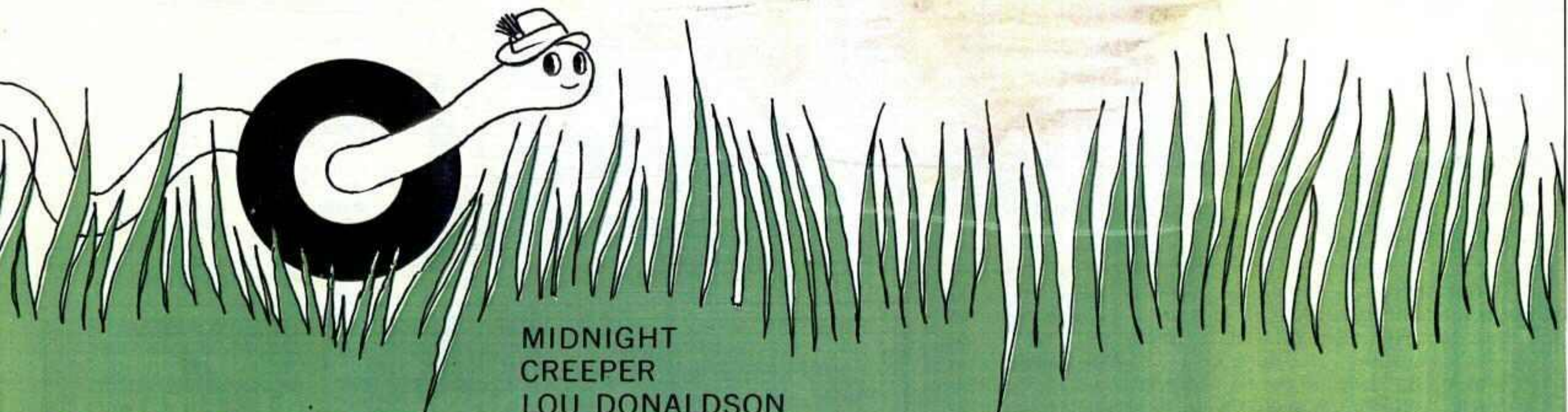


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# Rhythm & Blues

## SOUL AUCE



**BEST NEW RECORD OF THE WEEK:**  
**"CALIFORNIA DREAMIN'"**  
**BOBBY WOMACK**  
 (Minit)

By ED OCHS

**SOUL SLICES:** "Black Radio Stations Send Soul and Service to Millions," a story on the success of soul radio, was featured in The New York Times Monday (11). The black radio audience, the article said, "is estimated at 25 million, of which about 5 per cent is white." The story revealed that "approximately \$35 million worth of advertising is placed with 528 stations annually. . . . an increase from 508 stations last year and 414 in 1964. In 1960 the advertising figure was \$10 million." The story adds "Of these, 108 stations aim all of their programming at Negroes, compared with 50 eight years ago and only one in 1947." Progress can also be measured in the exclusively on black radio of Negro artists, both live and on record, r&b commercials for black radio, black talk shows and public service spots and the use of the Negro idiom, no longer "cleaned up" for all-white air play. . . . Stax has pushed sales of **Johnnie Taylor's** "Who's Makin' Love" over the million mark, with more of the same expected for **Eddie Floyd's** "Bring It on Home."

The Pop Wire Service, headed by **Richard Robinson**, will write and edit a special issue of "The Black Music Review," featuring 64 pages devoted mainly to **Jimi Hendrix** and his music. . . . **Sly & the Family Stone**, who recently recorded a live album at New York's Fillmore East, invade the metropolitan area with appearances at Farleigh Dickinson University, Teaneck, N. J., Friday (22), and Action House, Island Park, L. I., Friday (29) and Saturday (30) and early next year at the Electric Circus. The psychedelic-soul group, whose latest release is "Everyday People," also play the Driftwood Lounge at the Flamingo Hotel, Las Vegas, Dec. 9-18. . . . The "Soul Christmas" album on Atco looks like a winner with selections like "White Christmas" by **Otis Redding**, "Christmas Song" by **King Curtis** and "Silver Bells," by **Booker T & the M.G.'s**. . . . R&b artist **Walter Vaughn** has signed with Rainbow Records in Dallas and will record under the supervision of agent-producer **Chas. Wright**. . . . **Eddie Floyd**, Stax star scoring with "Bring It on Home," is nicknamed "Greentree" because of his size. Floyd was once a member of the **Falcons** along with **Wilson Pickett** and **Mack Rice**, now with Stax, who penned "Mustang Sally." . . . Floyd has also written such hits as "634-5789," recorded by **Wilson Pickett**, "Comfort Me" for **Carla Thomas**, "Don't Mess With Cupid" for **Otis Redding** and "Someone's Watching Over You" for **Solomon Burke**. And that's why **Eddie Floyd** has been selected as Stax's artist of the month.

\*\*\*

**TID-GRITS:** **Booker T. Jones**, leader of **Booker T. & the M.G.'s**, is in Paris working on the score for the upcoming Paramount flick, "Uptight!" They will also be playing the music for the sound track, Booker's first movie score. . . . **Effie Smith's** **Harper Valley P.T.A. Gossip** is over the 60,000 in sales. . . . The **Staple Singers**—**Pops**, **Mavis**, **Cleo** and **Pervis**—are appearing cross-country on a **Bill Cosby** tour. Cosby has canceled his remaining live dates to concentrate on his record company and a TV special. . . . **Sam & Dave** are set to appear at Fillmore East, New York's rock Mecca, on Dec. 14-15. . . . **Brenton Wood** is serving double-duty of **Double Shot** disk besides on his own "It's Just a Game, Love." He also chips in with a falsetto on the final seven seconds of the **Bagdads'** "Bring Back Those Doo-Wopps. Wood is also half of the **Shirley & Alfred** duo with **Shirley Lee**. He was a recent winner on TV's "Dating Game," which required no singing. Meanwhile, **Shirley** has latched on to **Shep** to make a new **Whiz** duo, **Shirley & Shep**, currently working with "Snake in the Grass." . . . **Joe Simon** is due with a new one, "Looking Back," on **Sound Stage**. . . . Thank you, **Dave Booth** of Ontario, Canada, for your tip of the hat to the **Paul Butterfield Blues Band**. . . . The **Unifics**, with manager-producer **Guy Draper**, are ready to score with the group's first LP, "Sittin' in at the Court of Love" on **Kapp**. Draper penned the

(Continued on page 29)

Billboard SPECIAL SURVEY For Week Ending 11/23/68

## BEST SELLING Rhythm & Blues Singles

\* STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
2	2	WHO'S MAKING LOVE Johnny Taylor, Stax 0009 (East, BMI)	6	26	26	FLY ME TO THE MOON Bobby Womack, Minit 32048 (Almanac, ASCAP)	14
7	7	LOVE CHILD Diana Ross & the Supremes, Motown 1135 (Jobete, BMI)	5	27	27	LET ME DOWN EASY Little Milton, Checker 1208 (Arc, BMI)	7
3	1	HEY WESTERN UNION MAN Jerry Butler, Mercury 72850 (Parabut/Double Diamond/Downstairs, BMI)	10	28	22	GIRL WATCHER O'Kaysions, ARC 11094 (North State, ASCAP)	16
4	3	COURT OF LOVE Unifics, Kapp 935 (Andjun, BMI)	10	29	29	YOU NEED ME BABY Joe Tex, Dial 4086 (Tree, BMI)	5
5	4	SAY IT LOUD—I'M BLACK & I'M PROUD James Brown & His Famous Flames, King 6187 (Golo, BMI)	11	30	30	FUNKY JUDGE Bull & the Madlons, Toddlin' Town 108 (Downstairs/Nepac/Fiomar, BMI)	13
6	5	LITTLE GREEN APPLES O. C. Smith, Columbia 44616 (Russell-Cason, ASCAP)	11	31	14	I FOUND A TRUE LOVE Wilson Pickett, Atlantic 2556 (Cotillion/Tracebob/Erya, BMI)	9
9	9	FOOL FOR YOU Impressions, Curtom 1932 (Camad, BMI)	10	32	24	PEACE OF MIND Nancy Wilson, Capitol 2283 (Almo, ASCAP)	8
10	10	ALWAYS TOGETHER Della, Cadet 5621 (Chevis, BMI)	6	33	—	CLOUD NINE Temptations, Gordy 7081 (Jobete, BMI)	1
16	16	TALKING ABOUT MY BABY Gloria Walker, Flaming Arrow 31 (Flaming Arrow, BMI)	5	34	—	GOODBYE MY LOVE James Brown, King 6198 (Dynatone, BMI)	1
13	13	PICKIN' WILD MOUNTAIN BERRIES Peggy Scott & Jo Jo Benson, SSS International 748 (Crazy Cajun, BMI)	6	35	35	I'M IN A DIFFERENT WORLD Four Tops, Motown 1132 (Jobete, BMI)	5
11	11	KEEP ON LOVIN' ME, HONEY Marvin Gaye & Tammi Terrell, Tamla 54173 (Jobete, BMI)	6	36	37	LET'S MAKE A PROMISE Peaches & Herb, Date 1623 (World War III/Downstairs, BMI)	2
20	20	BRING IT ON HOME TO ME Eddie Floyd, Stax 0012 (Kags, BMI)	2	37	—	ROCKIN' THE SAME OLD BOAT Bobby Bland, Duke 440 (Don, BMI)	1
48	48	TOO WEAK TO FIGHT Clarence Carter, Atlantic 2569 (Fame, BMI)	2	38	38	DESTINATION: ANYWHERE Marvelettes, Tamla 54171 (Jobete, BMI)	7
8	8	CHAINED Marvin Gaye, Tamla 54170 (Jobete, BMI)	9	39	—	PEOPLE Tymes, Columbia 44630 (Chappell, ASCAP)	1
6	6	I'VE GOT DREAMS TO REMEMBER Otis Redding, Atco 6612 (East-Time-Redwal, BMI)	8	40	42	I'VE GOT LOVE FOR MY BABY Young Hearts, Minit 32049 (Metric/Lenoir, BMI)	6
18	18	FROM THE TEACHER TO THE PREACHER Gene Chandler & Barbara Acklin, Brunswick 55387 (BRC/Jalynne, BMI)	5	41	44	AUNT DORA'S LOVE SOUL SHACK Arthur Conley, Atco 6622 (Redwal/Time, BMI)	3
17	17	DO THE CHOO CHOO Archie Bell & the Drells, Atlantic 2559 (World War Three/Double Diamond/Downstairs, BMI)	6	42	49	DON'T BE AFRAID (Do as I Say) Frankie Karl & the Dreams, D.C. 180 (Proud Tunes, BMI)	2
33	33	FOR ONCE IN MY LIFE Stevie Wonder, Tamla 54174 (Stein & Van Stock, ASCAP)	2	43	45	HARPER VALLEY P.T.A. GOSSIP Effie Smith, Eee Cee 100 (Aries, BMI)	4
19	19	46 DRUMS—1 GUITAR Little Carl Carlton, Back Beat 598 (Don, BMI)	6	44	47	HI-HEEL SNEAKERS Jose Feliciano, RCA Victor 47-9641 (Medal, BMI)	4
31	31	HOW YOU GONNA GET RESPECT (When You Haven't Cut Your Process Yet) Henk Ballard, along with "The Dapps," King 6196 (Golo, BMI)	4	45	—	DRESSES TOO SHORT Syl Johnson, Twinnight 110 (Midday/Michelle, BMI)	1
21	21	HOLD ME TIGHT Johnny Nash, JAD 207 (Nash, ASCAP)	8	46	46	SO NICE Mad Lads, Volt 4003 (East, BMI)	4
41	41	DON'T MAKE THE GOOD GIRLS GO BAD Della Humphrey, Arctic 144 (Dandelion, BMI)	2	47	—	A MAN AND A HALF Wilson Pickett, Atlantic 2575 (Fame, BMI)	1
28	28	KEEP ON DANCING Alvin Cash, Toddlin' Town III (Vapac, BMI)	2	48	—	HANG 'EM HIGH Booker T. & the M.G.'s, Stax 0013 (Unart, BMI)	1
15	15	I AIN'T GOT TO LOVE NOBODY ELSE Masqueraders, Bell 733 (Press, BMI)	12	49	50	MALINDA Bobby Taylor & the Vancouvers, Gordy 7079 (Jobete, BMI)	2
12	12	I LOVE YOU MADLY Fantastic Four, Soul 35052 (Ric Tic, BMI)	9	50	—	AND BLACK IS BEAUTIFUL Nickie Lee, Mala 12,025 (Sherlyn, BMI)	1

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**CARL CARLTON**

"46  
 DRUMS  
 1  
 GUITAR"  
 BACKBEAT 598

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 PEACOCK 1962

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SPANISH EYES  
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LOVE THEME FROM "LA STRADA"  
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*Wonderful new album  
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of his great catalog.  
It was conceived and  
implemented to offer  
great programming  
and fabulous sales.*

*The selections are  
all heavyweights.*

*"Only For Lovers"*

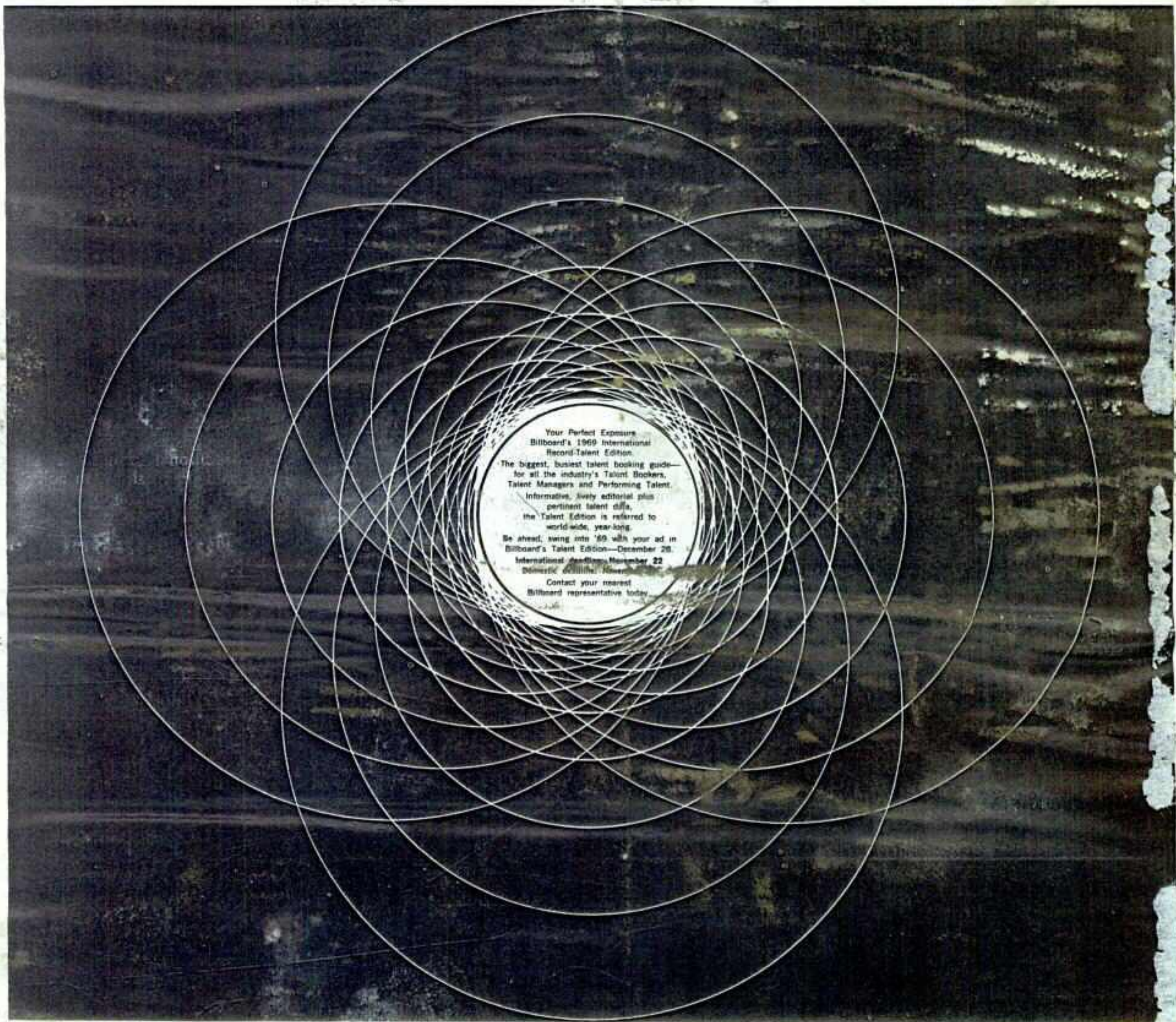
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*Combines the new  
as well as traditional  
standards.*

*This is Roger Williams  
the way you want  
him to be!*

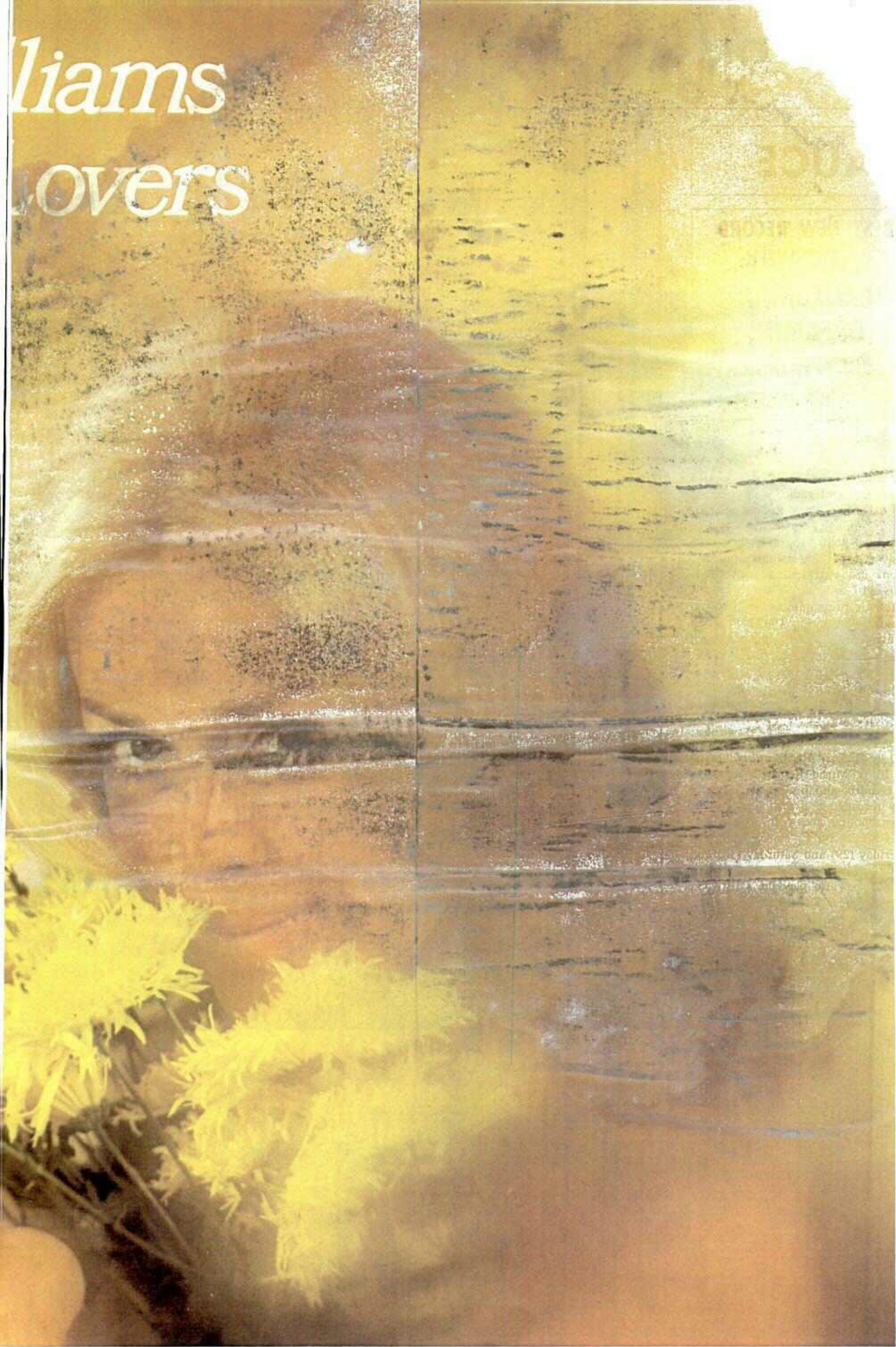


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# Williams covers



Billboard SPECIAL SURVEY For Week Ending 11/23/68

# BEST SELLING Rhythm & Blues LP's

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
2	1	HICKORY HOLLER REVISITED O. C. Smith, Columbia (No Mono); CS 9680 (S)	21	26	18	PLUG ME IN Eddie Harris, Atlantic (No Mono); SD 1506 (S)	17
2	1	ARETHA NOW Aretha Franklin, Atlantic (No Mono); SD 8186 (S)	20	27	27	BEST OF NANCY WILSON Capitol (No Mono); SKAO 2947 (S)	13
3	3	SPECIAL OCCASION Smokey Robinson & the Miracles, Tamla TS 290 (S)	9	28	29	DIANA ROSS & THE SUPREMES "LIVE" AT LONDON'S TALK OF THE TOWN Motown (No Mono); MS 676 (S)	8
4	4	THERE IS Dells, Cadet (No Mono); LP 804 (S)	28	29	33	TEMPTATIONS GREATEST HITS Gordy 919 (M); S 919 (S)	102
5	21	ELECTRIC LADYLAND Jimi Hendrix Experience, Reprise 2RS 6307 (S)	4	30	30	BOBBY TAYLOR & THE VANOUVERS Gordy GS 930 (S)	10
6	6	YOU'RE ALL I NEED Marvin Gaye & Tammi Terrell, Tamla TS 284 (S)	10	31	43	A NEW TIME—A NEW DAY Chambers Brothers, Columbia CS 9671 (S)	4
7	7	FELICIANO! Jose Feliciano, RCA Victor LPM 3957 (M); LSP 3957 (S)	19	32	32	IN A MELLOW MOOD Temptations, Gordy 924 (M); S 924 (S)	49
8	8	TIME HAS COME Chambers Brothers, Columbia CL 2722 (M); CS 9522 (S)	13	33	25	THE PROMISE OF THE FUTURE Hugh Masekela, Uni (No Mono); 73028 (S)	25
9	16	CHEAP THRILLS Big Brother & the Holding Co., Columbia KCS 9700 (S)	7	34	20	SOUL OF NANCY WILSON Capitol ST 2970 (S)	7
10	10	STONED SOUL PICNIC 5th Dimension, Soul City (No Mono); SCS 92002 (S)	14	35	36	MAIDEN VOYAGE Ramsey Lewis, Cadet (No Mono); LP5 811 (S)	17
11	15	MARVIN GAYE IN THE GROOVE Tamla TS 285 (S)	7	36	37	HISTORY OF OTIS REDDING Volt 418 (M); S 418 (S)	47
12	12	TEMPTATIONS WISH IT WOULD RAIN Gordy (No Mono); 7072 (S)	27	37	—	JOHN W. ANDERSON PRESENTS KASANDRA Capitol ST 2957 (S)	1
13	9	TIME PEACE/GREATEST HITS Rascals, Atlantic (No Mono); SD 8190 (S)	20	38	—	SOUL BAG Mongo Santamaria, Columbia CS 9653 (S)	9
14	5	JAMES BROWN AT THE APOLLO, VOL. 2 King (No Mono); 1022 (S)	12	39	38	STEVIE WONDER'S GREATEST HITS Tamla (No Mono); 282 (S)	30
15	13	YESTERDAY'S DREAMS Four Tops, Motown (No Mono); MS 669 (S)	8	40	40	DOWN HERE ON THE GROUND Wes Montgomery, A&M (No Mono); SP 3006 (S)	29
16	19	THE IMMORTAL OTIS REDDING Atco (No Mono); SD 33-252 (S)	20	41	41	LIVE WIRE/BLUES POWER Albert King, Stax STS 2003 (S)	2
17	17	LADY SOUL Aretha Franklin, Atlantic 8176 (M); SD 8176 (S)	40	42	42	DIANNE WARWICK'S GOLDEN HITS, PART 1 Scepter SRM 565 (M); SPS 565 (S)	54
18	14	SOUL LIMBO Booker T & the MG's, Stax STS 2001 (S)	8	43	39	DOCK OF THE BAY Otis Redding, Volt 419 (M); S 419 (S)	36
19	22	ARE YOU EXPERIENCED? Jimi Hendrix Experience, Reprise R 6261 (M); RS 6261 (S)	57	44	50	THIS IS MY COUNTRY Impressions, Curtom CRS 8001 (S)	2
20	11	ELECTRIFYING EDDIE HARRIS Atlantic 1495 (M); SD 1495 (S)	37	45	48	ROAD SONG Wes Montgomery, A&M SP 3012 (S)	2
21	24	A DAY IN THE LIFE Wes Montgomery, A&M (No Mono); SP 3001 (S)	57	46	49	LIVIN' IT UP Jimmy Smith, Verve V6-8750 (S)	5
22	31	200 MPH Bill Cosby, Warner Bros.-7 Arts WS 1757 (S)	4	47	47	BIGGER & BETTER David Newman, Atlantic SD 1505 (S)	4
23	23	WHEELS OF FIRE Cream, Atco (No Mono); SD 33-244 (S)	15	48	45	DIANA ROSS & THE SUPREMES SING AND PERFORM "FUNNY GIRL" Motown MS 672 (S)	3
24	26	LOOK AROUND Sergio Mendes & Brasil '66, A&M (No Mono); SP 4137 (S)	26	49	—	GIRL WATCHER O'Kaysions, ABC ABCS 664 (S)	1
25	28	BEST OF LOU RAWLS Capitol (No Mono); SKAO 2948 (S)	15	50	46	SOPHISTICATED SOUL Marvelettes, Tamla TS 286 (S)	9

## SOUL SAUCE

• Continued from page 24

group's hit, "Court of Love," as well as the new one by Sugar & Spice, "Dreams," also on Kapp. . . Bobby Womack's latest single, "California Dreamin'," is now being shipped, flip-sided with "Baby! You Oughta Think It Over," written by Womack and Jimmy Holiday. Both tunes are taken from Womack's new LP, "Fly Me to the Moon," due next week. The single, now over the 300,000 mark in sales, is still powering up the charts. . . Bob Lee, the producer-founder of Hawk Records in Markham, Ill., is now offering masters for immediate leasing and release. Lee has aided in the development of such acts as Otis Clay, Jo Ann Garrett and the Soul Inheritors. . . Buzz Willis of RCA reads Soul Sauce. Do you?

★ ★ ★

**MAKIN' SMOKE:** Leon Haywood, "Everyday Will Be Like a Holiday" (Decca). . . Bobby Patterson, "Sweet Taste of Love" (Jetstar). . . Jimmy McCracklin, "Love, Love, Love" (Minit). . . Vibrations, "Cause You're Mine" (Epic). . . James Coit, "Black Power" (Phoof). . . Gene Chandler, "Pit of Loneliness" (Brunswick).

. . . Sweet Inspirations, "What the World Needs Now" (Atlantic). . . O'Jays, "I Miss You" (Bell). . . Ikettes "Make 'Em Wait" (Pompeii). . . Archie Bell & the Drells, "Love Will Rain On You" (Atlantic).

★ ★ ★

**MAKIN' FIRE:** Temptations, "Cloud Nine" (Gordy). . . Wilson Pickett, "A Man and a Half" (Atlantic). . . Barbara Acklin, "Just Ain't No Love" (Brunswick). . . Peaches & Herb, "Let's Make a Promise" (Date). . . James Brown, "Goodbye My Love" (King). . . Stevie Wonder, "For Once in My Life" (Tamla). . . Marvin Gaye, "I Heard It Through the Grapevine" (Tamla). . . Della Humphrey, "Don't Make the Good Girls Go Bad" (Arctic). . . Alvin Cash, "Keep on Dancing" (Toddlin' Town). . . Hank Ballard, "How You Gonna Get Respect" (King). . . Gloria Walker, "Talking About My Baby" (Flaming Arrow). . . Clarence Carter, "Too Weak to Fight" (Atlantic).

★ ★ ★

**FIRE & SMOKE:** Diane Ross & the Supremes, "Love Child" (Motown). . . Dells, "Always Together" (Cadet). . . Marvin Gaye & Tammi Terrell, "Keep on Lovin' Me, Honey" (Tamla). . . Jerry Butler, "Hey Western Union Man" (Mercury). . . Eddie Floyd, "Bring It on Home to Me" (Stax). . . Peggy Scott & Jojo Benson, "Pickin' Wild Mountain Berries" (SSS). . . Aretha Franklin, "See Saw" (Atlantic). . . Unifics, "Court of Love" (Kapp).

## Syndicated TV Shows

**SHREVEPORT** — The Oak Ridge Quartet has just concluded the taping of six syndicated TV shows, concluding the initial series of 12 planned for the present.

The show, titled "It's Happening," is being videotaped here at ETAL for distribution beginning Jan. 1. Distribution will be handled by United Artists.

Now in two markets, Shreveport and Little Rock, the show is shooting for 20 cities by the first of the year. The first dozen shows include only the Oak Ridge Quartet, but succeeding shows will include guest artists.

Herman Harper, manager of the group, said the program is aimed at "other than the Sunday morning audience." He described the music as something "borderline," which he said should appeal to those who didn't normally watch or listen to gospel music performed. "There will be some country-gospel, some folk-gospel, some pop-gospel, and some of the traditional things we do," he said. Each show, in color, is 30 minutes in length.

## Purcell-Backed Show on Monday

**NEW YORK** — Barbara Mason, the Ambassadors, Honey & the Bees and Herb Ward will headline the first Purcell Associates-sponsored soul show at the Village Gate Monday (18).

The weekly, two-hour r&b program offers a showcase for artists seeking exposure for TV and other media. TV talent coordinators and producers who have complained that they had been unable to see the acts perform in person despite outstanding record successes, will now benefit from the live exposure. In co-operation with Art and Burt D'Lugoff, owners of the Village Gate, artists will be given time to perform to their best advantage.

On Monday (25) the soul show will feature Eddie Floyd, the Exciters, the Pazant Brothers and Dee Dee Sharp. Jimmy Bishop, deejay at WDAS, Philadelphia, will emcee the first show.

# Soulin'

By Allen Orange



Sound Stage 7 soul thrush **ELLA WASHINGTON** is enjoying complimentary comments about her smooth singing

ELLA style and performance excitement from soul brothers and sisters around the country. Ella continually comes up with the recording, the vocal arrangement that knocks you out. Her latest release, "HE CALLED ME BABY," is an Ella Washington performance at its best. As a matter of fact, Ella is sharing top billing with **SAM BAKER** in concert engagements at Freeport, Bahamas.

Ella and Sam make a good team, as evidenced by their engagements in the islands. Both Ella and Sam have that soul personality, that feeling which they get across to their audience. Sam's latest release, "SUGARMAN," is really turnin' on his many fans. Lookout, Freeport! Here come Sam and Ella!



**ARTHUR ALEXANDER**, everybody's favorite, is in Nashville this week looking over material for possible inclusion in his act.

Arthur is currently sounding on all charts with his "SET ME FREE" release on the Sound Stage 7 label. Bravos have been heard following many of Arthur's recent performances. In fact, some soul children have dubbed the R&B swinger, "Mr. Excitement."

Talk about excitement. That **ROSCOE ROBINSON** lays it down with excitement. Roscoe is headed for the D. C. area to do some video



taping. The capitol is bound to swing with Roscoe in town to entertain his many admirers. Roscoe puts down a hard soul beat with his gospel trained voice, he talks to his fans throughout his numbers — as he does in his "WHY MUST IT END" release.

Here are four swingin' reasons why we 'soul it' at Sound Stage 7.

**ELLA WASHINGTON**  
"He Called Me Baby"  
(557-2621)

**SAM BAKER**  
"Sugarman"  
(557-2620)

**ARTHUR ALEXANDER**  
"Set Me Free"  
(557-2619)

**ROSCOE ROBINSON**  
"Why Must It End"  
(557-2618)



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Nashville/Hollywood

# Country Music

## CMA Awards Show Re-Slated For TV on Nov. 20 Kraft Show

NEW YORK—A co-operative effort of NBC, the J. Walter Thompson Agency and the Country Music Association has resulted in the rescheduling of the CMA Awards Show, originally set for Oct. 30.

NBC announced that the program, pre-empted by an election week political broadcast, will be televised Wednesday (20) as part of the Kraft Music series.

The program, which ran as scheduled on the Canadian network Oct. 28, was taken off at the last minute. The network, agency and association began at once to try to reschedule the show because of its content and because of the promotional work that had been done in its behalf.

CMA, in an effort to build a big audience for the first televised show, had sent out more than 2,000 mailers to radio and TV stations programming country music, and had mailed press

kits to major markets and daily newspapers. Additionally, hundreds of telephone calls were made to disk jockeys, and a promotional record was cut by the artists urging the audience to listen.

The show, hosted by Roy Rogers and Dale Evans, included such leading personalities as Glen Campbell, Tex Ritter, Johnny Cash, Jeannie C. Riley, Ben Colder, Porter Wagoner, Dolly Parton, Bob Wills, Chet Atkins, Tammy Wynette, Roy Acuff, and others.

The taping, done on stage of the "Grand Ole Opry" House, highlighted the winners in all categories of country music during the past year, and selected Bob Wills to the Country Music Hall of Fame.

The validity of the show content and the matter of winners being notified was never in question. As a protective measure, NBC had received from each winner an affidavit testi-

fying that he or she had no prior knowledge of the outcomes. This is routine in such programs.

The show had received excellent reviews in its Canadian showing. It played to a packed house prior to the annual CMA dinner and show during the 43rd anniversary celebration of the "Grand Ole Opry."

CMA, upon notification of the rescheduling of the program, reinstated its promotional push, covering all of the ground previously touched, and adding a new drive to insure a top rating.



BILLY GRAMMER, Mercury recording artist, and his daughter Dianne, prior to his first parachute leap in Nashville. Both are now members of a jumping club.

## Crump Explores Country Lectures for Austrian U.

NORFOLK—George Crump, president of WCMS, will explore the feasibility of bringing country music in some form to the University of Grae in Austria, near the Yugoslav and Hungarian borders.

Crump, whose talents include speaking German, has been named to the board of directors of the university which climaxes its academic year with an annual folklore review in its mountaintop area. Prior to this there are lecture tours into Stalingrad and Moscow, and then Zegreb, Yugoslavia.

In subsequent conferences since his appointment with university officials, the possibility of bringing country music into the folklore review has been raised.

Crump plans to leave in the near future for Europe where he will discuss the many possibilities. He said conditions and

finances may restrict participation to performances by local talent, or perhaps involve American students at the university who are familiar with the country music idiom.

The third, and most attractive possibility to Crump's thinking, is to bring in a professional act or acts, who would hold a workshop-demonstration during the review. Once the possibilities are fully explored, Crump plans to talk to recording company officials and others interested in spreading the music.

"There are all sorts of possibilities," Crump said. "We must determine what audiences have been reached, what sorts can be reached, and whether this can be established on an annual international basis."

He suggested, too, that if talent of the nations of that area of the world is uncovered, it might be exploited through this means.

## Pierce Takes Full Control Of Three Georgia Stations

NASHVILLE — Decca recording artist Webb Pierce has acquired full ownership of three radio stations in Georgia as part of a deal consummated a few weeks ago.

At that time (Billboard, Oct. 12), the estate of the late James R. Denny assumed 100 per cent control of Cedarwood Publishing Co., Inc. The change came about through the retirement of the minority interest of the stock formerly owned by Pierce and Carl Smith. The announcement was made by Bill Denny, one of the executors of the Denny Estate.

This announcement, concern-

ing ownership of WBRO, Waynesboro; WSNT, Sandersville, and WJAT, Inc., Swainsboro, was made by Pierce. The properties formerly were owned jointly by Pierce and the Denny Estate.

This brings a total separation of an original partnership established in 1953 by Pierce and the late Jim Denny. The latter formed Cedarwood that year, and the company since has grown to world-wide stature.

The company's current officers are Bill Denny, president and chief executive officer; John Denny, vice-president, and Dolly Denny, secretary-treasurer.



JACK CLEMENT, center, signs a recording contract with Monument Record Corp. president Fred Foster, right, as executive producer Jim Malloy looks on. Clement, an outstanding writer-producer, will have a single and an album on Monument for early release.

