Five Chains Ban Apple Album; Korvette 'Bites'
By BRUCE WEBER

LOS ANGELES—The controversial John Lennon-Yoko Ono album, "Two Virgins," will be banned by at least five major record retailers here. The E. J. Korvette stores, however, are planning to sell the album with the nude cover, but not in the stores.
Sears, White Front, May Co., Broadway and Wallach's Music City, vice-president of the chain, said that the album might be test-marked in the stores.

Finkel Sees Top Overseas Leaders on int'l Confab
By GRAEME ANDREWS

LONDON — Coleman Finkel, executive vice-president of James O. Rice Associates, who is producing the International Music Industry Conference in the Bahamas in April, will here last week with a number of leading industry executives.
Bass included EMI group director of records I. G. Woods, director Dr. W. Townesley, controller of BBC Radio 1 and 2 Robin Scott, CBS managing director Ken Glunz, Pye's international chief Geoff Bridge, Beatles' producer George Martin, publisher Dick James, Radio Luxembourg's British chief Geoffrey Everitt, Laurence Slind, chairman of the Council of the Performing Rights Society, and independent promotion executive Tony Hall.
Finkel was also planning to meet and talk with other executives, including Bernard Hess, RCA and Leslie Gould of Philips.

The Cobalt-Winfield Blues Band, Verne Forester's latest underground discovery, is showing hot and heavy up both charts with their debut album, "Cold Wind Blues" (715-5068), plus five standout songs: "Free Will Fantasy" (MS-5068), the group's whose live appearances are drawing considerable attention and acclaim, just finished breaking it up at New York's Cafe Au Go Go.

Tonight see and hear Diana Ross and The Supremes with The Temptations starring in their first TV special, "TG-T." You can always count on a top performance from these two outstanding acts on this premier program. The Temptations are the top 20 on their first single, "I'm Gonna Make You Love Me" (Motown 1173), released from a brand new album, also topping the charts, "Diana Ross and the Supremes Join the Temptations." MS 679. The Original Sound Track from "TG-T," MS 682, is available today from your local Motown distributor.

Hard Rock Rolling to 4th San Francisco Trade Spot
By GEOFFREY LINK

SAN FRANCISCO — Hard rock music, which has grown considerably here in the past two years, is expected to become this city's fourth largest industry by the mid-1970's.

The prediction came from Michael Phillips, assistant vice-president and manager of marketing research and planning for the Bank of California, who studied the market here for two years, starting in May through August to determine whether the bank should begin making loans to the music industry.

Phillips figures are for "acid rock" only, and do not reflect Top 40 or other types of music.

At a "conservative estimate," Phillips said, the dollar value of this industry here in 1968 is $4 million and "more likely is around $6 million. This could increase the wealth of the city by $8 million to $15 million," he said.

By early to mid-1970 he expects 10 times this amount to be generated, making it the city's fourth largest industry, behind construction, manufacturing and finance insurance.

The acid rock industry now comprises less than one half of 1 per cent of the city's growth income, Phillips said, but will grow to 6 per cent.

Three Categoriess
Phillips breaks down the 1968 figure into three categories: live performances which grossed $1 million; radio-orientated rock stations and

R&B Disks Swing to 'Black Hope' Tunes
By ELOM TIEGEL

LOS ANGELES—Black aspirations are now getting a voice in the lyrics of rhythm and blues songs. Heretofore, rhythm was centered mainly on lovers, cheaters and shattered love affairs (much as is the material in other categories), but now records are beginning to be issued that reflect the struggle for black identity. And these songs are getting strong national exposure and raking up pay-off sales.

"Say It Out Loud—I'm Black and I'm Proud," by James Brown, on King, is credited by many trade observers for putting the aspirations of the black people into focus. Its success is responsible for the release of "Wake Up (Nothing Comes to a Sleeper But a Dream)," by Larry Graham, on Warner, says the label's sales director Warren Lanier.

The message in Williams' song is not to burn cities and start riots. "It's the thought every black man had at one time— to be something," Lanier said. The song was a seller starting and start doing something about your dreams.

The titles of many of the new r&b singles typify the mood of many of the blacks today, such as "And Black Is Beautiful," by (Continued on page 5).
Much more than a movie soundtrack! It's a total entertainment experience.

Available on Stereo 8 Cartridge Tape

Manufactured and Distributed by RCA
LOS ANGELES — Capital Industries, Inc., has agreed to sell its Direct Marketing Corp. to the Longines Corporation.

Once the terms are completed Longines' subsidiary mail-order operation will join the Phonograph Sympathetic Society, which will own the Capitol Record Club and its diverse mail-order lines, electronic music equipment, art prints, film processing and record box sets.

This union will obtain the Longines Capitol Records catalog for its mail-order business, which heretofore offered the Longines Symphony orchestra and a number of leased albums from such companies as ABC and A&M.

Ed Nash, president of the Direct Marketing Corp., will stay with the company, which will retain the name Capitol Record Club. The company will also fulfillment centers, a major fac- tory operation and fulfillment equipment in Thousand Oaks, Calif., and smaller facilities in Champaign, Ill., and sunrise, Ariz.

Tape Catalog
The sale also provides Longines with the capability to tape cart- ride. Longines already sells home entertainment prod- ucts
A staff of 500 works for the

Capitol club formed 11 years ago and which at present repre- sents 20 different companies and their subsidiaries. A majority of the contracts are on an exclusive basis with those of MGM and ABC, but Warner Bros.-Seven Arts, for exam- ple, will continue a nonexclusive arrangement.

Capitol Industries established the Direct Marketing Corp. last March. The mail-order company was a part of a $16 million program, guided by the then president of the record club, Alan Livanoff.
The club had not been doing as well financially, having to compete with the Columbia Clubs despite its diversification into other products. When Livanoff left in July, there was a management re- evaluation of the club. EMI was forced to either sell the club or expand its operations.

Longines, established in 1857 as a watchmaker, has been very successful as a mail order record re- mail order business, which also includes ownership of the Columbia Club of America, as well as retail药店 plan involving dis- counted albums selected from the Record Catalog.

While Capitol's club has just gotten into the multiple record box set business, with packages by Nat Cole, Jackie Gleason and Gary Cooper, the Columbia Symphonette Society has been limited in its scope of products obtainable by mail order. The Capitol Club's catalog will now let Longines to create box sets with the Columbia and Capitol labels for the same prices. The Symphonette's mailing list is one of its major assets.

Longines' new club is located in Larchmont, N. Y. The mail order operation is reported to have accounted last year for half of the company's fiscal 1968 sales. These sales, as reported in the most recent report, totaled $352,756,925. This is an increase of 32.2% over the year which totaled $271,764,000. Longi- nes' consolidated sales last year were the largest in its history.

Bilbo's, perhaps the best known of the New York City's 'Mady Belive Broadway' has also been hit by the West Side Story. William Morris, the decade-old record label, has in recent months has spotlighted some record artists, such as the Bennett, Stee Lawrence and Sydney Greaves, Peggy Lee and Sammy Davis Jr.

LOS ANGELES — Tetra- grammaton, four in the acquisition of the original cast album rights to the Broadway play, 'The Great White Hope.' The original ten, Saturn Records, producer of the play, Howard Saeki, who was the first to record the show, was sold to RCA Records and NBC.

The move, according to Robert W. Sarnoff, RCA president, is because 'we want to make the show more popular and have it played more often in the area.'

The show, words and inci- dential music will be recorded for a stereo version, and the cast will be recorded. The label will be the first original cast album label launched by RCA.

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Maryhawk Record Co. of America, effective Jan. 1.

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Cap. Puts Big ‘Zorba’ LP Drive in Motion

NEW YORK—Capitol Records is conducting an extensive campaign on the original cast album of the new Broadway musical “Zorba.” Capitol cut the album in New York studios on Nov. 24. The first copies were pressed, packaged and released for the trade to key critics and top production personnel by Nov. 27. The advertising campaign begins next week in the show’s New Haven tryout with co-op ads in local newspapers issuing receipt of the album by Nov. 29 on return of a coupon. The same campaign was run during Boston tryouts, when Capitol also started in radio advertising. For the official New York opening, the campaign concentrated on radio and newspaper advertisements, including full-page announcements of the album in available trade papers. New Haven, Boston and New York previews also signaled the opening of the display campaign with posters and streamer covers. A de luxe music box, stretched to 45 minutes, is created for Capitol’s window campaign in the New York area. The campaign is being designed to match national distribution, de luxe posters, de luxe counter cards with flexible seven-inch discs bound in, and de luxe press kits for reviewers. More than 100 copies have been recorded for Capitol by Claus Ogerman, Gordon MacRae, the Sounds of Music, Lou Rawls, Nancy Wilson, Sandler & Young, and Cannonball Adderley.

Buddah Gets K. K. & Dribb

NEW YORK — Buddah Records has signed one of the hottest new acts currently on the tour, the K. & K. Dribb. The K. & K. Dribb are a four-piece New York City band, including lead vocalist Damion, lead guitarist Cheram, bass player Kenmore and drummer Frazier. The band has been making waves in the New York City music scene with their high-energy performances and soulful sound. They're known for their catchy melodies and engaging stage presence, making them a popular choice for live shows and events. Buddah Records, a record label known for its diverse range of genres and artists, is thrilled to have the K. & K. Dribb on their roster. Fans can look forward to new music from the band, which is sure to captivate audiences with its unique blend of music and performance. Stay tuned for updates on the K. & K. Dribb’s future projects and performances. For more information on Buddah Records and the K. & K. Dribb, visit our website or follow us on social media.
Check Yourself Out

These are the hot albums you'll be selling this season—the money-makers. So if you're out of stock on any of these numbers, contact your record supplier or Columbia Records representative.