## Townsend Leaves WINN for Acting

LOUISVILLE — Rob Townsend, manager of WINN here, has resigned to devote full time to record narrations and acting.

Townsend, who built the all-country station into a strong market competitor, is now involved in a promotion called "The Record of the Quarter Club," sponsored by The First Foundation for One Nation Under God.

Founded by two businessmen brothers from Starkville, Miss., the label produces four singles annually, two of them "non-sectarian religious" and two "patriotic." The brothers, Charles and E. O. Templeton, own an automobile dealership, an oil distributorship, and a Holiday Inn franchise.

The foundation has lined up

an impressive advisory board of directors which includes Eddy Arnold, Pat Boone, Les Brown, Bing Crosby, Don DeFore, Robert Dix, Buddy Ebsen, Dale Evans, Jimmie Fidler, John Ford, Brian Keith, Marion Miller, Don Newcombe, Wendell Niles, Lloyd Nolan, Lucille Norman, Tex Ritter, Roy Rogers, Dick Whittinghill, Carleton Young, Mrs. Aubrey Henson, and Wallace E. Johnson.

Townsend made his first "breakthrough" when he enlisted Nashville's Third National Bank as a co-operating sponsor. Under the plan established, each youngster who opens a \$25 savings account at the bank is entitled to membership. Five dollars of this money is contributed to the foundation. The youngster, in turn, receives a membership card, a decal, and a letter preceding each recording.

The records, mailed each three months, are narrated by Townsend. The first of these, "The Story of Christmas" and "I Love a Christmas Song," are set for a December mailing.

Townsend said the purpose in working with banks is twofold: a child learns the savings system, and gets the banking habit, and he is assured a high caliber record. With each record comes a personal letter from a successful business or entertainment leader, attesting to his faith in God and America. After a number of years, the interest on the deposited amount will maintain the membership of the youngsters in the club.

The records will all have the beat of contemporary pop music, but the lyrics will be designed to bring God and patriotism to the fore. Townsend said other banks would be brought into the program in the near future. The sessions are all cut in Nashville.

## 2 'Famers' on Peebles Tour

WICHITA—Two of the five living members of the Country Hall of Fame join lesser-known artists in the 23d annual Thanksgiving Midwestern country music tour of Hap Peebles.

Appearing on the tour will be Ernest Tubb and his Texas Troubadours; Bob Wills, named just four weeks ago to the Hall of Fame; LaYonne Lear, Billy Parker, Cal Smith, Tag Lambert, Helen Taylor and the Taylor Sisters, Gary Van and the Western Caravan.

The itinerary includes: Municipal Auditorium, Ft. Smith, Ark. (20); Convention Hall, Enid Okla. (21); Memorial Hall, Joplin, Mo. (23); Shrine Mosque, Springfield, Mo. (23); Memorial Hall, Kansas City, Kan. (24); Municipal Auditorium, Sioux City, Ia. (26); Coliseum, Sioux Falls, S. D. (27); Music Hall, Omaha (28); Municipal Auditorium, Topeka (29); and Cotillion, Wichita (30).

# REASONS WHY MONUMENT IS ARTISTRY

**1**  
JEANNIE SEELY  
"Little Things"  
(MN45-1100)

**2**  
HENSON CARGILL  
"A Candle For Amy"  
(MN45-1106)

**3**  
RAY PENNINGTON  
"Raining In My Heart"  
(MN45-1109)

**4**  
BILLY WALKER  
"Age of Worry"  
(MN45-1098)

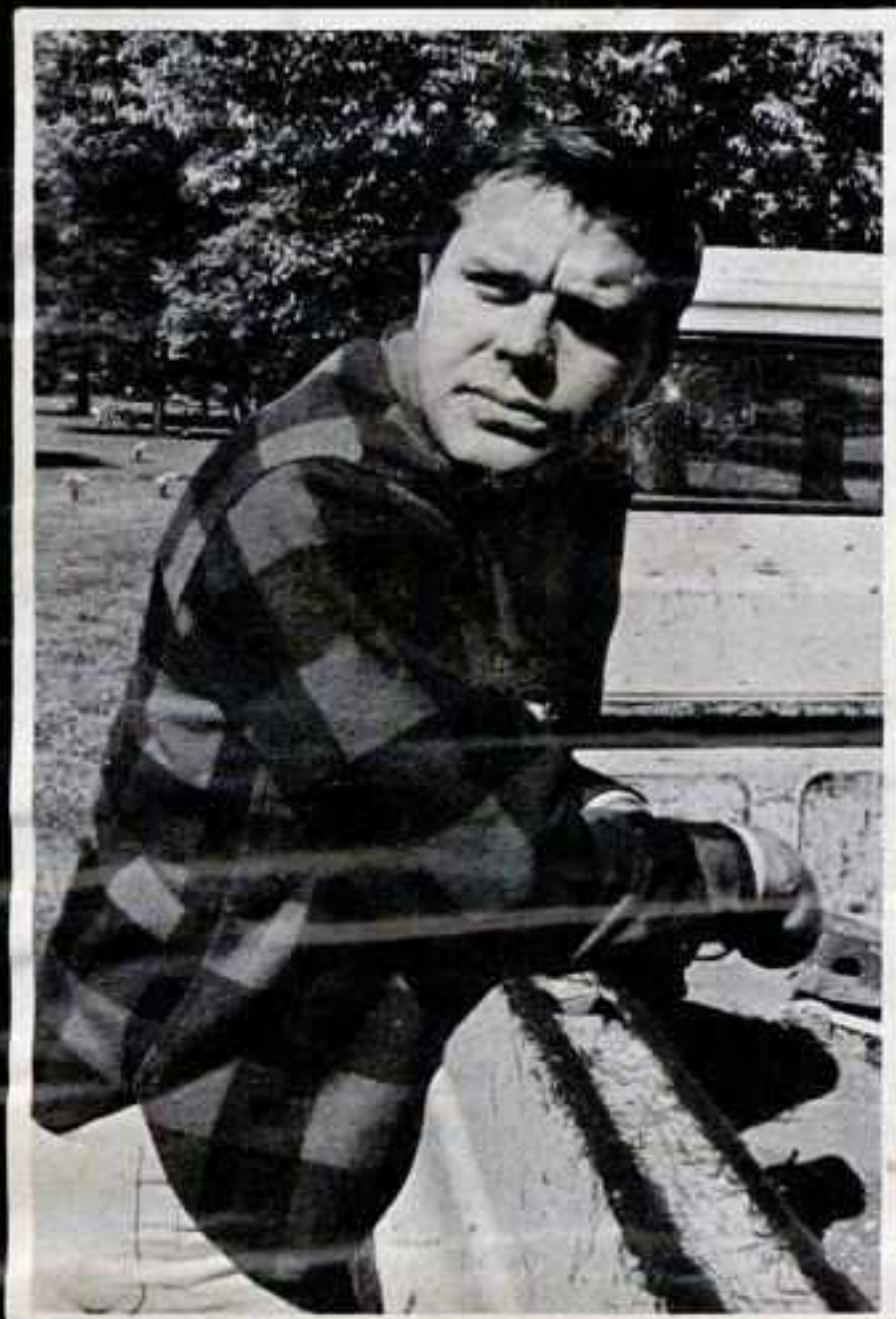
**5**  
GRANDPA JONES  
"Smoke Smoke Smoke"  
(MN45-1108)

**6**  
DALE WARD  
"If Loving You Means Anything"  
(MN45-1094)



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follows with 2 Monster Hits  
...you'll find them both on



# 'BALLAD OF \$40 DOLLARS'

#72863

by TOM T. HALL

PUBLISHED BY: NEWKEYS MUSIC, INC.

# 'SINCE THEY FIRED THE BAND DIRECTOR'

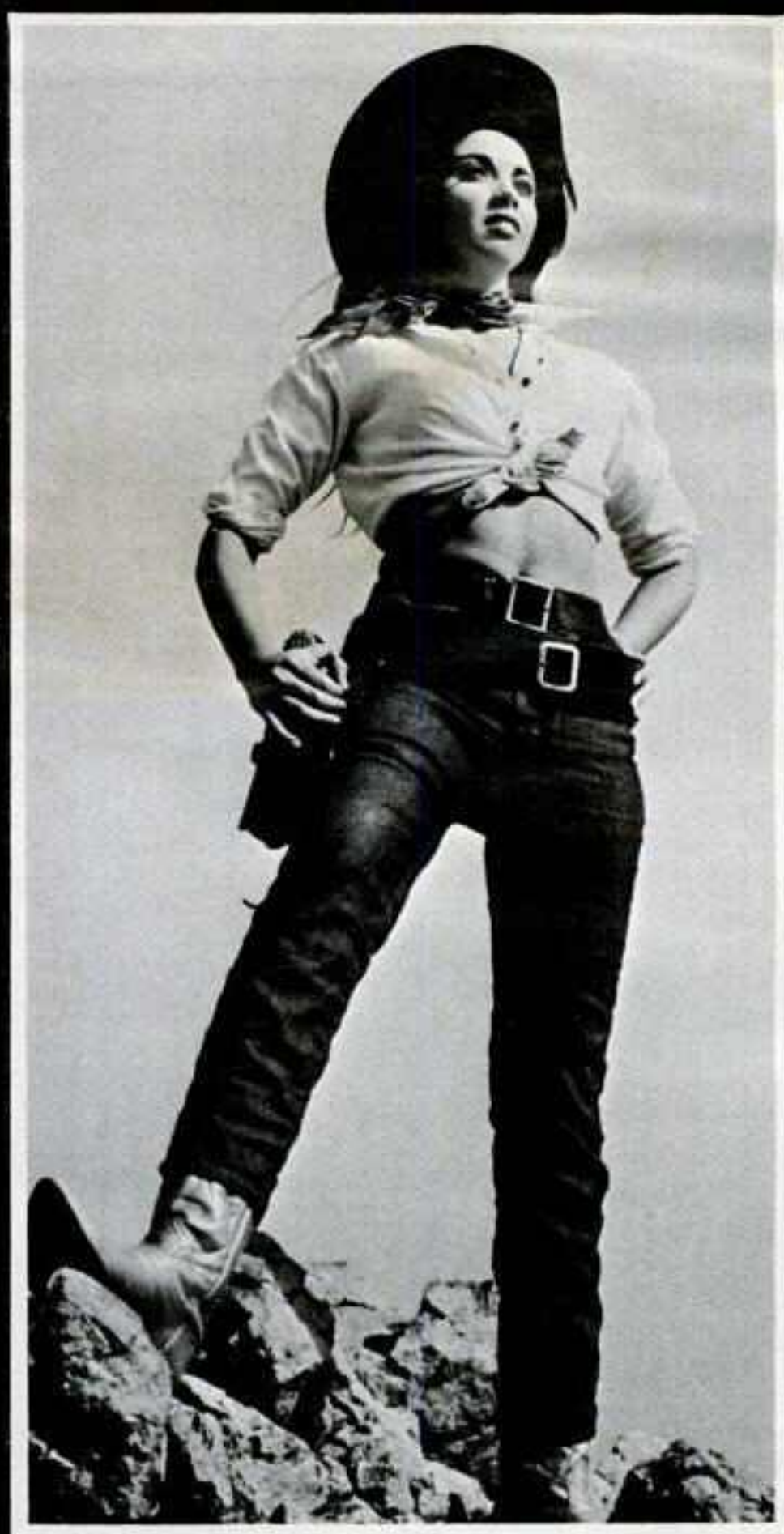
(AT GOOD OLD MURPHY HIGH)

#72875

by LINDA MANNING

PUBLISHED BY: NEWKEYS MUSIC, INC.

EXCLUSIVE REP.—KEY TALENT AGENCY, INC.  
NASHVILLE / LAS VEGAS / HOLLYWOOD



# Gallico Strikes with BLOCKBUSTERS

**'STAND BY YOUR MAN'**  
TAMMY WYNETTE

EPIC

**'WHERE LOVE  
USED TO LIVE'**  
DAVID HOUSTON

EPIC

**'SHE STILL COMES  
AROUND'**  
JERRY LEE LEWIS

SMASH

## Warming Up With

**'WHILE YOUR  
LOVER SLEEPS'**  
LEON ASHLEY

ASHLEY RECORDS

**'YOU TOUCHED MY HEART'**  
DAVID ROGERS

COLUMBIA

**'GOOD'**  
LINDA GAIL LEWIS

SMASH

**'FULL HOUSE'**  
LUCILLE STARR

EPIC

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# Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 11/23/68

★ STAR Performer—Sides registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart
3	3	<b>STAND BY YOUR MAN</b> Tammy Wynette, Epic 10398 (Gallico, BMI)	6	38	56	<b>I WANT ONE</b> Jack Reno, Dot 17169 (Tree, BMI)	2
6	6	<b>BORN TO BE WITH YOU</b> Sonny James, Capitol 2271 (Mayfair, ASCAP)	7	39	39	<b>THE STRAIGHT LIFE</b> Bobby Goldsboro, United Artists 50461 (Viva, BMI)	5
3	1	<b>I WALK ALONE</b> Marty Robbins, Columbia 44633 (Adams-Vee & Abbott, BMI)	8	40	41	<b>THREE SIX PACKS, TWO ARMS AND A JUKE BOX</b> Johnny Seay, Columbia 44634 (Tree, BMI)	6
4	4	<b>LET THE CHIPS FALL</b> Charley Pride, RCA Victor 47-9622 (Jack, BMI)	8	41	42	<b>LEAVES ARE THE TEARS OF AUTUMN</b> Bonnie Guitar, Dot 17150 (Pincus, ASCAP)	9
10	10	<b>YOUR SQUAW IS ON THE WARPATH</b> Loretta Lynn, Decca 32392 (Sure-Fire, BMI)	5	42	55	<b>PLEASE LET ME PROVE (My Love for You)</b> Dave Dudley, Mercury 72856 (Newkeys, BMI)	2
6	7	<b>SHE WEARS MY RING</b> Ray Price, Columbia 44628 (Acuff-Rose, BMI)	8	43	59	<b>BALLAD OF FORTY DOLLARS</b> Tom T. Hall, Mercury 72863 (Newkeys, BMI)	2
9	9	<b>WHERE LOVE USED TO LIVE</b> David Houston, Epic 10394 (Gallico, BMI)	6	44	44	<b>WE NEED A LOT MORE HAPPINESS</b> Wilburn Brothers, Decca 32386 (Sure-Fire, BMI)	5
11	11	<b>I'VE GOT YOU ON MY MIND AGAIN</b> Buck Owens & His Buckaroos, Capitol 2300 (Blue Book, BMI)	5	45	45	<b>ROSES TO RENO</b> Bob Bishop, ABC 11132 (Cedarwood, BMI)	3
9	2	<b>SHE STILLS COMES AROUND (To Love What's Left of Me)</b> Jerry Lee Lewis, Smash 2186 (Gallico, BMI)	9	46	46	<b>DON'T WORRY 'BOUT THE MULE (Just Load the Wagon)</b> Glenn Barber, Hickory 1517 (Acuff-Rose, BMI)	3
10	8	<b>NEXT IN LINE</b> Conway Twitty, Decca 32361 (Tree, BMI)	15	47	47	<b>TAKE MY HAND FOR AWHILE</b> George Hamilton IV, RCA Victor 47-9637 (T.M./Gypsy Boy, BMI)	6
11	5	<b>IT'S ALL OVER BUT THE CRYING</b> Hank Williams Jr., MGM 4540 (Hastings, BMI)	13	48	49	<b>POWER OF YOUR SWEET LOVE</b> Claude King, Columbia 44642 (Glo-Mac, BMI)	6
23	23	<b>PLASTIC SADDLE</b> Nat Stuckey, RCA Victor 47-9631 (Acclaim, BMI)	7	49	54	<b>IN THE GOOD OLD DAYS (When Times Were Bad)</b> Dolly Parton, RCA Victor 47-9657 (Owepar, BMI)	2
12	12	<b>MILWAUKEE HERE I COME</b> George Jones & Brenda Carter, Musicor 1325 (Glad, BMI)	9	50	52	<b>I WAS WITH RED FOLEY (The Night He Passed Away)</b> Luke the Drifter Jr., MGM 14002 (Audlee, BMI)	3
13	12	<b>MILWAUKEE HERE I COME</b> George Jones & Brenda Carter, Musicor 1325 (Glad, BMI)	9	51	48	<b>ALABAMA WILD MAN</b> Jerry Reed, RCA Victor 47-9623 (Vector, BMI)	9
17	17	<b>LITTLE ARROWS</b> Leapy Lee, Decca 32380 (Duchess, BMI)	6	52	—	<b>EVER CHANGING MIND</b> Don Gibson, RCA Victor 47-9663 (Acuff-Rose, BMI)	1
15	13	<b>THEN YOU CAN TELL ME GOODBYE</b> Eddy Arnold, RCA Victor 47-9606 (Acuff-Rose, BMI)	13	53	—	<b>DON'T WAKE ME I'M DREAMIN'</b> Warner Mack, Decca 32394 (Page Boy, SESAC)	1
16	16	<b>SMOKEY THE BAR</b> Hank Thompson, Dot 17163 (Brazos Valley, BMI)	5	54	69	<b>THE AUCTIONEER</b> Brenda Byers, MTA 160 (Randy Smith, ASCAP)	5
21	21	<b>I TAKE A LOT OF PRIDE IN WHAT I AM</b> Merle Haggard & the Strangers, Capitol 2289 (Blue Book, BMI)	3	55	—	<b>THEY DON'T MAKE LOVE LIKE THEY USED TO</b> Eddy Arnold, RCA Victor 47-9667 (Tree, BMI)	1
18	18	<b>ANGRY WORDS</b> Stonewall Jackson, Columbia 44625 (Moss-Rose, BMI)	9	56	—	<b>LOVE IS ENDING</b> Liz Anderson, RCA Victor 47-9650 (Greenback, BMI)	1
19	14	<b>WHEN YOU ARE GONE</b> Jim Reeves, RCA Victor 47-9614 (Tuckahoe, BMI)	10	57	—	<b>LESS OF ME</b> Bobbie Gentry & Glen Campbell, Capitol 2314 (Bechwood, BMI)	1
20	15	<b>HARPER VALLEY P.T.A.</b> Jeannie C. Riley, Plantation 3 (Newkeys, BMI)	14	58	58	<b>SON OF A SAWMILL MAN</b> Osborne Brothers, Decca 32382 (Sure-Fire, BMI)	6
21	19	<b>HAPPY STATE OF MIND</b> Bill Anderson, Decca 32360 (Stallion, BMI)	15	59	60	<b>HAPPINESS HILL</b> Kitty Wells, Decca 32389 (Wells, BMI)	2
22	28	<b>JACKSON AIN'T A VERY BIG TOWN</b> Johnny Duncan & June Stearns, Columbia 44656 (Acclaim, BMI)	6	60	—	<b>WHEN I TURN 21</b> Buddy Alan, Capitol 2305 (Blue Book, BMI)	1
23	26	<b>SATURDAY NIGHT</b> Webb Pierce, Decca 32388 (Tuesday, BMI)	5	61	63	<b>I WISH I WAS YOUR FRIEND</b> Wanda Jackson & Party Times, Capitol 2315 (Wilderness, BMI)	2
24	24	<b>HARPER VALLEY P.T.A. (Later That Same Day)</b> Ben Colder, MGM 13997 (Newkeys, ASCAP)	5	62	64	<b>GOT LEAVIN' ON HER MIND</b> Mac Wiseman, MGM 13986 (Jack, BMI)	3
25	25	<b>WHITE FENCES &amp; EVERGREEN TREES</b> Ferlin Husky & Hushpuppies, Capitol 2288 (Blue Crest, BMI)	6	63	—	<b>HOLD WHAT YOU'VE GOT</b> Diana Trask, Dot 17160 (Tree, BMI)	1
26	29	<b>WICHITA LINEMAN</b> Glen Campbell, Capitol 2302 (Canopy, ASCAP)	4	64	62	<b>LOVIN' YOU (The Way I Do)</b> Hank Locklin, RCA Victor 47-9646 (Singleton, BMI)	4
27	30	<b>THE CARROLL COUNTRY ACCIDENT</b> Porter Wagoner, RCA Victor 47-9651 (Warden, BMI)	3	65	65	<b>SUNSHINE MAN</b> Mac Curtis, Epic 10385 (Pamper, BMI)	6
28	20	<b>CRY, CRY, CRY</b> Connie Smith, RCA Victor 47-9624 (Fingerlake, BMI)	9	66	66	<b>1432 FRANKLIN PIKE CIRCLE HERO</b> Bobby Russell, Elf 90020 (Russell-Cason, ASCAP)	3
29	43	<b>THE TOWN THAT BROKE MY HEART</b> Bobby Bare, RCA Victor 47-9643 (Newkeys, BMI)	5	67	67	<b>TO BE A CHILD AGAIN</b> Anita Carter, United Artists 50444 (Passkey, BMI)	3
30	27	<b>I AIN'T BUYING</b> Johnny Darrell, United Artists 50442 (United Artists, ASCAP)	10	68	70	<b>NOW I CAN LIVE AGAIN</b> Mickey Gilley, Paula 1200 (Jack, BMI)	6
31	38	<b>BALLAD OF TWO BROTHERS</b> Aulry Inman, Epic 10389 (Tree, BMI)	4	69	72	<b>BIG RIG ROLLIN' MAN</b> Johnny Dollar, Chart 59-1057 (Yonah, BMI)	2
32	71	<b>YOURS LOVE</b> Waylon Jennings, RCA Victor 47-9642 (Wilderness, BMI)	2	70	—	<b>FEED ME ONE MORE LIE</b> Mary Taylor, Dot 17168 (Blue Crest, BMI)	1
33	33	<b>AGE OF WORRY</b> Billy Walker, Monument 1098 (Matamoros, BMI)	4	71	—	<b>DON'T CRY BABY</b> Freddie Hart, Kapp 944 (Jack O'Diamonds, BMI)	1
34	—	<b>WHEN THE GRASS GROWS OVER ME</b> George Jones, Musicor 1333 (Glad, BMI)	1	72	—	<b>TOO ROUGH ON ME</b> Earl Scott, Decca 32397 (Four Star, BMI)	1
35	32	<b>RENO</b> Dottie West, RCA Victor 47-9607 (4 Star, BMI)	12	73	—	<b>MY SON</b> Jan Howard, Decca 32407 (Stallion, BMI)	1
36	36	<b>A HAMMER &amp; NAILS</b> Jimmy Dean, RCA Victor 47-9652 (Singleton, BMI)	3	74	75	<b>YOU TOUCHED MY HEART</b> David Rodgers, Columbia 44668 (Gallico, BMI)	2
37	37	<b>BORN TO LOVE YOU</b> Jimmy Newman, Decca 32366 (Minute Men, BMI)	13	75	—	<b>EVERYBODY NEEDS SOMEBODY</b> Compton Brothers, Dot 17167 (Blue Book, BMI)	1



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## Country Music

### DICKENS FINDS IT'S SNOW USE

NASHVILLE—Jimmy Dickens, Decca artist who is the latest of the country singers to join the fast-moving fast-food business, missed his first board of directors' meetings called here. Dickens was snowbound in West Virginia.

Among other members of the board is Congressman Richard Fulton, who has recorded on RCA Victor. The singer will franchise establishments known as Dickens' Chickens.

### Nashville Scene

Long-time WPLO air personality and program director Mac Curtis, who recorded as a "side-line," now will devote more time to his work as an artist. He has left the Atlanta station for WHOO, Orlando, where he will do air work and branch out as a performer. He will have some freedom to travel the Florida club circuit. . . . Tree International's Buddy Killen, in November, has been turning out 20 Nashville recording sessions for Dot, and goes to Memphis to produce sessions (LP and single) for Dial artist Joe Tex. . . . The Nov. 16 show at the WWVA Jamboree in Wheeling featured 33 country artists, headed by Decca's Jack Greene.

Slick Lawson, veteran bass man who doubles in other duties, is going on a road tour with Boots Randolph, and plans to do extensive camera work while on the road. . . . Jack Breece of (Box 1101) KXRB, Sioux Falls, S. D., now plans to go on the air about Christmas time with a 10,000-watt full time country operation and needs to build a library. His station will cover parts of North and South Dakota, Iowa, Minnesota and Nebraska. . . . Middle Georgia Music, Varieties and Recording of Monticello, Ga., has released its first single on the Country Town label. The push side is a recitation titled "A Letter To the President" with background music. The number is performed by Pam Treadway, who has other releases out on the company's New Talent label. . . . Omar Record artist Bobby Parrish played the Florida Quarter-Horse convention at Ocala.

Bob Homan, Yakima, Wash., has cut his first album for HEB Records. The release date is set for December. . . . Bradley's Barn, the building from where many of Nashville's sounds emanate, is the name of the new album by the Beau Brummels. More than coincidentally, all the sides were cut at the barn. . . . Flatt & Scruggs appear on the "Beverly Hillbillies" show Wednesday (20). . . . Earl Scruggs has written a new instruction book titled "Earl Scruggs and the 5-string Banjo." . . . Mountain Records of Colorado has released a couple of new good-sound records, one by Big Jim, another by The Kountry Knights, with Gary Willis handling the vocal. . . . Station CKDM, Dauphin, Manitoba, held its first talent show of the season in Ste. Rose Dulac, Manitoba, and raised more than \$1,800 in pledges to help install an artificial ice top on their Centennial Rink. The talent shows are annual features of the station, whistle - stopping through Manitoba, collecting funds for worthy community projects. They also serve to bring new

(Continued on page 35)

# Hot Country LP's

Billboard SPECIAL SURVEY  
 For Week Ending 11/23/68

★ STAR Performer—LP's registering proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	<b>HARPER VALLEY P.T.A.</b> Jeannie C. Riley, Plantation PLP 1 (S)	8
2	4	<b>GENTLE ON MY MIND</b> Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	60
3	2	<b>BOBBIE GENTRY &amp; GLEN CAMPBELL</b> Capitol ST 2928 (S)	7
4	3	<b>JOHNNY CASH AT FOLSOM PRISON</b> Columbia (No Mono); CS 9639 (S)	24
5	5	<b>WALKIN' IN LOVELAND</b> Eddy Arnold, RCA Victor LSP 4089 (S)	5
6	6	<b>MAMA TRIED</b> Merle Haggard, Capitol ST 2972 (S)	9
7	7	<b>JUST THE TWO OF US</b> Porter Wagoner & Dolly Parton, RCA Victor LPM 4039 (M); LSP 4039 (S)	8
8	8	<b>SONGS OF PRIDE . . . CHARLEY, THAT IS</b> Charley Pride, RCA Victor LPM 4041 (M); LSP 4041 (S)	10
9	9	<b>NEXT IN LINE</b> Conway Twitty, Decca DL 75062 (S)	6
10	10	<b>D-I-V-O-R-C-E</b> Tammy Wynette, Epic (No Mono); BN 26392 (S)	17
11	11	<b>A NEW PLACE IN THE SUN</b> Glen Campbell, Capitol (No Mono); ST 2907 (S)	28
12	12	<b>LORETTA LYNN'S GREATEST HITS</b> Decca (No Mono); DL 75000 (S)	21
13	13	<b>BY THE TIME I GET TO PHOENIX</b> Glen Campbell, Capitol T 2851 (M); ST 2851 (S)	48
14	15	<b>HEY LITTLE ONE</b> Glen Campbell, Capitol T 2878 (M); ST 2878 (S)	35
15	14	<b>THE ROMANTIC WORLD OF EDDY ARNOLD</b> RCA Victor LPM 4009 (M); LSP 4009 (S)	25
16	20	<b>WICHITA LINEMAN</b> Glen Campbell, Capitol ST 103 (S)	2
17	17	<b>ANOTHER TIME, ANOTHER PLACE</b> Jerry Lee Lewis, Smash (No Mono); SR5 67104 (S)	24
18	19	<b>A TIME TO SING</b> Hank Williams Jr., MGM (No Mono); SE 4540 (S)	11
19	21	<b>HONEY</b> Bobby Goldsboro, United Artists UAL 3642 (M); UAS 6642 (S)	29
20	26	<b>JIM REEVES ON STAGE</b> RCA Victor LSP 4062 (S)	3
21	18	<b>BLUE RIBBON COUNTRY</b> Various Artists, Capitol STBB 2969 (S)	8
22	22	<b>THE BEST OF MERLE HAGGARD</b> Capitol (No Mono); SKAD 2951 (S)	13
23	33	<b>I WALK ALONE</b> Marty Robbins, Columbia CS 9725 (S)	2
24	24	<b>HAPPY STATE OF MIND</b> Bill Anderson, Decca DL 75056 (S)	6
25	16	<b>ALREADY IT'S HEAVEN</b> David Houston, Epic (No Mono); BN 26391 (S)	16
26	23	<b>BIG GIRLS DON'T CRY</b> Lynn Anderson, Chart CHM 1008 (M); CHS 1008 (S)	16
27	28	<b>MORE COUNTRY SOUL</b> Don Gibson, RCA Victor LSP 4053 (S)	4
28	31	<b>MAKE MINE COUNTRY</b> Charley Pride, RCA Victor LPM 3952 (M); LSP 3952 (S)	27
29	34	<b>GOOD TIMES</b> Willie Nelson, RCA Victor LSP 4057 (S)	3
30	25	<b>THE GEORGE JONES STORY</b> Musicor M2S 3159 (S)	8
31	44	<b>BORN TO BE WITH YOU</b> Sonny James, Capitol ST 111 (S)	2
32	30	<b>SWEET ROSIE JONES</b> Buck Owens & His Buckaroos, Capitol (No Mono); ST 2962 (S)	18
33	—	<b>NASHVILLE BRASS PLAY THE NASHVILLE SOUND</b> RCA Victor LSP 4059 (S)	1
34	35	<b>THE GUITAR PLAYER</b> Buck Owens and His Buckaroos, Capitol ST 2994 (S)	3
35	—	<b>SUNSHINE MAN</b> Mac Curtis, Epic BN 26419 (S)	1
36	36	<b>BEST OF EDDY ARNOLD</b> RCA Victor LPM 3565 (M); LSP 3565 (S)	83
37	38	<b>NAT STUCKY SINGS</b> RCA Victor LSP 4090 (S)	2
38	42	<b>ALABAMA WILD MAN</b> Jerry Reed, RCA Victor LSP 4069 (S)	4
39	39	<b>SOUNDS OF GOODBYE</b> Gosdin Brothers, Capitol ST 2852 (S)	4
40	43	<b>PROMISES, PROMISES</b> Lynn Anderson, Chart CHM 1004 (M); CHS 1004 (S)	44
41	41	<b>BORN A FOOL</b> Freddie Hart, Kapp KS 3568 (S)	5
42	32	<b>A REAL GOOD WOMAN</b> Jean Shepard, Capitol ST 2966 (S)	4
43	37	<b>UNDO THE RIGHT</b> Johnny Bush, Stop LPS 0005 (S)	7
44	45	<b>ON TAP, IN THE CAN OR IN THE BOTTLE</b> Hank Thompson, Dot DLP 25894 (S)	2
45	40	<b>TOUCH OF SADNESS</b> Jim Reeves, RCA Victor LPM 3987 (M); LSP 3987 (S)	29

FIRST EDITIONS IN  
TOP CHART ACTION

"Your Squaw  
Is On  
The Warpath"



Loretta Lynn



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Country Music

Nashville  
Scene

• Continued from page 34

Canadian talent to the spotlight. . . . **Dottie West & Bill West**, the husband-wife team who have succeeded at virtually everything, now have signed a new long-term exclusive writer's contract with Tree Publishing. Together or separately they have done well at songwriting.

**Jeanie C. Riley** lost her legal battle in the New York Supreme Court to enjoin temporarily the Little Darlin' Corporation from producing and selling records under her name. She charged that the defendants were exploiting her fame. The court suggested she may produce evidence at a trial which will support her complaint.

. . . **Charley Pride** is working **Billy Deaton** dates through November in Texas. . . . **KBER**, San Antonio, celebrated its seventh anniversary Sunday (17). . . . **Shot Jackson** is back home after a long bout with coronaries on the road. . . . Two weeks before show-time, the **KBBQ** show starring **Marty Robbins** was a sell-out. The station now is directing its attention to its next big show Jan. 24 in Los Angeles with **KFOX**. . . . **Noble Bell**, former executive of the Chemical Bank and New York Trust Co., New York, is now with the **Shelby Singleton** Corp. here as vice-president and treasurer. . . . **Jack Key**, son of Nashville talent agent **Jimmy Key**, and **Miss Diana Minchey** were married, just be-

Nam. . . . **Mercury's Billy Grammer** satisfied a yen recently by jumping from an airplane. The "Grand Ole Opry" artist and his daughter, **Dianne**, joined the Nashville Parachute Club and have been making regular jumps since that time. . . . **Ray Pillow** has cut a new ABC session, and his new LP, "Wonderful Day" is just out.

**Ronnie Barth** of Karate Records has her own band now, called **The Tumbleweeds**. . . . **Jim Ed Brown** and **The Gems** spent election night in Minneapolis, playing at the Democratic National Committee show. . . . **Pee Wee King**, more active than ever, did a "National Barn Dance" show in Chicago, drove to Nashville to tape a "Bill Anderson" Show, then cut the "Billy Walker Show" and finally videotaped the National Life "Grand Ole Opry." All this in a little over a week.



**BONNIE GUITAR**, who joined Dot Records in 1957, has renewed her association with the company. In addition to her own best sellers, she has discovered artists for whom she now produces. Showing their professional affection for Miss Guitar are **Richard Pierce** (left), Dot's executive vice-president and general manager, and **Arnold Burk**, Paramount Pictures vice-president in charge of music operations and Dot's president.

FIRST EDITIONS IN  
TOP CHART ACTION

"Son of A  
Sawmill Man"



Osborne Bros.



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## Masters Music Fest Posts 180G Gross in Summer Run

NASHVILLE — The Masters Festival of Music, now in its fifth year, grossed more than \$180,000 for performances in nine cities during the summer season.

In its first two appearances of the fall-winter season, the show played to sellouts in Nashville and Atlanta, grossing more than \$81,000 in the two cities.

Headliners of the shows are Chet Atkins, Boots Randolph, Floyd Cramer and Jerry Reed. They are backed by the Music City Strings, the Nashville Sound of Brass, and the Nashville All Stars Band.

The festival has upcoming on

its remaining 1968 schedule such cities as San Antonio, Fort Worth; Columbia, S. C., and Raleigh, N. C. Already slated for 1969 are Dallas, Orlando, Fort Lauderdale, Miami, Mobile; Monroe, La; Houston, Tulsa, Amarillo, Lubbock, Birmingham, Oklahoma City, Wichita, Richmond, and Roanoke-Salem, Va.

X. Cosse, who manages, produces and promotes the show, said it could be on the road as many as 50 weeks of the year because of demand, but was limited by other engagements of the individual artists.