Tony Bennett
- Yesterday I Heard the Rain
  CS 5676/14 KO 0566/18 KO 0566/CQ 1041
- Hello Brother and The Holding Company
  KCS 9711/14 KO 0494/18 KO 0481/CQ 1040
- Cheap Thrills
  KCS 9716/14 KO 0484/18 KO 0481/CQ 1040

Blood, Sweat and Tears
- Child Is Father to the Man
  CS 5619/14 KO 0548/18 KO 0548/CQ 1029
- An Anthology of British Blues
  Z12 5206/21 KO 5206/CQ 1029

Nashville Peggy
- Super Hits
  CS 9651/14 KO 0468/18 KO 0468/CQ 1029
- Johnny Cash
  CS 9651/14 KO 0468/18 KO 0468/CQ 1029

Sweetheart of the Rodeo
- At Folsom Prison
  CS 9659/14 KO 0404/18 KO 0404/CQ 1029
- Greatest Hits
  CS 9748/14 KO 0464/18 KO 0464/CQ 1029

Chad and Jeremy
- The Ark
  CS 9691/14 KO 0470/18 KO 0470/CQ 1029
- The Chambers Brothers
  CS 9671/14 KO 0464/18 KO 0464/CQ 1029

A New Time—A New Day
- The Time Has Come
  CS 9722/14 KO 0376/18 KO 0376/CQ 1029

Leonard Cohen
- Turn Around, Look at Me
  CS 9712/14 KO 0520/18 KO 0520/CQ 1029

Bay City Rollers
- Goin' Places
  CS 9654/14 KO 0410/18 KO 0410/CQ 1029

Phyllis Diller
- Born to Sing
  CS 9523

Bob Dylan
- John Wesley Harding
  CS 9604/14 KO 0372/18 KO 0372/CQ 9971

Gandhi
- John Daivson
  KOOP: BROADCASTER

I'm a Rich Man
- The Electric Flag
  CS 9597/14 KO 0459/18 KO 0459/CQ 1029

Percy Faith
- Angel of the Morning
  CS 9716/18 KO 0496/CQ 1031

Forever Young
- (Gift Set)

The Nashville Sound
- Nashvillian 4
  CS 9741/14 KO 0534/18 KO 0534/CQ 1029

Marvin Gaye
- Super Session
  CS 5701/14 KO 0502/18 KO 0502/CQ 1029

Peggy Lipton
- Johnny Mathis
  212 4206

Johnny Mathis
- Those Were the Days
  CS 5701/14 KO 0540/18 KO 0540/CQ 1031

Gift Set GP 2

Love Is Blue
- CS 5637/14 KO 0396/18 KO 0396/CQ 1001

The Millennium
- Begin
  CS 9663/14 KO 0526/18 KO 0526/CQ 1029

Jim Nabors
- The Lord's Prayer
  CS 9716/14 KO 0536/18 KO 0536/CQ 10521

Kiss Me Goodbye
- CS 9620/14 KO 0440/18 KO 10401

The Nice
- The Thoughts of Emeril Davjack
  Z12 5204

Laura Nyro
- El and the Thirteenth Confession
  CS 9658/14 KO 0562/18 KO 0562/CQ 10691

The Byrds
- Gentle on My Mind
  CS 9666

Peaches and Herb
- Greatest Hits
  TES 40/12/14 74016*1387

Poro Seco
- Shades of Time
  CS 9560/14 KO 0476

Ray Price
- She Wears My Ring
  CS 9733/14 KO 0540/18 KO 0540/CQ 10581

Gary Puckett and the Union Gap
- Incredible
  CS 9715/14 KO 0538/18 KO 0538/CQ 10541

Young Girl
- CS 9664/14 KO 0465/18 KO 0465/CQ 10301

Woman, Woman
- CS 9664/14 KO 0374/18 KO 0374/CQ 10301

Paul Revere and The Raiders
- Something Happening
  CS 9565/14 KO 0464/18 KO 0464/CQ 10291

Marty Robbins
- I Walk Alone
  CS 9725/14 KO 0546/18 KO 0546/CQ 10661

Mango Santamaria
- Soul Bag
  CS 9653/14 KO 0436/18 KO 0436/CQ 10931

Petre Steeger
- Now CS 9717

Simon and Garfunkel
- Bookends
  KCS 9529/14 KO 0420/18 KO 0420/CQ 10111

Parsley, Sage, Rosemary and Thyme
- CS 9663/14 KO 0132/18 KO 0132/CQ 10171

Sounds of Silence
- CS 9629/14 KO 0066/18 KO 0066/CQ 10611

Wednesday Morning, 3 A.M.
- CS 9049/14 KO 0498/18 KO 0498/CQ 10341

Grace Slick and The Great Society
- How It Was
  CS 9702/14 KO 0516/18 KO 05161

Small Faces
- Ogdens' Nut Gone Flake
  212 2206/212 2208/212 2208/212 2208/212 2208/CQ 10292

O. C. Smith
- Hickory Holler Revisited
  CS 9680/14 KO 0524/18 KO 0524/CQ 10881

Barbra Streisand
- A Happening in Central Park
  CS 9716/14 KO 0525/18 KO 0525/CQ 10481

Simply Streisand
- CS 9482/14 KO 0340/18 KO 0340/CQ 96611

Free Again
- CS 9347/14 KO 0344/18 KO 0344/CQ 96621

Jenny Vale
- This Guy's in Love With You
  CS 9664/14 KO 0484/18 KO 10891

Andy Williams
- Honey
  CS 9662/14 KO 0422/18 KO 0422/CQ 10241

Sound of Music GP 5

Original Cast Albums
- Cabaret
  KOS 3033/12 KO 0022/18 KO 0022/CQ 10631

Camelot
  KOS 3037/12 KO 0022/18 KO 0022/CQ 10631

You Are What You Eat
  KOS 3040/12 KO 0036/18 KO 0036/CQ 10741

Christmas Albums
- Tony Bennett
  CS 9739

Snowfall/The Tony Bennett Christmas Album
- Anita Bryant
- Do You Hear What I Hear?
  CS 9529

Charlie Byrd
- Christmas Carols for Solo Guitar
  CS 9385

Johnny Cash
- The Christmas Spirit
  CS 6917

Ray Conniff
- Christmas With Conniff
  CS 8134/18 KO 0128/CQ 3141

Percy Faith
- Christmas Is…Percy Faith
  CS 9377

Eddy Gorme and The Trio Los Panchos
- Navidad Means Christmas
  CS 9357

Robert Goulet
- Wonderful World of Christmas
  CS 9724

This Christmas I Spend With You
  CS 8876/CQ 5891

Burl Ives
- Christmas Album
  CS 9728

Christmas With Mahalia
  CS 9727

Steve Lawrence and Eydie Gorme
- That Holiday Feeling!
  CS 9662

Johnny Mathis
- Merry Christmas
  CS 8021

Jim Nabors
- Christmas Album
  CS 9531/CQ 5621

The New Christy Minstrels
- Christmas With The Christies
  CS 9515

Marty Robbins
- Christmas With Marty Robbins
  CS 9535

Barbra Streisand
- A Christmas Album
  CS 5577/14 KO 0530/18 KO 0530/CQ 10501

Jenny Vale
- Christmas Greetings
  CS 9205/CQ 6921

Andy Williams
- Merry Christmas
  CS 9202/14 KO 0130/18 KO 0130/CQ 7721
McKuen's Creative Spirit Takes New Wings: Tracks, TV, Classics

By FRED KIRBY

NEW YORK—Rod McKuen, composer, performer, and poet, is entering new areas in his creative efforts. On his agenda are soundtracks for his first classical composition, and his first TV special, scheduled for April 5 on NBC-TV.

Although the new 20th-Century-Fox film "Joanna" is McKuen's first soundtrack, it won't be the last. He has a heavy schedule of scores to do, including the tracks for "The Prime of Miss Jean Brodie," "My Blue Heaven," and also with 20th Century-Fox, as is "Stanyan Street."

He has recorded his "Concerto for Four Harpsichords" with the London Arts Orchestra. It is planned as Warner Bros.-Seven Arts, Records' first classical release. McKuen notes a change in film scoring as more and more classical material is being used. He also cited examples of prominent classical composers scoring films and called the results respectable classical offerings.

Other Films

Other film projects include a "Boy Named Charlie Brown," the first film version of "Peanuts," "Summer Tree," an antwar film; and "Listen to the Warm," Mancini's latest LP, as well as "Mame's Waltz," the music of "Mame." Mancini encouraged him when both were under contract to a Hollywood studio several years ago. Mancini is "one of the few composers who writes for movies," according to McKuen. The main reason McKuen's soundtrack album was released was because they were recorded separately in a studio rather than just pulled from the film. A difference in McKuen's soundtrack recordings is that he is scored to the film and does the screenplay in addition to doing the score. The film will use five pages from the book of 'Joanna,' the same title, one of his Random House collections that have made him probably the second-highest post of all. More than one million volumes were sold last year.