A way-out album by the British vocal team of Peter and Gordon is currently stirring up a lot of interest in the charts. "Hot, Cold and Custard" is the somewhat bizarre title of this album. The tracks have equally strange names, for instance, "The Magic Story of the Park-keeper and his Fairy Godmother" and "Freedom is a Breakfast Food." Peter and Gordon treat this extremely original and unusual album with their customary verve and enthusiasm. For the ultimate in musical backing, Peter and Gordon insist on Gibson guitars—the choice of professional musicians. (Advertisement)

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**MORE NEWS**  
**FROM** **INTERNATIONAL**  
See pages 76-77

For  
**RECORD**  
Sales  
**Billboard**

# Billboard TOP 40 Easy Listening

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

THIS WEEK	Wks. Ago			TITLE, Artist, Label & Number	Wks. On Chart
	1	2	3		
1	1	1	1	THOSE WERE THE DAYS Mary Hopkin, Apple 1801 (T.R.O., BMI)	8
2	2	3	6	CYCLES Frank Sinatra, Reprise 0764 (Irving, BMI)	6
3	3	4	5	LES BICYCLETES DE BELSIZE Engelbert Humperdinck, Parrot 40032 (W-7, ASCAP)	6
4	4	7	28	NOT ENOUGH INDIANS Dean Martin, Reprise 0780 (Pomona, BMI)	4
5	7	12	38	WICHITA LINEMAN Glen Campbell, Capitol 2302 (Canopy, ASCAP)	4
6	6	9	12	THE STRAIGHT LIFE Bobby Goldsboro, United Artists 50461 (Viva, BMI)	5
7	12	20	37	I LOVE HOW YOU LOVE ME Bobby Vinton, Epic 10397 (Screen Gems-Columbia, BMI)	4
8	8	6	4	LITTLE GREEN APPLES O. C. Smith, Columbia 44616 (Russell-Cason, ASCAP)	8
9	10	10	13	1432 FRANKLIN PIKE CIRCLE HERO Bobby Russell, Elf 90020 (Russell-Cason, ASCAP)	5
10	9	5	3	OVER YOU Gary Puckett & the Union Gap, Columbia 44644 (Viva, BMI)	10
11	18	30	—	PROMISES, PROMISES Dionne Warwick, Scepter 12231 (Blue Seas/Jac/Morris, ASCAP)	3
12	14	15	15	LOOK HOMEWARD ANGEL Ray Conniff Singers, Columbia 44645 (Vibar, ASCAP)	9
13	15	18	—	PUT YOUR HEAD ON MY SHOULDER Lettermen, Capitol 2324 (Sparka, BMI)	3
14	5	2	2	MY SPECIAL ANGEL Vogues, Reprise 0766 (Viva, BMI)	12
15	17	23	23	BATTLE HYMN OF THE REPUBLIC Andy Williams, Columbia 44650 (Public Domain)	5
16	16	17	18	THE OL' RACE TRACK Mills Brothers, Dot 17162 (Notable, ASCAP)	6
17	28	—	—	SCARBOROUGH FAIR Sergio Mendes & Brasil '66, A&M 986 (Charing Cross, BMI)	2
18	33	—	—	BOTH SIDES NOW Judy Collins, Elektra 45639 (Siqomb, BMI)	2
19	19	31	32	TODAY Jimmie Rodgers, A&M 976 (Miller, ASCAP)	7
20	20	27	30	STAND BY YOUR MAN Patti Page, Columbia 44666 (Gallico, BMI)	5
21	21	21	22	WAKE UP TO ME GENTLE Al Martino, Capitol 2285 (Beechwood, BMI)	5
22	22	22	—	KISS HER NOW Ed Ames, RCA Victor 47-9647 (Jerrycos, ASCAP)	3
23	27	29	—	THE YARD WENT ON FOREVER Richard Harris, Dunhill 4170 (Canape, ASCAP)	3
24	11	11	11	ALFIE Eivets Rednow, Gordy 7076 (Famous, ASCAP)	8
25	—	—	—	THEY DON'T MAKE LOVE LIKE THEY USED TO Eddy Arnold, RCA Victor 47-9667 (Tree, BMI)	1
26	25	25	20	HOLD ME TIGHT Johnny Nash, Jad 207 (Nash, ASCAP)	6
27	24	13	8	GENTLE ON MY MIND Glen Campbell, Capitol 5939 (Glaser, BMI)	7
28	30	—	—	AMERICAN BOYS Petula Clark, Warner Bros.-Seven Arts 7244 (Duchess, BMI)	2
29	—	—	—	LO MUCHO QUE TE QUIERO (The More I Love You) Rene & Rene, White Whale 287 (Pecos, BMI)	1
30	—	—	—	ABRAHAM, MARTIN & JOHN Dion, Laurie 3464 (Roznique/Sanphil, BMI)	1
31	31	32	—	HI-HEEL SNEAKERS Jose Feliciano, RCA Victor 47-9641 (Medal, BMI)	3
32	32	—	—	ONLY FOR LOVERS Roger Williams, Kapp 949 (Spielman, ASCAP)	2
33	—	—	—	TILL Vogues, Reprise 0788 (Chappell, ASCAP)	1
34	35	36	40	HEY MISTER Four Jacks & a Jill, RCA Victor 47-9655 (Leatrec, ASCAP)	4
35	36	38	—	MORNIN' GLORY Bobbie Gentry & Glen Campbell, Capitol 2314 (Shayne, ASCAP)	3
36	37	37	—	A MAN, A HORSE AND A GUN Henry Mancini, RCA Victor 47-9654 (Marks, BMI)	3
37	—	—	—	CHITTY CHITTY BANG BANG Paul Mauriat, Philips 40574 (Unart, BMI)	1
38	38	39	39	LITTLE ARROWS Leapy Lee, Decca 32380 (Duchess, BMI)	4
39	39	—	—	LET GO! Sandpipers, A&M 997 (Duchess, BMI)	2
40	—	—	—	SOULFUL STRUT Young-Holt Unlimitee, Brunswick 55391 (Bakar/BRC, BMI)	1

**CARL VAUGHN**

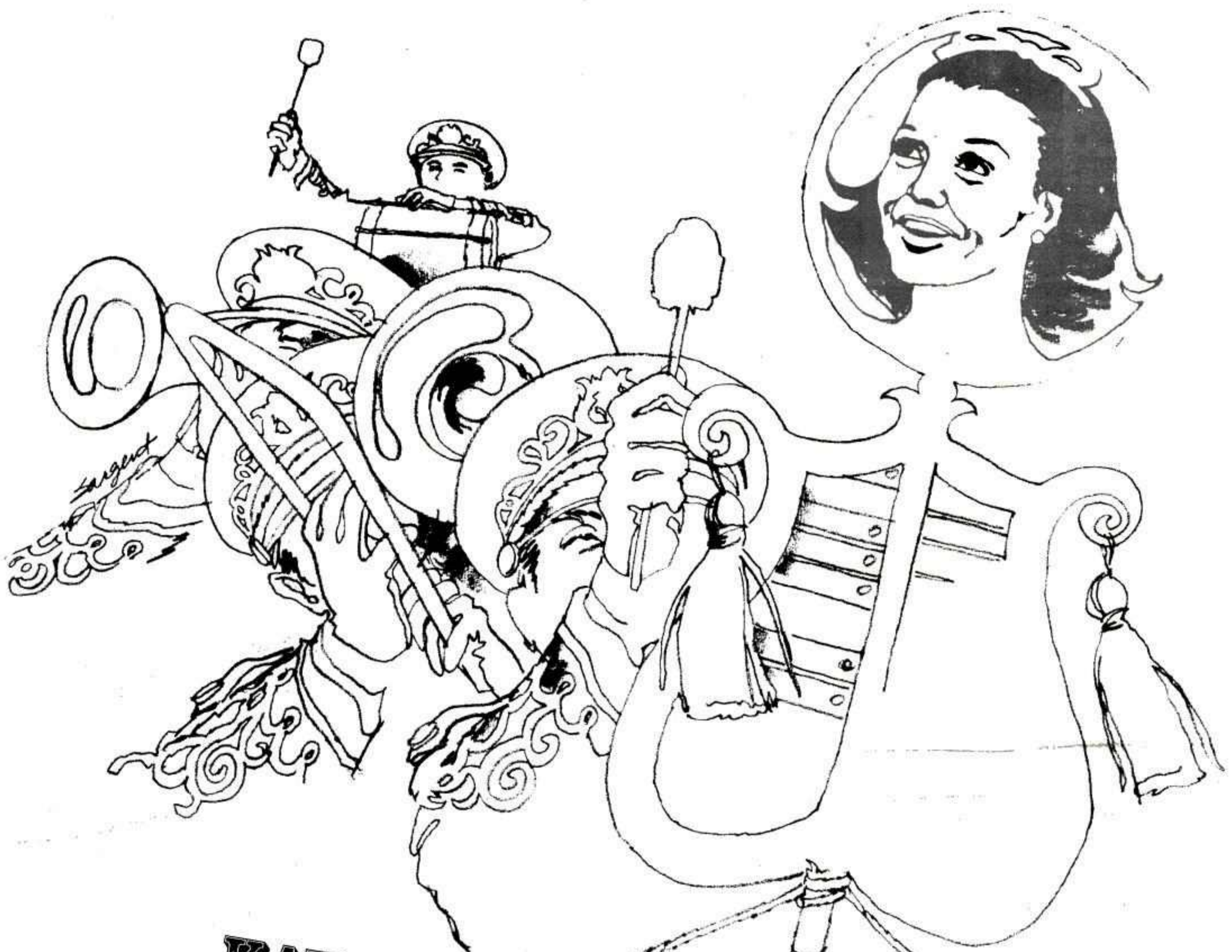
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# Radio-TV programming

## THE MUSIC DIRECTOR

### Bertha Porter: Trend Setter

HARTFORD, Conn. — One of the best music directors in the business is Bertha Porter of WDRG, and although Hartford is only the 43d largest radio market, her influence in music and music tastes is felt nationwide. The reason, of course, is that Hartford is one of the nation's major testing areas for records. As an illustration of just how important Hartford is to the nation's record business—record companies have showered 15 honorary gold records on Bertha Porter for helping to break records.

The station, represented by Edward Petry & Co. for national advertising, programs to a mass audience, featuring primarily tunes on Billboard's Hot 100 chart. But one of the key joys of any music director is getting new records first. This is why WDRG, one night, sent a remote broadcast unit more than 100 miles to a New York airport to pick up a copy of a new Beatles LP. Additional excitement with listeners was gen-

erated by broadcasting continuous progress reports on the vehicle as it sped back to Hartford with the prized exclusive tunes.

Bertha Porter, queen of music directors, started with WDRG June 5, 23 years ago—in the days when the station carried a bevy of network shows and there wasn't that much for a music director to do and so she helped out in bookkeeping and on the telephone switchboard. Today, however, her job takes up a six-day week. Her record files alone would be a major job; she has more than 3,500 singles cataloged alphabetically by artist and 3,000 albums (plus countless more albums at the transmitter site). She hangs on to every record received by the station for at least three to four months. But about four times a year she does housecleaning and turns over all of the records that didn't "make it" to a local hospital for retarded children or other similar operations. Records that be-

come a hit, of course, are held onto.

Her philosophy about picking new records for airplay is simple: "Either I like the record or I don't. But I'm not so stubborn that if a record becomes a hit anyway I'll ignore it. There have been records that I didn't like that became hits . . . but before they did, we were playing them." She often listens up to 10 or 12 times to a record in order to make a final decision to play it or not play it.

Hartford is a unique area, musically, she feels, because it's an affluent area and both teens and young adults have so much money to spend on leisure—especially records and "this area likes instrumentals, regardless of the tempo." Too, almost any record sells except possibly pure country tunes, she said.

Bertha keeps in-depth tabs on every record in the area, calling 30 retail outlets in the listening area, plus three one-stop operators. "I don't have to worry

*(Continued on page 42)*

### 3 RKO-FMers Go Drake Route

By ELIOT TIEGEL

LOS ANGELES—Three of RKO General's FM stations have switched their programming to the new automated "unpredictable Hit Parade" soft rock format devised by consultant Bill Drake.

These stations include KHJ-FM, here, KFRC-FM, San Francisco, and WROR, Boston. The latter is the first of the chain's FMers to change its call letters. It was formerly WRKO-FM.

Eventually all the FM's will have their own separate identity, explains Gary Mack, FM coordinator with Drake-Chenault programming service. Changes are underway for stations in San Diego, San Francisco, Los Angeles and other cities.

Still to be converted are stations in Washington, Cleveland, and Memphis, an AM operation. WOR-FM, the New York outlet, will not have its oldie rock format tampered.

Key to changing over is the installation of a sophisticated automation system involving four reel tape machines and three cartridge players.

#### Looks Through Titles

The music is selected by Drake after one of his associates, Karen Edwards, culls through all the appropriate stereo albums and singles. The emphasis is on a stereo signal built around "long sweeps of music, a lot of oldies and a regularly updated list of the softer chart hits," explains Mack.

The format was one year in planning and is meant to present a livelier sound for FM listeners, Mack says. At the top of the hour there is no front announcement of song title. Records are front-announced or back-announced, but never both on a rotating basis which is meant to create an "unpredictable" feeling.

Avoided are hard rock songs

or psychedelic music. Old hits go back to 1954. The tapes are cut here and sent out to the other stations. On January 1, the program will shift from "Hit Parade 68" to "Hit Parade 69" and there will be more current hits aired per hour, with the sound even softened a bit.

#### Other Stations

In addition to the RKO chain, Drake-Chenault is also talking with a number of other stations about using the service. Drake uses a free-lance announcer on the tapes. The system is designed so that there is no dead air, with the various tape machines clicking on an off when music ends, jingles begin and commercials inserted. There were still some bugs in the machines here three weeks after the format went on the air. Listeners heard two songs simultaneously or music and a commercial at the same time.

*(Continued on page 42)*



KIEV AIR PERSONALITIES Jack Morris, left, and Doc Hull, right, welcome Roy Drusky to the Glendale (Los Angeles) radio station. Drusky was delivering, in person, copies of his new "Jody and the Kid" album to the country music station.

### WERK Holds Session To Air DJs' Opinions

MUNCIE, Ind. — Worried that its "more music" concept might eventually begin to sound like a jukebox, WERK here called all of the air personalities together and taped the event.

"We talked about life, love, peace, religion," said program director Tom Cochrun. "Then we produced excerpts as 30-second features. We tried to get a good 'thumbnail' of the opinion of each deejay on a specific subject. These were introduced with a drum roll and then billed like: 'Tom Cochrun on Religion.' These little profiles, featuring each of the deejays, cover about 30 topics in all."

WERK has a good sound, said Cochrun, "but we wonder how long people will want to listen to a jukebox type of operation. So, we came up with these profiles as a method of keeping our 'more music' programming concept, yet building more identification for the personalities."

The staff of WERK includes, besides Cochrun, manager Bill Shirk, who keeps his hand in by doing a Sunday request program; music director Gil Hole, production chief Larry McCabe, and Joe (Joe London) Luebbe.

The Hot 100 format station

*(Continued on page 40)*

## PROGRAMMER SPEAKS UP

### Norberg: Top 40 Leading Form

**EDITOR'S NOTE:** This is the latest in a series of bylined articles about Top 40 radio written by some of the nation's most creative programming minds. Here, Eric G. Norberg, 25-year-old program director of KMBY in Monterey, Calif., presents viewpoints on both rock 'n' roll radio and progressive rock radio.

Top 40 is the leading form of radio broadcasting. Its goal is to provide an entertaining and informative service that will please most of the people most of the time. This it attempts to do, primarily, by playing the most popular music, no matter what it's like, and doing so with flair and dash. When the total Top 40 shares in a given market begin to slide, then the programming or its method of presentation, or both, is losing mass

appeal . . . most often, in that vital over-21 age group sector. What's wrong?

The greatest fallacy about contemporary radio is that its appeal is mainly to kids. Your salesmen are constantly running up against this myth and, unfortunately, many radio programmers are also obsessed with "getting the kids" to the extreme of programming directly at them. We are, of course, embroiled in a youth-oriented culture; and naturally it's the youth that shape the trends. Nonetheless, if you focus your programming at the young adult, you'll find little, if any, loss in the under-21 audience, and much greater strength in all age groups above 21. There are two advantages here: Your station not only winds up with healthier numbers, but also with considerable insurance against any inroads your competitor may

make in the future with some new programming idea or technique. This latter benefit comes as a result of the greater station loyalty of the older audience . . . they'll stay with you even if the kids desert you for a while.

#### Boss Syndrome

If you're satisfied that the range of your music is wide enough to allow considerable contrast from record to record and if you feel your air personalities and over-all sound are not slanted too much to the teenybopper, then perhaps your station is a victim of the "boss" syndrome. While the "boss" radio concept has had remarkable success in wrestling rating dominance from more traditional Top 40 approaches (primarily through shrewd manipulation of psychological factors), nonetheless in the majority of markets

*(Continued on page 44)*



WHEN THE JIMI HENDRIX EXPERIENCE performed a concert in St. Louis, progressive rock format KSHE-FM took advantage of the situation to toss a poster contest in conjunction with Reprise Records. Judging the finalists are Warner Bros.-Seven Arts promotion representative Mike Gratz and Ron Elz, right, operations director of KSHE-FM.

### Taylor Bows New Firm

ASHEVILLE, N. C.—Chuck Taylor, a former air personality and program director, has launched a new firm—Taylor Made Enterprises—here to provide services and programming material to radio-TV stations. First project is syndicating a radio show in the U. S. featuring British deejay Dave Cash, who hosts a show on the BBC. The syndicated show, featuring the latest English releases, originates in the Yellow Submarine discotheque owned by the Beatles in London's Royal Lancaster Hotel. It's available in half-hour or hour formats once a week. About a third of the shows fea-

ture short interviews with British artists. Taylor Made Enterprises will also produce records and publish music, as well as promote live shows.

#### Campbell Hr. Set

LOS ANGELES—"The Glen Campbell Goodtime Hour" bows on CBS-TV network Jan. 29 at 7:30 p.m. (EST). Roger Gimbel will produce the musical comedy series. Ken Dragen and Ken Fritz are executive producers. Pat Paulsen will make a string of guest appearances on the show.

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# programming aids

• Continued from page 40

Ross and the Supremes, Motown; BH(s): "Don't Pat My Back," Cassandra, Capitol; "Where Is My Baby," Aaron Neville, Amy; "Same Boat," B. Bland, Duke.



**Columbus—WOKS**

**Ernestine Mathis**

Music Director, Personality

BP: "Don't Cry My Love," Impressions, ABC. BLFP: "Freedom Train," James Carr, Mala. BH: "Too Weak to Fight," Clarence Carter, Atlantic; BLFH: "Rockin' in Same Ol' Boat," Bobby Bland, Duke.

Tyler—KZEY

**Dick Anderson**

Program Director

BP: "Too Weak to Fight," Clarence Carter, Atlantic. BLFP: "Who's Making Love," Johnny Taylor, Stax. BH: "For Once in My Life," Stevie Wonder, Tamla. BLFH: "Harper Valley P.T.A., Gossip," Effie Smith, Ee Cee.

## PROGRESSIVE ROCK



**Worcester, Mass.—WORC**

**Jeff Starr**

Music/Program Director

BP: "Lucille," B. B. King, Blues Way (LP). BLFP: "Let's Spend the Night Together," Muddy Waters, Cadet Concept (LP—Electric Mud). BH: "Marmalade," Mike Bloomfield and Friends, Columbia (Grape Jam LP—Moby Grape). BLFH: "Borneo," Orpheus, MGM (Orpheus Ascending LP).

## OTHER PICKS

**HOT 100:** Bob Niles, Battle Creek, Mich., WKFR, BP: "Cloud Nine," Temptations, Gordy, and BH: "Hey Jude," Beatles, Apple. . . . Ron Bastone, Springfield, Vt., WCFR, BP: "Pig Snoots," Natural Bridge Bunch, Atco, BH: "Abraham, Martin & John," Dion, Laurie. . . . Judson Rosebush, Wooster, Ohio, WWST, BP: "Gotta Get Back," Cherry People, Heritage, and BH: "I Can't Turn You Loose," The Chambers Brothers, Col. . . . Gary Steele, Huntsville, Ala., WAAY, BP: "Right Relations," Johnny Rivers, and BH: "The Yard Went On Forever," Richard Harris, Dunhill. . . . J. Robert Dark, Wichita, KEYN, BP: "Abraham, Martin & John," Dion, Laurie, and BH: "Cinnamon," Derek, Bang. . . . Don Goldberg, State College, Pa., WRSC, BP: "Rare, Precious & Beautiful," The Bee Gees, Atco, and BH: "Shine On Brightly," Procul Harum, A&M. . . . Jay Walker, Grand Rapids, WGRD, BP: "See Saw," Aretha Franklin, Atlantic, and BH: "Abraham, Martin & John," Dion, Laurie. . . . John Bowles, Delaware, WDCR, BLFP: "Ramblin' Gamblin' Man," Bob Seger, Capitol, "Shake," Shadow of Knight, Team, "Shame, Shame," Magic Lantern, Atlantic, "Don't Pat Me on the Back & Call Me Brother," Kasandra, Capitol, "Sometimes You Just Can't Win," John Fred, Paula. . . . Johnny Kay, Rome, Ga., WROM, BP: "Keep the Faith," American Breed, Acta, and BH: "Abraham, Martin & John," Dion, Laurie.

**COLLEGE** — Ken Williams, Houston, KUHF, BP: "Both Sides Now," Judy Collins, Elektra, and BH: "Abraham, Martin & John," Dion, Laurie. . . . Vic Hines, Va., WJRB, BP: "See-Saw," Aretha Franklin, and BH: "Abraham, Martin & John," Dion, Laurie. . . . Lee DeYoung, Holland, Mich., WTAS, BP: "Abraham, Martin &

John," Dion, Laurie, and BH: "Shame, Shame," Magic Lantern, Atlantic. . . . Richard Gembler, Austin, KUT-FM, BP: "Alice's Restaurant," Guthrie, and BH: "Hey Jude," Beatles, Apple. . . . Jim Beaumont, Pittsburgh, Pa., WRCT, BP: "Paper Castle," Rotary Connection, Cadet Concept, "Crown of Creation," Jefferson Airplane, RCA, and BH: "Magic Carpet Ride," Steppenwolf, Dunhill, "White Room," Cream, Atco. . . . Rick Sallinger, Champaign, Ill., WPUG, BP: "Crown of Creation," Jefferson Airplane, RCA, and BH: "Along the Watchtower," Jimi Hendrix, Warner Bros. . . . Roger Osborn, Waterville, Me., WMHB, BP: "Lonely Atmosphere," Lemon Pipers, Buddah, and BH: "Rosary Anne," The Smubbs, Monument.

**COUNTRY** — Tom Miller, Greensboro, N. C., WGBG, BP: "You Touched My Heart," David Rogers, Columbia, and BH: "Born to Be With You," Sonny James, Capitol. . . . Bob White, Lynchburg, Va., WBRG, BP: "When the Grass Grows Over Me," George Jones, Musicor, and BH: "I Take a Lot of Pride," Merle Haggard, Capitol. . . . Joe Hoppel, Norfolk, Va., WCMS, BP: "When the Grass Grows Over Me," George Jones, Musicor, and BH: "Do You Love Me Honey," Bill Carlisle, Hickory. . . . Dave Elliot, Homestead, Fla., WIII, BP: "The Straight Life," Bobby Goldsboro, United Artists, and BH: "I Take a Lot of Pride in What I Am," Merle Haggard, Capitol. . . . Chad Chester, Xenia, Ohio, WBZI, BP: "DR 1-7309," Lamar Morris, Bonanza, and BH: "Stand by Your Man," Tammy Wynette, Epic

**R&B:** Bill Thomas, Memphis, WDIA, BH: "Who's Making Love," Johnny Taylor, Stax, and BP: "Soul Touch," Ronnie Mitchell, Spectrum.

**EASY LISTENING** — Gene Bush, Pomona, Calif., KKAR, BP: "Scarborough Fair," Sergio Mendes & Brasil '66, A&M, and BH: "Abraham, Martin & John," Dion, Laurie. . . . Bob Pearson, San Antonio, KITE, BP: "Mozart Piano Concerto No. 21," Ferrante & Teicher, United Artists.

## Bertha Porter: Trend Setter

• Continued from page 38

about record companies hyping any particular record," she said, "because all of the retail stores stock by our playlist. The WDRS playlist is sort of imbedded in this market. We started it over nine years ago and I guess one of the reasons why I check so many outlets, though I don't relish doing it every Thursday, is that I feel it adds to the believability of the station."

WDRS simulcasts on WDRS-FM 5-10 a.m. and 8 p.m.-1 a.m. During the rest of the FM station's broadcast day, it, too, is Hot 100 in format in order to give the two stations the widest coverage possible. From 11 p.m. to 1 a.m., WDRS plays progressive rock. . . . "because I think there's a call for it. The reason we program it so late is that I don't believe it's a teenie-bopper thing yet. Nor does it appeal to the average adults yet. We're getting very good response to progressive rock from college students and people of that age. The show has fantastic mail pull and listeners have a great deal to say in what music we play." The people who like progressive rock, she said, did not like music with a pop music tinge to it.

She put down one of her images: The image that she dislikes most record men. "We're

# College Show Earning Degree

LOS ANGELES—"Your All-American College Show" is tapping the untapped collegiate talent market and turning up a number of performers with professional quality.

The syndicated videotaped half-hour show is seen in some 60 markets in prime time. The program is fully sponsored by Colgate which buys the time slots for the variety program.

Two acts have emerged during the first cycle of programs with a higher sheen of musical ability: the Burgandy Street Singers, a 10-piece group from Kansas State, which has begun working Nevada's Silver Circuit at \$3,600 a week and will headline at the Shamrock Hilton, Dec. 25-Jan. 1.

The other performer discovered is vocalist Maggie Harris, who producer Wendell Niles says is the best act to be presented on the show. Warner Bros.-Seven Arts Records has a tie-in with the program which gives it first acceptance on any act it deems viable for recordings. Jim Hilton, a new young producer, is the record company's contact man for the show. He screens the videotapes and keeps in touch with the production staff to keep abreast of talent with the potential for records. So far the label hasn't signed any acts.

The program presents four acts per show, with a winning act qualifying for a semifinal and then final competition. Show business luminaries are guest judges on the show each week, hosted by Dennis James.

Each show's winner earns \$1,000, \$1,500 for winning the semifinals and \$2,500 for topping the finals.

"Colleges today are the greatest source of talent the world has ever known," Niles says.

The show avoids the rock idiom because the sponsor wants to present the clean-cut

collegiate image. "Rock is too specialized," Niles continues. "We have to present entertainment which appeals both to kids and their parents."

Niles' company utilizes a touring videotapes truck which tapes students on location. These tapes are then sent to Niles' office where they are screened and the groups with the best potential are then invited to fly to Hollywood and tape a regular show.

Ivan Ditmark leads a studio orchestra which prepares arrangements for the groups. Sets are prepared for each act. Two shows are taped on Saturday before a studio audience.

"These kids aren't amateurs," James says. "They've been work-

ing around their schools." The Dapper Dons, a Long Beach group, had worked at Disneyland before appearing on the show.

For nine years James hosted "Chance of a Lifetime" which used professional nightclub performers. Now he's working on a program which gives a boost to regional, unknown young people.

Some of the groups who have appeared and whose monickers belie their crew cut image are: National Bank, Some Dead Bear, San Bernardino Freeway and Three Scholars.

"The kids sing current songs," James notes. "We look at the Billboard charts to keep up with current material."

## Being Hip Called a 'Must' For Top 40 Program Chiefs

NEW YORK — Because of the tough competition—not only between Top 40 radio stations in any given market, but between Top 40 and easy listening stations—program and music directors at Top 40 stations have to be "more hip" about records than ever before, according to independent promotion man Ken Luttmann.

Luttmann felt that the program and/or music director of today has to be a specialist—to really know what's happening in music. "In the old days, the success of a record depended on the taste of the individual. Today, however, the stations rely on heavy research to find out what's happening in their markets and then keep close tabs on what's happening elsewhere."

This has also turned the record promotion man—through

necessity—into an expert, "because it sometimes takes longer to make a record happen and accounts want more of a specific individual effort on their product."

As an example of effort, Luttmann worked six months on "Classical Gas," a recent hit by Mason Williams. Luttmann credited Al Herskovitz, operations manager at WPRO in Providence, R. I., with a large share of the record's success. Herskovitz played the record, which brought it to the attention of Bertha Porter at WDRS in Hartford and Bob Paiva at WPOP in Hartford. When Herskovitz abandoned the record, it began to happen in Hartford and he realized that if the record could happen in Hartford it could happen in Providence, so he started playing it again. Then it happened all over the country.

"But this indicates that today's record-radio industry is definitely a specialty field," Luttmann said. Luttmann handles such accounts as Kragen, Smothers, and Fritz and all of their artists, the publishing companies of United Artists, Amos Productions of Jimmy Bowen, Alamo Music of A&M Records.

## WNBF-FM to Middle of Road

BINGHAMTON, N. Y.—WNBF-FM has dropped classical music to switch to middle-of-the-road format, general manager Warren A. Koerbel announced last week. The format change follows on the heels of new transmitter equipment, stereo capability, and bowing of a 24-hour broadcast day.

WNBF-FM program manager Sam Page said that weekly program specials would include music from early radio, a jazz show and a Broadway music show. But, in keeping with modern FM radio, the station will aim for drivetime audiences with time checks, road conditions, and weather reports for the first time.

## HIP ROCK SHOW BOWED BY WLOB

PORTLAND, Me.—WLOB has bowed a two-hour progressive rock show Saturday nights, starting at midnight, reports program director Rick Snyder. "Response to the show has been excellent, as a matter of fact, we are planning to expand to three or possibly four hours." Dick Haverinen hosts the show.

## WKJF-FM in Shift

PITTSBURGH — Stereo station WKJF-FM, after a trial period, has slated uptempo easy listening records 9 p.m.-midnight, including records by the Lettermen. This marks a departure from the station's background sound, according to program director Jerry Roberts.

## Happening Renewed

LOS ANGELES — "Happening '68" has been renewed by ABC-TV and will amend its title to reflect the new year starting January. The contemporary music show stars Mark Lindsay and Paul Revere. The half-hour color videotaped program invites guest performers on a regular basis.



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# Norberg: Top 40 Leading Form

• Continued from page 38

where it has been introduced total Top 40 shares begin to slump shortly afterward. Especially so, in areas where the competing stations attempt to jump on the same bandwagon. The reason would appear to be that the contemporary radio audience finds itself bored with the sameness and lack of excitement in this most-structured of all formats . . . especially if a de-emphasis of the "personality" approach is included. The essence of Top 40 is excitement—Something different! . . . something new! When Top 40 gets boring, friend, Top 40 has had it. Sit down and listen to your station for two or three hours straight. Clear your desk and just sit and listen. Does it keep you interested? If you find everything that happens completely predictable, re-evaluate your format!

I'm not going to advocate a "long list" over a "short list," although KMBY definitely has a longer-than-average list. I do advocate a playlist long enough and flexible enough to accommodate the good "programming record" that has hit potential, but is not an obvious hit. Avoid the pitfall at the other end of the scale, however, of adding easy listening records or other records that you have no reason to believe will ever make it, simply on the pretext that they provide balance. The music is a substantial part of the excitement at a Top 40 station and it's that "something new" that's most exciting. For example, KMBY is credited by Kapp Records with being "the" station that broke Roger Williams' "The Impossible Dream" last spring. In January, KMBY was the first station to play (and bring to No. 1) that sleeper of all sleepers, "I Love You," by the People. We'll always "pick" something fresh and different over a successful artist's follow-up record. We pick some bombs, but we find our audience tends to remember only our spectacular successes (we're batting about .600 in successful-picking-of-records department). The result? We've maintained rating dominance for our 10 years in the Top 40 business, despite some extremely sharp competition, and the difficulty of being a Class IV kilowatt fighting a Class II 5kw regional fulltimer in a market 100 miles in diameter. Moral: Keep your eye on record action around the country, know the musical tastes of your audience, and keep plenty of variety in your music list!

## Examine Structure

Suppose you're doing everything right. Your air sound is exciting, but not frenetic; there's contrast and interest in what you do. You're up against a tightly formatted station that sounds good, but is a little monotonous. And you still can't achieve consistent rating dominance. Assuming your facility has the technical potential to penetrate your entire market, your problem is probably your image. Perhaps you need to examine your format structure: The basic structure of your station's sound must be strong and distinctive from your competition's. Perhaps your jingles sound similar to your competitor's; or maybe you're making the mistake of ostentatiously counter-programming such as running your news just before his, or having a "20-20

play" opposite his 20-20 news. Don't kid yourself; you're admitting you're not the "leader" in the market by obvious counter-programming moves, and picking up the image of a loser. Do you think nobody knows Colgate is fighting for its life against Crest? They point out they're the largest selling toothpaste in the world, but their ads whisper of desperation, and everybody knows Crest is winning. If you must counter-program, do so maintaining the validity for the move within your own format structure, and exude the confidence of a winner.

One of the greatest assets of all to any broadcaster, Top 40 or otherwise, is firm identification with the community he serves. The easiest, cheapest, and in many ways most effective way of achieving this is with strong local news . . . particularly audio news. There are a sizable number of Top 40 programmers in this country who still regard news as invariably a tuneout factor, and something to be gotten through as soon as possible. These programmers would be astounded by the number of top contemporary stations in all sizes of markets which give substantial credit to this powerful tool for their continuing rating dominance.

And may I conclude with this admonishment: Your staff, from sales to deejays, must be imbued with a team spirit. When your personnel have a genuine involvement with the station—its goals and its service—you've got half the battle won. Without it, you're halfway defeated before the battle begins.

## Top 40 in Struggle

Top 40 radio is today embroiled in a vicious struggle with a menacing shadow called progressive rock, and the Top 40 broadcaster nervously watches the spread of this new format, essentially the offspring of his own format, wondering if it's a sign he's failing his audience; worrying that it may be indicating the direction he should be going; yet facing the fact that Top 40 is a mass-appeal medium, and "progressive rock" is a specialty form. When this titanic battle is over, the Top 40 broadcaster is going to find to his amazement that his opponent is actually just a shadow: Not really an opponent at all.

The problem is this: Top 40, by its nature, rides the crest of musical fashion. Currently, "progressive rock" is very fashionable. It's a minority art form, but it derives from the Top 40 field so intimately that it can become fashionable with the mass audience for a protracted length of time . . . yet its mass appeal cannot endure, since its heart is eclecticism, by definition outside the tastes of the mass audience. And bear in mind, by the way, that fashionability means that the mass audience may request, and express strong support for, something that it really doesn't like very much.

Thus, the Top 40 broadcaster finds himself in a paradoxical situation. If he doesn't program "progressive rock," his audience will regard him as no longer "with it," and his image and audience size will suffer. Yet, if he programs too much of it he will alienate large segments of his audience, who are then likely to turn to easy listening and country formats. The problem is essentially one of "seasoning" the Top 40 dish.

Top 40 is not outmoded; it will always exist, since by definition it presents the favorite form of entertainment of the majority audience. It must follow (even lead) music trends, but it must represent minority musical tastes within the format in their proper perspective, and it must always be programming a diversity of music.

Make no mistake—"progressive rock" is here to stay, but as a minority art form. It will eventually cease to be fashionable, and then will become solidly entrenched as an important secondary service, such as is jazz, ethnic music, etc., already established as specialized broadcast services.

## In Vanguard

Nonetheless, the Top 40 broadcaster must always be in the vanguard of mass musical styles and fashions, and that means that for the present time he should play a significant amount of "progressive rock" (as opposed to "progressive" material that finds broad pop acceptance, such as hits by "progressive" artists, which then is fully within his traditional Top 40 format structure). How much and when? To a certain extent, the answer must vary from market to market, according to tastes of the mass audience. However, I feel that block programming of "progressive rock" is as disastrous to the Top 40 broadcaster as any other form of block music programming within a Top 40 format. It may seem an asset now (and even that is highly debatable), but when the fashion dies out among the mass audience such blocks will associate your station strongly with something that has become old hat, and your Top 40 "playing the hits" image will have suffered considerably.

The approach followed with success to date by KMBY is to integrate some "progressive" material into the regular format and within a firm format structure. Thus, KMBY plays a minimum of none and a maximum of one LP cut of this genre per hour during the daytime hours, a minimum of one per hour and a maximum of two in the evening, and then an increasing percentage during the all-night program, reaching a maximum of about six per hour 3-5 a.m., returning to the daytime format through an "oldies hour" 5 to 6 a.m.

Two other problems arise in Top 40 programming of "progressive rock" material within its regular format. First, "progressive" fans will demand the long esoteric cuts, such as "Toad" by Cream, and the long version of "In-a-Gadda-Da-Vida" by the Iron Butterfly, as a form of dare. Avoid playing them! A 17-minute cut (or even an esoteric 11-minute cut) is contrary to Top 40's principle of "variety," and a definite tune-out to the majority audience. A true "progressive" fan will accept a good, intelligently programmed shorter cut; and you aren't playing "progressive" for those who don't like it anyway.

Second, there is some indication that fans and those just casually interested all prefer some of the older, familiar "progressive" cuts from various artists' "first" albums over much of the newer but still very valid material. Yet, Top 40 demands an emphasis on the New and the Different; to mix old "progressive" LP's with new singles

# Vox Jox

By CLAUDE HALL  
Radio-TV Editor

Dex Allen has resigned from KCBQ, San Diego, and is looking for a new location. He'd been there a year and states: "In the May-June ARB, we tied with KGB, the Drake station here. In the last three Pulses, KCBQ went from a nine to an 11 to a 12 in my timeslot, morning drive time." His phone is 741-583-2153. . . . Jay Peters has joined WLOB, Portland, Me., from Flint, Mich., and Walt Neal departed WIDE, Biddeford, Me., to join the Hot 100 format station. Lineup also includes: Program director Rick & Mary Jo Snyder, Bob Dow, Jack Allen and music director Bob Anderson. Snyder needs progressive rock albums, especially Vanilla Fudge and the Cream.

★ ★ ★

Mort Crowley is the new program director at KXOX in St. Louis, Hot 100 format station. He will continue his morning radio show. Crowley replaces Bud Connell, who has departed Hollywood; rumors are that he's going to start a movie production firm, but I have no specific information on this. . . . Paris Ealy, formerly with WHIH in Norfolk, Va., has joined WOIC in Columbia, S. C. Congratulations, Paris, because program director Charles Derrick is a good man to work for. . . . Tony Edwards has rejoined country music station KCIN in Victorville, Calif., after a four-month leave of absence to obtain his 1st phone license. Other personalities at the station include music director Mark Robinson, Ron Parker, and Mike Ward. Vic Mariani is vice-president and general manager.