Listings for Label

The producer also carry listings for his own label, Stanyan Records, which supplies discs on a filmmakers and dealers. McKuen, limited distribution brought in an outstanding $100,000 last year. The albums are elaborately track and are available on tape.

(Continued on page 86)

London Hosts Lunch Bowling on Consume

HOLLYWOOD—Touch's first 1970 television series was introduced at a champagne and buffet luncheon at the West Coast Newsroom in Hollywood as were hit television series were inspired for the past several years. The event was hosted by Herb Goldfarb, national sales and promotion manager for London Records, which distributes the Consume label.

Also attending were Gerry Hoff, West Coast ad representative for the London group; Gene Shively; producer of the album; and Mel Turoff, London promotion man for the West Coast; underground FM program manager for radio; retail outlets specializing in underground products; underground product distributors; and sales representatives.

Kitty Wells Says

- Continued from page 4

Wells and Johnny Wright, is that country songwriters continue to write songs which relate to reality—the facts of life. "A song's lyric, Kitty Wells feels, is "vital to the quality of a song." The artist indicated she would occasionally do material on topic with pop ideas: but she relies mostly on songs with solid country orientation.

"The chief theme of country music for me, today," she concluded.

6M Old Pizzazz Blooming With 12-Artist Line-Up

LOS ANGELES—Flegling Pizzazz Records has built a 12-artist roster in its first six months of operation, with veteran performers Sonny Bono and Charlie Rich, a 12-year veteran of the music business.

Robert, who formerly recorded for Prestige, World Pacific, and Contemporary, has been concentrating on writing back ground charts for the label's vocalists. The tenor saxophonist plans to do some recording himself, utilizing strings, unusual rhythms and electronic instruments.

Sparago, Stein Set Up Label

NEW YORK—Springboard International, the London-based label, has been formed by Bernie Sparago and Ralph Stein, formerly sales manager of Ambassador Records, who will serve as president of the company. The label will assume the position of vice-president, and comes to Springboard from Pickwick International where he was executive producer.

Two labels, Up Front Records, an inchoate line, and Offspring, a children's line, will also be released by Springboard. First product will be shown at the National Association of Record Merchandisers'conclave in Los Angeles. Springboard will bring its line of 45's, new and market all of its product.

The company is concentrating on original recordings, rhythm and blues vocals: Miss Alexander and Hill and her first LP, "Didn't We," has just been released. In the package she sings several songs written by Edwards and two other artists, Rossell Rights and Lynn Brown.

Pizzazz's two publishing companies, BMI and Navey, ASCAP, control copyrights from such label artists as Edwards, Miss Morris and Miss Alexander, 15-year-old Eleneo Levenson, a non-performer.

Bright, who has written a number of songs for Nancy Wilson is among the artists in the label's initial release of five Christmas singles. In his new role as a recording name, Bright will be playing and arranging to vocalize. The label's other singer-songwriter is Johnnie Ruth King, the Sincere quartet, Anne Barnes, Forton and Scott, Miss Missy Moore, Shug Smith and Gerald Gilmour, who records under the name Bong Bean.

The label has released 19 singles so far, with the initial LP to be in January.

NARAS Sets Talk on Who Calls Shots?

NEW YORK—Top record industry people will participate in a discussion of "Who Calls the Shots?" at a special meeting the New York chapter of the National Academy of Recording Arts and Sciences, January 22. The discussion will feature artists such as Billy Taylor and producer Tom Wilson. Norton F. O'Connor, chair of the chapter, which will include questions and comments from the audience.

Most Nastur, NARAS national president, will present special medallions to George Avakian, Nesbhi Ertoglu, John Hammond, Gay Lombardo, and Frank Scott for their past services. Nastur also will list the panel.

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December 14, 1968, BILLBOARD
A Fantastic Soul Performance of The Beatles' Masterpiece!

Wilson Pickett

"HEY JUDE"

Atlantic #2591
Produced by RICK HALL
NEW YORK — The Magnavox Co., In H. & A. Selmer, Inc., have agreed in principle on a merger. Details of the final agreement will be made public in the near future and submitted to EMI in a New Bill for ABPC

LONDON — EMI made a $87 million bid for Associated British Picture Corp. Dec. 3. This is the second time this year EMI has bid for ABPC. The second time it earlier take-over offer because it could not reach agreement with the Independent Television Authority over ABPC’s half stake in Thames TV. Thames TV is the franchise to supply London’s ABC stations.

(Magnavox and Selmer in Agreement on Merger)

NEW YORK — The Bert Bacharach-Hal David score is the driving force-behind “Promises, Promises,” the musical which producer David Merrick brought to Broadway Dec. 1. And, because the score plays a key part in making the show the success it is, United Artists Records’ original album of the 25-cut set was cut Sunday (8), is a natural for a high sales marking.

From the overtone to the finale, the show offers something musical magic and vitality. The Bacharach style is based in the pop groove but it is rhythm, from the show’s musical prices, which is here, indeed, in today’s musical theater. David keeps up all this way with his composing partner. His lyrics match the melodies and, in fact, give them added dimension. Bacharach and David have already a 35-year-ago, big hit, “Mack the Knife,” with the film music field in their stride, and now their future is a very promising one.

The rest of the production, however, fails to come up to the score. The show, although an adaptation by Neil Simon of the Billy Wilder-I.A.L. Diamond screenplay for “The Apartment,” substitues schmaltz for cynicism, and even Billy and Wilder and Diamond were brittle, Simon is soft, and it throws off center his version of a young man’s climb up the self-elevator by bending superior the key to his apartment.

Jerry Orbach carries the brunt of the performance as the young man, and Brian Hydraulic and manages to make his alteration dialog within the play and to the orchestra. His singing, too, is fine. Jill O’Hara, as the love interest, Edward Winter, as the hero, and A. Larry Haines, as the neighbor-doctor who fields most of the action in her assignments in a serviceable manner. The production seems to be going all over the track to attract a crowd for a long time, and the UA cast will probably help keep the memory of the show and the Bacharach-David achievement alive for a long time to come.

MIKE GROSS

(Ed note: Excerpts of review from the following newspaper articles are in the Tal¬ented Section.)

Cosby’s First Tetra Record

LOS ANGELES — Bill Cosby’s initial album for his own company, Tetragrammaton Rec¬ords, has been released and he will receive a $50,000 promotion-advertising budget. Most of the tapes are sold at retail stores, radio stations, and animations in national consumer magazines.

Special material to retail outlets as a special promotion for contest displays and posters. Cosby will record the LP prior working on several TV proj¬ects for NBC, including shooting of a one-hour TV special to be taped in the fall of 1969. His next TV special will be aired April 5, and his NBC special of a five-year contract with NBC.

Kapp Acquires Three Prophets

NEW YORK — First deal made by Sidney N. Goldberg since he purchased the vice-president and general manager of Kapp Records is the acquisition of the Three Prophe¬ts. Under the direction of Kapp ad¬ministrator Paul Gold, the group’s records will be produced by Carl Bonfete, Dan Belcolde and Lou Douglas, the team which produced the Buckley¬base’s million-seller, “Kind of a Drag.” First Kapp release by the Three Prophets is “Playgirl” b/w “Patricia Ann.”

R&B Disks Swing to ‘Black Hope’ Tunes

By NICKIE LEE ON MALA, WHICH has hit no-r-r-r-

HARRY BALLADS new King chan¬signle, "How You Gonna Get Respect When You Can’t Cut Your Process yet), reflect the mode of wearing one’s hair in a "fro" style.

The Supreme’s hit, “Leader of the Pack,” causes a mother’s concern for a small child and her hopes for a better future.

One of the first of the "black awareness" Cuts, "We’re a Winner," on ABC which dealt with striving ahead. The group has just released another message song, "This Is My Country," on its second 45. The James Brown single has been hit most by the impact in the black community. His interest has been obvious in their inc¬told, said Cal Milner, operations manager of KOJO, Los Angeles’ leading R&B station. Brown’s single was recorded in Los Angeles with chorus of records from the Watts district. Grammy and in the Watts district accompanied him.

Chavez Productions Is Set Up on Coast

NEW YORK — A new manage¬ment firm, Chavez Productions, has been established in Manhattan with the new organization is Tony Chavez, who hosts a local show, Jack George, who has been booking tours in Canada for the past two years, will be in charge of public relations. Initial act for the agency is Life, a four-piece soft-rock combi¬nation.

Handelman Net, Sales Up

DETOIT — The Hand¬elmen Co., for the first six months and second quarter ended Oct. 31, 1968, has reported contin¬ued improved sales and earnings, according to David Handelman, president.

Sales reached $34,157,784, a 21 percent increase from the $28,169,819 for the same period a year ago. For the six-month period the six-month period reached a high of $1,775,039, an increase of 23 percent over the $1,427,729 in the same period of the previous year.

Per share earnings were up 24 percent to $0.77 against 46 cents a year ago. For the six-month period, ended Dec. 31, 1968, sales climbed to $18,718,127, up 23 percent from $15,125,158. Sales for the three-month period reached $1,012,724 or 32 cents per share up 21 pc from $831,009, or 26 cents per share reported last year.