★ ★ ★  
The Programming Aids section still needs more correspondents, if anyone is interested.  
★ ★ ★  
Arlen Vaden, formerly of WCKY in Cincinnati, is now spinning country music records for KXEN, St. Louis and XEG, Fort Worth. Needs records. Send to KXEN, P.O. Box 28, St. Louis Mo. 63166. . . . Chubby Howard is now doing

would stultify your sound. KMBY has attempted to resolve this problem by rotating older LP's through the newer ones, so that the old favorites are in there for two or three days, and then gone for two or three days, and then gone for two or three weeks before recycling.

The KMBY album programming format, within the "progressive" concept, is largely the work of trial-and-error by our very capable album directors, Karin Norberg and now Frank Colbourn. And Frank makes an important warning to any Top 40 station experimenting with "progressive rock": don't be caught in the pitfall of assuming that this form of music is interchangeable with hard, driving, acid rock. It is a philosophy rather than a kind, and some material by Jose Feliciano and Bobby Darin can be and is more "progressive" than some of the extremely noisy recordings turned out by such as Blue Cheer. If you don't have someone on your staff who can devote considerable time to obtaining and screening albums, and who understands and appreciates both "progressive" and "Top 40," then you are unlikely to be successful at programming the one within the other, and probably would be better off sticking to your established Top 40 format.

a Saturday morning country music show at KAYE in Puyallup, Wash. The station serves not only Tacoma, but two military bases and general manager James Nicholls says he'll slate more country music if record service increases.

★ ★ ★

Ron Morrow is the new program director of KBIM, Roswell, N. M., a top 40 station. He'd previously been music director at KDBS, Alexandria, La. He was searching for a couple of 1st phone personalities last week. . . . Bill Morse finally deserted Hilo, Hawaii, where he was program director of KPUA and is now program director of KWKI-FM in Kansas City. The station plays country music 20 hours a day and needs records. The staff include Gary Brazeal, John Chambers, Don Joyce, and Ray Martin. "Great response" so far, says Morse. . . . Lowell Homburger, former air personality at WSGW, Saginaw, Mich., has joined WBCM in Bay City, Mich., to host "Pulse," a Monitor type of show on weekends combining music and features. Other personalities on the good music station include Jack Hood, Jack Loehr, and John Lupinski.

★ ★ ★

Don French, one of the great veterans of this business, has been appointed program director of WGR in Buffalo, N. Y.; he'd been with KJOY in Stockton, Calif., as program director. . . . Thomas W. Thurman, former general manager of KRBE in Houston, has joined KENR, Houston, as sales manager. . . . Bill Merchant has shifted from WLAV, Grand Rapids, Mich., to WGRD in that city. The personality roster of WGRD now goes Merchant 6-9 a.m., Wayne Thomas 9-noon, Ron Shite noon-2 p. m., Jay Walker 2-6 p. m., with Johnny Mack and Terry O'Neil on weekend. Don Anderson is program director.

★ ★ ★

WRTC-FM at Trinity College, Hartford, Conn., is playing about 14 hours of rock each weekend and reports remarkable co-operation from local distributors, but Ray (Continued on page 59)

## RADIO-TV JOB MART

This column is published for people seeking positions as well as station managers seeking personnel. Rate is \$5.00 per one half inch (app. 40 words). A box number will be used to protect the identity of the advertiser. Send copy along with payment to:

RADIO-TV JOB MART  
Billboard  
165 W. 46th St.  
New York, N. Y. 10036

### POSITIONS OPEN

Immediate Opening for first phone jock—Contemporary Format—medium market = 1. Right salary for man. Call Greg Everett, KKJO, St. Joseph, Missouri, 816-BR 9-6346.

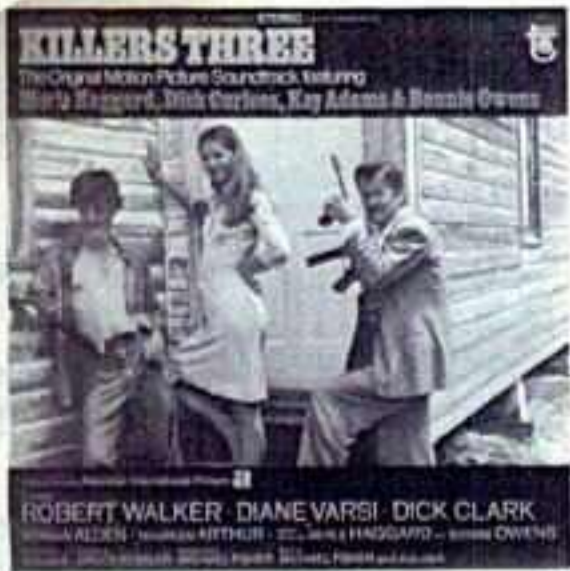
### POSITIONS WANTED

Young, draft exempt, seeks deep involvement with progressive rock station in or near Atlanta, Ga. Would be interested in helping start progressive rock station or to work for established station. R. Ramsey, P. O. Box 221, Carmel, Ind. 46032 (refs.).

What do you look for in T-40? A pro: No. 1 show, 56-M, 6 to 10 p.m. Experienced: 3 1/2 years, 1 1/2 with present station—air work, production, promos. Stability, married, complete service. Searching for several months for the right major or higher T-40-M. Want the right station: I move the music with personality. Ron Savage (413) 739-6889, or write Box 080, Billboard, 165 W. 46th St., New York, N. Y. 10036.

# Billboard Album Reviews

NOVEMBER 23, 1968



**SOUNDTRACK**  
**KILLERS THREE**—Soundtrack.  
Tower ST 5141 (S)

The combination of a hit single—"Mama Tried"—by Merle Haggard and the movie from which it was drawn, will serve as ample promotion to build this LP as a major chart item, especially in country markets. Artists include, besides Haggard, Bonnie Owens, Dick Curless and Kay Adams.



**SOUNDTRACK**  
**HEIDI**—Soundtrack.  
Capitol SKAO 2995 (S)

The beloved children's classic, now a television special, boasts a warmly delightful and appealing score by John Williams. "Heidi's" theme "A Place of My Own" features lyrics from the pen of Rod McKuen, and receives a charming interpretation by Sir Michael Redgrave and Jennifer Edwards, the stars of the special. LP should prove an important sales item in the coming weeks.



**POP**  
**ARTIE SHAW RE-CREATES HIS GREAT '38 BAND**—  
Capitol ST 2992 (S)

Today's recording techniques bring a fresh crispness to the original arrangements of "Begin the Beguine," "Traffic Jam," "Nightmare," Al Klink brilliantly performs Tony Pastor's tenor solos while Walt Levinsky does the same for Shaw's clarinet passages. The all-star band was conducted and produced by Shaw and by Tom Morgan for the label.



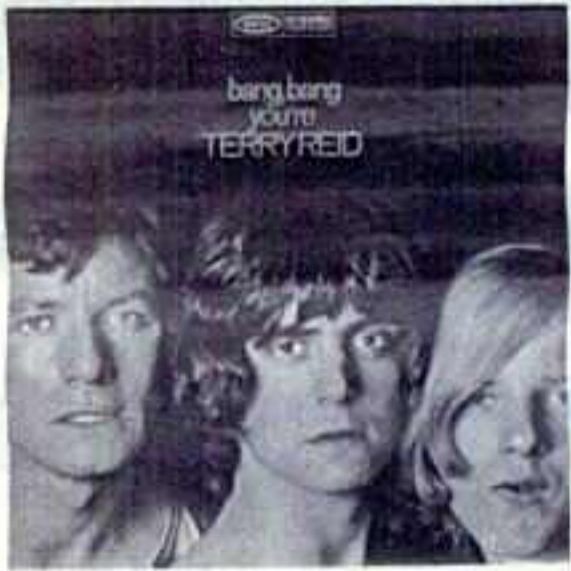
**POP**  
**ROCK AND OTHER FOUR LETTER WORDS**—  
J. Marks/Shipen Lebzelter.  
Columbia MS 7193 (S)

This avant-garde LP could get big play on underground stations. If you're tuned in to the electronics, the narrative and the other hallucinatory gimmicks, it could provide unusual and interesting fare. Engineers deserve praise. There's also some guest "appearances" by Judy Collins, Mickey Most, Brian Wilson, etc.



**POP**  
**THE ABSTRACTS**—  
Pompeii SD 6002 (S)

The Abstracts rise out of the West and dawn on the pop scene with a bright barrage of both hard and smooth rock tunes. Their clean, quality sound boasts a high-intensity listening power that should cop a big audience. Chart credentials are evident on "To Say the Least," "Summer-time" and "Dreaming of Blue," a sparkling debut for the L.A. group.



**POP**  
**BANG, BANG YOU'RE TERRY REID**—Epic  
BN 26427 (S)

Pegged for pop stardom, Terry Reid is a lock to power all the way to the top. Sharing the live bill recently with the Cream in New York, Reid and his trio won mass exposure and new fans with his British blues renditions of "Bang, Bang," "Season of the Witch" and "When I Get Home," grooved for best-seller status on the charts.



**POP**  
**LIVING WITH THE ANIMALS**—  
Mother Earth, Mercury  
SR 61194 (S)

Two strong-voiced leads, Tracy Nelson and R. Powell St. John, Jr., and Mark Naffalin's arrangements combine to make this one of the most exciting new blues albums. While Mother Earth officially lists seven numbers, the total number of musicians and vocalists on this set is 20, including Barry Goldberg, executive producer and organist. "Mother Earth" and "My Love Will Never Die" are strong cuts.



**COUNTRY**  
**LEAVES ARE THE TEARS OF AUTUMN**—Bonnie Guitar.  
Dot DLP 25892 (S)

With her recent single leading off this album, Bonnie Guitar has a top album entry. Her smooth country treatment of Al Martino's pop hit "Wake Up to Me Gentle" is beautifully performed as is "The French Song" and "You Only Think of Me (When You're Lonely)." Another standout is her interpretation of Bill Anderson's "Happy State of Mind."



**COUNTRY**  
**COUNTRY HIT TIME**—  
Ernest Tubbs, Decca  
DL 75072 (S)

Old reliable—Ernest Tubbs. Always great, "Don't Squeeze My Sharmon," "That's the Chance I'll Have to Take," "Crying Time" and "The Bottle Let Me Down" all have that special Ernest Tubbs touch. Perhaps all of the songs, however, are led by "A Dime at a Time." An excellent LP.



**COUNTRY**  
**HAPPY STREET**—  
Slim Whitman, Imperial  
LP 12411 (S)

"Happy Street" is the title of a happy album. Slim Whitman adds his own unique style to an appealing collection that includes Sonny James' hit, "Heaven Says Hello," oldies "My Blue Heaven" and "My Happiness" as well as his brand new single "Livin' on Lovin'," and the package should prove an immediate and steady sales item.



**COUNTRY**  
**JOHNNY WRIGHT SINGS COUNTRY FAVORITES**—  
Decca DL 75019 (S)

Here's a potent package of top country hits all delivered in fine style by Wright, with backings by the Jordanaires. Along with his hits, "Old Honky Tonk" and "Music to Cry By," he also offers country classics, "The Wild Side of Life" and "Wabash Cannonball," plus an exceptional interpretation of Merle Haggard's "Mama Tried."



**COUNTRY**  
**THE VOICE OF BILLIE JO SPEARS**—Capitol ST 114 (S)

A powerful LP, largely because of "Get Behind Me Satan and Push." With radio exposure, this could become a very big tune for Billie Jo Spears. It has what it takes. Also good: "Home-Loving Man" and "Mollie Brown."



**CLASSICAL**  
**IN THE SPANISH STYLE**—  
Christopher Parkening.  
Angel S-36020 (S)

Two simultaneous debut releases by American guitarist Christopher Parkening. "In the Spanish Style," in which he performs works by Albeniz, Tarrega, Mudarra, Villa-Lobos and others, and his "In the Classic Style," featuring works by Bach, Weiss and Tansman, are landmarks of brilliant technique and artistry. A student of Segovia, Parkening is an ideal heir to the great guitarist.



**CLASSICAL**  
**PLACIDO DOMINGO**—  
Orch. of the Deutschen Opera,  
Berlin (Santl), London  
OS 26080 (S)

Placido Domingo, young Spanish tenor, is impressive in his first album. Domingo's rich voice delivers 11 Italian arias in fine style. Among his best cuts are "Un di all'azzurro spazio" from "Andrea Chenier," "Nessun dorma" from "Turandot," and "La Dolcissima effigie" from "Adriana Lecouvreur." Nello Santl conducts expertly, as expected.



**CLASSICAL**  
**MAHLER: DES KNABEN WUNDERHORN**—Schwarzkopf/  
Fischer-Dieskau/London Symphony  
(Szell), Angel S 36547 (S)

Here's a triple talent bill that doesn't come along too often. The fine voices of Miss Schwarzkopf and Fischer-Dieskau give these dozen songs of humor and pessimism a spontaneity and spark all its own. Szell seems right at home, supplying his hand with certainty.



**LOW PRICE CLASSICAL**  
**DONIZETTI: LUCIA DI LAMMERMOOR**—Callas/Di  
Stefano/Gobbi/Various Artists/  
Florence May Festival (Seraphin).  
Seraphim IB 6032 (M)

The Callas touch couldn't be more formidable than it is on this two-LP reissue. Her overpowering voice probably served as an inspiration to Giuseppe Di Stefano, Tito Gobbi, Raffaele Arie, among others, for their performances rank high as well. The aria "Verranno a te sull'aure" is brilliantly sung.



**CLASSICAL**  
**MOZART: PIANO CONCERTO No. 25/SERENADE No. 12**—  
Barenboim/New Philharmonia  
Orch. (Klemperer). Angel  
S 36536 (S)

Barenboim's fine technique scores in passage after passage in the Concerto No. 25. He shows inventiveness, strength and character throughout, while Klemperer batons eloquently. The chamber work receives flawless treatment from a very fine octet. The opening Allegro is harmony par excellence.



**LOW PRICE CLASSICAL**  
**R. STRAUSS: ALSO SPRACH ZARATHUSTRA**—Vienna Phil-  
harmonic (Karajan). London  
Stereo Treasury STS 15083 (S)

Von Karajan's original recording of music featured in the science fiction flick, "2001: A Space Odyssey," makes this traditional package a threat to test the pop charts, as well as fast classical action. Strauss' musical translations of Nietzsche's epic, "Also Sprach Zarathustra," into a symphonic poem for space-agers and classicists are chart treats.



**CLASSICAL**  
**BERLIOZ: SYMPHONIE FANTASTIQUE**—Orchestre de  
Paris (Munch). Angel S 36517 (S)

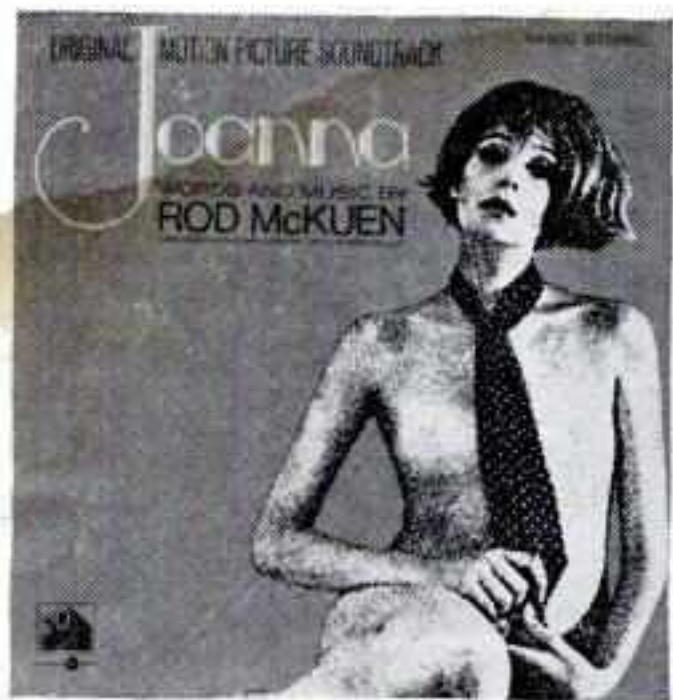
The late Charles Munch conducts the new Orchestre de Paris in Berlioz' "Symphonie Fantastique," in a high-quality and outstanding performance. These debut recordings by the orchestra are shadowed by conductor Munch's recent death, which makes this disk unique in its loss. Only one year after its first public performance in Paris, the orchestra offers an exciting, intriguing concert.



**CLASSICAL**  
**FALLA/GRANDOS/RAVEL**—  
Mistral/New Philharmonia  
(Fruhbeck De Burgos).  
London CS 6521 (S)

The sensitive, lyrical playing of "El Amor Brujo" by Nati Mistral could turn this LP into a sales "sleeper." His handling of the Falla work is perfect. And De Burgos gives him enough freedom to display his skill. The two Ravel pieces enjoy De Burgos' expert batoning, especially during the subtle passages.



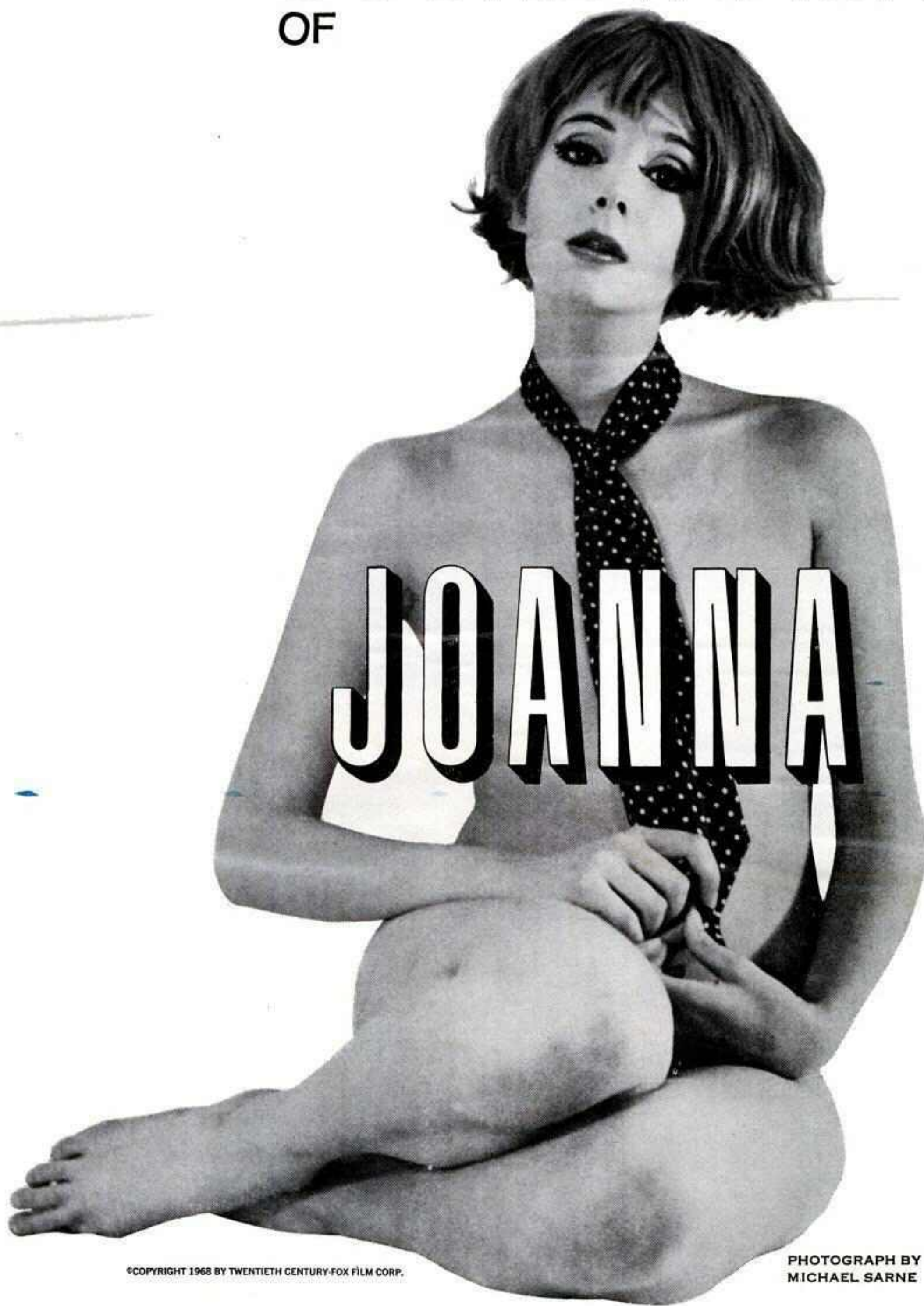


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**THE ORIGINAL  
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WORLD PREMIERE CINEMA | THEATRE, NEW YORK CITY, NOVEMBER 24

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# Sheet Music Info

by: **Jude Porter**

This week's SHEET MUSIC INFO is brimming with brand new music to mold hits by. Since this column is dedicated to "WHAT'S NEW" . . . the following list will guide you in ordering your new sheet music. We make every effort to research the "music that means something" . . . both for you and your customers, and know that you are interested in "where" and "what" the BEST SELLERS will be!

Use this column as a "buyers' guide" . . . you'll be the first in your area to capitalize on these sheer-profit sheets.

Leading the list this week are . . . (alphabetical listing)

- BOTH SIDES NOW** . . . Judy Collins  
**CINNAMON** . . . Derek  
**HOOKED ON A FEELING** . . . B. J. Thomas  
**LO MUCHO QUE TE QUIERO** . . . Rene & Rene  
**MAIN STREET** . . . Gary Lewis  
**RIGHT RELATIONS** . . . Johnny Rivers  
**SON OF A PREACHER MAN** . . . Dusty Springfield  
**STONEY END** . . . Laura Nyro  
**STORMY** . . . Classics IV  
**THERE'S A BABY** . . . Jerry Vale  
**THEY DON'T MAKE LOVE LIKE THEY USED TO** . . . Eddy Arnold  
**VANCE** . . . Roger Miller  
**WITH A LITTLE HELP FROM MY FRIENDS** . . . Joe Cooker (No. 1 in England)

And . . . whatever you do . . . don't overlook

**PEACE BROTHER PEACE**

and we can't say enough about the new Jim Webb smash! . . .

**THE YARD WENT ON FOREVER**

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**GENTLE ON MY MIND**

**HEY JUDE**

**BORN FREE**

**IMPOSSIBLE DREAM**

**SOMEWHERE MY LOVE**

**LOVE IS BLUE**

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**HARPER VALLEY P.T.A.**

**SOUNDS OF SILENCE**

**MORE**

**SUNNY**

**WHAT THE WORLD NEEDS NOW**

**CLASSICAL GAS**

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**PUBLIC RELATIONS**

**New York—Beverly Hills—London**

# Musical Instruments

## Bobby Miller Uses Guitar To Dream Up Dells' Hits

by **RON SCHLACHTER**

CHICAGO—The goal of Bobby Miller, Chess writer and producer, is to play every instrument.

"This to me would be the epitome of what I'd like to do in the form of accomplishment," said Miller, who is credited with bringing the Dells back to recording fame. "It's almost mandatory in producing. It's only fair to the artist and arranger.

"I play guitar—I have six of them. Most of the time, I write with an acoustic guitar. I can dream more with a guitar. I find

it more suitable than a piano."

Since mid-1967, Miller has written and produced seven songs for the Dells. This has resulted in three million records being sold and a 1,000 per cent increase in the Dells' earning power.

"If there is such a thing as a Chicago sound, surely the Dells have contributed greatly," said Miller, who is regarded by the group as "the Sixth Dell." "We have established our own sound. In the previous eight years, the only Chicago sound was contributed by Curtis Mayfield. Since then, there has been sporadic hits for the simple reason that you're bound to have a hit sooner or later.

"Amplification is really something today. I love the sound they're giving the saxophone. I would like to write lyrics for the amplified sax.

"In the majority of my tunes I draw from actual events. I don't like to do a tune that speaks of negativity. All of the Dells' tunes speak of success. The girl does get the guy.

"I just don't believe in failure. Even if it happens, I don't accept it. It's just a temporary thing."

Miller also stressed that music covers a broad spectrum and must be evaluated in term of "quality, not color."



THE GOAL OF CHESSE writer-producer Bobby Miller is to play every instrument. At present, Miller, uses a guitar to create his hits.

## Carl Fischer's Lament: Shortage of Workers

CHICAGO—Sheet music jobbers, confronted with mountains of mail orders to fill and a shortage of capable employees, would welcome the use of electronic data processing (EDP) methods, according to Pete Kapche, Carl Fischer, Inc., here. But Kapche thinks the day of computerization for the sheet music wholesales is a long way off.

"The problem is that we have too many thousands of publishers to deal with today. Also, even EDP cards and methods still require physical handling, and we just can't get enough capable help.

"I recall one publisher who instituted an IBM card system. We received a shipment of music from him and each book had an IBM card in it. Someone had failed to pull out the cards."

Carl Fischer, Inc., has, how-

ever, been trying a new method of inventory control. Reasonably fast-moving titles are kept in manila folders, on which is marked the amount of each title that should be ordered when stock runs out.

### Zero Code

"Zero on the outside of the folder tells the order clerk that one copy should be ordered if the last one is sold. A five means that five should be ordered, and so on," Kapche explained.

The amount of the last order, and the date of the order, are also penciled on the outside of the folders. "This method is new with us and we're hoping it works out. We've tried just about everything."

Kapche said the firm now employs about 75 people "and could use 100. We just can't find people. Too many high school graduates come in here that can't read or spell. Some don't even know the alphabet."

Commenting on another aspect of the labor problem, Kapche said, "We had one young man recently who wanted to know all the fringe benefits before he even filled out an application. You can't blame people for wanting all the benefits they can get, but we have to find people that are interested in the work, too.

"So far, we have not found a way to lure the music dealer out in Iowa in here to fill his order," Kapche said, with obvious humor. He did add that a lot of teachers and students are now allowed to browse through the enormous stock and shop for themselves.

"This relieves our clerks somewhat," he said, "and we only request that the teachers and students pull out the folder if they are taking the last title, so it can be reordered promptly."

## Berger Work

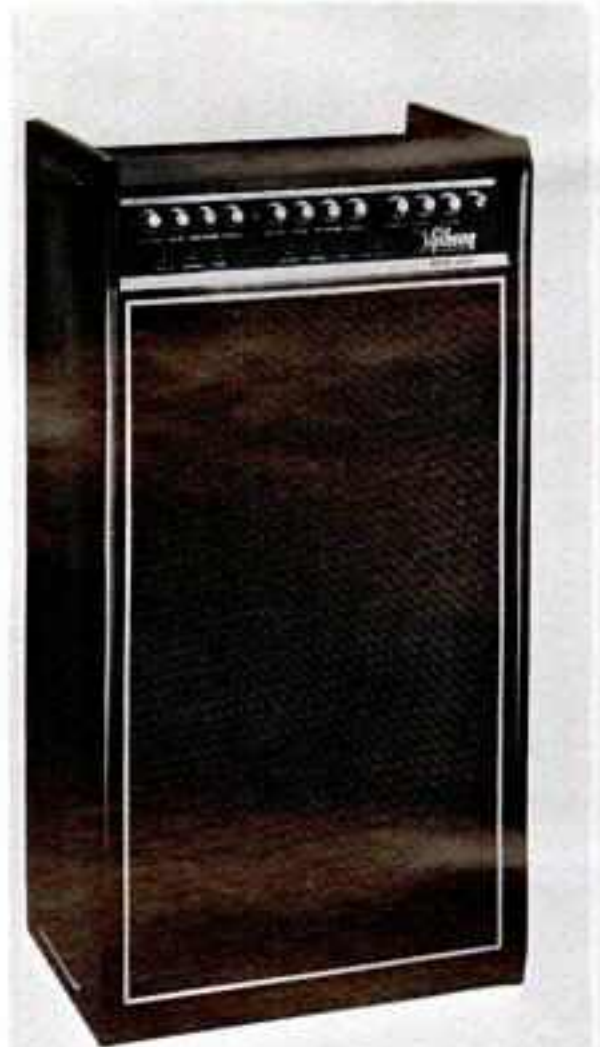
HICKSVILLE, N. Y. — Franco Colombo, Inc. has published Jean Berger's latest composition. "Three Duets." Berger, Colorado composer and musicologist for the Hohner Melodicas, notes that three pieces may be played either on two melodicas or on any combination of treble wind instruments.

## Little Theatre

SKOKIE, Ill.—Power Instruments, Inc., is offering the Little Theatre show strobe at a suggested list of \$195. Model 920, which has a flash rate between 60 to 1,300 flashes per minute, is completely solid-state and portable.

## Professional Cuica

MAYWOOD N. J. — Latin Percussion has added the professional Cuica to its product line. Although drum-like in appearance, the Cuica is not played by striking. Instead, a thin bamboo rod, imbedded into the head, is stroked from within the Cuica using a wet cloth.



MODEL GTR 600, featuring solid-state design, is in the upper price range of the Gibson amp line. The unit includes 120 watts RMS, separate amplifiers for treble and bass and three high-fidelity speakers.



- Another exclusive from Latin Percussion.
- Versatile with big volume.
- Outmodes original Cabasas — more durable, louder and easier to play.
- Great for Rock n' Roll (tambourine replacement) Brazilian, Latin American and African music.

A must for authentic Samba and Bossa Nova



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# "Hyannis Port Soul (Lost You To The Wind)"



**Colours Dot 17181**  
PRODUCED BY RICHARD DELVY

*HYANNIS PORT SOUL  
(Lost you to the wind)*

*I think I've lost you to the wind  
I'm wondering if you'll pass again  
Pass again?*

*I remember the day — the day you came to town  
I remember the way you led the people 'round  
I can never forget the smile upon your face  
There ain't a livin' body ever take your place*

*I think I've lost you to the wind  
I'm wondering if you'll pass again  
Pass again?*

*Somebody like you is who I'd like to be  
Somebody like me who never can be free  
Somebody like you to turn the world around  
Somebody like me to dig what you have found  
See what you have found*

*I think I've lost you to the wind  
Now I'm wondering if you'll pass again  
Pass again?  
Pass again?*

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# Audio Retailing

## Polk Stores Tackle Challenges Of Contrasting Neighborhoods

By EARL PAIGE

CHICAGO—Over 50 per cent of the records bought at Polk Bros. in Skokie are purchased by youngsters between 15 and 18 years of age. The age bracket of its customers, price competition with neighboring discounters and pilferage rank as the three most significant contrasts between Polk's Skokie outlet and Polk City South.

Abyly managed by Mike Mario who has been in record retailing for 12 years, the Skokie store at 9310 Skokie Blvd. maintains an inviting "hip" atmosphere in its record department.

"I think we have the prettiest girls you will find in any store," said Mario, who pointed out that by having young girls in mini skirts and young male clerks with "slightly long hair," the youthful clientele feel more at ease.

"I suppose I'm the symbol of authority and that's quite as it should be," he said. When the department is "stormed" during the 3-5 p.m. after school hours, Mario said he often walks around saying "My Eyes are upon you," or, "Big Brother is watching."

"Actually, pilferage isn't that big a problem here. We have one person in the department at all times and during the afternoon rush we have at least two and sometimes three people. Our philosophy is to discourage any idea that records can be stolen.

Mario, who was with the Harmony Hall record retailing chain until five years ago, said the greatest change in record selling has been the influence of young people. "Our big buyers range between 14 and 35, but the bracket between 15 and 18 represents more than 50 per cent of our sales."

An example of this youth image might be found in the fact that the department breaks its progressive rock into alphabetical section by artist. "We advertise on the Scorpio WOPAFM show and find that product played on the progressive rock shows really moves."

By contrast, Mario said that



MRS. MARY KOVACIC serves as record department manager at Polk City South in Chicago, while her son John, shown here on the telephone, is the record buyer for all of the Polk Bros. stores.

"every week I dust off the instrumental dance section." He does, however, move a great amount of classical music and has one customer who often buys \$200 to \$300 worth of classical music on every visit to the department.

Except for deluxe sets priced at \$4.86, classical and a few other categories priced at \$4.26, the bulk of product is sold at \$3.42, buyer John Kovacic said.

"We're facing some tough price competition now. What makes it rough is the fact that I have to maintain a profit no matter what my selling price is. Each department at Polk's must show an individual profit."

Staying on top of inventory is central to maintaining a profit picture, both Kovacic and Mario believe. Mario pointed to a sign that tells customers the department is "self service" until noon each day. "This is the time when I can devote my attention to stocking chores," Mario said.

The department moves a lot of tape, too. Mario said at least 70 per cent of the tape is 8-track endless loop cartridges, with the balance divided between reel-to-reel and cassette. Eight-track is priced at \$5.25; cassettes at \$4.50.

The store is open from 9 a.m. to 10 p.m. six days a week; from 10 a.m. to 6 p.m. Sundays.

By RON SCHLACHTER

CHICAGO—Polk City South, located here at 85th and Cottage Grove, ranks second in record sales behind the chain's Polk City North outlet at 2850 N. Central Avenue. However, the problem of pilferage has considerably cut the margin of profit.

While situated in a middle-to-upper middle class Negro neighborhood, the store attracts a sizable number of customers from the have-not areas to the north. Another problem for the store, and especially the record department, is how to keep an eye on the children who come into the store after school.

"A while back, we had a very serious situation when kids went on a rampage and broke numerous windows in the area," said Mrs. Mary Kovacic, manager of the record department. "Under these circumstances, it's difficult to keep qualified help. I had one capable young man who quit after four weeks. He called me and said he just couldn't take it any longer."

"I know most of the youngsters in the area and I feel that I am quite effective in dealing with them. But when I'm not here, that's another story. Recently, I stopped a young man with \$50 worth of records hidden under his coat. He was



MIKE MARIO, manager of Polk Bros. record department, Skokie, Ill., believes use of mobiles and attractive displays lends to a record department's inviting atmosphere. More than 50 of the display space will soon be devoted to Christmas merchandise.

planning to sell them on the street."

Mrs. Kovacic's son John, the record buyer for all Polk stores, recently was forced to hire a security man for the southside store to stand by the door and observe customers. According to Kovacic, "A lot of our records find their way into other record stores in the neighborhood. Sometimes I think we are one of their biggest suppliers."

In trying to hire capable help, Mrs. Kovacic realizes that the \$1.60 per hour starting wage is not particularly enticing, but she also is amazed at some of the applicants:

"Some simply can't fill out an

application. These are high school students and graduates who just haven't mastered the basics of education. Even some of those hired, they don't bother to read. A clerk looks at an LP, sees a guitar and then puts it in the guitar section, even though the album may have nothing to do with the instrument."

The record department at Polk City South is not as tidy and well-organized as the department in the chain's Skokie outlet. Mrs. Kovacic can only work part-time and when she is not at the store, the department's appearance suffers. Upon her arrival, the manager often faces a number of unopened boxes of records which must be put in the bins.

Polk City South sells approximately 9-10,000 singles a month, compared to 2,500 a month at the Skokie store. The singles, priced at 69 cents each, are displayed across one entire wall. Displayed with them are two radio station lists, WVON and WLTH, and the store's own Polk Happening List. The Skokie outlet has only the Polk survey.

The southside store carries a large jazz section which is located along the same wall with the 45's. With jazz, pop and classic as its top-selling LP's, the store carries just as much progressive rock as its counterpart in Skokie. However, the difference is in how the product is displayed.

"The progressive rock at Polk City South is not as clearly defined," explained Kovacic. "We find the people like to look through the bins. We get a lot of traffic from the University of Chicago in near-by Hyde Park. At first, we had more progressive rock here than any other store because of the university."

Polk City South stocks a full line of tape, both cartridges and reel-to-reel. While its tape sales lag behind Skokie's, its top sellers are in pop and r&b.

## Consumer Electronics Show To Stay Under EIA Wing

NEW YORK—The consumer products division of the Electronic Industries Association (EIA) will continue to sponsor and produce the Consumer Electronics Show.

According to staff vice-president Jack Wayman, a recent poll of the EIA membership re-

sulted in a conclusive vote in favor of continued sponsorship of the event. The 1969 show will be held here June 15-18 at the New York Hilton and Americana Hotels.

Of the 158 exhibitors in the 1968 show, 138 have already requested space for the 1969 show, with many asking for increased space allotments. In addition, many consumer electronics producers who did not exhibit in 1968 have applied for space in 1969.

Based on space requests already received, more than 90 per cent of the available space at the two hotels has already been spoken for and all indications point to a complete sell-out of the show before the first of the year.



MODEL 10R44-12 is a new seven-transistor electronic timer radio from Arvin. The radio features an automatic electronic shut-off timer which allows an additional half hour of listening enjoyment once the timing device has been engaged. Its suggested list is \$22.95.

SUMMIT DISTRIBUTORS' LES REID, shown here on the left, explains new product to Tom Edwards of the Polk City South record department in Chicago.



NEW PRODUCT is the subject of this talk between Summit Distributors' Les Reid, shown here on the left, and Tom Edwards, of the Polk City South record department in Chicago. Singles and jazz LP's occupy prominent positions on the rear wall.



ARVIN'S NEW CONTEMPORARY FM/AM/FM stereo phonograph has a suggested list price of \$299.95. The speaker system of Model 80M67-18 incorporates two 10-inch woofers and four three-inch tweeters controlled by separate loudness, bass, treble and balance controls.

## Capacitor Sales

WASHINGTON — Sales of capacitors by U. S. manufacturers totaled \$250 million during the first seven months of 1968, according to the Electronic Industries Association's (EIA) marketing services department. This represented a 1.5 per cent decrease from sales of \$254 million during the same period in 1967. Meanwhile, the total capacitor unit volume was up 6.6 per cent to reach 1.5 billion during the seven-month 1968 period.



# Classical Music

## Labels Accent Boxed Sets for Yule Season

By FRED KIRBY

NEW YORK—Boxed sets, many at special prices, are the major new items being issued for the Christmas season, although there are also a few titles specifically geared for the season.

Angel and Columbia both have specially priced sets, the former having come out with three sets in its "Portrait of the Artist" series. The three-LP packages, listing for the price of two, feature soprano Victoria de los Angeles, baritone Dietrich Fischer-Dieskau, and violinist-conductor Yehudi Menuhin.

Columbia also has two three-for-two sets: "Blue Danube," which contains popular waltzes by Eugene Ormandy and the Philadelphia Orchestra, and "Leonard Bernstein Conducts for Young People," containing selections from Young People's programs with the New York Philharmonic.

A new Columbia series of two-LP sets listing for \$7.79 has "That Philadelphia Sound" with Ormandy and the Philadelphia, "The Spectacular Cleveland Orchestra" with conductor George Szell, and "Rudolph Serkin Plays Beethoven Favorites" containing a concerto with Bernstein and the Philharmonic and three piano sonatas.

### Opera Sets

Operas usually have good Christmas sales as London, Deutsche Grammophon, RCA and Angel all have current opera sets that should be aided by gift purchases. London, for example, has the "Royal Family of Opera," a three-LP package listing for \$6.98, which has an impressive roster of artists performing operatic selections.

RCA has issued its "Opening Nights at the Met," formerly a limited edition containing a swatch from the curtain of the old Metropolitan Opera House, as a regular release, but the three-record monaural set carries the usual list.

DGG has a new release of Mozart's "Le Nozze di Figaro," with Karl Boehm conducting a cast that includes Hermann Prey, Edith Mathis, Gundula Janowitz, Dietrich Fischer-Dieskau and Titianna Troyanos. Fischer-Dieskau also is featured in the Wagner's "Das Rheingold" with Herbert von Karajan conducting.

London has new recordings of Cherubini's "Medea" with Gwenth Jones, Pilar Lorengar, Bruno Prevedi, Fiorenza Cossotto and Justino Diaz, Lamberto Gardelli conducting, and Benjamin Britten conducting his "Billy Budd" as well as a current release of Donizetti's "La Fille du Regiment" with Joan Sutherland and Luciano Pavarotti, Richard Bonynge conducting.

RCA's latest operatic set is Mozart's "Cosi Fan Tutte" with Leontyne Price, Judith Raskin, Miss Troyanos, George Shirley and Sherrill Milnes, Erich Leinsdorf conducting, while Angel has a new package of Wagner's "Der Fliegende Hollaender" with Anna Silja, Teheo Adam and Martti Talvela, Otto Klemperer conducting.

### London's 'Requiem'

London expects seasonal sales from Verdi's "Requiem" with Miss Sutherland, Marilyn Horne, Pavarotti, and Talvela, Georg Solti conducting. DGG has a "Peace" album of Christmas music with Martin Starkie, the Gentle Power of Song and the Gabrielli

Brass, while Archive has an album of "Christmas in the Holyland."

Philips is offering a four-LP set listing for the price of three commemorating the 88th anniversary of the Concertgebouw Orchestra of Amsterdam. The album contains performances conducted by Willem Mengelberg, Eduard van Beinum, Eugen Jochum and Bernard Haitink. Other new Philips packages include Claudio Arrau in Beethoven sonatas on three disks, Wolfgang Sawallisch and the New Philharmonia Orchestra in a two-record set of Mendelssohn's "Symphonies Nos. 1 and 2," and Ingrid Habler in Mozart concertos on two LP's.

Philips also has Penderecki's "Dies Irae (Auschwitz Oratorio)" with Henryk Czyz conducting soloists, chorus and the Cracow Philharmonic. Vanguard's Cardinal line offers an album of baroque Christmas canatas, while RCA's Victrola label features the Deller Consort in Carl Orff's settings of Christmas carols in "From Heaven Above."

DGG also is plugging an album of "The Canterbury Pilgrims" with Starkie and the Gabrielli Brass" and a new pressing of the Bertold Brecht-Kurt Weill "The Seven Deadly Sins" featuring Gisela May.

Columbia has a two-record set of "Greatest Christmas Hits" by Ormandy and the Philadelphia and another Christmas set in "What Child Is This?" with organist E. Power Biggs, the Texas Boys Choir and the Gregg Smith Singers.

London has repackaged four Camarata albums in a four-record Phase 4 package, while Philips is issuing a highlights LP from its Handel "Messiah" set conducted by Colin Davis.

### BOOK REVIEW

## Fiedler Biography Traces Early Life to Boston Pops

(FIEDLER: *The Colorful Mr. Pops—The Man and His Music*. By Robin Moore. Little, Brown & Co. 372 pages. \$7.95.)

NEW YORK — Robin Moore has written an amiable biography about Arthur Fiedler, an amiable man who is one of the leading and most recorded conductors of our time. A 72-page discography of his numerous recordings with his Boston Pops for RCA attests to his prominence and also is a key part of the book.

Tracing Fiedler's early days as a violinist with the Boston Symphony, to the formation and establishment of the famed Boston Pops from that orchestra, this volume contains vignettes of many leading musical figures of this century.

Especially detailed is Serge Koussevitzky, the Boston Symphony's stellar music director, whose relations with Fiedler and the Pops were often stormy. In addition to scores of classical luminaries, such as Pierre Monteux, Leonard Bernstein, Erich Leinsdorf, Charles Munch and Jesus Maria Sanroma, this biography notes Fiedler's associations with such pop figures as Al Hirt and Duke Ellington.

### Welte Runs Off Second in Series

N. HOLLYWOOD, Calif.—The Welte Legacy of Piano Treasures is produced by Recorded Treasures, Inc., P. O. Box 1278, North Hollywood. The second release in the series culled from Welte piano rolls contains 12 albums, including second volumes by Ignace Jan Paderewski and Josef Hofmann.

The other albums are by Alexander Scriabin and Leff Pouishnoff, Ernest von Dohnanyi and Bela Bartok, Walter Gieseking, Joseph Lhevinne, Bernhard Stavenhagen and Alfred Reisenaur, Alfred Gruenfield, Alexander Glazounow, Theodor Leschetzky, Franz Scharwenka, and Gustav Mahler. Gabriel Faure and Max Reger.

Fiedler also has helped in the development of several musicians, including Leroy Anderson, Morton Gould, trumpeter Roger Voison, Richard Hayman and Harry Ellis Dickson, all of whom are discussed here.

Other notables referred to constitute a "Who's Who" of the 20th century classical scene. This volume and its discography will be welcomed by persons interested in the career of one of this century's most notable conductors, and provides a good picture of the development of the "Pops," now a key part of the activities of most American orchestras.

FRED KIRBY

## Munch, Conducting Great, Dies in Virginia at Age 77

RICHMOND, Va. — Charles Munch, who was conducting the new Orchestre de Paris in its first U. S. tour, died here on Nov. 6 of a heart attack. He was 77.

Munch succeeded Serge Koussevitzky as conductor of the Boston Symphony in 1949, a post he held until 1962. During this period he recorded many albums for RCA, including pressings with such soloists as Svatislav Richter, Leontyne Price, Jascha Heifetz, Maureen Forrester, Benny Goodman, Nicole Henriot - Schweitzer, Gregor Piatigorsky, Leopold Simoneau, Rosalind Elias, David Poleri, Giorgio Tozzi, Cesare Valletti, Victoria de los Angeles and William Primrose. Some of these albums are now on Victrola.

The orchestra was founded by Munch last year at the request of Andre Malraux, French minister of culture. The 120-man orchestra opened its U. S. tour on Oct. 26 at Carnegie Hall with Munch conducting. Angel Records this month released the first albums by the new orchestra, including Berlioz's "Symphonie Fantastique" conducted by Munch.



BOB MYERS, right, Capitol's director of classical repertoire, receives a 1968 Esther Award from Henry Roth, originator and founder of the annual classical awards, sponsored by the California Jewish Voice. The annual awards go to those labels which issue the best recordings in their respective fields.

## ABRAVANEL IN NEW MAHLER LP ON CARDINAL

NEW YORK — Maurice Abravanel and the Utah Symphony are continuing their Mahler symphonic series on Vanguard's Cardinal label with the release of the "Symphony No. 4" next week featuring soprano Netania Devrath.

Also scheduled is an album of baroque Christmas cantatas with Claus Knall conducting and a Haydn symphonic LP with David Blum and the Esterhazy Orchestra. Wilhelm Ehmann is the conductor of an album of baroque music for brass and woodwinds.

In piano recitals, Alfred Brendel plays Mozart and Joseph Kalichstein plays Prokofiev and Bartok. First listings are contained in another set by Abravanel and the Utah as they perform Varese's "Nocturnal Equatorial" and Lazzarof's "Structures" and "Sonaras."

FRED KIRBY

### Pa. Orchestra's Fund Goal Is Reached

PHILADELPHIA—The Philadelphia Orchestra's goal of raising \$4 million needed to receive \$2 million in Ford Foundation matching grants, has been met, according to Fred Braemer, vice-president of the Orchestra Association.

Braemer said the cash and pledges solicited hit the \$4 million mark, and that gifts, when collected, will generate the Ford funds. All pledges, he said, must be fulfilled by June 30, 1971, and the fund-raising mechanisms of the orchestra must raise a minimum of \$225,000 each year before the Ford grant is released.



OF HUNGARY

### GREAT HUNGARIAN OPERA PERFORMERS on QUALITON RECORDS

Robert Ilosfalvy (tenor) sings Arias from: L'elisir d'amore, La fanciulla del West, Hunyadi Laszlo, Die Meistersinger Aida, I Pagliacci, Gioconda, Martha, Bank Ban, Manon Lescaut, Lohengrin, Il Trovatore, Cavalleria Rusticana; Verdi: Requiem Orchestra of the Hungarian State Opera, Miklos Erdelyi, cond.

LPX 11312 SLPX 11312

Erzsebet Komlossy (alto) sings Arias from: Samson et Delilah, Das Rheingold, Orphee, Un ballo in maschera, Il Trovatore, Aida, Khovantchina, The Spinning Room, Carmen, Chorus and Orchestra of the Hungarian State Opera, Ervin Lukacs, cond.

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Say You Saw It in Billboard

# Dover to Issue Tales by BBC

NEW YORK—A four-record set of the BBC production of Chaucer's "Canterbury Tales," translated into modern English by Nevill Cargill, is being issued this fall by Dover Records. The set also includes the production's music. "Canterbury's Pilgrims," a London production based on Chaucer, is slated for Broadway presentation early next year. The London production stemmed from a Polydor recording, a current U.S. release on Deutsche Grammophon.

Also slated is an album of Stravinsky piano music by Beveridge Webster. Other fall releases by Webster on Dover were a collection of Berg, Schoenberg and Webern, and a Rachmaninoff recital.

Dover is beginning a 19-volume "History of Early English" drama this fall. Also on tap is a Monteverdi madrigal disk by Denis Stevens and the Academia Monteverdiana. The same forces also appear on another LP of Monteverdi madrigals, and a madrigal program of Gesualdo and Schuetz.

## Boxed Sets Accented

Angel also has a five-record set of Beethoven's five piano concertos with Emil Gilels and the Cleveland Orchestra under George Szell. The packages is selling to dealers for the price of four LP's. An Angel set, "Midnight Mass for Christmas Eve," has music of Marc-Antoine Charpentier, while that label also is issuing an LP of choruses from Handel's "Messiah."

The Roger Wagner Chorale, Anneliese Rothenberger and Salli Teri, are among the artists featured in a Capitol set, "The Joy of Christmas." A Nonesuch collection of Charles Ives' songs by Marni Nixon includes "A Christmas Carol," while another Ives piece, "Adeste Fideles," is included in a Richard Elsas set of "Yankee Organ Music."

Nonesuch also is pushing a six-LP package, the largest in the label's history, of Haydn's 12 London symphonies with Leslie Jones and the Orchestra of London. A current release of Schubert's "Die Schoene Muellerin" featuring tenor Fritz Wunderlich also is being issued for the Christmas market.

ABC and Westminster have a large push going for a coloratura recital by soprano Beverly Sills on Westminster, which also has a new basic library series. Command expects Christmas business for Robert Russell Bennett's symphonic arrangements of its new album of music from "My Fair Lady" and "The Sound of Music" performed by William Steinberg and the Pittsburgh Symphony. Mercury is plugging a recital of Scriabin piano music by Hilde Somer and an album of Rodrigo guitar concertos featuring the Romero and the San Antonio Symphony under Victor Allessandro.

# BEST SELLING Classical LP's

Billboard SPECIAL SURVEY For Week Ending 11/23/68

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
	1	MOZART: CONCERTOS NOS. 17 & 21 (Elvira Madigan) . . . 42 Anda/Camerata Academica of the Salzburg Mozarteum (Anda), DGG (No Mono); 138/783 (S)	42	21	31	GLORY OF GABRIELLI E. Power Biggs/Various Artists/Columbia (No Mono); MS 7071 (S)	37
	2	HOROWITZ ON TELEVISION Vladimir Horowitz, Columbia (No Mono); MS 7106 (S)	10	22	20	WAGNER: DES RHEINGOLD (3 LP's) Various Artists/Berlin Philharmonic (Karajan), DGG 139 226/28 (S)	6
	3	ROYAL FAMILY OF OPERA (3 LP's) Various Artists, London (No Mono); RFO-S-1 (S)	9	23	34	BERLIOZ: REQUIEM (2 LP's) Schrier/Bavarian Radio Orch. & Chorus (Munch), DGG 139 264 265 (S)	3
	4	SOUNDTRACK: 2001: A SPACE ODYSSEY MGM (No Mono); SIE 13 ST (S)	15	24	26	CHOPIN NOCTURNES (2 LP's) Artur Schnabel, RCA Victor LM 7050 (M); LSC 7050 (S)	49
	5	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	138	25	18	WEST MEETS EAST, VOL. 2 Yehudi Menuhin & Ravi Shankar, Angel (No Mono); S 36026 (S)	18
	6	UP, UP AND AWAY Boston Pops (Fiedler), RCA Victor (No Mono); LSC 3041 (S)	11	26	22	ORFF: CARMINA BURANA Janowitz/Fischer-Dieskau/Stolze/Schoenberg Children's Chorus/Orch. & Chorus of German Opera Berlin (Jochum), DGG (No Mono); 139 362 (S)	7
	7	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia (No Mono); MS 7176 (S)	15	27	25	MAHLER: SYMPHONY NO. 6 New Philharmonic Orch. (Barbirolli), Angel SB 3725 (S)	8
	8	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA Victor LM 2609 (M); LSC 2609 (S)	18	28	28	ART OF LAWRENCE TIBBETT RCA Victrola, VIC 1340 (M); VICS 1340 (S)	12
	9	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	17	29	21	BACH ORGAN FAVORITES, VOL. 3 E. Power Biggs, Columbia (No Mono); MS 7108 (S)	21
	10	BEETHOVEN: COMPLETE PIANO CONCERTOS (5 LP's) Giles/Cleveland Orch. (Szell), Angel SE 3731 (S)	3	30	32	INTERLUDE Soundtrack, Colgems COSO 5007 (S)	3
	11	SHOSTAKOVITCH: SYMPHONIES NOS. 2 & 3 Royal Philharmonic (Gould), RCA Victor (No Mono); LSC 3044 (S)	12	31	23	WEST MEETS EAST Yehudi Menuhin & Ravi Shankar, Angel 36148 (M); S 36148 (S)	72
	12	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	120	32	29	SONGS OF ANDALUSIA—VICTORIA DE LOS ANGELES Angel SFSL 36468 (S)	7
	13	DONIZETTI: LA FILLE DU REGIMEN (2 LP's) Sutherland/Pavarotti/Various Artists/Royal Opera House Orch. (Bonyng), London (No Mono); OSA 1273 (S)	11	33	33	ART OF ALEXANDER KIPNIS Seraphim 60076 (M); (No Stereo)	13
	14	SATIE: PIANO MUSIC, VOL. 1 Aldo Ciccolini, Angel (No Mono); S 36482 (S)	25	34	27	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Berlin Philharmonic (Bohm); DGG 136001 (S)	5
	15	BIZET—SCHEHERIDIN: CARMEN Bolshoi Theatre Orch. (Rozhdestvensky), Melodiya/Angel (No Mono); S-40067 (S)	3	35	35	GROFE: GRAND CANYON SUITE New York Philharmonic (Bernstein), Columbia ML-6018; MS-6618	14
	16	J. STRAUSS: BLUE DANUBE Berlin Philharmonic (Karajan), DGG (No Mono); 139 014 (S)	24	36	36	MAHLER: SYMPHONIES 6 & 9 (3 LP's) New York Philharmonic (Bernstein), Columbia (No Mono); M3S 776 (S)	3
	17	ELVIRA MADIGAN (All Musical Selections) Angerer Vienna Orch. (Brendel), Turnabout TV 34080 (S)	4	37	37	STRAVINSKY: RITE OF SPRING/FIREWORKS Chicago Symphony (Ozawa), RCA Victor LSC 3026	2
	18	MOZART: CONCERTOS NOS. 21 & 24 Robert Casadesus/Cleveland Orch. (Szell), Columbia (No Mono); MS 6695 (S)	19	38	38	HAWKINS/HILL: CANTERBURY PILGRIMS Gabrieli Brass/Martin Starkie, DGG 139 380 (S)	2
	19	NONESUCH GUIDE TO ELECTRONIC MUSIC (2 LP's) Paul Beaver/Bernard Krause, Nonesuch (No Mono); HC 73018 (S)	17	39	39	VERDI: LA TRAVIATA (3 LP's) Caballe/Bergonzi/Milnes/RCA Italiano Opera Orch. & Chorus (Pretra), RCA Victor LSC 6180 (S)	33
	20	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	75	40	—	BRITTEN: BILLY BUDD (3 LP's) Various Artists/London Symphony Orch. (Britten), London CSA 1390 (S)	1

## Classical Notes

Soprano **Martina Arroyo** gives a recital at the Hunter College (N. Y.) playhouse on Thursday (21). . . . Conductor **Martin Turnovsky** debuts with the **Cleveland Orchestra** on Thursday (21) in an all-orchestral program, which will be repeated on Friday (22) and Saturday (23). . . . Guitarist **Alirio Diaz** is the soloist with **Leopold Stokowski** and the **American Symphony** at Carnegie Hall on Sunday (17) and Monday (18) in a program, which includes the world premiere of Andrzej Panufnik's "Epitaph for the Victims of Katyn" and the New York premieres of Villa-Lobos' "Concerto for Guitar and Small Orchestra" and Rodrigo's "Concerto de Aranjuez."

Pianist **Robert Golsand** makes his **New York Philharmonic** debut on Friday (22) in Rachmaninoff's "Concerto No. 1," under **Collin Davis**, who also will conduct repeats of the program on Saturday (23) and Monday (25). . . . Cellist **Zara Nelsova** gives a Carnegie Hall recital on Sunday (17). . . . The **San Diego Symphony** has formed a new chamber

chorus, which will give its first performances in the orchestra's concert version of Gluck's "Orpheus and Euridice" on Jan. 9 and 10. **Zoltan Rozsnyai**, the orchestra's conductor and music director, will direct the chorus.

Impresario **Sol Hurok** will receive the 1968 Golden Door Award of the American Council for Nationalities Service at a dinner in his honor on Dec. 11 in the Grand Ballroom of the Hotel Pierre. . . . The Metropolitan Opera's first performance of Bellini's "La Sonnambula" this season, listed for Dec. 2, will feature **Joan Sutherland**, **John Alexander** and **Bonaldo Giaiotti**. **Richard Bonyng** will be conducting the work for the first time at the Met. The Dec. 5 performance of Puccini's "La Boheme" will have **Milka Stojanovic** as Mimi, **Nicolai Gedda** as Rodolfo, and **Clarice Carson** as Musetta, all for the first time at the Met.

Violinist **Isaac Stern** will be the soloist with **Howard Mitchell** and the **Washington National Symphony** at Constitution Hall on Tuesday (19) and Wednesday (20), and

## Bernstein in Jerusalem Film in Two-Day Showing

NEW YORK—"A Journey to Jerusalem With Leonard Bernstein," an 84-minute color documentary, is being featured in two-day, midweek showings in cities throughout the East and Midwest through December. The film documents last year's visit to Jerusalem and violinist Isaac Stern, which included a historic victory concert on top of Mt. Scopus. Columbia is tying in the film

will open the Matinee Series at Lisner Auditorium, George Washington University, on Thursday (21). . . . Bass-baritone **Ronald Holgate** gave his second Town Hall recital of the season on Wednesday (13). . . . Violinist **Hyman Bress** performs at Philharmonic Hall on Wednesday (13) accompanied by **Charles Reiners**, accompanist. . . . The New York City Opera closes its nine-week season at the New York State Theater in Lincoln Center on Sunday (17) with Puccini's "Il Trittico."

with a promotion on "Hatikvah on Mt. Scopus," an album of the victory concert recorded by Columbia Masterworks. The merchandising campaign includes album stickers explaining that Bernstein conducts the film music on the album, a wing display depicting the album's cover, and local ad mats.

Included in the album are selections of Bernstein conducting the Israel Philharmonic in cooperation with the Kol Israel Symphony in concert performances of "Hatikvah" with the Tel Aviv Philharmonic Choir, Joseph Friedland, director; Mendelssohn's "Violin Concerto" with Stern; and the final movement of Mahler's "Symphony No. 2 (Resurrection)" with soprano **Natania Davrath**, mezzo-soprano **Jennie Tourel** and the Tel Aviv Philharmonic Choir. Royalties on the LP are being donated to the Jerusalem Foundation for the Development of Jewish-Arab Youth Activities.



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# Coin Machine World

## Operators Triumph In N. Y. Tax Case

• Continued from page 3

protest and holding the tax in escrow.

The Appellate division of the New York Supreme Court upheld the operators in June 1967. The State subsequently sought to go before the New York Court of Appeals. A hearing was held Oct. 9 and the decision was rendered Nov. 13.

The original test case was filed on behalf of Bathrick Enterprises, with owner, Howard Bathrick seeking a declaratory judgment to determine whether the sales tax applied. Former State Sen. Jeremiah J. Moriarty,

assisted by John B. Davison, who joined in the case as amicus curiae and Music Operators of New York (MONY) counsel Theodore Blatt led the fight.

The New York State Coin Machine Association, under president Mrs. Amelia (Millie) McCarthy, and the New York State Operators Guild were also involved in the long struggle.

MONY executive secretary Ben Chicofsky said: "We're very happy with the decision. We were never covered by sales tax law because jukeboxes do not vend tangible merchandise. We were simply not included in the original law."

## Stereo Singles Need Identity

NEWARK, N. J.—D. M. (Dick) Steinberg, president, Sterling Title Strip Co. here, is among those coin machine industry executive who are perplexed about the lack of stereo singles. Like several other industry spokesmen, Steinberg said, "a lot of singles being produced now are in fact stereo. Only they are not marked that way."

In calling for more stereo singles, Steinberg speaks from a rather unique position. As a manufacturer of title strips, he is close to record manufacturers who supply his firm with advance releases in order to allow time for printing strips.

Steinberg is further, very close to one-stops and to a number of operators which use not only

(Continued on page 65)

## Operators Rely on One-Stops For Wide Variety of Services

By BEVERLY BAUMER

WICHITA, Kan.—The modern one-stop has become such a center for providing a wide variety of services that the operator "has to depend on us." This is the view of Mrs. Evelyn Oakes, Davidson's One Stop here, now in her fourth year as manager of the firm.

As an example of just one area of service, Mrs. Oakes mentioned the outlet's library of old standards. This segment of inventory accounts for 35 per cent of the firm's sales, she said.

Other services:

• Mailing a weekly list of top-selling records.

• Providing custom-printed title strips using magnetic tape with a type face that corresponds to regular strips printed by Davidson's headquarters in Kansas City.

• Telephone calls to local operators advising them of new inventory items. Some operators are called every other day.

• Advising operators on selection by new recording artists and area talent, much of which is developed by a local label, Kanwic Records.

• Maintaining a library of Little LP's.

"We have no sampling phone (Continued on page 67)

## Operators Step Up Campaign For W. German Law Reform

BRUNSWICK, West Germany—The main item currently on the agenda of all the meetings of West German coin operator associations is the campaign for a reform of the laws relating to gaming.

To understand the gaming situation in West Germany, it is necessary to review the historical background. In the early decades of this century, mechanical games of skill for gain were permitted, whereas games of chance were banned—except during market days and in open-air fairs of short duration. Local authorities had to decide whether or not a game required skill or was purely a game of chance. The situation deteriorated un-

til it became intolerable and in December 1933 a new article was introduced into the Gewerbeordnung (Trade Regulations Law) establishing special rates for mechanical games which thenceforth had to be licensed by a central authority.

After World War II, thanks to the endeavors of organized operators, a new "charter" for the question of pay-out machines was established in August 1953. This ordinance, which came into effect on Sept. 19, 1953, imposed strict rules for gaming machines based on the principle that no-one should be able to suffer a greater loss on a machine in a given time than he would be able to earn at work in the same amount of time.

An amendment in December 1955 restricted the number of gaming machines in any locations in which they could be permitted.

(Continued on page 67)

## EYE COLLEGE MARKET

### See Cameron Component Unit As Vehicle for Classical 45's

PORT WASHINGTON, N. Y.—Cameron Musical Industries, Ltd., hopes to open up "an entirely new market for coin-operated music" through the use of classical music singles. A first step in this direction will be the firm's exhibit at the Association of College Unions International in Denver next year. This will mark the first time the association has invited a jukebox exhibitor, according to Cameron executive Boris Zlatich.

Zlatich, who pointed out that Columbia Records, Deutsche Grammophon, Mercury and Angel, among other labels, have recently been releasing classical music on 45 r.p.m., said, "There are many potential locations for both coin-operated and non coin-

operated phonographs that have never considered a jukebox.

"Such locations would include those on college campuses, but would also consist of exclusive motels, certain cocktail lounges and a number of other types of businesses which traditionally have used background music."

Cameron Musical Industries is currently introducing a new unit called the Cameron, which is a component approach to the jukebox. The firm also envisions the development of new operators who may well specialize in servicing new types of locations.

The Cameron is designed with four separate components: a console equipped with a solid-state amplifier delivering 100 (Continued on page 64)



MRS. EVELYN OAKES, manager, Davidson's One-Stop, Wichita, Kan., pictured typing out title strips. Davidson's main office is in Kansas City, Mo. The firm also has a branch in Omaha.

## Classical 45's Offer Added Program Fare

CHICAGO—Easy listening radio stations have helped convince record companies to begin releasing classical music on singles. The recent popularity of film scores from movies such as (Continued on page 65)

## BALLY HELPS NEWSPAPER'S ANSWER DEPT.

CHICAGO—Herb Jones of Bally Manufacturing Corp. here, recently co-operated with Chicago's American's "Playback" column. A reader had requested directions on making a pinball machine.

Said Jones: "Mr. Earl Paige of Billboard requested us to respond to the attached inquiry regarding instructions to build an electric pinball machine—a device which consists of slightly less than 2,000 different parts, not to mention nearly half a mile of wire and, extremely important, a system of play which must be invented prior to construction.

"We regret that we know of no source of the desired instructions other than the several hundred detailed drawings involved in each model manufactured.

"If your correspondent so requests, we shall be happy to forward to her, without charge a copy of our 134-page catalog of replacement parts which, if properly assembled and energized by an appropriate electrical circuit, could constitute a pinball machine.

"Perusal of the catalog may, alas, persuade her to bake a cake, instead."

## Phonographic Makes Bid For Butlin Holiday Camp

By GRAEME ANDREWS

LONDON — Phonographic Equipment, British distributor of Seeburg and owner of U. K. Rock-Ola distributor Ruffler and Walker, has made an outright bid for the Butlin Holiday Camp Co.

Following the announcement that merger talks were being held with Butlin, Phonographic made a \$110 million bid Nov. 7 for the Holiday empire.

Phonographic has revealed that it already holds about a million shares, representing about 1 per cent of Butlin's stock. The company hopes that Butlin's management will recommend stock holders to accept the offer, but the founder of the company, Sir Billy Butlin, is known to oppose the bid. He is a consultant to the company, having been succeeded in the chairmanship by his son Robert.

Phonographic claims that it could increase Butlin profits by 10 to 15 per cent partly through its own expertise in promoting its coin amusement machines in Butlin camps.

Meanwhile, Phonographic, it-

self, has announced a profit of \$5,445,000 for the year to April 30, 1968, against a profit of \$2,141,000 for the previous year. The company is playing a total dividend of 60 per cent for the year.

Phonographic and Ruffler and Walker held a two-day preview of their 1969 coin models at London's Royal Lancaster Hotel Nov. 7-8. Highlights of the juke-

(Continued on page 64)

## 25c Play Can Up Gross 166%

CRETE, Neb.—Lane Ray, an operator here who stresses better jukebox programming as a basis for switching to two-for-a-quarter pricing, is showing revenue increases of as much as 166.5 per cent. An analysis of seven locations was presented at a recent meeting of Coin Op-

(Continued on page 67)

## EDITORIAL

### Why Not Supply Local Papers With Weekly Jukebox Top 10

If countless local newspapers around the U. S. started publishing a weekly "Jukebox Top 10," the music operating industry would receive much-needed and beneficial publicity. We believe, as part of the Music Operators of America's current public relations program, it should initiate ways to gather and publish data on jukebox record popularity.

Because improved local music popularity data is badly needed in the industry, it has been suggested that perhaps local operator associations could assume the chore of collecting, tabulating and publishing jukebox play data. While such a service would be welcomed by record retailers, one-stops, distributors and some radio stations, it would have its greatest justification, from the industry standpoint, because of its publicity potential.

The jukebox industry badly needs a publicity boost at this time in order to remain competitive in the expanding leisure-time market.

A dozen major cities now have strong local trade associations. A score of groups exist in lesser markets. Under the auspices of the local trade association, data could be gathered from co-operating operators, tabulated, published and distributed to the retailing community, radio stations and the local print media.

Many newspapers would likely pick up the jukebox top 10 for publication in their weekend entertainment sections and supplements. Because they compete with radio for the advertising dollar, most newspapers balk at publishing radio station survey data. There would be no such objections about publishing data from operator organizations.

**Here's the Latest PhonoVue Pairings**

WHIPPANY, N. J.—Saundra Davis, record co-ordinator, Rowe International, Inc., advised that the following PhonoVue films be paired with the listed recordings below.

Trophy Winner, 2917S, "Do You Believe in This Town," Dot 17117, or "Goody, Goody Gumdrops, Buddah 71; Librarian, 2917R, "My Girl," Tamla 54168, or "For Once In My Life," Tamla 54174; Jackie in Versailles, 29117B, "Oh Baby Mine," Backbeat 591, or "I'm the One Who Loves You," Heritage 807; Four Alarm Fire,

(Continued on page 65)

**See Cameron Component Unit As Vehicle for Classical 45's**

• Continued from page 63

watts of power, two speaker enclosures and a program selector unit. The machine, which holds 70 records, accommodates both 33 1/3-r.p.m. and 45-r.p.m. seven-inch disks.

Of the several accessories, one is a non coin-operated program selector. This can be positioned, for example, behind a bar or in a manager's office and operated as a remote selector mechanism.

Zlatich has a master's degree in music and is a concert violin-

ist. He was once associated with Chicago's Lyric Opera and was musical director for Dinah Washington. He said his firm would consider furnishing a complete programming package with options for any selections locations might desire.

"Our programming would not be limited to classical music," he said. "We could program folk music, or spoken word selections, or any type of music." But Zlatich is very enthused about the possibilities of programming classical music.

"I think today's young people are intellectually and emotionally ready to enjoy classical music. It used to be that a youngster either liked classical music or didn't like it. Today's youth is far more flexible in its musical tastes.

"I also feel that record companies will look favorably on the wide exposure classical music on jukeboxes singles can deliver. I'm sure RCA, for example, isn't opposed to selling more Vladimir Horowitz product, so why not obtain wider exposure by issuing Horowitz on 45 and 33 1/4 Little LP's.

**New Equipment**



Williams—Helicopter Game

The helicopter game continues to be one of the most profitable units for operators in recent years. The above new game, Space Pilot, is from Williams Electronics, Inc. The machine features twin control levers. The space craft can be maneuvered backward, forward, up, down or made to hover. Four target pylons, with changing scoring values and targets, are among other features. The unit has an adjustable solid-state timer and single chute 25-cent play mechanism. It is 71 inches tall, 30 3/4 inches wide and 40 inches deep and, when crated, weighs 265 pounds.

**'COIN'CIDENTALLY**

**Pocket Disc Vending Success Proves Several Major Points**

The reported initial success of Pocket Disc vending in the Seattle test market demonstrates much more than the acceptability of a new record product. The Seattle experiment goes a long way toward proving three additional points that are of manifold significance to the coin machine industry:

- (1) Record vending, which has so often flopped, can be a solid business enterprise.
  - (2) Vending readily opens locations that have been closed to record retailing.
  - (3) Record vending opens many locations to automatic merchandising for the first time, enhancing the growth potential of automated selling.
- The conductors of the Seattle test are particularly enthusi-

astic about their vending sales. Consolidated Distributors, which placed the first group of stamp-style vendors on location, reported that sales in 12 test locations exceeded initial projections by 400 per cent over a two-day period. The dozen outlets were stocked with 6,000 singles, and 2,812 were sold in a two-day period.

The only problem encountered to date with the vending concept has been the welcome one of frequent service calls to fill sold-out machines. The simple, mechanical, stamp-style vendors have been functioning well, thus providing field support for the unproven theory that a machine which works properly will move a lot of records if placed in a much-trafficked location.