Automatic Radio Net, Sales Soar

NEW YORK — Automatic Radio Manufacturing Co. scored another 28 percent increase in after-tax earnings on a sales gain of 35 percent for the fiscal year ended Dec. 31, 1967. For the year totalled $3,665,200 compared to $2,798,100 in the fiscal year of 1966, restated to include the recent acquisition of Wallin Instruments.

After-tax earnings (reflecting the provision for the 10 percent per share up the $177,669 to 76 cents (including 5 cents of non-operating income) per share, compared with $1,938,000, or 49 cents (including 8 cents of non-operating income) per share last year.

Auto. Retailers Peak Earnings

LOS ANGELES — Autom¬atic Retailers of America, music vending and food service retailing, reported earnings of $49,000, or 1 percent per share up the $177,669 to 76 cents (including 5 cents of non-operating income) per share, compared with $1,938,000, or 49 cents (including 8 cents of non-operating income) per share last year.

Cap. Industries Cash Dividend

NEW YORK — The board of directors of Capital Industries Inc., voted to declare a cash divi¬dend of 16 cents per share on the $1.75 par value stock. The dividend is payable Jan. 12, 1969 to shareholders of record Dec. 16.

This is the second cash divi¬dend in 1968. The first was declared in February 1968 as a result of the sale of the wholly owned subsidiary, Broadcast Corp., Inc., merger. Capital Industries holds a total of $75 per share in July 1968, and a 2 per cent stock dividend in May 1968.

APPLE INTO LOW PRICE

NEW YORK — Apple Rec¬ords, the label recently launched by the Beatles and manufactured and distributed here by Capitol Records, will launch a low-price version of its Beatles music especially designed for the college market.

The three records in the new line are expected to go on sale here Feb. 1, under the Apple logo. The list price will be priced between $1.50 and $2.50.

DECEMBER 14, 1968, BILLBOARD
'Soulful Strut'
Young-Holt Unlimited

It was a single, and now it's an album.

SOULFUL STRUT
YOUNG-HOLT UNLIMITED

It'll walk out of your store!

Brunswick RECORDS
Mendes, Symphony Strike Latin Beat

NEW YORK — Sergio Mendes & Brasil '66 scored strongly in two sold-out Philharmonic Hall performances Dec. 1. The program included a rare appearance by the A & M artists with a symphony orchestra. They performed three numbers with the Washington National Symphony under Lloyd Geisser, associate conductor.

Artistic direction was given by a group which has recorded for RCA and Westminster, with Latin-flavored melodies, including selections from Bizet's "Carmen" and the much beloved "Giant Hat." Mendes and his instrumental associates joined the orchestra. Writer spirited numbers, the last of which was a smooth jazz versión of "My Favorite Things," with the National's strong brass section a big asset. The group, Mendes' three weekend performances with the National, including one in Washington, the group's only previous orchestral appearance was with the Cinema Symphony earlier in the season.

After intermission, it was all Mendes Brazil '66 as vocalist.

(Continued on page 79)

Jackie Vernon Top Funnyman In Deadpan

NEW YORK — Mr. Excitement is a funnymen who deadpans at Downstairs at the Uptowns on Monday (2), as Jackie Vernon, staying at the 100-150 stage to the hill, began a five-week stand. United Artists Records will record Vernon's second album for the label during the coming Christmas.

Vernon scored with a routine on Ferguson, Ohio, supposedly where he was born and is a good bit on Army experiences with "Joe For- mica" also was hilarious. He also exchanged comments with the audience, always tastefully timing.

But Vernon has the ability, only possessed by the best of comedians, to keep the material with farcical results. His "Legend of the Lake," was a perfect example of this as his deadpan delivery made the scene plain, even with the punchline anticipated.

Jeanne Lucas and Barry Maniok, an engaging new singing duo, opened the show.

FRED KIRBY

Here Is What The Daily's Said Of 'Promises'

NEW YORK — "Promises, Promises," a musical by Neil Simon (book), Burt Bacharach (music) and Hal David (lyrics) opened at the New Amsterdam Theatre Dec. 1. Following are excerpts from the early reviews:

TIMES (Clare Barrows): "Neil Simon has produced one of the finest books a musical has possessed in years, the Burt Bacharach music excelling quite a bit the day before yesterday."

NEW (John Chapman): "...some Neil Simon jokes... and an assortment of songs by Burt Bacharach and Hal David which sound like pop records, which they will, doubtless, in due time..."

POST (Richard Watts):... a witty and sparkling book by Neil Simon, a brilliant modernistic score by Burt Bacharach, bright lyrics by Hal David, and a superb performance by Jerry Orbach.

(Continued on page 79)

Incredible String Band

CHANGES With Esoteric

NEW YORK — The Incredible String Band has come true of two wandering, tune- weaving women out of Dickens or Chaucer and added them to our cozy Fillmore East into a museum of antique folk culture. Wednesday (27) with their guitar, sitar and English Moor mosaic spiced with accents of the Orient.

The duo's psychedelic ser- monizing of juggling of in- struments for each song tran- quillized Fillmore, emitting a dreamlike rhythm with Ben Haggarty's reminiscent of Donovan and Ravi Shankar, Robin Williamson and Mike Heron, the three-column approach the guitar, mandolin, flute, organ and various other acoustic instruments with a relaxed, almost religious, aura.

Coleman Finkel

(Continued from back page)

very been encouraged by the considerations of the industry from the inside of the top personnel. There seems to be a lack of continuity and some international conference can be unquestionably beneficial and we have been ironing out details of the nature of the agenda and the nature of the conference. We have had a lot of frank and useful comments on our plans given to us here. We will be pleased to contribute to a conference in a way which will serve the world music industry best.

(Continued on page 79)

Circus Circus In First R&B Revue

LAS VEGAS — Circus Circus has launched its first R&B & blues review, "Soul Folkies," in its Hippodrome showroom. The show contains an original musical written by Steve Allen, "Bad Guy," "Golly Mambo" and "Gee" which Jerry Schaefer produced. Schaefer is also the producer for the new review. It features the six-piece Rhythm Rebellion and Master Children, comprised of 14 people.

Hendrix Knocks the Stuffings Out of Hall

NEW YORK — Philharmonic Hall underwent a Jimi Hendrix Experience and a unique "Electronic Thanksgiving" Thursday (28), surviving the two-show assault with aplomb. The noise was so ruffled like the feathers of the holes. Appropriately planned for the occasion, Jimi Hendrix, who records for Reprise and the Rolling Stones, was credited in great applause of psychedelic agony and flashed his face, despite a savage bunch of teeny-boppers.

An ex-patrot who returned here from England as the most singularly sensational rock star, Hendrix "jammed" with bassist Noel Redding and drummer Mitch Mitchell, charging his athletic guitar maneuvers with sexy twists, hip quips and struts and the lack of inhibition of a one-man revolution going on stage. Taking in his gait and dress, it becomes apparent that the instrument Hendrix plays best of all is Hendrix himself, with all three rings in rhythm.

Hendrix's impossible kicks and riffs were performed without mercy, screamed through whistles, horns, and the Holmes Family's "Red House," "Purple Haze" and "All Along the Watchtower" were fratic trans- lations of blues, lyrically transformed in their mind- bending psychedelic effect. His high-frequency background, fed to the audience through such amplifiers torn open from previous Hendrix concerts, filled through a range of decibels and vocal imitations as Hendrix threw himself into the beat.

Artists as a barbwire butted and erotic to the point of outright invasion, Hendrix waited from his knees while changing strings and by raking the strings across the microphone and his mouth, creating a sound unacceptable to virtuous hard-core Fans. The New York Brass Quintet, Hendrix stomped on stage to the war whoops, audience through such amplifiers torn open from previous Hendrix concerts, filled through a range of decibels and vocal imitations as Hendrix threw himself into the beat.

Assisted by Rose and Roseic on drums, Jimi Hendrix, harp and organ, the group chanted palm-likes folk riddles alongside the band. The band seemed to skip through a stream by the strange string ar- rangements and their vocal syn- (Continued on page 79)

Silver Quartet Scores

LONDON — Herace Silver stood out with Art Blakey on the ca- pacity of maintaining the musical character of his quintet through a whole succession of personal changes. And, also like Blakey, he has a high reputation as a jazz talent spotter.

Both of these facets were in evidence when the three-hour run of Silver's Quintet at the Roost Club, Though mak- ing occasional sorties into the realm of free jazz, the quintet still retained its "hard hop" character and in Billy Cobham, I, a left-hand drummer who uses a right- handed drum set, Silver has a major trumpeter who is a "whistle- pot." I, is a "whistle- pot," Cobham is one of the most resourceful, inventive, swimming and "listening" drummers to be seen at the club in a long time. Mortician Benny Maupin and his trumpeter Randy Brecker do provide a fiery, cranking front line and John Williams lays down a strong bass line with almost cler- ical dignity.

Silver himself is a fine per- sonality in whose close work is a continuing tribute to Bud Powell. He clearly enjoys chas- ing a phrase through the changes, knows the value of tact and sedating to throwing in a poignant quote or two.

Preparing opposite the Silver Quintet was yet another Scott wood, Hilliard, and the old Sandra King, who sympathetically backed by the Pat Smythe Trio, played some songs as "Whisper Not" and "On Green" that she has the makings of a fine jazz singer.