From the industry standpoint, the fact that vending is opening (Continued on page 65)

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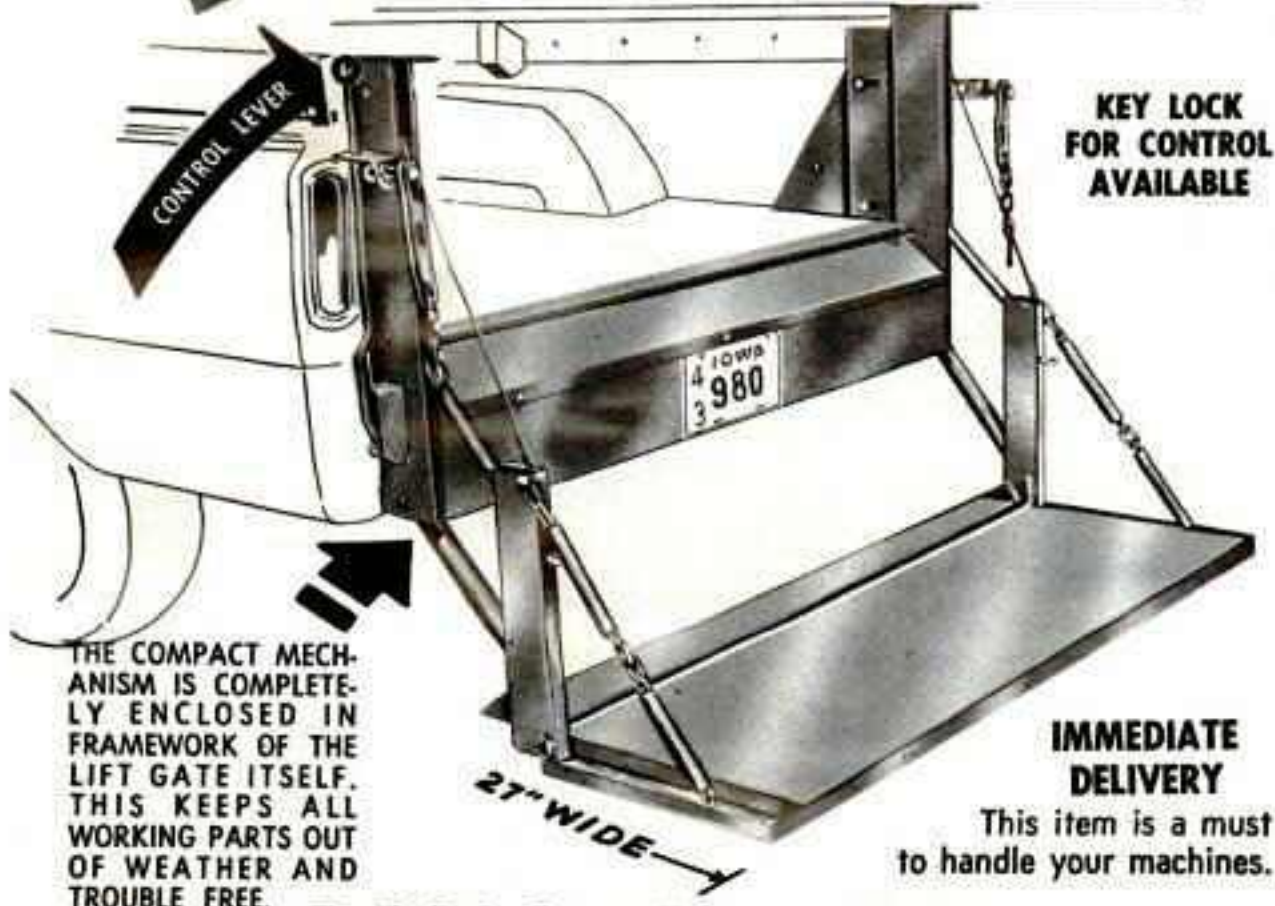


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**Phonographic Bid**

• Continued from page 63

box exhibits were the first appearances of Seeburg's Spectra model and Rock-Ola's 440 phonograph. The two models, offering 160 selections including LP's, will each retail in the U. K. for \$1,800. Also on view was a full range of games and other coin amusement equipment distributed in the U. K. by Phonographic and Ruffler and Walker.



The SIGN of great reading



# Pocket Disc Vending Success Proves Several Major Points

• Continued from page 64

a host of new retail outlets for singles is as significant as the rapid pace at which the merchandise is moving. The stores in the test included grocery stores that had never carried records before. Consolidated is getting many calls from outlets never before interested in records, including a 32-store chain.

What has made these stores interested in records for the first time? The answer is vending. For vending solves the sales personnel and pilferage problem while providing for the retail outlet the glamour and traffic-building advantages of records.

Even many record dealers would like to let machines handle their singles sales. One Chicago dealer has a standing order for a workable vending machine he can roll into his front doorway when he closes, to make his shop a 24-hour operation on singles.

But perhaps the most significant aspect of the Seattle

experiment in the long run will be the opening of untried locations to general automated merchandising. Pilferage and sales personnel problems are not unique to records. Vending today can solve problems inherent in retailing thousands of different merchandise items.

Almost anything that can be racked can be vended, and as credit card machines enter general use, higher ticket merchandise will be vended. It should be noted that none of the 12 stores mentioned in the Seattle test had ever before had anything but bulk venders on the premises. And it is not far-fetched to speculate that most of these stores will boast extensive vender banks in the not-distant future. The swing to automated selling can only be accelerated by the discovery by merchants that vending permits them to lengthen their business day while reducing labor costs.

When considered with these ramifications, the Seattle story is one of the most exciting to break in several years.

# Classical 45's Offer Added Program Fare

• Continued from page 63

"Elvira Madigan" has been another factor. Jukebox programmers, many of whom are vociferously clamoring for "more adult product," could also let record companies know if they can use classical music.

In recent weeks Deutsche Grammophon has released "Piano Concerto No. 21," a Mozart composition featured in "Elvira Madigan." It is backed with Chopin's "Grand Polonaise."

Columbia Records has released "Also Sprach Zarathustra," from the movie "2001," backed with Johann Strauss' "Blue Danube Waltzes." Both recordings are by Eugene Ormandy and the Philadelphia Orchestra.

# What's Playing?

A weekly programming profile of current and oldie selections from locations around the country.

Manhattan, Kan. Location: Drive-In

FLOYD EVERS, programmer, Bird Music Co., Inc.



Current releases:

"Hey Jude," The Beatles, Apple-2276; "Shoot 'Em Up Baby," Andy Kim, Steed-710; "Fire," Arthur Brown, Track-2556.

Oldies:

"96 Tears," The Mysterys; "My Special Angel," Vogues.

# Stereo Singles Need Identity

• Continued from page 63

his title strips but his record programming services.

"I realize there are quite a few problems involved. For one thing, there are lot of monaural phonographs when you consider the consumer market for 45 rpm recordings. This is probably the chief concern.

"As the market for singles in the retail market retreats, the record manufacturers will realize

they have to cater more to the jukebox market, which already represents a tremendous market.

"Jukebox operators are really selling sound. "If this is a better improved sound so much the better. No one can argue that a stereo single doesn't sound better than a monaural.

Steinberg, noting that all the jukeboxes manufactured during the last 10 years are capable of playing stereo singles, put his final comments succinctly.

# PhonoVue Pairings

• Continued from page 64

29215W, "Spooky," Imperial 66259, or "Lover's Holiday," SSS International 747.

Wish You Were Here, 2915Y, "Back On My Feet Again," UNI 55058, or "Different Drums," Capitol 2004; Bike Ride, 2916W, "Young Boy," Pencee 5001 or "Toliver," Smash 2183; Rita in France, 2917D, "Milica," Decca 32008; Happy Birthday, 2914B, "Memphis," Imperial 043, or "Horse Fever," Phil LA of Soul 318.

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## Operators Study Ways to Offset Continued Price Hike on 1-Cent Gum

By EARL PAIGE and RON SCHLACHTER

CHICAGO—In the wake of recent price increases on penny gum by Leaf Brands, division W. R. Grace & Co. here, operators and distributors around the country are continuing to study alternatives to a price squeeze. For some it will mean discontinuation of large-size gum; others will cut back on the amount of charms mixed with small-size gum; still others see a trend to more nickel, dime and quarter vending.

The price hike by Leaf Brands was preceded by increases by American Chewing Products and Cramer Gum Co. Frank Fleer Corp. and Standard Specialty have also raised prices.

"The manufacturers are probably justified in raising prices, but it really puts the squeeze on operators," said John Adams, Diamond Vending Supply, Oklahoma City. "Operators will have to put less charms in their mix and hope that quarter vending will increase to help offset the drop in the penny gum sales."

"We're going to discontinue vending large-size gum," said Tom Theisen, Theisen Vending Co., Minneapolis. "We'll cut the amount of charms in small-size gum mixes just a little and still hope to get 90 per cent of the pennies."

"We're also adding another dime machine to our six-unit stands. Now we'll have two dime machines to our six-unit stands. Now we'll have two dime units,

a nickel capsule, a quarter machine, a penny candy unit and one small-size penny gum mix machine."

"The only alternatives I see are to increase volume and cut down on commissions," said Alex Schwartz, president of T. J. King & Co., Inc., Chicago. "The vendors must utilize their locations to the fullest and put out more machines. Labor is a big thing. If more machines can be serviced at the same location, then the vendor has a chance of coming out ahead."

"Cutting the amount of charms being mixed with the gums won't be the answer. This would only hurt volume and sales. As for concentrating more on dime and quarter vending, a vendor would have to be selective in following this route. The higher prices would not work at all in pop stores. While

the quarter is still hard to come by, the penny remains the backbone of the industry."

Emil Reising, sales manager of Graff Vending of California, Oakland, believes cutting commissions would be the most immediate alternative for the vendors:

"I also foresee the vendors eliminating the 2,100 count and going to the 216 or 240 count. Cutting down on the amount of charms would be cheaper, but it might also hurt sales. As for higher prices, I think the industry is moving toward dime and quarter items. Quarter vending is steadily increasing. In reality, what used to be a 1-cent charm has now gone into a 5-cent capsule."

Al Toranto, of Birmingham Vending Co., Birmingham, Ala., also pin-pointed the vendors' alternative in terms of a higher count:

"The only out would be to go to a 240 count. For the vendors who are with 240 now, they won't be affected by the price hike. Another alternative would be to go into more nickel, dime and quarter items."

"As for reducing the number of charms, this would be like cutting off your nose to spite your face. Charms sell the gum. I also don't see vending four pieces of penny gum for a nickel as a solution because of the problem with coin mechanisms and slots."

## Illinois Association to Add Members, Services

CHICAGO—The Bulk Vendors Association of Northern Illinois is steadily expanding

### ALICE'S SONG BIG HIT WITH BILL CANNON

HADDONFIELD, N. J.—The jukebox programmer often has a lonely battle convincing people that certain records have great potential because they have a "jukebox sound." This is the view of Bill Cannon, Cannon Coin Machine Co. here, who recently received a sample of "Alice's Restaurant" by the New Christy Minstrels.

"I knew this record had a great jukebox sound and that the title would attract kids because of the popularity of Arlo Guthrie's album on progressive rock stations. But I must have been the only one who thought this way because my one-stop had to have the title strips custom-printed."

"The record is one of our best playing numbers right now. I checked with the one-stop and learned that after a month they still hadn't sold one copy." Cannon reported that the recording was among some new samples he had received from Record Source International.

its services and has invited participation from vendors in adjoining States, according to president William Krugman, Vend Master Co. here. Its most recent meeting was highlighted by a face-to-face seminar involving executives from Leaf Brands, div. W. R. Grace & Co.

Representing Leaf were vice-president Rolfe Lobell and sales manager, ball gum division, Mrs. Jane Mason.

The trade group, which has recently been reorganized, was instrumental in the apprehension of thieves that had stolen bulk vending machines. One of the trade group's prime problems involves security.

The association has agreed to meet the first Monday of every month at 6:30 p.m. The next meeting will be Dec. 3.

Operators wishing additional information are invited to write corresponding secretary, Mrs. Louise Dawson, 2557 W. Worth Ave., Chicago. The phone number: (312) 626-9293.

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 10¢ Lighter Mix ..... 8.00  
 10¢ Big Dice Mix ..... 8.00  
 10¢ Assortment Mix ..... 7.00  
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 Rain-Bo Ball Gum, 2100 printed per carton 7.85  
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 Rain-Bo Ball Gum, 4300 per ctn. 9.50  
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SUPER 77 in console holds 175-V2 capsules

# Jukebox Multiplies Sales For West Coast Clothier

By BUD GARDNER

SACRAMENTO, Calif. David Coffin, manager of the College Hi Shop here in the Florin Shopping Center, recently installed a Seeburg jukebox to attract more teen-agers and collegians to his store. Word traveled fast and, almost overnight, business began to pick up.

"I'd say," said Coffin, "that our total business has increased 25 per cent."

The Seeburg selectomatic is located in the rear of the shop near the dressing rooms. It was placed there to improve a dull

corner. Attractive at first glance, it's loaded with popular courtesy records from a local radio station.

"It's amazing," said Coffin, "to see boys turn off transistors just to play a free song. Later they return with their mothers to buy school clothes."

Satisfied with the additional customers, Coffin decided to capitalize on his idea. He asked College Hi salesman Mark Caputo to create a display near the jukebox.

"This was more fun than work," said Caputo, a Sacramento City College art major studying interior decorating, "but anyone could put up this simple display."

Just at the left of the jukebox is attached a dark 4-ft. by 4-ft. bulletin board, framed by four strands of twisted red and white crepe paper. Colorful posters give both information and reflect the mood of the times.

This display is a natural for pushing slow-moving items. Recently, the Nehru jacket was featured and, according to



DAVID COFFIN, manager of the College Hi Shop, Sacramento, Calif., has installed this Seeburg select-o-matic jukebox in his shop to attract more customers. According to Coffin, the jukebox has increased sales 100 per cent on this particular display item, while total sales have increased 25 per cent.

Coffin, he hadn't sold a single one until he displayed it. "Now, it's the hottest thing in the shop," says Coffin. "That's 100 per cent selling—with a free coin-op music machine."

## Operators Rely on One-Stops For Wide Variety of Services

Continued from page 63

set up," she said. "Many operators come here personally anyway. Some come in four or five times a day. They usually make up their routes once a week".

Mrs. Oakes breaks releases

into categories such as pop, middle of the road, easy listening, r&b, and c&w.

"Some pop is hard to distinguish from r&b," she said. "There are groups so versatile that their records can go practically any place and course, that's good."

"R&b locations will use a record such as 'The Weight' by Jackie DeShannon. There have been artists like the young Rascals with records that played well in r&b spots," Mrs. Oakes said.

Kanwic, a local Wichita label, has some very good artists on it, Mrs. Oakes said.

"We encourage operators to try new, unknown artists by pushing that type of record. We have a local group called The Apostles. We pushed their records and the operators are doing well with them."

Asked if she thought operators depended too much on one-stop, she replied: "They've got to depend on one-stops. There's no place else to get material. We get releases radio stations do not use, especially in the country and western field."

"Middle-of-the-road is seldom heard on radio," she said. "Operators have to come here for product." She cited Ray Anthony's recording, "I Get the Blues," as a very successful middle-of-the-road record.

Old standards comprise about 35 per cent of her weekly sales to operators. She keeps a backlog of all old records, and receives special orders for them.

"Old standards are more-often a bread and butter item for us, so far as operator business is concerned," she said.

"Some of our records go back as far as five years. We have an old standard library of at least 1,000 titles. I even have some of the first Elvis Presley records and I get quite a few requests for them. There are some old c&w standards you simply must have, such as 'On Top of Old Smoky,' Webb Pierce's, 'Memory Number One,' Patsy Cline's 'Walking After Midnight' and others"



ACTIVE AMUSEMENT MACHINES CO., Philadelphia, held a service school recently under the guidance of Rock-Ola field service engineer William Findlay. Among those attending: Tip Lewis, Bob Kercher, Bud Dahl, R. E. Roof, R. G. Roof, Tom Lewis, Harry Kimmel, Al Nemeth, R. Nicholson, William Werner, M. K. Miller, Lloyd Farling, William Forman, Morris A. Alvahan, Don Henry, Robert Cook, L. Kamer, I. Kamer, George Bonatsos, Herb Klein, Charles Sheaffer, William King, Joseph Fiducioso, Al Blitzstein, David Lausiter, Jack Somers, Chuck Carey, George Greis, Roosevelt Hauley, Robert Brown, Allen Beitton, Ray Pastrana, Johnnie Brown, Clarence Cowans, Ted Smith, Edward Pieasecky, Jerry Tiesman, Andy Kandrac, Carroll Croly, Norman Mastalsz and Del Crosby.

## Operators Step Up Campaign For W. German Law Reform

Continued from page 63

With rising costs, more expensive machines, higher location commissions and heavy taxation, pay-out operating ceased to be profitable as the law prohibited any adaptation of the coin box to take a higher stake.

After long negotiations, the associations of the German coin machine industry succeeded in convincing the government of the urgent need to reform the gaming laws and the result was a modest reform in March of this year.

This amendment increased the permitted stake to 20 pfennings and the maximum gain to 2 marks. In addition, the basis of calculation of the turnover tax was changed from double the contents of the coin box to 1 1/2 times the contents.

Most operators feel that this small reform is not sufficient to make pay-out machine operating a really viable proposition and the trade associations are pressing for other amendments. They say that the minimum play dura-

tion of 15 seconds should be reduced and that the number of machines allowed in locations should be increased from two to three, with four in arcades. The associations also want the government to allow gaming machines in tobacconist shops, and a review of the 60 per cent minimum pay out is also under discussion.

## 25c Play Can Up Gross 166%

Continued from page 63

erated Industries of Nebraska. Tavern, high-volume beer only, no dancing and no wall boxes, daily gross jumped from \$4.87 to \$12.98; bottle club, in motel, dance floor, no wall boxes, daily increase \$2.19 to \$4.74; small cafe, eight wall boxes, on interstate highway, daily increase \$7.53 to \$8.51; V.F.W. club, bar, no food, dancing, no wall boxes, daily increase \$3.56 to \$3.83; truck stop, seats 100, eight wall boxes, daily increase \$13.40 to \$13.82; steak house, Class "C" bar, dancing, two wall boxes, daily increase \$10.74 to \$11.27; tavern, beer only, decorated like lounge, daily increase \$3.70 to \$3.95.

## FOLZ SETS UP ITALY FIRM; IBM METHODS

NEW YORK—Folz Vending, Oceanside, N. Y., now operating in all U. S. States except Hawaii and Alaska, has commenced operation in Italy. The firm, owned by brothers Roger and Harold Folz, has three offices in Canada now and will soon install an IBM 360 and begin computerized operations.

Roger Folz said here last week that vending in Italy presented some rather unusual problems. "For one thing, chewing gum is still considered vulgar by some people. This is changing, however, much as customs have changed here in regard to women smoking in public."

The Italian operation is headed by John Acconcia. Folz said coinage was no particular problem and that the acceptance of charms was encouraging.

Folz, which now has over 75,000 bulk vending machines on locations throughout its far-flung territories, has been using a simplified IBM business machine system. The addition of the IBM 360, Folz said, would allow for far more sophisticated inventory control and sales analysis.

"We should know our exact inventory and sales on a daily basis," he said.



ROBERT FREEMAN has been named assistant director of public relations of the National Automatic Merchandising Association (NAMA). Freeman comes to NAMA from the Insurance Information Institute where he was regional representative.

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# SPECIAL MERIT PICKS

• *Continued from page 54*

In blues are represented here: Williamson, Rodgers, Hooker, McCracklin, and full justice is done to them all.

**MUSIC FROM "LIL BROWN"** — Ode Z 1244010 (S)  
A packaging spoof on the "Music From Big Pink" album sidetracks the original improvisations played to the hilt on disk by Africa, a new L.A. group. Produced by Lou Adler, the Africa LP features multi-minute jazz and vocal workouts of the Rolling Stones' "Paint It Black" as well as "Light My Fire" and "Louie Louie." A sleeper with powerhouse potential.

**IVORY**—Tetragrammaton T 104 (S)  
This polished pop trio has a lot to offer including Chris Christman, who puts over a number in the style of Grace Slick. Mike McCauley and Kenny Thomure also turn in good vocals. "Free and Easy," "Grey November," and "Losin' Hold" are among the best cuts.

**REAL**—The Bag. Decca DL 75057 (S)  
Two tunes—"Red, Purple and Blue" and "Down and Out"—raise this LP out of the common herd. Both could serve as excellent programming material for progressive rock stations. The Bag, produced by Jimmy Curtiss shows merit.

**SOUTH ATLANTIC BLUES** — Scott Fagen. Atco SD 33 267 (S)  
Singer-guitarist-composer Scott Fagen stars on his first LP, a unique blend of folk-blues, lyrically fresh and unheard of. A native of the Virgin Islands, Fagen plays and sings Shanty blues, roaming freely through "South Atlantic Blues," "Nothing But Love" and "Tenement Hall." Fagen's special readings could shake up the charts with the impact of a down and dixie Dylan.

**LIFE IS BUT A DREAM**—Wichita Falls. Imperial LP 12417 (S)  
Wichita Falls debut with a "Sgt. Pepper" effort which, naturally, falls short of the Beatles' disk epic. But Wichita Falls secures its own musical identity with a classy, highly musical stream of dream music. Producer Dallas Smith and arranger Artie Butler account for much of the LP's quality, as the group features "Going to Ohio" and more.

**HAVE A MARIJUANA**—David Peel & the Lower East Side. Elektra EKS 74032 (S)  
Burrowing through the underground, this wacky, calypso laughter on the equally mad-cap hippie scene is a folksy post-Fugs peek at pot, cops, and lunacy. The group, John Peel & the Lower East Side, provide the nonsense with their nutty, jug-band sound on "I Like Marijuana" and other fruity pop fables.

## COUNTRY

**THE NASHVILLE SOUND OF JODY MILLER**—Capitol ST 2996 (S)  
Pert Jody Miller has a beautiful album of first rate country fare that should please her many fans and win her many more. Her own singles "It's My Time" and "Long Black Limousine" are here along with an exceptional treatment of Joni Mitchell's "Urge for Going" and a number penned by Glen Campbell and Vic Dana, "Back in the Race." Her interpretation of Hank Cochran's "Don't You Ever Get Tired (of Hurting Me)" is a standout.

## CLASSICAL

**RACHMANINOV: SYMPHONY No. 2**—L'Orchestre de la Suisse Romande. (Kletzki). London CS 6569 (S)  
Paul Kletzki's first release as the new music director of L'Orchestre de la Suisse Romande is a memorable one. Rachmaninov's beautiful and familiar "Symphony No. 2" has this great orchestra at its best. The Adagio glows, while the other three movements also are lustrous.

**JANACEK: SINFONIETTA / PROKOFIEV: WALTZES**—Moscow Radio Symphony (Rozdestvensky. Melodia/Angel/SR 40075 (S)  
Stunning performances by the Moscow Radio Symphony under the adept baton of Gennady Rozdestvensky produce an important coupling of these 20th century works. The Prokofiev "Waltzes (Suite for Orchestra, Op. 110)" is a recording rarity composed of sequences from "War and Peace," "Lermontov" and "Cinderella." The Janacek "Sinfonietta" is a brilliant piece.

**HILDE SOMER PLAYS SCRIBAN**—Mercury SR 90500 (S)  
Scriabin could well be the next great composer to be discovered by today's youth. And, if this happens, this outstanding recital by Hilde Somer, her first Mercury disk, should go a long way. The Viennese pianist here performs etudes, preludes, "Sonata No. 4," and "Vers la Flamme" plus other pieces admirably.

**SCHUMANN: CARNIVAL/SONATA No. 2**—Alexis Weissenberg. Angel S 36552 (S)  
Alexis Weissenberg, as usual, displays remarkable virtuosity in this pressing. The pianism on "Carnival, Op. 9" is brilliant. The "Sonata No. 2" also is impressively performed. An experienced artist, Weissenberg is beginning to gain the recording and performance recognition he so richly deserves. This album can only add to his increasing stature.

**MEYERBEER: SYMPHONIES Nos. 1 & 20** Donath / Hansmann / Kmentt New Philharmonia Orch. (Sawallisch). Philips. PHS 2-904 (S)  
These two previously unlisted symphonies are valuable catalog additions, especially the monumental "Symphony No. 2 (Hymn of Praise)." Sopranos Helen Donath and Rotraud Hansmann, and tenor Waldemar Kmentt are the excellent soloists with Wolfgang Sawallisch and the New Philharmonia Chorus and Orchestra in this work. The fourth side is the "Symphony No. 1," a remarkable work considering it was composed when Mendelssohn was only 15.

**LA MARSEILLAISE** — Orchestre de Paris (Jacquillat). Angel S-36518 (S)  
The Orchestre de Paris, in this recording debut, offers a beautiful and diverting collection of light showpieces that should prove a welcome addition to any collection. A forceful "La Marseillaise" featuring vocalists Andrea Guiot and Claude Cales is the leader here, with Chabrier's "Espana," Dukas' "Sorcerer's Apprentice" and Saint-Saens' "Danse Macabre" delightful companions.

**AN INTRODUCTION TO GERMAN LIEDER**—Felicia Weathers. London OS 26054 (S)  
Soprano Felicia Weathers shows herself to be an exceptional lieder singer in this sensitively-subrecital. Whether spirited as in Schubert's "Die Forelle" or tender as in Brahms' familiar "Wiegeliied," Miss Weathers' interpretations are excellent. Schubert's "Wiegeliied" is another gem. The 14-cut album also includes lieder by Beethoven, Liszt, Mozart, Bach, Franz, and Schumann.

## LOW PRICE CLASSICAL

**BEECHAM BON-BONS** — Royal Philharmonic Orch./French National Radio Orch. (Beecham). Seraphim S 60084 (S)

Sir Thomas Beecham here conducts a collection of works by such French composers as Debussy, Delibes, Faure, Gounod and Berlioz. What emerges is a set of melodic pieces reflecting Beecham's great love of the music of the French school. A high class pot pourri and welcome reissue.

**SCHUBERT: DIE SCHOENE MUELLERIN**—Wunderlich/Stolze. Nonesuch H 71211 (S)  
This early recording of Schubert's great song cycle by Fritz Wunderlich, released in the U. S. for the first time should draw considerable interest, especially from those who wish to compare the rechanneled 1957 performance with the late tenor's more-recent recording of the cycle for Deutsche Grammophon. Wunderlich's youthful voice comes through beautifully here. Kurt Heinz Stolze is the capable piano accompanist.

**THE BAROQUE & CLASSICAL TRUMPET**—Various Artists. Turnabout TV 34295-99 (S)  
Fine examples of baroque trumpet are offered in this five-record package, which includes music of Bach, Scheidt, Telemann, Handel, Purcell, Biber, Haydn, Fasch, Albinoni, Vivaldi, Staelzel, Manfredini, Torelli, and Hertel. The set features 10 different trumpet soloists plus several instrumental ensembles.

## JAZZ

**SONNY'S DREAM**—Sonny Criss Orch. Prestige PR 7576 (S)  
Sonny Criss, an alto star too long dormant, is now getting the record breaks, via

Prestige, that he deserves. Unlike previous albums this is a West Coast session with a large group composed of newcomers and veterans, such as Teddy Edwards, tenor; Tommy Flanagan, piano. Arranged and written by Horace Tapscott, it provides Criss with a more complex setting than usual. Exceptional jazz.

## COMEDY

**DO IT, DO IT, DO IT**—Skiles & Henderson. Liberty LST 7596 (S)  
Although relatively unknown, this comedy duo is zany enough to make it big. Some of the cuts here are excellent programming material, such as "Milestones in History" and perhaps "Engins and Injuns." Weird comedy, but it could catch on.

## GOSPEL

**THE GOSPEL SOUL OF BIG MAYBELLE**—Brunswick BL 754142 (S)  
Big, booming soul sound full of vocal fire and brimstone spirit. Big Maybelle really stirs up powerful emotion on "Old Time Religion" and "Do Lord." Other tunes include "Down by the Riverside" and "Swing Low, Sweet Chariot."

**HEARTFELT GOSPEL**—The Sheltons. Halo HR 4142 (S)  
An exceptional album for two reasons—the bright quality of the group and the excellent country-style arrangements (you al-

most think you're listening to a hit country song, except that the message is definitely spiritual). "Jesus Is Coming Soon" is beautiful. Lead guitar work by Pee Wee Melton is exceptional.

## INTERNATIONAL

**LAS 4 MONEDAS GO-GO**—Falcon FLP 3000 (S)  
Las Cuatro Monedas (the Four Coins) have an exciting, pounding sound good for dancing. "Cadena de Tontos (Chain of Fools)" is best tune on the LP, but they dig deep into Spanish versions of "The Boat That I Row," "Windy" and "Ode to Billy Joe." Bueno!

**ENRICO MACIAS**—Mercury SR 61202 (S)  
Enrico Macias, a French-Algerian troubadour who has developed quite a following here, should increase it with his current U. S. tour and this first album on Mercury. Included are some of his best material, including "Un refrain," "Les millionnaires du Dimanche" and "Pour tout l'or du monde." His famous "Jerusalem of Gold" also is here as are two romantic numbers in English, "A Life in a Life" and "Tell Me What is Wrong."

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# International News Reports

## 6 Academic National Awards To French Decca-RCA Group

PARIS—The French Decca-RCA group won six Orpheus d'Or in the 1968 awards of the Academie Nationale du Disque Lyrique presented at the Paris Opera.

Records honored were:

"A Midsummer Night's Dream" by Benjamin Britten, with Alfred Deller, Elizabeth Harwood, Peter Pears, a. o. and the London Symphony Orchestra and Choir conducted by Benjamin Britten (Decca); "Mam'zelle Nitouche" by Fernandel (Decca).

"Un Bal Masque" by Verdi Merrill, a. o. and the RCA Ital-

iana orchestra and choir conducted by Erich Leinsdorf (RCA); "Don Juan" by Mozart with Dietrich Fisher-Dieskau, Birgit Nilsson a. o. and the Prague Choir and National Theatre Orchestra conducted by Karl Boehm (Deutsche Grammophon); "Oedipus Rex" by Stravinsky with various soloists and the Czech Philharmonic Orchestra conducted by Karel Ancerl. (Classic); "Stabat Mater" by Giovanni Pergolesi with the Moscow Chamber Orchestra conducted by Rudolf Barchal (Chant du Monde); "Madame Butterfly" by Puccini conducted by Sir John Barbirolli (Angel); Songs by Puccini by Mirella Freni and the orchestras of the Rome Opera and the RAI conducted by Thomas Schippers, Franco Ferraris and Leone Magiera (Voix de Son Maitre).

Also, "La Rondine," by Puccini, with Anna Moffo and the choir and orchestra of RCA Italiana conducted by Francesco Molinari-Pradelli (RCA) Lieder by Mahler with Janet Baker and the Halle Orchestra conducted by Sir Hohn Barbirolli (Voix de son Maitre); Melodies of Richard Strauss by Montserrat Caballe (RCA);

"La Passion" by Handel with various soloists and the Schola Cantorum Basiliensis conducted by August Wenzinger (DGG-Archive); "Hommage a Kathleen Ferrier" (Decca); Six Airs of Mozart by Christine Deutekom (Iramac); "Choral Music of Today" by the University Chorale of Grenoble (Erato); "St John Passion" by Bach with the Concertgebouw Orchestra conducted by Eugen Jochum, (Philips).

## Dutch Writer Landre Dies

AMSTERDAM — Dutch composer Guillaume Louis Frederic Landre died here on Nov. 6. He was 63.

Landre wrote four symphonies, four pieces for orchestra, a symphonietta for violin and orchestra, a cello concerto and a number of requiems. Many of his compositions found their way into the repertoires of a number of distinguished orchestras in Europe and the U. S.

Landre was president of the Dutch Composers' Union, secretary of the Dutch Arts Council and a member of the Dutch Opera Foundation.

## 7-Nation Release for 'Dream With You'

LONDON — Malcolm Roberts' new Major Minor single, "May I Have the Next Dream With You?" published by Cyril Shane, will be released in Australia, New Zealand, France, Spain, Italy, Germany and Scandinavia. For the Italian market Roberts is re-recording the song in Italian.

Shane, who currently has another chart entry with "My Little Lady," by the Tremeloes, is also publishing new singles by Herman's Hermits ("Something Is Happening") and John Rowles ("Say Goodbye") — a British version of a song written

and sung in the 1967 Rose de France Song Festival, Antibes, by Jean-Paul Cara).

Jim Webb's music to the film "How Sweet It Is," has been acquired for the U. K. by Shane and the song "Montage" has been recorded by the Nocturnes (Columbia), Picardy (Stateside/Dunhill), Robert Henry Hensley (Polydor) and Jefferson (Pye).

Shane recently completed a three-week swing through Italy, Germany, France, Sweden, Holland, Denmark and Belgium, during which he placed a song with Swedish singer Osten Warnebring and acquired a number of copyrights including rest-of-the-world rights to the Italian song "Oltre la Notte" from the Geraldine Chaplin film, "Andre-mo in Citta."

## Record Gala Set for Berlin

BERLIN—The German record industry and TV companies will collaborate in the production of the Record Gala to be held here again March 15.

Signed to appear are Dusty Springfield (Philips), Rita Pavone (Polydor), Herb Alpert and the Tijuana Brass (A&M), Mireille Mathieu (Ariola), Dalida (Barclay), Ella Fitzgerald (Electrola), Peter Alexander (Ariola), Shmuel Rodensky (Teldec), Engelbert Humperdinck (Teldec), Mantovani (Teldec) and James Last (Polydor). The gala will be seen on the Eurovision network.

## Dear Watson to White Whale

LONDON — The Scottish group My Dear Watson have been signed to a three-year contract with a \$45,000 advance by White Whale.

My Dear Watson, who are handled by the Easy Beats production company, Staeb Productions, will have their first record released in the States early in the New Year—probably their Parlophone single, "Stop, Stop, There'll I Be."

Meanwhile, the group's writers, John Stewart and Bill Cameron, are negotiating with publishing companies in the U. S. to handle their songs.

## Compo Handling Noles New Label

TORONTO — The Compo Company will manufacture and distribute a new label organized in Montreal by producer, Pierre Noles.

In making the announcement, Lee Armstrong, manager, Apex Division, said the new label—called Cycle 2000—will be aimed at the French Canadian market, with both singles and albums in the contemporary vein. Armstrong said Noles is recognized as French Canada's leading producer-arranger-composer. He was responsible for hits by Quebec artists, including Pierre LaLonde, Ginette Reno, Michel Louvain, Jenny Rock, and Jocelyne Pascal.

Noles is also a director of the Composers, Authors and Publishers Association of Canada.

## NEW OFFICES FOR HELLADISC

ATHENS — Helladisc S. A. has moved to new offices in Athens and the company's new address is Mavrokordatou Str. 7, Athens 142, Greece. Tel: 617.911.

## Philippine Gala to Bow Awit Awards

MANILA — The Philippine music-record industry will stage a Gala Award night for the first time in March next year to initiate the Annual Awit Awards (AAA).

The Awit Awards are expected to provide both an incentive and a token of recognition to the industry here. The annual selection will cover two divisions—foreign and local.

In the foreign division are: Female Recording Artist of the Year, Male Recording Artist of the Year, Vocal Group of the Year, Single of the Year, Album of the Year and Visiting Recording Artist of the Year.

The local division will include: Female Recording Artist of the Year, Male Recording Artist of the Year, Vocal Group of the Year, Single of the Year, Album of the Year, Record Producer of the Year, Best Sound Supervision, Composer of the Year, Lyricist of the Year, Arranger of the Year and Record Company of the Year.

The foreign division will be taken from the following licensees in the Philippines: Dyna Products, Inc.; Filipinas Record Corp.; Home Industries Development Corp.; Mareco, Inc.; Mico Industries, Inc.; Playtex Record Co. and Super Record Co.

The local division will in-

clude Action Records, Alpha Recording System; Cinema-Audio, Inc.; D'Swan Recording System; Dyna Products, Inc.; Filipinas Record Corp.; House of Records, JPL Productions, Jonal Recording System, Home Industries Development Corp., Mico Industries, Inc.; Pioneer Record Sales, Super Record Co., Verbest Record Sales and Willear's Records. Lesser-known companies are not mentioned.

The AAA is a idea of Oskar Salazar, Billboard's correspondent in the Philippines, who is also the committee's permanent non-voting chairman.

Basic criteria for the AAA will be sales, production quality, popularity, public impact and contribution to musical progress, said Salazar.

AAA winners will be selected by a board of judges independent of the music-record industry. Board members will be appointed by the committee headed by Salazar with the following as members: Luis P. Villar, Manuel P. Villar, Antonio U. Lustre, James G. Dy, Eusebio Contreras, S. Y. Cheng, Miguel Lee, Luis Lee, Buddy de Vera, Vic del Rosario, Jose Mari Gonzales, Orly Ilacad, Ronnie Villar, Tito Ty, Johnny Cheng, Juan P. Lozano and Hubert Co. The committee will have additional members.

## From The Music Capitals of the World

### PARIS

Former Pathe-Marconi recording artist Mathe Altery, who sang the Julie Andrews part in the French soundtrack versions of "My Fair Lady" and "Mary Poppins," has signed an exclusive contract with Vega. . . . RCA is releasing 30 albums on the Camden budget label which will retail at \$3. Further albums in the series will be released at regular intervals. . . . Singer Dick Rivers has formed his own record production company, D.R., and signed Alice Malakina, whose disks are released by Disc'AZ, and Richard and Samuel, and Gerald Thierry (CBS). . . . Following the deal between Claude Carrere of Disques Carrere and Ariola for the distribution of Sheila's records in Germany, the French singer is to record her current French hit, "Long Sera l'Hiver," in German. Disques Carrere, distributed in France by Philips, are released in Spain through Hispavox and in Canada through London. Recently Sheila's 35th fashion boutique was opened in France.

Despite the May-June crisis, Andre Chagneau of Festival Records reports the company's sales are up 20 per cent this year compared with 1967. . . . Disk jockey Hubert has recorded the Gilles Marchal song "Un Petit Bout de Bambou" and a French version of Lee Hazlewood's "Happy," entitled "Youpi" for Disc'AZ. The songs are published by Mandy Music. . . . Major Minor record chief Phillip Solomon was in Paris Nov. 7 to discuss plans for the launching by Barclay of his Toast label in France. First releases will

feature "Good Day Sunshine" by Joe Young, and singles by Steven and Stevie, the Cameos and Barry St. John. . . . Romuald has recorded his successful Rio Song Festival entry, "Le Bruit des Vagues" for Disc'AZ. Barclay has released a new Jacques Brel album which principally features the singer's own compositions, including the song "How to Kill Your Wife's Lover When You Have Been Brought Up Like Me in the Traditional Way." . . . RCA artist Sylvie Vartan has recorded as her next single the song "Maritsa," named after the river which flows through the village in Bulgaria where she lived as a child. She opens at the Olympia for eight days in December.

RCA France is planning to launch all the new production of RCA Britain and has already released disks by the Grapefruit and the Spectrum. Other artists featured will include the Stoics, jazz flutist Harold McNair and Skip Bifferty. . . . Pathe-Marconi is pushing its jazz repertoire with the Contemporary albums "Portrait of Art Farmer" and "Way Out West" by Sonny Rollins, "Genius + Soul = Jazz" by Ray Charles (Impulse) And "What a Wonderful World" by Louis Armstrong (Stateside). . . . Famous Chappel has published a French version by Michel Jourdan of the theme from the Paramount film "Rosemary's Baby," called "Tous les deux pres d'un berceau." The song has been recorded for Riviera by Helene Montheral. . . . Tom Jones (Decca) will visit Paris for a Musicorama concert at the Olympia Dec. 16. Also on the bill will be the Flirtations. . . . Vega is to release in France the French-Canadian label Select, including recordings by singer Jean-Pierre Ferland who is shortly to appear at the Bobino Theater.

MICHAEL WAY  
(Continued on page 72)

## Kooten Quits In Disk Row

AMSTERDAM—Dutch disk jockey Joost de Draayer (Willem van Kooten) has resigned from Radio Veronica following the pirate station's decision to ban broadcasts of Peter Koelwijn's record, "Sjakie in zijn nakie" (Jack Is Naked Now), produced by de Draayer's own company, Red Bullet.

The Verwey brothers, owners of Radio Veronica, imposed the ban because they claimed that the song was pornographic. It has however been played on the pop station, Hilversum 3.

Joost de Draayer, a part-time producer for AVRO-TV, has been with Radio Veronica for eight years. His post as program director will be taken over by disk jockey van Veen.

## ROYAL-TY BOW FOR P. CARTON

PARIS — French Decca has paid full estimated royalties to an artist making her debut on the label, before even putting the album on sale.

The artist is 84-year-old French actress Pauline Carton who has recorded an album of theatrical reminiscences.

Mlle. Carton told Decca executives, "I don't deny that it will only be when I die that this record will have its best chance of selling. So instead of taking the royalties as they come in, in which case I would be likely to make very little, I would prefer to take them all in advance."

Decca agreed.

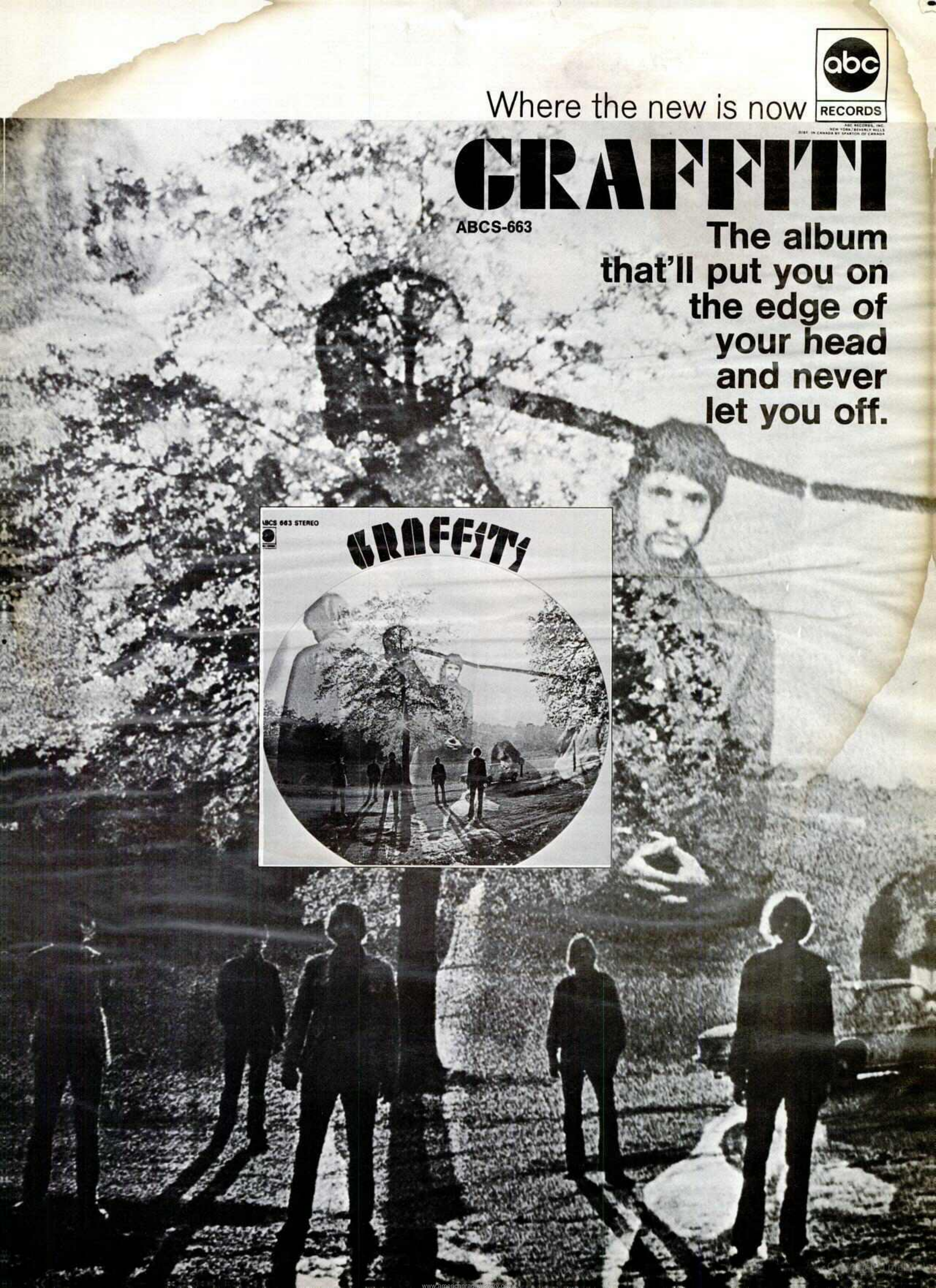
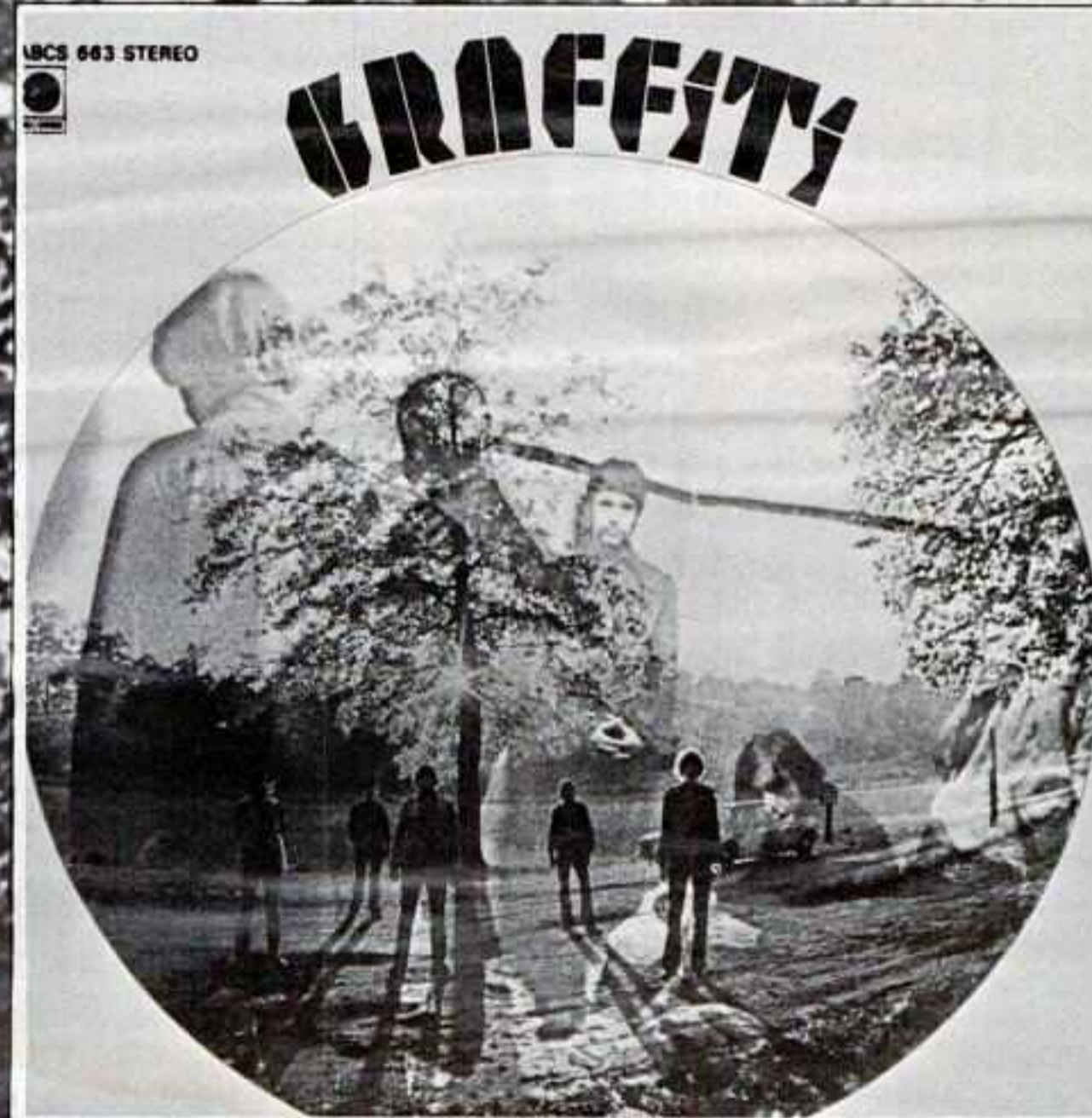


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# 2 MIDEMs Set for 1970 —Stage One on Classical

PARIS—Bernard Chevy, organizer of the International Record and Music Publishing Market (MIDEM), the third edition of which is set for Jan. 18-24 next year in Cannes, is planning to stage two MIDEMs in 1970.

The first, in January, will be the normal MIDEM, concentrating almost exclusively on popular music, and will be staged in the Palais des Festivals (location of the first MIDEM) which is being specially enlarged for the event.

The second MIDEM, in September, would probably be staged elsewhere in France and would concern itself exclusively with the promotion of classical recordings and artists.

Said Chevy: "There is a great deal to be done for the promotion of classical product, particularly in the field of contemporary music. The classical MIDEM would also give a chance to talented young concert artists to perform before the world's impresarios."

The popular MIDEM of 1970

## British Decca Names Witness In Price Fight

LONDON — Colin Borland, previously British Decca sales manager, and recently appointed marketing manager, has been named as Decca's chief witness in the forthcoming record industry fight for resale price maintenance. The case will begin in October next year.

Borland's sales responsibilities will be handled by Fil Towers, who is at present Decca's southern area sales supervisor. He moves to his new post at the beginning of December and will report to Decca director, W. W. Townsley.

John Parry, a member of the sales and marketing department since 1963, has been appointed assistant marketing manager.

Arthur Cullis, financial controller of Decca, has been named the company's witness to give evidence on accounts and costs in the resale price maintenance case.

## NORWEGIAN ARTISTS FIRST IN SILVER BOX

OSLO—Norwegian artists Inger Lise Andersen (RCA Victor), Odd Borre (Triola) and Ole-Ivars (Troll) were the first winners in the new Silver Box awards presentation inaugurated by the newspaper Verdens Gang in connection with the 10th anniversary of Norway's first national Top Ten chart.

The three Norwegian artists received the awards to mark 10,000 sales of single records—"Romeo og Julie," by Inger Lise Andersen, "Om du visste," by Odd Borre and "Line," by Ole-Ivars. Miss Andersen's song is a Norwegian version of the Peggy March German hit published by Sweden Music; "Om du Visste" is an original composition by Arne Bendiksen published by Bendiksen, and "Line" is a Norwegian version of the American hit, "Laura, What's He Got That I Ain't?," published by Ellertsen.

The Silver Box awards were introduced to boost domestic recordings in Norway which have suffered recently from an increasing interest by record buyers in foreign product.

In addition, Verdens Gang is awarding a plaque to each artist to reach the No. 1 spot and first recipients are the Beatles for "Hey Jude," which was No. 1 for six weeks, and Mary Hopkin for "Those Were the Days."

will revert to the idea of using open stands—a feature much preferred by most participants—permitting much easier access and a more rapid appraisal of exhibitor's product.

The enlarged Palais will also make it possible to hold all the MIDEM events under one roof. Its four floors will be served by express elevators.

For next year's MIDEM, the theater of the Palais des Festi-

vals has been remodeled and equipped with new seating, and an additional phone exchange is being installed in the Hotel Martinez, where the bureau will be located.

So far, 2,100 have notified their participation and 295 of the 337 bureaus in the Martinez have been reserved. Chevy anticipates that the 1969 MIDEM will have a record attendance of 4,000 from 40 countries.

## CHUM 'Breaks' & Breaks Up

TORONTO — CHUM-FM, Toronto's acid rock station, succeeded in playing half of the Beatles' new album, "The Beatles," before threatened legal action by Capitol forced it to quit.

It was something of an anticlimax. Weeks before, disk jockey Hugh Currie, who recently returned from a trip to London where he interviewed Paul McCartney and George Harrison, had been claiming his station would play the latest Beatles product first.

## Johansson Dies in Crash

STOCKHOLM — Swedish pianist, arranger, composer, Jan Johansson was killed in a car accident north of Stockholm, Nov. 9. Johansson, who was 37, leaves a wife and two children.

Born in Soderhamn in 1931, Johansson moved to Gothenburg to join the Gunnar Johansson orchestra. In 1955 he was engaged for a tour of Europe with the Stan Getz Quartet and he later played with the Norman Granz touring package, Jazz at the Philharmonic.

Johansson was a prolific composer of film music, symphonic music, ballet music and jazz themes and was a prominent member of the Arne Domnerus orchestra.

In 1961 and 1962 he received disk for the best jazz recording and was one of the first jazz musicians in Sweden to receive a grant from the Swedish government.

Currie obtained tapes of 12 of the songs during a visit to New York on Nov. 3. He brought them back to Toronto that night, and played three tracks on his Dream Machine program—"Back in the USSR," "Birthday" and "Helter Skelter." He claimed to be the only disk jockey in the world programming the songs.

On Nov. 4, Currie played 12 tracks, some of them several times. However, late that night, he received a call from a Capitol lawyer in Hollywood who advised CHUM to cease playing the records. He reportedly mentioned the possibility of an injunction if CHUM did not comply with the request.

Several CHUM executives received telegrams from Capitol in Hollywood, early on Nov. 5, and the station decided to shelve the songs, until copyright clearance was obtained.

If Capitol had resorted to an injunction, it would have been the first time in Canadian broadcasting history that a station had been served with such legal action by a record company.

Meanwhile, both CHUM-FM and CKFH, a Toronto AM rock station, have been programming tracks from the Rolling Stones' unreleased "Beggars Banquet" album.

## Harrison Quits Northern Songs As a Writer

LONDON—George Harrison has not renewed his songwriting contract with Northern Songs. Instead, he will have his material published through Apple. Northern owns the copyright to 12 Harrison compositions. Harrison's contract with Northern expired in March.

John Lennon and Paul McCartney have had over 160 numbers published through Northern. Their contracts expire in February 1973. However, Lennon and McCartney both have substantial shares in Northern so a rift at present seems unlikely.

Up to April Northern Songs improved its profits by \$216,000 over the year before to \$2,237,563. The company which is giving 80½ per cent total dividend has benefited from the government's recent devaluation of the pound and results are reflected in the high earnings of Lennon - McCartney material featured on the "Sgt. Pepper" album from June.

• Continued from page 70

## LONDON

Pye has taken on its first independent pressing and distribution deal with the signing of the Teepee label. The label, which was launched last November, will have its first release through Pye with "Long Long Road" by the Gilded Gage. Teepee which was previously distributed through the BIRD network has handed over its back catalog to Pye. The company, which will remain as an independent, is currently planning a single produced by TV personality Wally Whyton featuring Dave Travis. . . . Decca will rush release the Rolling Stones' "Beggars Banquet" album simultaneously in America and here on Nov. 22. Next month the group begin shooting a TV spectacular "The Rolling Stones Rock n' Roll Show" directed by Michael Lindsay-Hogg for sale throughout the world. Traffic and CBS artist Taj Mahal are already booked to appear. . . . Saturday Music's Larry Weiss is currently in London visiting Ardmore and Beechwood, the music publishing company which handles the Bob Crewe-owned company in this country. Weiss is also currently setting up a possible visit by American act, the Glitter House and to meet the Paramount outfit in London to discuss promotion on the soundtrack album from "Barbarella."

Ember has signed a deal with the French A-Z label whereby Ember will release the French label's product here and A-Z will issue Ember product on a split A-Z Ember logo in France. Ember's managing director Jeffrey Kruger concluded the deal in France recently. Some Ember albums will be exported to A-Z by the international division of EMI. The first product to be issued in France by A-Z will feature material by actress Linda Thorson and Jimmy Henderson. Ember will issue its first product from A-Z by French singer Maria Vincent within the next few weeks. . . . Two of the BBC's internal companies — Radio Enterprises and merged to form BBC Radio and TV Enterprises under a new head, Dennis Scuse. The previous head of the company, H. Rooney Peltier retires at the end of the year after 26 years with the BBC. The company is now planning to build up its album catalog and has set seven LP releases for issue at the end of the month.

Larry Page of the Page One operation has concluded a deal with Brigitte Bagatelle of the French company Editions Musicales Bagatelle to release its product in the U.K. Ed Levy, a former pluggist at David Toft Music, has joined the company to work in its promotion department. Levy is the son of Maurice Levy, one of the founders of the Oriole label, which was subsequently acquired by CBS. . . . Gracie Fields, who now lives on the Isle of Capri, is scheduled to make one of her rare cabaret appearances at the Batley Variety club next month. . . . NEMS managing director Vic Lewis has set two concert appearances by Donovan next year. The singer will appear in concerts in London and Manchester at the end of January. Donovan returned from the U.S. earlier this week. Lewis goes to Prague next week to discuss an East-West exchange with the Czech government's Department of Culture for visits by local acts.

EMI is releasing an album titled "One Man's Music" in December to coincide with the 30th anniversary of Noel Gay Music. The album, which features several numbers written by the late Noel Gay, includes Des O'Connor and comedian Norman Wisdom. . . . Bob White, a former promotion man at Dick James Music, has joined CBS in its promotion department. Another recent appointment at

## From The Music Capitals of the World

CBS is Derek Johns as the company's singles coordinator under Derek Everitt. Johns was previously working for the Australian Record Company-CBS's outlet in Australia. . . . Liberty's Idle Race group has joined a special spring tour of Europe on a tour including the Small Faces, Amen Corner and the Herd. The tour which will begin in March in Zurich will take in 20 cities including Frankfurt, Hanover, Berlin, Amsterdam and Rotterdam, ending with dates in the U.K. . . . Len Bickle, Pye's advertisement manager for the past two years, has left the company. PHILIP PALMER

## CHICAGO

Sig Sakowicz, WGN and WTAQ personality, will leave Saturday (23) on a three-and-a-half week tour of Vietnam and several other Asian countries. A small group of entertainers accompanied Sakowicz on his second visit to the war-torn area. . . . Summit Distributors hosted a dealer party Nov. 13 for a showing of "Winnie the Pooh and the Blustery Day." More than a dozen ethnic groups and folk dance groups participated in the sixth annual Chicago International Folk Festival held recently on the Midway campus of the University of Chicago. . . . A large group of record industry and radio people turned out for a recent party for E. Rodney Jones, WVON personality and president, National Association of Television and Radio Announcers, held at the new headquarters of Weis Records.

Richard Evans and the Soulful Strings and Dizzy Gillespie headed up the November entertainment fare at London House as owner George E. Marienthal celebrated the famed restaurant's 22d anniversary. . . . Comedian Shelly Berman and vocalist Mick Dowd head the entertainment at Mister Kelly's through Sunday (24). Vocalist Ruth Gillis and singer Kelly Stevens were featured at Playboy Club. EARL PAIGE

## DUBLIN

The eight singers competing in the fifth National Song Contest, to be screened by Radio Telefis Eirann on Feb. 16, will perform only one song each and not two, as was the case in the last contest. The winning song will represent Ireland in the Eurovision Song Contest in Madrid on Mar. 29. Entries for the contest, which is open to all Irish-born or Irish-based songwriters, must be in by Dec. 31. . . . The Johnstons, who have signed with NEMS, will work out of London on a permanent basis from January. Meanwhile, Transatlantic has released a new Johnstons single featuring a revival of Spanky and Our Gang's song, "Give a Damn." . . . Johnny McCauley's Denver label signed Wexford's Johnny Kiely to cut country material.

Dickie Rock has left Pye to join United Artists for whom his first single is "Christmas Time and You," written by Tommy Ellis. . . . In London Harry McCormack received a silver disk from Pickwick International chief Monty Lewis for sales of his Allegro LP, "Irish Rebel Songs." . . . Roly Daniels appeared on BBC-TV's "Dee Time" to promote his new CBS single "love is a Symphony," written by Les Reed. . . . RTE Radio is serializing the Beatles' official biography in three parts under the title "Liverpool Legend." . . . Norwegian disk jockey Einar Lyngar, who comperes Norway's Top Ten show, was in Dublin for a program on Irish music. . . . Tony Boland supervised production by Shay Healy of a new Pecker Dunne LP for Immediate recorded live at the Old Shieling. KEN STEWART

(Continued on page 74)





# A TV Watcher's Guide to the Cowsills

**On Saturday, November 23,** Watch "A Family Thing" on NBC starring the Cowsills  
In their first Special. The Special is a pilot for potential NBC series.

**On November 27,** The Cowsills guest on the "Jonathan Winters Show," on CBS.

**On December 20,** Enjoy the Cowsills on "Operation Entertainment," on ABC.

**On January 11,** The Cowsills visit the "Hollywood Palace," on ABC.

**On February 1,** The Cowsills pay a return visit to the "Hollywood Palace," on ABC.

**On March 18,** The Cowsills will guest on "The Wonderful World Of Pzazz," an NBC Special.

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## From The Music Capitals of the World

• Continued from page 74

Again" by Sandy Coast (Relax) has been released in Belgium, France and New Zealand by EMI. . . . The Dave Brubeck Trio with Gerry Mulligan played a concert at The Hague Oct. 28 and CBS tied in with the release of the album "Compadres." . . . Bovema has launched a strong sales campaign for 40 albums from the catalogs of Capitol, Liberty, Sound Stage 7 and EMI. The artists featured include Bobbie Gentry, the Johnny Mann Singers, the Ventures, Joe Simon, Cliff Richard, the Hollies, the Seekers, Jeff Beck, Gilbert Becaud and P. P. Arnold. . . . Bovema released a new two-record album by Fons Jansen to coincide with the opening of the cabaret artist's new show Nov. 9. . . . Bovema has launched a new label, Credo, which will exclusively feature religious music. First signing to the new label is the Urker Mannenkoor Hallelujah Choir. . . . Negram-Delta has released a second LP by Christina Cunne, featuring songs by the Greek composer Mikis Theodorakis. . . . Iramac is releasing a new album by comedian Toon called "Toon at Toronto." . . . Phonogram has begun a special promotion campaign for the Island label, featuring the Spooky Tooth, Traffic, Tramline, Nirvana and Jethro Tull. . . . CNR reports 50,000 advance orders for the Christmas LP by Heintje. The boy singer stars in the Vico Torriani show in Germany Dec. 4. . . . Phonogram has released the four-record Brunswick album, "Encyclopedia of Bas Hageman Jazz."

### SAN JUAN

Roland Laserie Musart appeared at El Miramar Hotel until Nov. 14. Laserie's next booking is in Miami. He next visits Mexico City's Terraza Casino for the Christmas-New Year Holidays and then Caracas, Venezuela. He has three albums with Musart Records of Mexico and Hialeah, Fla. Musart is also promoting new albums by Antonio Aguilar, Mariachi singer (his ninth album for Musart) and singer Flor Silvestre. Instrumental group Arrullo Melodico just released their 11th album for Musart which is represented in Puerto Rico by Eladio Cepero. . . . Johnny Pacheco (Fania) playing club dates and TV work and also promoting his latest album "Volando Bajito" (Flying Low). Fania Records, a young company from New York, is also represented in local charts by two other albums: "Hey Sister" by Monguito and "Hard Hands" by Ray Baretto. . . . The Girls From Bahia, a three-girl vocal group from Brazil, appears at the San Jeronimo Hilton Hotel for two weeks—their first stint in Puerto Rico. These girls record for Warner Bros.-7 Arts. Ramito, veteran recording artist, recently signed a contract with Cotique Records N.Y. Florencio Morales Ramos (Ramito), interpreter of "Musica Natva" (native music—the Puerto Rican equivalent of American Country Music) has recorded for several other labels including Ansonia and Seeco. His records are top sellers here in Puerto Rico and all Latin markets in the States. He has also made several tours of Hawaii. Cotique has released the first two albums by this artist, "Alma de Ramito" ("Soul of Ramito") and "Felices Pascuas" ("Christmas"), both produced by George Goldner. Other recent Cotique releases are: "Soul of Machito," by veteran Frank (Machito) Grillo and "Tu Eres Mi Amor" (You're My Love, Baby), by Gilberto Monroig and "Up Up and Away," by Johnny "Up, Up and Away," by Johnny Rivera & Tequila Brass. . . . Cesar Altamirano, young Peruvian vocalist (Odeon) in his first visit to Puerto Rico and appearing at the Miramar Hotel and TV on the "El Hit del Momento" on Channel 11. ANTONIO CONTRERAS

### MILAN

Fonit-Cetra is making its repertoire available in musicassette form and will handle its own distribution. . . . The Motowns, winners of the 1967 Cantagiro, returned to Italy after living in Britain and have recorded an Italian version of Arthur Brown's "Fire" (Fuoco) for RCA-Italiana. . . . French Barclay artist Dalida's new Italian single couples Italian versions of "Those Were the Days" and "Rain and Tears." . . . RCA-Italiana released a new album by Gianni Morandi, "Gianni 5," to tie in with his U. S. tour. . . . RiFi Records renewed its contracts with Radio Monte Carlo and Radio Capodistria in Yugoslavia. The contracts cover three weekly broadcasts on Monte Carlo and four weekly broadcasts on the Yugoslav station. . . . Francoise Hardy (CGD) was in Milan to launch her first CGD record, "La Bilancia dell'Amore," the Italian version of "Tiny Goddess" with a lyric by Herbert Pagani. . . . Italian chart entry "Il Ballo di Simone" by Giuliano e I Notturmi Rifi has been chosen as the theme for the RAI-TV show "Chissa chi lo sa." . . . After two concerts in Seoul, Korea, Claudio Villa (Fonit-Cetra) is giving 20 live performances and making three TV appearances in Japan. . . . I Camaleonti (CBS-Italiana) has been awarded a gold record for one million combined sales of "L'Ora dell'Amore" and "Io Per Lei." . . . Kenneth Bilby, RCA vice-president, will be in Rome Nov.

19-20 during a swing through Europe which also takes in the RCA offices in Madrid, Zurich, Geneva and London. . . . Sound-Stage 7-Monument artist Joe Simon was in Milan for the International Jazz Festival and to tape radio and TV appearances. During his stay RiFi released the Simon LP "No Sad Songs."

### MANILA

"The Graduate," a United Artists movie release, is a hit here. Mareco has tied-in by re-releasing Simon & Garfunkel's "The Sounds of Silence," "Mrs. Robinson" and "Scarborough Fair," on CBS. The entry of "The Sounds of Silence" on the Philippine chart is a national breakout for Simon & Garfunkel. . . . Bob Klein, director of merchandising of Capitol Records, revealed before his departure to Hong Kong from this city that he will arrange the promotional tours in Asia next year of Capitol artists, like The Lettermen, Glen Campbell, Al Martino, Bobbie Gentry, The Beach Boys and Matt Monro, among others. . . . Glen Campbell is an artist to watch here. James G. Dy, general manager of Dyna Products, Inc., the new Capitol licensee, has prepared an all-out exposure campaign for Campbell. Latest Campbell release is "Love Me As Though There Were No Tomorrow." . . . Even with no broadcast exposure, "Bang-Shang-A-Lang," by The Archies on RCA Victor, has become popular over night through the help of jukeboxes and cover versions. A local movie with the same title is coming up, starring Helen Gamboa (Jonal) and featuring the Moonstrucks (D'Swan). Wilson Pickett's "Mojo Mama," released by Mareco on Atlantic, is hitting the city's discotheques. Pickett's "She's Lookin' Good" is still selling. . . . Dyna Products has released 12 Capitol LP's, two by Nat King Cole, two by Matt Monro and six by The Lettermen. Cole played the Philippines once and Monro twice and is expected back early next year. The Lettermen LP's are "The Lettermen 'Kind of Love'," "Warm,"

## Edwards Gets WB Can Post

TORONTO—Veteran record man Gord Edwards has been appointed branch manager for Warner Bros.' Ontario Division. Most recently assistant to Paul White at Capitol, Edwards also served in several posts at RCA Victor.

Edwards replaces former branch manager Bob Martin, who has joined the Handelman company. Mike Reed will continue to function as the label's Ontario promotion man.

## Writer Sylvain Dead at Age 68

STOCKHOLM — Swedish composer Jules Sylvain died Nov. 1 at his home near Riva del Sol in Italy. He was 68.

Sylvain, whose real name was Stig Hansen, was a top composer in Scandinavia between the wars with such celebrated songs as "Si det i toner" (Say It With Music), "Flygarevalsen" (Pilot's Waltz) and "Dansen gar pa alle bryggorna" (There Is Dancing Along the Quays).

He wrote the music for Karl Gerhard's shows from 1925 to 1928 and was a film score writer for Svenska Filmindustri from 1937 to 1945. He also wrote a series of musicals which were staged with success in Scandinavia and Germany.

During his career Sylvain wrote more than 500 songs. In the late 1950's he moved to Majorca and opened a restaurant before retiring to Riva del Sol.

"Spring!" "The Hit Sounds of the Lettermen," and "The Lettermen She Cried." . . . Impresario Alfredo Lozano has left for an extensive tour of Europe on an official mission for the Philippine government. He'll be back before Christmas. . . . DZBM, Mareco's broadcast station, has launched a Yuletide project, "Christmarec," as a feature of its Sunday "Music Machine" program. Prizes at stake are \$250, home appliances, and LP's among others. Radio listeners merely have to send dedication letters and from these, winners will be drawn at random on Dec. 16. OSKAR SALAZAR

### HELSINKI

Sonet has released the first single for the label by the Soulet, the group which took two gold medals at the recent Bulgarian Culture Festival. The Sonet label is being launched in Finland by Scandia and local artists also include Tapani Kansa, Caj Incorporated, Pepe Willberg and Unto Satoranta. . . . Music Fazer has opened a second Helsinki record store at the Tapiola's Heikintori, a new shopping center on the outskirts of the city. The store includes a discotheque. . . . The Illinois University Jazz Orchestra arrived in Finland Nov. 6 for concert dates.

An unofficial Finnish pop song contest in which no established talent took part, was held in Helsinki Nov. 3. The winners were Seija Matilainen (girl singer, Finnish), Maria Maren (girl singer, foreign language), Taisto Saari (male singer, Finnish) and Lasse Kangas (male singer, foreign language). . . . The Dutch TV program "Nina Simone in Studio" was shown on Finnish TV Oct. 26. . . . Scandia has released a cover version of "Those Were the Days," by Reijo Taipale, a re-release of the recording produced in 1966. There are now three local versions of the song. . . . The Finnish Broadcasting Corporation has launched a competition to find the song to represent Finland in the Eurovision Song Festival in Madrid on Mar. 29. The jury will select the songs for a national final on Feb. 22 includes Helkki Annala, Raimo Henrikson, Erkki Melakoski, Matti Paalosmaa, Ossi Runne and Eva Vikstedt.

Two songs from the Autumn Melody contest — "Miksi Leikit Vain" by Arto Vilkko (Blue Master) and "Nain On" by Kristian (RCA)—have entered the Finnish Top 20. . . . American pianist Micha Dichter have a recital here Nov. 4. . . . Bertice Reading, the American singer who now sings with the Hazy Osterwald Orchestra in Switzerland, is in Helsinki for a season at the Casino. KARI HELOPALTIO

## French Mark Berlioz Death

PARIS—French record companies are preparing to mark the centenary of the death of composer Hector Berlioz next year in a rather more elaborate way than was done this year for the lesser-known Francois Couperin.

Promotion campaigns are being prepared for new recordings of Berlioz' "Symphonie Fantastique," by Ernest Ansermet, Pierre Boulez, Charles Munch and Japan's Seiji Ozawa, together with the recent releases of the opera "The Trojans" under the direction of Colin Davis.

In addition, the Guilde Internationale du Disque has announced a new recording, scheduled for December, of the major choral work "L'Enfance du Christ" by the French National Orchestra under its new conductor Jean Martinot.

Finally, the Munch recording of the Berlioz Requiem has just been released in France by Polydor on Deutsche Grammophon.