MIKE HENNESSY

Buffy Sainte-Marie Is An Enchanting Performer

NEW YORK — Whether she performs in authentic Cree Indian garb or dons her dress, the second half of her Carnegie Hall con- cert, Nov. 19, was her own. Buffy Sainte-Marie spins an enchanting evening of music and verse.

Miss Sainte-Marie, who re- cords her material for Reprise Records, related through song the plight of the American Indian. As she continuously wages his battle for land and human rights with the federal government. But also, she gloriously chants traditional folk and country material and commentary. Miss Sainte-Marie sings with warmth and conviction. Her music is full of fresh and vivis- cious tones. Basing much of her repertoire in the land, her Miss Sainte-Marie faced song with terse introductions by her. Miss Sainte-Marie's tight rapport with her strong con- stage.

Highlights of her performance included an extremely bright and sparkling song, "The Country Girl Again," "Little Wheel," and "Silver Song" (from albums) and three other songs which she played, "Piecy, Piecy Hero," "Mother," and "Les Pecesadores" (The Fishermen). Her song, "Victoria's Gone" also ranked among her best.

(Continued on page 79)

December 14, 1968, Billboard
Tonight... Takin' Care of Business

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WITH THE TEMPTATIONS

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Then the Fool moved on and made an utterly exciting record album. Which is the whole point of this story. You must hear it.

The latest of the new Creative Wave on their first LP from Mercury Records.

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JUST LISTEN TO
THE BEGGAR'S RANQUET

THE ROLLING STONES
JUST LISTEN TO
THE BEGGAR'S BANQUET

THE ROLLING STONES
800 STAND UP AND CHEER PASTOR AT HIS DINNER
MERIDEN, Conn.—An overflow crowd of 800 attended the "Tony Pastor Day" testimonial dinner held here Saturday (30). Pastor, a native of Middletown, Conn., struck eight months ago with a heart attack, received standing ovations from the audience. His career and contributions to the world of music, as well as to the community, were outlined by Lt Governor Antillo Fassnacht, Mayor Kenneth Doyley of Middletown and State Senator Vincent Sciponico.

The entertainment world was represented by tape-recorded messages. Among those sending greetings were Count Basie, Tony Bennett, Cab Calloway, Kay Starr, Margaret Whiting, Russ Morgan, Buddy Rich, Joe E. Lewis, Jerry Vale, Henry Youngman, Frankie Carle, Pete Fountain, Billy Eckstine and Buddy Rich. Those sending telegrams were Ed Sullivan, Benny Goodman, Perry Como, Artie Shaw, Rosemary Clooney, Louis Armstrong and Ray Anthony.

Pastor, while convalescing, is busying himself at his home in Old Lyme, Conn., coaching his three sons, Tony Jr., Guy and John, for their debut as a recording-nightclub act to be known as the Pastor Brothers.

### Apple Ring Bell as Electronics Group

NEW YORK — The electronic sounds of Silver Aces, a two-man group with a big sound, opened a one-week stand at the Cafe Au Gilt Tuesday (3) with an interesting program taken mainly from their two Kappy albums.

The group's members are Dan Taylor, who plays steady drums, and Simeon, who plays an elaborate oscillator also named Simeon, and handle vocals. Opening with "Love Fingers" from the first album, the duo was a strong combination, depending on the oscillator for variety.

Next came "You and I," their new single, and a second album cut, which utilized even greater volume, but had more commercial content. The peaks and valleys of the duo are the vocals of Simeon (the person), which cut through the volume. Also, Taylor's firm beat accented the selections admirably.

Two album numbers with unusual openings followed: "Dusty," with Simeon up front at the opening, and "Program," which begins with radio dial switching. A musical drawback for the latter was the inability to get FM, meaning AM stations had to be used.

"Fantasies," from the second album, opened as part of the program, effectively. In this, Simeon also spoke as well as sang. Here the oscillator's variety was shown off to good advantage simulating jungle and other sounds. Effective use of purely electronic devices can pose problems, but Silver Aces were rated as being well in hand.

The group's Pacific Gas & Electric, held over from the previous week, jammed rather than performed their regular set because Glenn Schwartz, the West Coast group's lead guitarist, was ill. — FRED KIRBY

### Dionne Warwick Displays Much Heart and Soul

LOS ANGELES — The beautiful sound of Dionne Warwick is on display at the Century Plaza through Dec 13, making her annual visit to the hotel's Westside Room.

Warwick's shattering, gutsy voice, with its peppery quality adding a spice to many of her selections, is impressive. During her 50 minutes on stage she sings 13 pots, a potpourri of hits reflecting her understanding for the collaborations of Burt Bacharach and Hal David, whose songs comprise a good portion of her presentation.

She begins her act slowly, the 15-piece Al Pettisgerian house band moving gently with her. Her own quartet led by guitarist Lee Valentine helps set and sustain her mood. These range from the gentle but persuasively building "For Once in My Life" to the very fast "Promises, Promises" to her first singles hit, "Don't Make Me Over," a funky gossipy effort released in 1962. She is relatively soft in volume on "The Look of Love" and sustains this feeling on, "This Girl's in Love With You."

Miss Warwick's siren like quality, her ability to walk a word comes through dramatically on her final song, "What's Good About Goodbye." — ELIOT TIEGEL

### Graffiti Draws Good Marks

NEW YORK — The Graffiti, a popular progressive rock group, opened at the Electric Circus last week with the potential of stepping out into the top-drawing performer's circle.

The ABC Records group are at their best as a blues band. Several numbers stood out during their first set, including "Ugly Mascara." One blow in the Graffiti's performance was their stage presence, which needs polishing. However, this may have been due to the relatively light turnout for the unadvertised event. — HANK FOX

### Thanksgiving Blues Bag Stocked With Jam, Goodies

NEW YORK — Leading artists appear at this annual event, supervised as guests at the fifth annual Thanksgiving Blues Bag at Howard's Cafe A Go Go, which ran through Sunday (1). The benefit for the American Foundation of Mefj and Verve Forecast Records, featured the Butterfield Blues Band, the Blues Project, the Paul Butterfield Blues Band, and Pacific Gas & Electric.

Guest artists included Richie Havens, Danny Kaht, former guitarists of the Paul Butterfield Blues Band, and Pacific Gas & Electric.

### Campus Dates

Orpheus, MGM artists, play at St. John's Prep of Danvers, Mass., Friday (13) and Ulica (N. Y. T.) College Saturday (14).

Judy White Jr. of United Artists appears at Monmouth College, West Long Branch, N. J., Wednesday (11).

White Whale's Turtles perform at Rutgers University Friday (20).

The Serendipity Singers at Robert Morris College of Carnegie, Ill., Friday (13).

December dates for Fred Weintraub's Campus Coffee House circuit include Crown-Check at the State Agricultural and Technical College of Colleekill, N. Y. (10), the Sonics and Company, Vanderbilt University, (9-14), Andy Robinson, New York State University at Brockport (9-14), Niagara (N. Y.) Community College (10-17), and Ram's Whiskins, Wisconsin State University at Whitewater (9-14), David Polleny, Wisconsin State University at Stevens Point (9-12), and Penn and Wheeler, St. Lawrence State University of Canton, N. Y. (9-14).
A Case Vs. Pirates

With all facets of tape CARtridge manufacturing moving at maximum output, it is tragic that some plastic case manufacturers, motivated solely by greed, are cultivating tape cartridge pirating. By soliciting "extra" business and closing their eyes to the intended use of their cartridge cases, they are, in effect aiding and abetting pirating.

Obviously, pirates are obtaining their cartridge cases from a manufacturer or distributor. And since they are ordering in larger quantities than the individual who may own an 8-track home cartridge case manufacturers are privy to information as to who are the pirates.

Most plastic cartridge case manufacturers either would not be in business or would not approach the income they now enjoy if they were not for the massive quantities of plastic cases ordered by record companies or tape cartridge duplicators on behalf of those companies. To sell through the back door, causing their own licenses, recording artists, publishers and writers to incur a loss of revenue, is an unhandy practice.

Among tape duplicator or record label who uncovers pirated material, be it of his own product or of another label, should, for the benefit of the entire industry, take heed or he will the victimized record label of the cartridge case manufacturer. It is then the duty of the label or replicator to institute the proper actions against that cartridge case manufacturer. If those companies suddenly find themselves faced with canceled order from them, they and other companies will have second thoughts about earning a few extra dollars at someone else's expense.

Phonogram Cassette Sales in Italy Soar

By MARILYN TURNER

MILAN—Phonogram sold more than 500,000 cassettes in Italy between October 1966, and October 1968, according to Teco Dykgraaf, Phonogram cassette manager in Italy. Dykgraaf said 70,000 cassettes were sold in 1966, 120,000 in 1967, and 310,000 in 1968. Of the latter, 80,000 were EP's. EP sales began May 15, when Philips started importing the 4-title cassettes into Italy from their duplicating plants in Holland, West Germany and France (Billboard, June 1).

"Demand for EP cassettes is running far ahead of supply," said Dykgraaf. "Phonogram's EP sales in Italy, previously expected to reach 150,000 in 1968, will fall short because Philips cannot turn out cassettes fast enough to meet the Europe-wide demand."

"Even all Philips European plants put together simply cannot satisfy the demand," he said.

In addition to the 80,000 EP cassettes sold by Phonogram, 150,000 EP's, were sold in Italy by Philips Electronics of Holland.

Sales of K7 cassette "Carry-Corder" and Cassettephonies (Continued on page 20)

Playtape's Clifton Plant Swings Into Full Operation

CLIFTON, N. J.—Playtape Corp's tape CARtridge duplication, formerly done in Japan, has now been completely handled at the company's new plant here. Key feature in Playtape's duplicating operation is its in-the-cartridge recording, which permits old cartridges to be re-recorded, thereby preventing cartridge obsolescence.

HEART OF PLAYTAPE'S OPERATION is its in-cartridge duplicator system. With 12 machines being used, each operator masses is responsible for a number of units. The prewaxed, prelabeled blank cartridges are recorded at four times the normal playback speed. Each tape is monitored during the recording function to duplicate or record label who uncovers pirated material, be it of his own product or of another label, should, for the benefit of the entire industry, take heed or he will the victimized record label of the cartridge case manufacturer. It is then the duty of the label or replicator to institute the proper actions against that cartridge case manufacturer. If those companies suddenly find themselves faced with canceled order from them, they and other companies will have second thoughts about earning a few extra dollars at someone else's expense.

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Gary Salter, Vice President and General Manager

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Contact: Vally Riey
Phone: 604/376-3666

Van Queen Brothers
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Edmonton, Alberta
Contact: Bill Maxim
Phone: 403/488-0440

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312 Williams Ave.
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Phone: 204/941-9491

Carl Satter & Associates
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Waterloo, Ont.
Contact: Carl Satter
Phone: 519/528-5110

Stereo Tape Product
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Phone: 416/537-2514

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Contact: Tony
Phone: 416/191-9948

Magic Music
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Contact: Rudy Heiler
Phone: 416/222-5443

Canada Record (Forgues) Ltd.
37 Montre de Moulin
Ville de Laval, Quebec
Contact: Roland Forgues
Phone: 514/663-4702

Distributors of International Tape Cartridge of Canada Ltd.

Maritime Record Sales, 188 Mountain Rd., Moncton, New Brunswick. Contact: Bill Mitton. Phone: 506/889-1341

All inquiries and correspondence should be directed to:

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1175 Finch Ave. West, Downsview, Ont.
Att: Mr. Gary Salter

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NEW AMPEX MICRO 88 portable cassette tape recorder/player is designed for those who want portability in a high-performance music system. The model reproduces tape sound with 20 watts of power through two side—or speakers that may be separated up to 20 feet for maximum stereo effect. The suggested list is $199.

Lease-A-Tape Planning
Nationwide Franchises
By BRUCE WEBER
LOS ANGELES—Lease-A-Tape Co., new membership tape club, plans to set up a nationwide franchise operation utilizing service stations as ordering/installation outlets. Kip Curtis, president of Lease-A-Tape, said the initial service station tape centers will be opened in the San Fernando Valley this year, with an additional 13 locations in Southern California opening next year.

Curtis, who envisions opening locations across the U. S., will own Lease-A-Tape's first two operations, a Chevron (Standard Oil) station in Thousand Oaks and a Texaco outlet in Van Nuys. Investment in a location will be about $1,900.

Each location will stock a library of 200-400 tapes and a selection of five players manufactured for Lease-A-Tape by Mardel Electronics.

Available to members are five units an 8-track player with FM radio, a straight-Kerrick, a 4 and 8-track compatible and a Midgie 8, a small unit for glove compartment use. The units will cost between $60-$175, and members can exchange tapes at any Lease-A-Tape operation for $1.50 per tape. A member can purchase a tape for $5.50.

The music library will be supplied to each service station location by the parent company, says Curtis. In turn, several record companies will prerecord music for Lease-A-Tape under private label.

Lease-A-Tape’s music library includes product from Atlantic, ABC, Capitol, Decca, Dot, Dunhill, Epic, Kapp, Liberty, MGM, RCA, Warner Bros.-Reprise and London.

WINCO MAKES
4 & 8-TRACKS
BUENOS AIRES — Winco, Argentine manufacturer of record players, will now produce a 4 and 8-track CARtridge player, the company announced this week.

Winco’s entry into this market could mean an important boost for the Argentine cartridge industry because of the company’s large production capability and broad-based marketing force.

when answering ads...
Say You Saw It in the Billboard

DECEMBER 14, 1968, BILLBOARD
Service Key to Tape Village

DENVER—Tape Village, a local tape CARtridge retail outlet, has found total service the key to carving out a market.

About two years ago, Jim Davenport and Larry Weingardt discussed opening a small auto-tape center in the North Denver area. After months of planning, the store was opened in July 1966. Progress was slow, but soon the duo was realizing substantial gains from the market.

Faced with the problem of demand exceeding supply, they moved into a new facility in Lakewood in the summer of 1967. The new location, containing 2,000 square feet, is carpeted, wanut-paneled, and includes a unique customer lounge area, listening booths and a theft-proof rack, which houses the current Billboard chart tapes for rapid tape accessibility.

The store handles a complete selection of 4- and 8-track cartridges, cassettes and playback equipment from Automatic Radio, Craig, Kaldo, Lear Jet, Munz, Panasonic, RCA, Ranger and Tenns. Tape Village is a factory-authorized warranty station for Craig, Lear Jet, Panasonic, Ranger and Tenns.

A Highlight

One of the highlight features of Tape Village is its completeness—from the over 6,000-tape selection to the full service and installation facilities incorporated under one roof.

Weingardt said that 8-track cartridge is the most popular seller. "We feel that prior to our opening, Denver was a 4-track stronghold. The primary age group from 16 to 30 buys heavily in the hard rock, progressive and jazz categories, whereas the over-30 purchases country, popular and classical music," he said.

As to area competition, which is limited in the Denver region, the pair recognizes that a thriving business depends upon successful pricing policies. "To effectively capture a good portion of the market, we have priced our tapes at our rear list. However, the customer accepts this and we compensate for it by stocking a complete selection of all hot tapes. People will pay the price if they can purchase what they want as fast as the tapes are available from the manufacturer," Weingardt said. "We have an exclusive 'Buy nine—get one free' club—which, in effect, amounts to approximately a 10 per cent discount on each tape purchased, and also a sale bin of slow moving tapes priced accordingly from 99 cents to $4.95."

Referring to the problem of tapes being higher priced than records, Weingardt commented, "This is an industry problem, not ours. Customers accept this and more in the fact that cartridges and cassettes are more flexible, versatile, compact and continuous."

Must be Jelly, 'Cause the Tape Don't Jam

You are now in Anti-Jam Chamber No. 1 (please watch your head). Should this cartridge be shaken or dropped, we would be critically injured, but the supply side of the tape would feed smoothly on.

Same for Anti-Jam Chamber No. 2, except that's the take-up side and there's another guided tour in there now.

Let us proceed to the other exhibits:

No-bind platform and hub; tapered Delrin cam post; molded silicon pressure roller with wraparound guard; and the continuous surface of the outer case where you will be able to see wraparound labeling and buy souvenirs.

Free brochure for anyone who doesn't trip in the deep-molded fingergrips.

MAIL THIS COUPON TODAY

HOW TO WIND 700 CASSETTES IN 8 HOURS

You'll discover how easy it is to increase your cassette output with the sensational new RD-7 Winder. Designed and developed by Liberty Tape Duplicating engineers, the new RD-7 Cassette Winders are equipped with a totally new tape splicer for maximum loading precision. RD-7 Cassette Winders are available in 3 versions:

RD-7B, for loading blank cassettes, priced at $854.00.

RD-7R, for loading recorded cassettes, featuring electronics to stop tapes for cutting, splicing and to verify program ends—automatically! Priced at $717.50.

RD-7BR, for loading blank & recorded cassettes with all of the above features, priced at $935.00.

If you're looking for increased speed, improved accuracy and lower production costs, clip and mail the coupon today! We'll help you wind up a little faster.

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THE SHURE VOCAL MASTER SYSTEM HAS SOLVED TOUGH ON-LOCATION PROBLEMS FOR:

THE 5TH DIMENSION

THE ASSOCIATION

SPANKY AND OUR GANG

SERGIO MENDES & BRASIL '66
"Here's why all those famous artists have switched to the Shure Vocal Master"

Write if you have a problem with your vocal-projection... or want more information and name of nearest dealer.

Distributor Sales Department
SHURE BROTHERS, INC., 222 Hartrey Avenue, Evanston, Illinois 60204
THE SHURE VOCAL MASTER SYSTEM has become the ON-LINE PROBLEM SOLVER.

THE 5TH DIMENSION

VOCAL AMPLIFICATION

Power ratings alone can't begin to describe the effective vocal penetrating power of the Shure Vocal Master system. Raw power and brute force can make plenty of noise, but only the highly refined circuitry, singular completeness of controls, and unique speaker design of Shure's Vocal Projection System give you the useful penetrating power to get your vocals out to every member of the audience, in proper balance with the instruments, regardless of instrumental sound level, with total intelligibility, and without "overpowering" people sitting close to the speakers.

VOCAL ARRANGEMENT

The VA300 is far more than a public address system. It is a new musical tool with which vocalists can achieve highly individualized effects to enhance their performance. You can "play" the VA300 like an instrument because it gives you the ability to alter or augment vocal characteristics. A unique, variable-effect "tone-tempered" reverb enables you to go from a lush, full resonance to a piercing, crisp sound—or any step between. And, unlike other units with reverb, special circuits guard against feedback as you increase reverb intensity.