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Soul"
- KP-83581 "The Spaulding Wood Affair"
- KP-83582 The Unifics—"Sittin' In At the  
Court"
- KP-83584 Silver Apples—"Contact"
- KP-83585 Cal Smith—"Drinkin' Champagne"

### BRAVO

- BV-85500 The Midnight Voices—  
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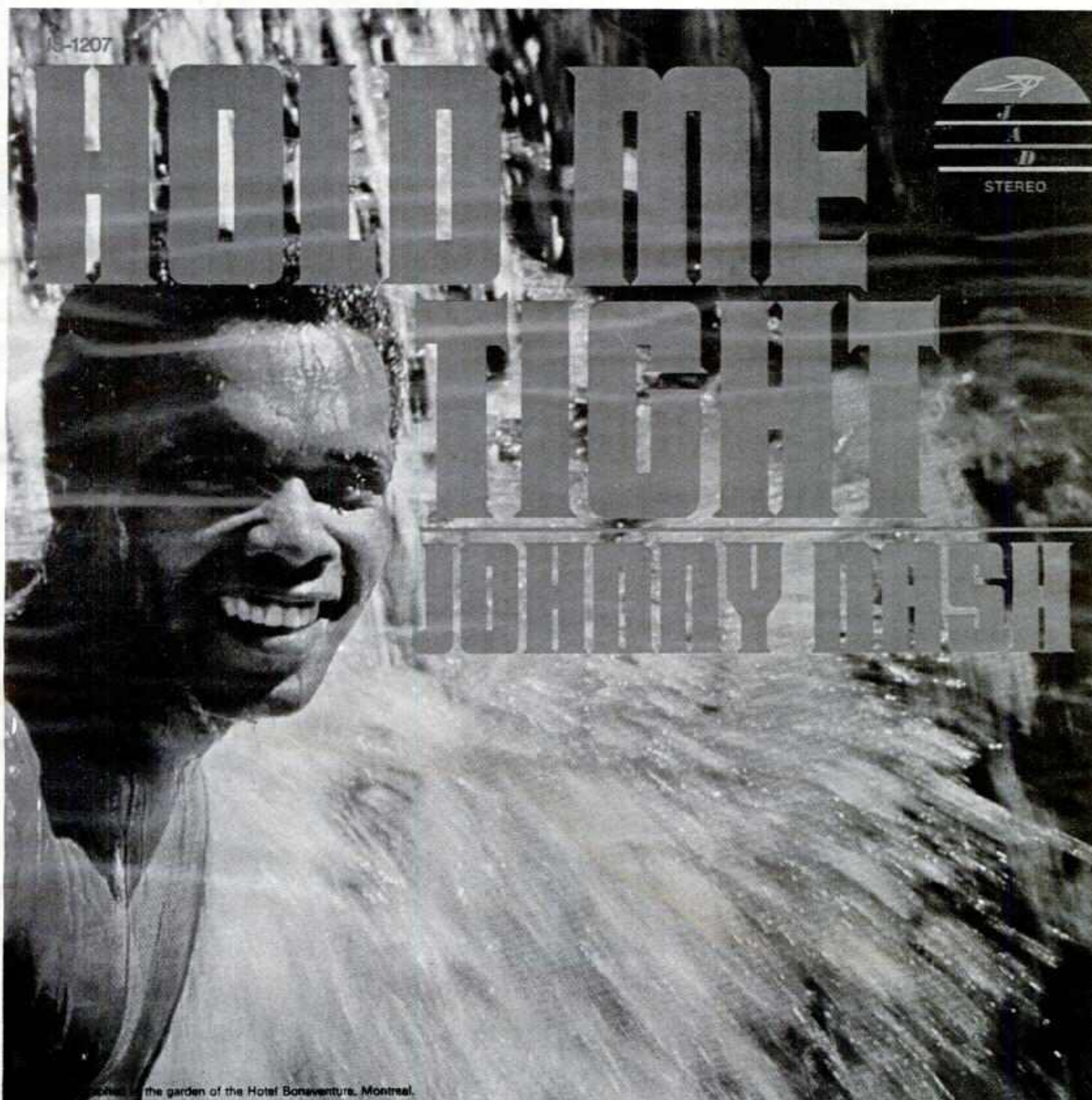
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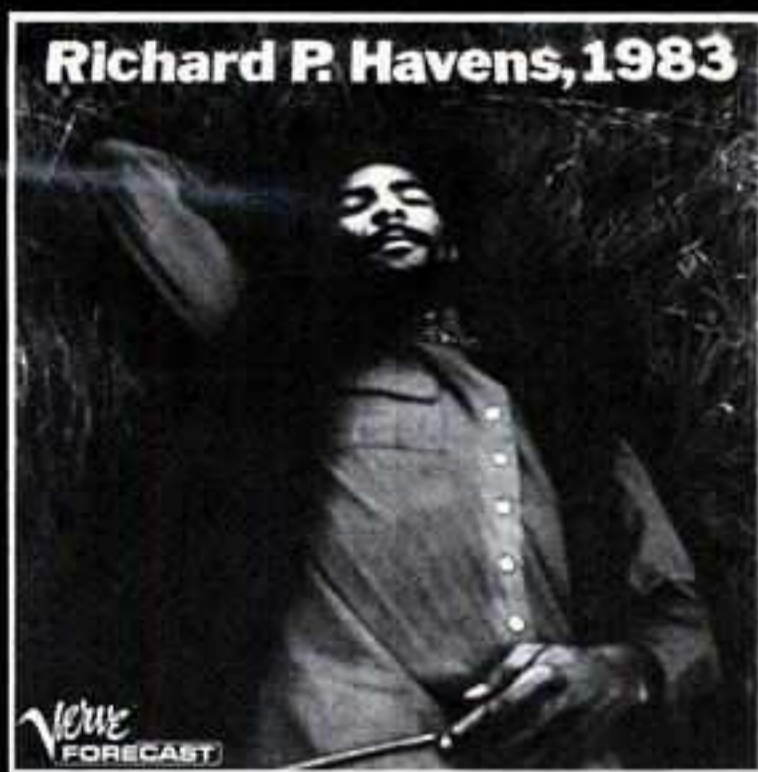
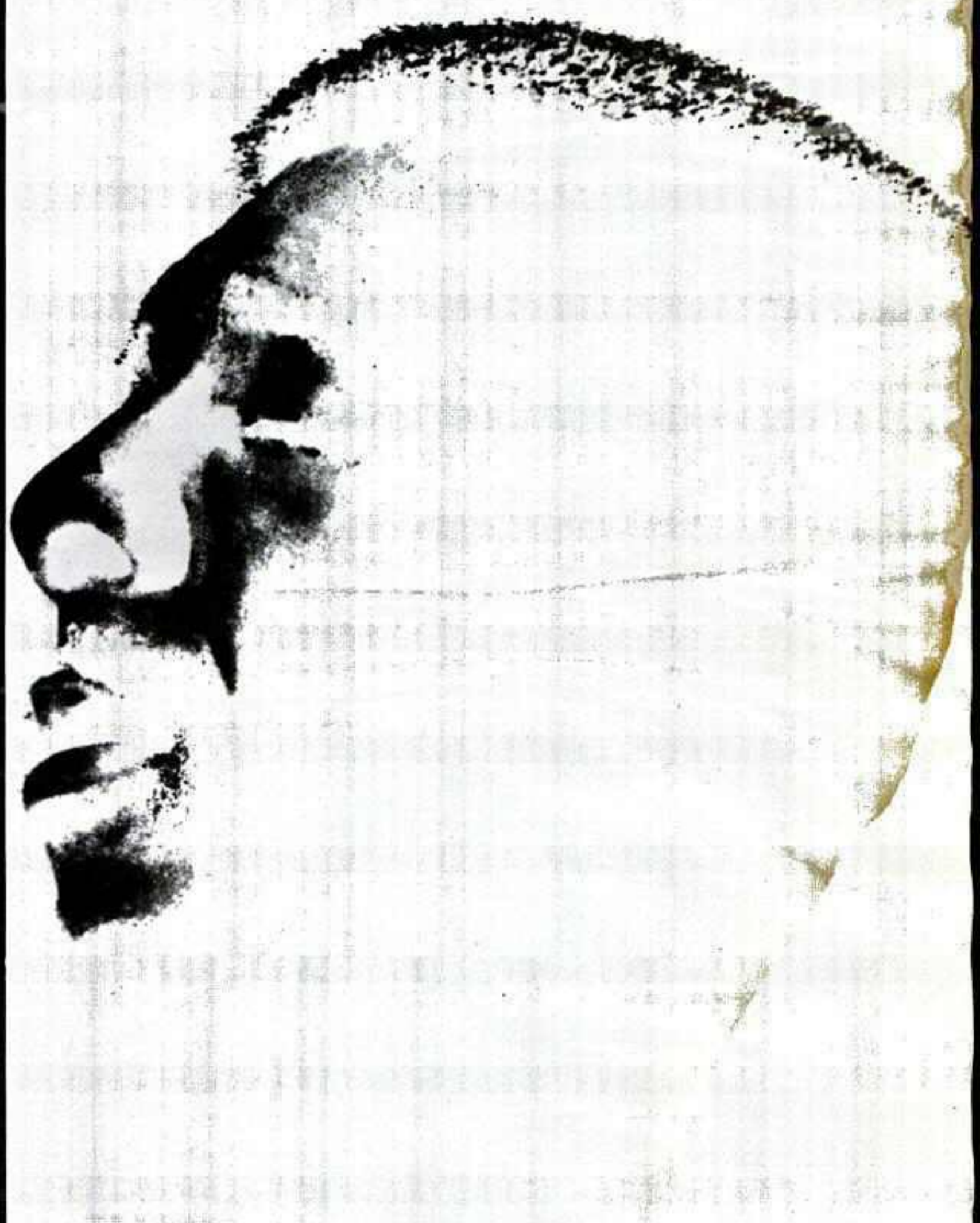
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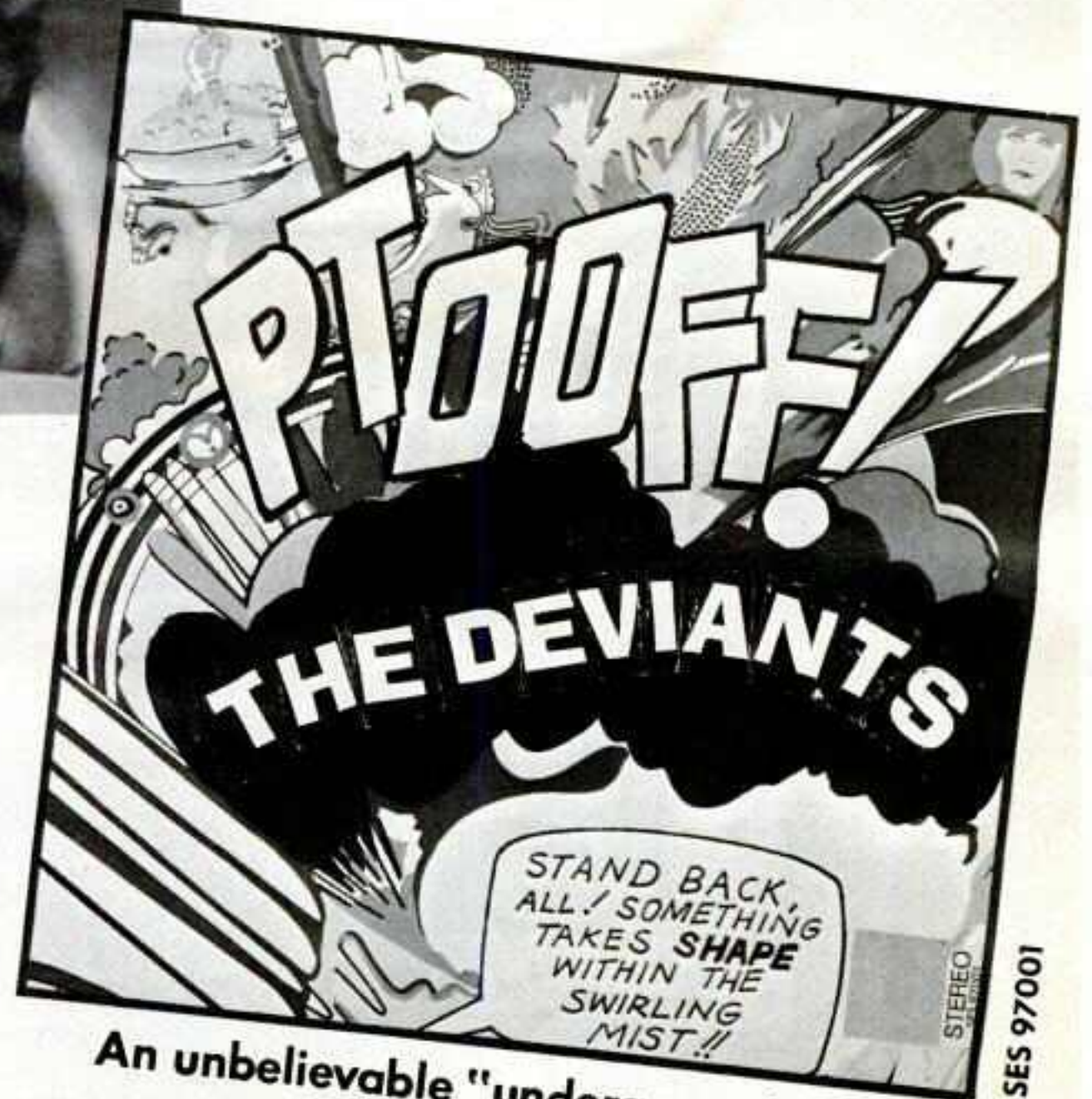
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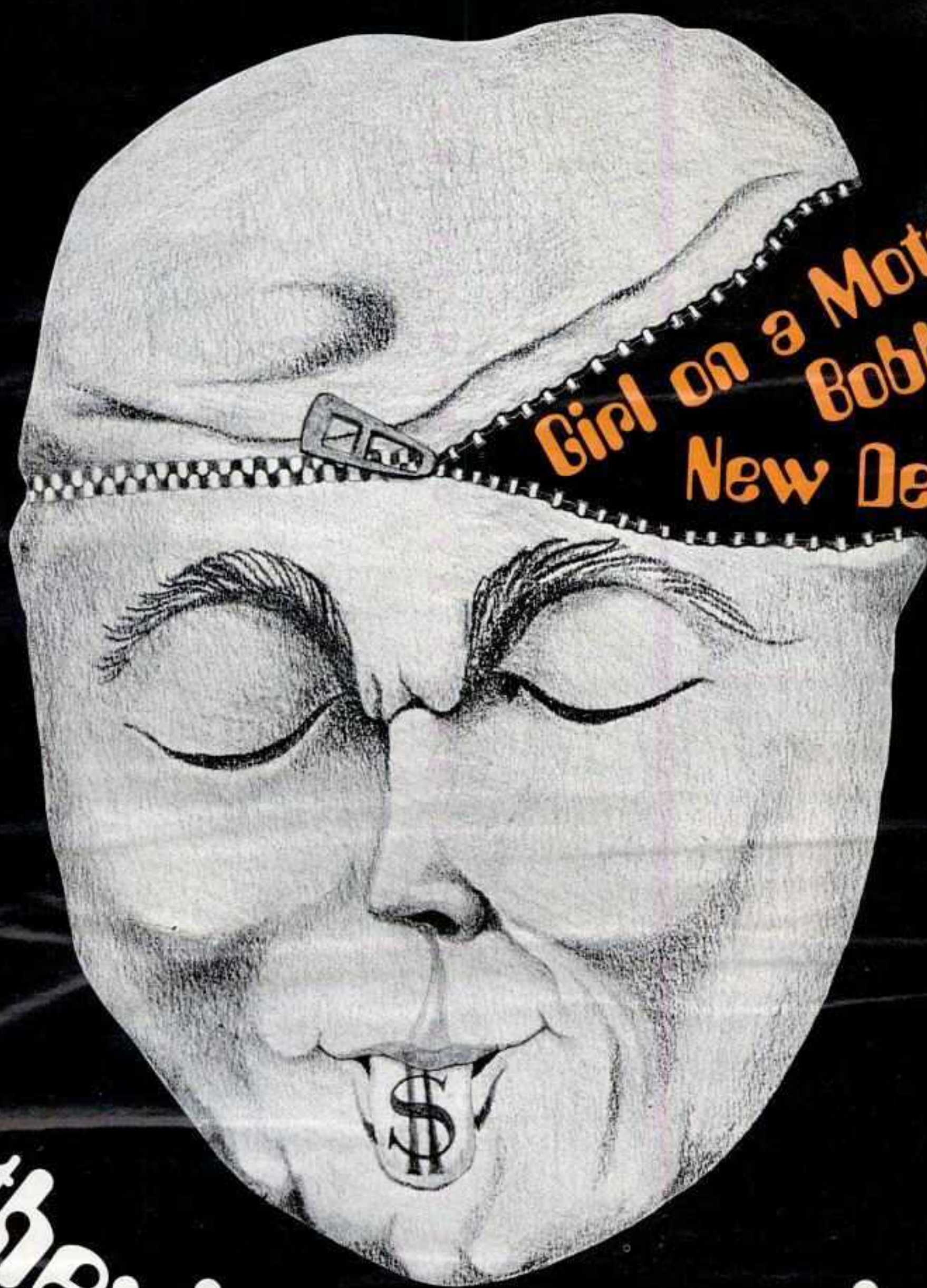


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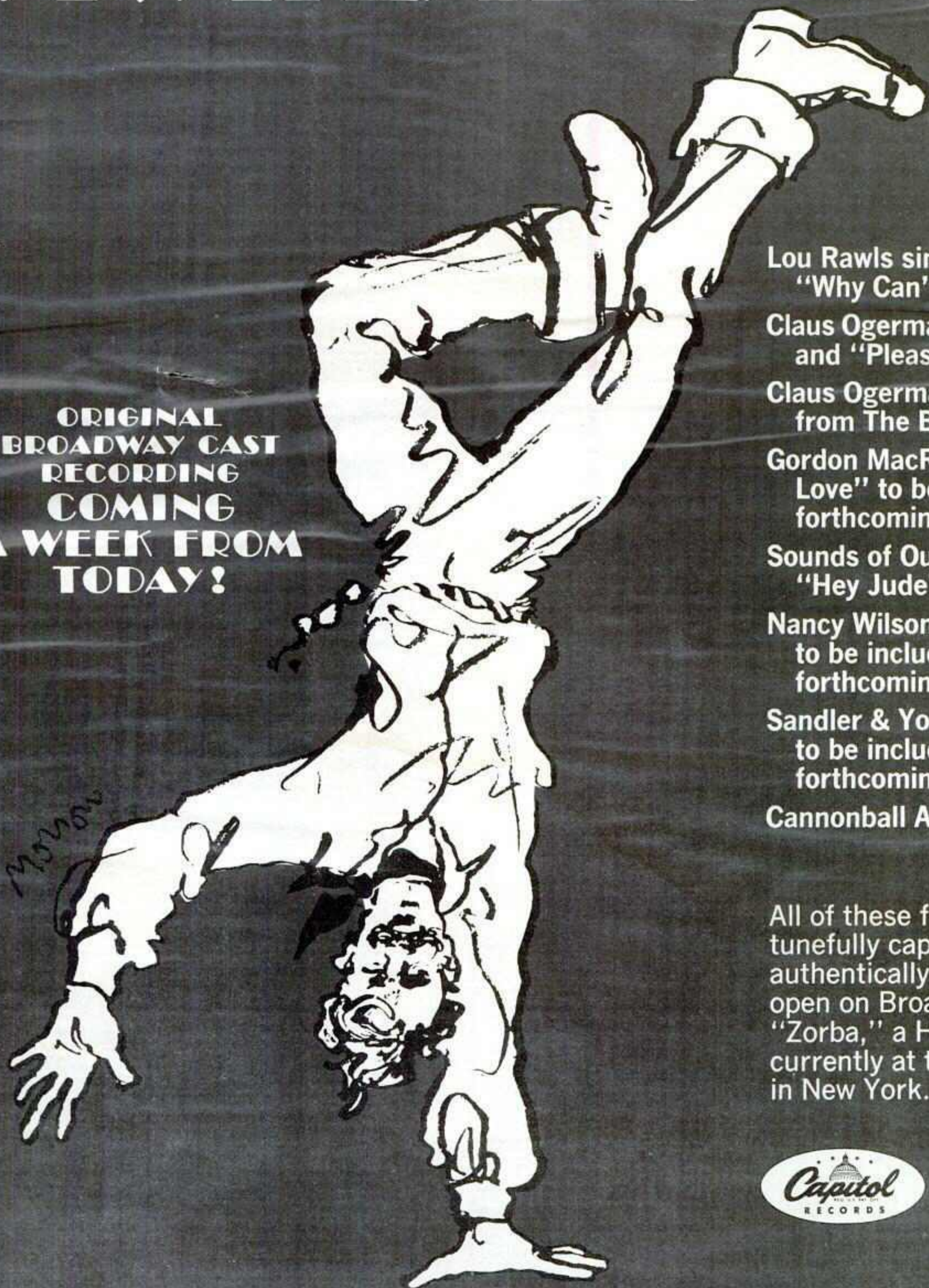
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- Lou Rawls single  
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- Claus Ogerman album "Music  
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forthcoming album
- Sounds of Our Times album  
"Hey Jude" includes "Zorba"
- Nancy Wilson single "Only Love"  
to be included in her  
forthcoming album
- Sandler & Young single "Life Is"  
to be included in their  
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- Cannonball Adderley single "Zorba"

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authentically colorful score to  
open on Broadway this season,  
"Zorba," a Hal Prince production  
currently at the Imperial Theatre  
in New York.



# TOP LP's

CONTINUED FROM PAGE 86

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
						B-TRACK	4-TRACK	CASSETTE	REEL TO REEL
		11	168	162	ROBERT GOULET—Woman, Woman Columbia CS 9695 (S)		NA	NA	NA
		13	165	163	ED AMES—Sings Apologize RCA Victor LPM 4028 (M); LSP 4028 (S)		NA	NA	
		183	164	164	HERB ALPERT & THE TIJUANA BRASS— Whipped Cream & Other Delights A&M SP 4110 (S)				
		30	163	165	WES MONTGOMERY—Down Here on the Ground A&M (No Mono); LP 3006 (S)				
		2	166	166	LANA CANTRELL—Lana! RCA Victor LSP 4026 (S)	NA	NA	NA	NA
		4	171	167	ARCHIES Calendar KES 101 (S)		NA	NA	NA
		8	156	168	DIANA ROSS & THE SUPREMES—Sings & Perform "Funny Girl" Motown MS 672 (S)				
		78	170	169	BOB DYLAN—Greatest Hits Columbia KOL 2663 (M); KOS 9463 (S)			NA	
		49	169	170	ENGELBERT HUMPERDINCK—The Last Waltz Parrot PA 61015 (M); PAS 71015 (S)				
		20	155	171	JIM NABORS—Kiss Me Goodbye Columbia (No Mono); CS 9620 (S)	NA	NA	NA	
		44	172	172	BOB DYLAN—John Wesley Harding Columbia CL 2804 (M); CS 9604 (S)			NA	
		5	177	173	JIMMY SMITH—Livin' It Up Verve V6-8750 (S)	NA	NA	NA	NA
		13	175	174	AL MARTINO—The Best of Capitol (No Mono); SKAO 2946 (S)				
		2	185	175	JIM NABORS—Sings the Lord's Prayer & Other Sacred Songs Songs—Columbia CS 9716 (S)			NA	
		6	167	176	FUGS—It Crawled Into My Hand, Honest Reprise RS 6305 (S)				NA
	★	1	—	177	BOOKER T. & THE M.G.'S—Best of Atlantic SD 8202 (S)				
		2	179	178	ROD MCKUEN—Lonesome Cities Warner Bros.-Seven Arts WS 1758 (S)				

★ STAR PERFORMER—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.  
NA Not Available

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	PACKAGES AVAILABLE			
						B-TRACK	4-TRACK	CASSETTE	REEL TO REEL
		2	180	179	SMOTHERS BROTHERS—Comedy Hour Mercury SR 61193 (S)	NA		NA	
		2	183	180	TURTLES—Present the Battle of the Bands White Whale WWS 7118 (S)				
		9	174	181	ORPHEUS—Ascending MGM SE 4569 (S)				NA
		5	182	182	LOU DONALDSON—Midnight Creeper Blue Note BST 84280 (S)	NA	NA	NA	NA
		1	—	183	VARIOUS ARTISTS—Super Hits, Vol. 3 Atlantic SD 8203 (S)				
		1	—	184	JOHNNY NASH—Hold Me Tight JAD JS 1207 (S)	NA	NA	NA	NA
		1	—	185	GRASSROOTS—Golden Grass Dunhill DS 50047 (S)				
		154	—	186	HERB ALPERT & THE TIJUANA BRASS— Going Places A&M SP 4112 (S)				
		2	187	187	VLADIMIR HOROWITZ—Horowitz on Television Columbia MS 7106 (S)	NA	NA	NA	NA
		39	—	188	SMOKEY ROBINSON & THE MIRACLES— Greatest Hits, Vol. II Tamla T 280 (M); TS 280 (S)				
		16	191	189	MONGO SANTAMARIA—Soul Bag Columbia (No Mono); CS 9653 (S)				NA NA
		8	192	190	1910 FRUITGUM COMPANY—1, 2, 3, Red Light Buddah BDS 5022 (S)				NA NA
		41	186	191	UNION GAP FEATURING GARY PUCKETT— Woman, Woman Columbia CL 2812 (M); CS 9612 (S)				NA
		3	199	192	SOUNDTRACK—Chitty, Chitty Bang Bang United Artists UAS 5188 (S)	NA	NA	NA	
		48	—	193	PAUL MAURIAT & HIS ORK—Blooming Hits Philips PHS 600-277 (S)				
		3	195	194	MYSTIC MOODS ORK—Emotions Philips PHM 600-277 (S)	NA		NA	NA
		154	—	195	HERB ALPERT & THE TIJUANA BRASS— South of the Border A&M ST 108 (S)				
		30	196	196	TINY TIM—God Bless Reprise (No Mono); RS 6292 (S)				
		47	—	197	EDDY ARNOLD—The Best of RCA Victor LPM 3565 (M); LSP 3565 (S)	NA	NA	NA	NA
		45	—	198	HERB ALPERT & THE TIJUANA BRASS—Ninth A&M SP 4134 (S)				
		30	—	199	ELECTRIC FLAG—A Long Time Comin' Columbia CS 9597 (S)				NA
		2	200	200	VARIOUS ARTISTS—A Collection of 16 Original Big Hits, Vol. 9 Motown MS 668 (S)	NA			

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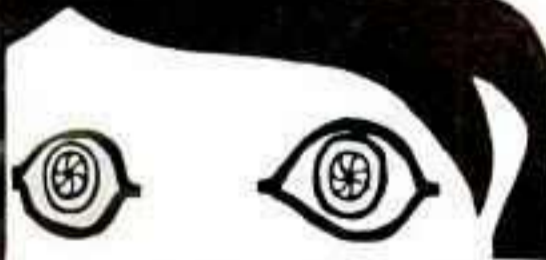
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SONATA IN B-FLAT MINOR  
OP. 35, "FUNERAL MARCH"  
SONATA IN B MINOR, OP. 58



**RED SEAL RECORDINGS**

\*SEE BILLBOARD'S BEST-SELLING CLASSICAL  
LP CHART THIS WEEK.

**RCA**

# London Backs Touch, U. S. Act

• Continued from page 1

season's sales drive. A teaser ad campaign was launched a few weeks ago but all stops are now being pulled out for a massive ad campaign that will concentrate on the underground press and FM radio stations. London has set up a co-op advertising program with its distributors for the advertising attack.

London will back the advertising program with an exploitation effort that includes postal card mailings, and the sending of hefty supplies of empty album jacket sleeves, streamers, easels and gumstickers heralding the Touch to its distributors around the country. London also has allotted more complimentary copies of the album to distributors for promotion purposes than for any other LP. Also, bulk quantities of the album will be sent to distributors to be used for in-store promotion purposes.

London also has given a special treatment to the packaging of the album. It's a new style of jacketing that comes in a double-fold and opens in the center. A wrap-around band giving the contents of the album will be on the outside of the jacket. A color poster will be enclosed with the LP. It's claimed to be the most expensive packaging job ever put out by London.

## Shiveley Discoverer

The group was discovered by Gene Shiveley, who produced the LP. He brought the group to the attention of Tutti Camarata, owner of the Coliseum label and executive producer of

the LP, and work began on the production of the LP last June at Sunset Sound, Los Angeles studios also owned by Camarata. The group hasn't yet made any personal appearances since all of its time, since June, was devoted to the making of the LP.

Gerry Hoff, London's Western region a&r director, will launch the promotion campaign this week when he starts out

on an extensive tour blanketing the Western part of the country. London's entire promotion staff will start moving out soon after and will concentrate on the Touch LP throughout December.

Meantime, Camarata, who is now in England to record a Phase 4 LP, will double as a promotion man to lay the groundwork for the introduction of Touch there on the Deram label after Jan. 1.

## Capitol Forms Specialty Label in Invasion of East

• Continued from page 1

Kornfield has 23 unreleased recordings which could find their way to the new line.

During the past six months, Kornfield has established working relationships with 25 freelance producers. He will continue his ties with these sources, but will spend more time in the studio.

Capitol's a&r department vice-president, Karl Engemann, called the Kornfield label a "significant experiment" in broadening the company's involvement with East Coast contemporary music influentials.

"We will work on one project at a time; there will be no blanket releases," Kornfield said.

Venet leaves here Dec. 1 and plans starting in the New York office around Dec. 10. He has been with Capitol six years.

Venet will audition new acts, sign and record them. He plans working in the amplified instrument folk field, calling New

York home for "heavier folk material." He will continue to record three Coast acts, Fred Neil, Hedge & Donna, and Maffit & Davis. Three of his other acts will be taken over by Hollywood staff men. The Staccatos and Pure will be recorded by two young staffers trained by Venet, Max Hoct and John Gross. Dave Axelrod will pick up the Stone Ponies.

A portable tape recording system, is being shipped across country for Venet's use. A second producer will be added to the New York staff to give the department added strength. Tom Morgan, the company's Eastern operations vice-president, continues as Capitol's contact for Broadway musical properties.

## Buenos Aires Fest

BUENOS AIRES — Daniel Riobobos, singing "No Es Juego El Amor" (Love Is No Game), won first prize at the Second Buenos Aires Festival of Song. The song was composed by Eladia Blazquez.

# BEST SELLING Jazz LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	<b>DOWN HERE ON THE GROUND</b> Wes Montgomery, A&M (No Mono); SP 3006 (S)	29
2	2	<b>THE ELECTRIFYING EDDIE HARRIS</b> Atlantic 1495 (M); SD 1495 (S)	38
3	4	<b>A DAY IN THE LIFE</b> Wes Montgomery, A&M LP 2001 (M); SP 3001 (S)	60
4	6	<b>ACCENT ON AFRICA</b> Cannonball Adderley Quintet, Capitol ST 2987 (S)	3
5	5	<b>MILES IN THE SKY</b> Miles Davis, Columbia (No Mono); CS 9628 (S)	11
6	3	<b>LOOK AROUND</b> Sergio Mendes & Brasil '66, A&M LP 137 (M); SP 4137 (S)	36
7	8	<b>PLUG ME IN</b> Eddie Harris, Atlantic (No Mono); SD 1506 (S)	20
8	15	<b>MAIDEN VOYAGE</b> Ramsey Lewis, Cadet (No Mono); LP5 811 (S)	18
9	17	<b>ROAD SONG</b> Wes Montgomery, A&M SP 3012 (S)	2
10	9	<b>BEST OF WES MONTGOMERY</b> Verve V 8714 (M); V6-8714 (S)	51
11	11	<b>BIGGER AND BETTER</b> David Newman, Atlantic SD 1505 (S)	10
12	7	<b>FELICIANO!</b> Jose Feliciano, RCA Victor LPM 3957 (M); LSP 3957 (S)	15
13	13	<b>LIVIN' IT UP</b> Jimmy Smith, Verve (No Mono); V6-8750 (S)	12
14	14	<b>SPEAK LIKE A CHILD</b> Herbie Hancock, Blue Note BST 84279 (S)	5
15	12	<b>THE BLUE YUSEF LATEEF</b> Atlantic SD 1508 (S)	6
16	10	<b>PROMISE OF THE FUTURE</b> Hugh Masekela, Uni (No Mono); 73028 (S)	22
17	18	<b>MERCY, MERCY</b> Buddy Rich Big Band, World Pacific ST 20133 (S)	2
18	12	<b>BEST OF WES MONTGOMERY, VOL. 2</b> Verve (No Mono); V6-8755 (S)	13
19	19	<b>HICKORY HOLLER REVISITED</b> O. C. Smith, Columbia (No Mono); CS 9680 (S)	12
20	20	<b>THE BEST OF LOU RAWLS</b> Capitol ST 2948 (S)	11

Billboard SPECIAL SURVEY For Week Ending 11/23/68

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NEW YORK — Cashman, Pistilli & West have signed the Common Ground for production and publishing. Negotiations were concluded through the

group's managerial representative at The Music Agency. This marks the agency's first move in the talent area.

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**COMPLETE OPERAS & OPERETTAS:** The Barber of Bagdad, The Barber of Seville, La Bohème, Carmen, Le Comte Ory, Dido and Aeneas, Das Land des Lächelns, Die Lustige Weiber von Windsor, Merrie England, Mireille, The Marriage of Figaro, L'Orfeo (Monteverdi), Rigoletto, Eine Nacht in Venegig, Le Roi d'Ys, Il Tabarro, Undine, Werther, Der Wildschütz, Wuthering Heights . . . and Selections from more than 100 other Operas and Operettas

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## SPOKEN WORD

**FRENCH:** La Comédie Française (plays by Beaumarchais, Corneille, Molière, Hugo, Marivaux, Montherlant, Racine and others), Louis Jouvet, Sacha Guitry, Raimu

**GERMAN:** Gustav Gründgens, Weiss Ferdl, Karl Valentin

**DOCUMENTARIES:** Coronation Service of Queen Elizabeth II, Wartime Speeches of Sir Winston Churchill, The Vatican Celebrates Holy Week, Speeches by Jawaharlal Nehru, T. S. Eliot Memorial LP

**COMEDY:** Noël Coward, Gertrude Lawrence, The Goons, Steptoe and Son

## POPULAR & FOLK MUSIC OF THE WORLD

**AFRICAN:** Orchestres Franco, O. K. Jazz, Bantous, Cercul Jazz, Negro Band

**ENGLISH & AMERICAN:** Adamo, Noël Coward & Gertrude Lawrence, Joe Loss, Victor Silvester

**FRENCH:** Adamo, Richard Anthony, Josephine Baker, Barbara, Gilbert Bécaud, Lucienne Boyer, Damia, Fernandel, Léo Ferré, Yvette Guilbert, Enrico Macias, Jean Marais, Mistinguett, Germain Montero, Edith Piaf, Regine, Dick Rivers, Tino Rossi, Jean Sablon, Suzy Solidor, Charles Trenet, Cora Vaucaire

**GERMAN:** Lale Andersen, Sari Barabas, Alfons Bauer, Marlene Dietrich, Rex Gildo, Gitte Heino, Hellberg Duo, Zarah Leander, Fred Silver, Vienna Choir Boys, Albert Vossen, Party Series

**GREEK:** Manos Hadjidakis, Mikis Theodorakis, Stavros Xarhakos, Manolis Angelopoulos, Attik, Gregoris Bithikotsis, Panos Gavalas, Nico Gounaris, Costas Hadjis, Stelios Kazantzides, Mary Linda & Manolis Hiotis, Viky Moskoliou, Nana Mouskouri, Vangelis Perpiniades, Milton Stamos, George Zambetas, Bouzouki Music, Folk Music of Crete, Cyprus and Epirus, Byzantine Hymns

**INDIAN:** Ravi Shankar, Ali Akbar Khan, Bismillah Khan, Halim Jaffar Khan, Himangshu Biswas, Imrat Hussain Khan, Nikhil Banerjee, Pannalal Ghosh, Ram Narain, Vilayat Khan, K.P. Arunachalam, S. Balachander, Shivkumar Sharma, Amir Khan, Bhimsen Joshi, Dagar Brothers, Ghulam Ali Khan, Kesar Bai Kerkar, M. S. Subbulakshmi, K. L. Saigal, Lata Mangeshkar, Moh. Rafi, Mukesh, Talat Mahmood, Music of Tagore, Folk Music of Bengal

**ITALIAN:** Adamo, Gino Bechi, Sergio Bruni, Carlo Buti, Secondo Casadei, Beniamino Gigli, Enrico Macias, Milly, Narciso Parigi, Franco Ricci, Gigi Stok, Luciano Tajoli, Cesare Vaia, Claudio Villa, Luciano Virgili

**JAPANESE:** Gagaku (Court Music), Koto & Shakuhachi

**MIDDLE EAST:** Algerian Classical Music, Armenian Folk Dances, Music of the Caucasus; Egyptian Music: Umm Kulthum, Farid Al Atrash, Mohamed Abdel Wahhab; Lebanese Music: Fahd Bellane, Fairuz, Sabah, Samira Tawfiq, Lebanese Operettas and Film Music; Moroccan, Tunisian and Turkish Music; Readings from the Koran

**PORTUGUESE:** Alfredo Marceneiro, Carlos Ramos, Amalia Rodrigues

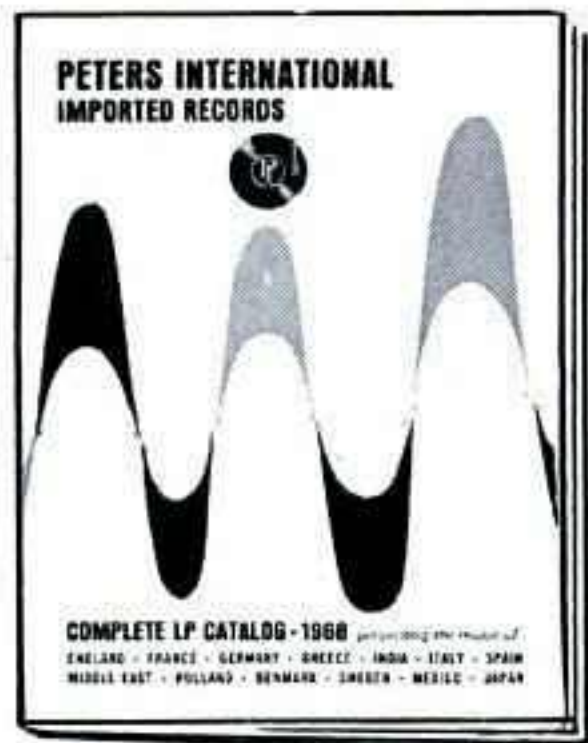
**SCOTTISH AND IRISH:** Alexander Brothers, Paddie Bell, Anne & Laura Brand, Anne Byrne, Irish Showbands, Gordon Highlanders Band, Ian Holm's Band, Invergordon Distillery Pipe Band, Lowland Fiddlers, Bill McCue, Johnny Mc-

Evoy, Ian Powrie, Jimmy Shand, The Tinkers

**SPANISH:** Folk Music of Andalucia, Aragon, Asturias, Galicia, Seville, Valencia, Sardanas; Bullfight Music; Flamenco; Conchita Piquer

**SWEDISH:** Olle Johnny, Zarah Leander, Thore Skogman, Evert Taube, Sven Bertil Taube

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