VOCAL CONTROL

The Vocal Master gives you complete selective control over six separate microphones. Vocal arrangement effects and loudness for each of the six microphones can be individually controlled. Lead singers can be made to stand out while weak voices can be balanced to hold their own against more powerful voices. Part of a group can use reverb or echo while the other parts come through straight. Several different effects can be mixed into a blended "new" sound. It's like having a six-track recording-studio playback control console on stage!

SPANKY AND OUR GANG

SERGIO MENDES & BRASIL '66

www.americanradiohistory.com
THE SHURE VOCAL MASTER
VOCAL ARRANGEMENT & PROJECTION SYSTEM

- Eliminates feedback (four unique anti-feedback filters)
- Vocals can be heard over the instruments
- Six individual microphone channels plus independent master volume control (vocalists and instruments can be balanced for perfect blending)
- Six individual bass and treble controls — Each microphone channel can be tailored to the needs of individual users
- Provides recording studio quality and control... in live performances
  (a) Individual bass and treble (boost and cut) for each microphone channel
  (b) Built-in selective reverb with separate full bass and treble control of reverb signal
- 300 watts of usable vocal power
- Speaker columns specially designed for optimum vocal reproduction and projection
  (voices heard distinctly from front row to back row, from side to side and top to bottom of large auditoriums)
- Unparalleled reliability and ruggedness

THE PROBLEM-SOLVING VOCAL MASTER
HAS OVERCOME DIFFICULT
(ALMOST INSURMOUNTABLE) SOUND PROBLEMS IN...

Outdoor theatres, civic auditoriums, college gymnasiurns and fieldhouses, night clubs, theatre-restaurants, stadiums, ball parks, plazas, shopping centers, picnic grounds, tent-theatres-in-the-round — from coast to coast!

Vocal Master has also been used internationally by Sergio Mendes and Brasil '66 in South America and by The Association in Europe.

Write if you have a problem with your vocal-projection
... or want more information and name of nearest dealer.

Distributor Sales Department
SHURE BROTHERS, INC., 222 Hartrey Avenue, Evanston, Illinois 60204
THE SHURE VOCAL MASTER HAS ON-LINE PROGRAMMED SYSTEMS.

THE 5 PROJECTS YOUR VOICE!
BE HEARD—RIGHT TO THE BACK OF THE ROOM! In every measurement of effective sound power, both in laboratory and in actual performance, the VA300 is superior in every respect to any other sound system for projecting the vocalist. With this system, the people in back will hear as well as the people in front. Actually, in subjective listening tests, musical instruments often dropped noticeably and drastically in sound power as you moved away from the stage while the VA300 amplified vocals were heard all the way to the back of large auditoriums!

BE HEARD—OVER THE INSTRUMENTS
Except at very low levels, running your voice through an equalized instrument's amplifier and speaker invariably destroys every shred of vocal character and intelligibility. The Vocal Master is designed to maximize the sound specifically within the frequency and dynamic ranges of the singing voice. You can hold your own against the instruments without straining or shouting. The audience will hear the real you, and understand every word.

UNLIMITED SOUNDS! DIFFERENT SOUNDS!
Now you're not chained to the limitations of a musical instrument sound system, an inadequate built-in "house" system, or a P.A. system designed for speaking voices. You can compensate for different room acoustics, different instrumental backings, different balances when group singing. You can invent new sounds. You give yourself the same degree of control and security as when you're in the hands of a recording studio sound engineer who balances and mixes you into the total sound from your own separate tape track.

GREATEST FEEDBACK CONTROL! EVER
The four Anti-Feedback Switches can help you overcome the number one enemy of a good performance: Feedback. This is an especially vexing problem when you are working close to the loudspeakers and the loudness of the music is high. These switches operate four special filters which help you eliminate feedback problems. The overall tonal quality of the music is not greatly affected even if all four switches are activated.

RUGGED AND RELIABLE
Advanced design concepts throughout assure long, trouble-free performance... both electrically and mechanically. Many unique safety features protect the circuitry. Even the exterior surfaces are specially selected for resistance to wear and abuse. The VA300 is U.L. listed.

PENETRATING POWER IS THE KEY TO VOCAL PROJECTION
The Vocal Master is superior to sound systems in its ability to get the sound to the back of big rooms without overwhelming the audience up front. We call this "PENETRATING POWER". It is the result of a perfect match between the human voice range, the VA300 amplifier, and its highly directional speaker columns. Extensive laboratory and field tests were carried out to measure the penetrating power of the Shure VA300, as compared to conventional sound systems. The measurements were made with equal power applied to both speaker systems. Sound pressure (or loudness, if you will) was then measured at specified distances from the loudspeakers. The ordinary systems dropped off sharply, while the VA300 maintained greater sound pressure (loudness) over the entire distance — and at 200 feet was nearly twice as loud as ordinary systems. Conventional sound systems cannot approach the Vocal Master's ability to project vocals without "clipping" or deterioration of loudness.

SHURE BROTHERS, INC.
222 Hartrey Avenue, Evanston, Illinois 60204

SPANKY AND OUR GANG

SERGIO MENDES & BRASIL ’66
READ HOW...

THE 5TH DIMENSION OPENED-UP A NEW DIMENSION IN SOUND AT A LEADING HOTEL

When the sound engineer and the entertainment director of one of the leading hotels in New York heard the 5th Dimension using the Vocal Master in their hotel theatre-lounge, they said the unit was a "revolutionary exhibition of sound" — and immediately decided to use a Vocal Master for their super-size main ballroom!

IT GAVE THE ASSOCIATION "RECORDING STUDIO" SOUND IN LIVE PERFORMANCES

Nothing is tougher than projecting the live sound of The Association with recording studio quality — especially in school gyms, auditoriums, and fieldhouses (where so many concerts take place). Whether it's Soft Rock, Hard Rock, Ballad or Soft Soul, The Association sounds like The Association through the Vocal Master — wherever they perform!

SPANKY AND OUR GANG DREW STANDING OVATIONS

The stunning and sensitive sounds of Spanky and Our Gang drew standing ovations from the opening night audience at one of Chicago's famous theatre-restaurants. Spanky is quick to give the Shure Vocal Master system credit for enabling him to fully utilize their vocal talent for their live performances in the same manner as they do on their recorded performances.

IT OUT-PERFORMED A COLLEGE AUDITORIUM SOUND SYSTEM FOR SERGIO MENDES & BRASIL '66

When Sergio and his group used their Vocal Master in concert at a college in California, the school's sound engineer and auditorium manager stated that the sound was superior to the school's built-in theatre system which cost many times that of the VA300 — and they decided to switch to Shure's Vocal Master too!

Write if you have a problem with your vocal-projection...

...or want more information and name of nearest dealer.

Distributor Sales Department
SHURE BROTHERS, INC., 222 Hartrey Avenue, Evanston, Illinois 60204

www.americanradiohistory.com
Galbraith Sets Talent Agency

NASHVILLE — A talent agency designed to service country music recording artists has been formed here by Rob Galbraith, who has been associated with several major recording artists.

The firm, known as Artists International, will specialize in the representation of artists on the city's music row.

Galbraith, in addition to his work as a music manager, has worked with such acts as Van & Titan, and John and the Whale. He announced the exclusive representation of Robert Knight and the Cinderella Murray-Cartoon Show, both of which are on the Rich charts.

Russell Named Songwriter of the Year by Nashville Association

NASHVILLE — Bobby Russell, whose songs of the past year included "Honey" and "Little Green Apples," was named Songwriter of the Year by the Nashville Songwriter's Association (NSA) for the second annual awards banquet here.

Runner-up was Tom T. Hall, whose songs included "Harmony Valley P.T.A." and "Ballad of Forty Dollars." Presentation of the top award was made by Buddy Mize, president of NSA.

Bob Tubert, a leading song writer and director of the organization, said the group was pleased with the results, since they showed a serious effort to carry out the intentions of the NSA. "Some of the songs which are considered for songwriting awards are those which shown excellence in writing without having attained commercial success," he said.

An example of this was "To Day, to Morn, to Always," by Merle Haggard, the "B" side of his single "Clayde." It received a substantial number of votes. Other leading vote-getters were Dallas Frazier, last year's winner, and James Webb, who wrote such hits as "By the Time I Get to Phoenix" and "Wichita Line- man.

A surprise was the support given Kris Kristofferson for his "Help Me, Joe Kid." Kristofferson is a relative newcomer. Rather than splitting votes, songwriters were awarded a point for each vote cast regardless of the song for which the ballot was posted.

The banquet, at the Biltmore hotel, was held Dec. 4. It was utilized as a formal launching of a membership drive for NSA, an organization seeking better relations for songwriters.

MORT THOMASSON, Monument Record Corp. engineer and studio control room, showed plans for the new sound studio with Monument engineers. Tony Strong, right, the studio is located in the Music Row.
Country Music

Jeannie Seely 1st Country Female DJ to Do Army Show

NASHVILLE — Jeannie Seely, recently signed with Decca Records, has become the first country female “disk jockey” to do an Armed Forces Radio Show series.

The “Grand Ole Opry” artist will cut a weekly half-hour show to be broadcast abroad to all service bases.

Miss Seely, whose broadcasts will begin immediately after the first of the year, said she also believes she is the first “Opry” member to host such a show, and perhaps the first from Nashville. Many such broadcasts have been done from both the East and West Coast.

On each of her broadcasts the blonde entertainer features a band or group, giving them “the credit they are due.” She said too many top bands such as the Texas Troubadours and the Po’ Boys fail to get proper recognition. She closes each show with Larry Butler’s instrumental version of “Don’t Touch My Woman.”

Early guests on her program include Ernest Tubb, Jack Greene, Dolly Parton, Marjorie Bowes and Jim Glaser. She plans to finish taping 13 shows before going into sessions for Decca later this month, when she will record both a single and an album. After that she departs for another Far East tour. It will take her to American bases over a six-week period.

U.S. Army Recruits Opry Fete Tapes for Service

ATLANTA — The U.S. Army is processing tapes made during the recent 43rd anniversary celebration of the “Grand Ole Opry” and will use them both for recruiting and entertainment purposes.

At a taping session during the convention in Nashville, Army civilian employee Harvey King did a series of spots which will be used as tags to army recruiting announcements. Artists used in these spots included Nat Stuckey, Charley Price, Ray Pillow, Ernie Ashworth, Bill Anderson, Archie Campbell, Del Wood, Norma Jean, Loretta Lynn, Charlie Louvin, Jim Ed Brown, Su Phillips, George Hamilton IV and the Four Guys. Lt. Don Heitzler, representing the Third Army, also did a series of interviews for his “Way Back Yamboree,” a country music show circulated throughout the Southeastern United States, featuring the same artists. The show originates by Air Force.

An Army spokesman said all of the artists agreed to the use of the spots and interviews for the recruiting drive.

Waylon Jennings

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DECEMBER 14, 1968: BILLBOARD
<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE, Artist, Label</th>
<th>Number &amp; Publisher</th>
<th>Weeks on Chart</th>
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<td>1</td>
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<td>BORN TO BE WITH YOU, Sonny James, RCA Victor 47-9621 (Decca, ASCAP)</td>
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<td>STAND BY YOUR MAN, Tammy Wynette, Columbia 44-4089 (Decca, ASCAP)</td>
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<td>YOUR SQUAW IS ON THE WARPATH, Loretta Lynn, Decca 39292 (Sun-Fire, BMI)</td>
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<td>4</td>
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<td>WHERE LOVE USED TO LIVE, David Houston, Epic 10099 (Guido, BMI)</td>
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<td>I'VE GOT YOU ON MY MIND AGAIN, Rosalyn &amp; His Buckaroos, Columbia 3200 (Blue Book, BMI)</td>
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<td>6</td>
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<td>1 I TAKE A LOT OF PRIDE IN WHAT I AM, Marle Wagner &amp; The Strangers, Columbia 3200 (Blue Book, BMI)</td>
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<td>7</td>
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<td>3 WALK ALONE, Marty Robbins, Columbia 44433 (Columbia, BMI)</td>
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<td>WICHITA LINEMAN, Glen Campbell, Capitol 2302 (Capitol, ASCAP)</td>
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<td>PLASTIC SANDS, Buddy Holly, RCA Victor 47-9631 (MCA, BMI)</td>
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<td>SMOKE THE BAR, Hank Thompson, Dot 17143 (Brass Valley, BMI)</td>
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<td>LET THE CHIPS FALL, Charley Pride, RCA Victor 47-9632 (Jack, BMI)</td>
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<td>LITTLE ARROWS, Leesy Lea, Decca 33380 (Dutches, BMI)</td>
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<td>THE CARROLL COUNTY ACCIDENT, Jimmy Clanton, RCA Victor 47-9651 (Wanted, BMI)</td>
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<td>14</td>
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<td>THE BALLAD OF FORTY DOLLARS, Tom T. Hall, Mercury 72363 (Newlays, BMI)</td>
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<td>WHEN THE GRASS GROWS OVER ME, George Jones, Columbia 10333 (Guido, BMI)</td>
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<td>ANGRY WORDS, Tompall Glaser, Columbia 44533 (Wico-Scene, BMI)</td>
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<td>BALLAD OF TWO BROTHERS, John Denver, Cotillion 9702 (Tec, BMI)</td>
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<td>THE TOWN THAT BROKE MY HEART, Bobby Bare, RCA Victor 47-9642 (Newkeys, BMI)</td>
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<td>YOURS LOVE, Waylon Jennings, RCA Victor 47-9643 (T)</td>
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<td>WHEN YOU ARE GONE, Jim Owens, RCA Victor 47-9614</td>
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<td>AGE OF WOODY, Billy Walker, Monument 1908 (Monument, BMI)</td>
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<td>SATURDAY NIGHT, Webb Pierce, Decca 32398 (Tuesday, BMI)</td>
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<td>PLEASE LET ME PROVE (My Love For You), Darrell McCallum, Mercury 72364 (Newlays, BMI)</td>
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<td>24</td>
<td>24</td>
<td>HAMMER AND NAILS, Jimmy Dean, RCA Victor 47-9632 (T)</td>
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<td>SHE STILL COMES AROUND (To Love What's Left of Me), Jerry Lee Lewis, Smash 2186 (Skelly, BMI)</td>
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<td>IN THE GOOD OLD DAYS (When Times Were Bad), Dolly Parton, RCA Victor 47-9635 (Coveper, BMI)</td>
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<td>SHE WEARS MY RING, Roy Price, Columbia 44623 (Acuff-Rose, BMI)</td>
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<td>THEY DON'T MAKE LOVE LIKE THEY USED TO, Eddy Arnold, RCA Victor 47-9636 (Tec, BMI)</td>
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<td>I WANT ONE, Jack Bern, Dot 17140 (Tec, BMI)</td>
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<td>MY SON, Jan Howard, Decca 32047 (Stellion, BMI)</td>
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<td>DADDY SANG BASS, Johnny Cash, Columbia 4-44089 (House of Cash, BMI)</td>
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<td>THREE FIFTS, TWO ARMS AND A JUKE BOX, Johnny Cash, Columbia 44624 (Tec, BMI)</td>
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<td>IT'S ALL OVER BUT THE CRYING, Hank Williams Jr., MGM 4340 (Hargiss, BMI)</td>
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<td>34</td>
<td>WHITE FENCES AND EVERGREEN TREES, Artie Kuck &amp; Kathleen pimp, Capitol 2288 (Blue Crest, BMI)</td>
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<td>WOMAN WITHOUT LOVE, Johnny Darrell, United Artists 90481 (Pacock, BMI)</td>
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<td>FLATTERY WILL GET YOU EVERYWHERE, Lynn Anderson, Chart 30-1039 (Greenback, BMI)</td>
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<td>37</td>
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<td>THE STRAIGHT LIFE, Bobby Goldsboro, United Artists 90481 (Tec, BMI)</td>
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</tr>
</tbody>
</table>

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Rhythm & Blues: The Crossroads of American Music

R&B Comes of Age As Musical Culture

By ED OCHS

Rhythm and blues, once the exclusive, almost quarantined territory of the black man, has finally surfaced from its original "underground" to dominate half of the top 100 best-sellers. Not only has it grown in a giant wave for the black artist, but it has also disseminated deeply into the rock culture, to foster white soul and blues bands, a growing force in pop music.

What began as imitation blues in the rock 'n' roll era has now evolved back into a black interest. Though white producers and songwriters are still contributing to the success of black artists, they are now demanding black producers and even black record companies to handle a cultural product, the Negro music movement. With the apparent success of R&B in the over-all market, some soul labels are catching on with smaller soul companies for "selling out," bleaching soul for the bigger, richer white market, abandoning for dollars the basic black roots and dignity of gospel and rural blues that once marked the same self-containment and secularism which made black music unique, racial—unprofitable. The ultimate goal of an R&B disk is the pop market—primarily white—where the audience is receptive and the sales are greater, if not for complex socio-economic reasons, then for the 9 to 1 whites-to-blacks ratio in population and the obvious dollar volume. "Conspicuity" on the part of a black soul artist to appeal specifically to a white audience is rare anyway, since most artists sing to the satisfaction of their own personal expression, rather than to satisfaction of a particular market.

Discovering Blues

The white market, in turn, is "discovering" blues, spawning its own white imitators and rivaling around black musicians like the Chambers Brothers, Sly and the Family Stone and Jimi Hendrix, who translate the black idiom into identifiable white music forms. Inter-racial groups playing heavy rhythm guitar riffs with great gushes of organ have become middle of the market musicologists baking in the black music movement, synthesizing and diffusing the elements for twin-market appeal, the target of all R&B records. Soul records spilling over into pop has been a necessary phenomenon—a formula—for success in sales, while the reverse is hardly ever true because the size of the pop market is so much greater than the black R&B market. The Rascals, Janis Joplin, Tom Jones, the Cream and O'Kaysions are some of the blues-derived white acts who have covered R&B with a blue-eyed soul treatment for the R&B audience. But the importation of black soul music into the white marketplace far exceeds pop exports reaching the R&B charts. The one-way flow of R&B into pop is a powerful indication of which way the current is moving. Even white bands, whose appeal is white and pop-oriented, have taken on the blues mood in black music to consolidate the claim that the Negro music movement is the major influence on pop music today.

White blues bands like Canned Heat, Cream, John Mayall's Blues Breakers and the Butterfield Blues Band have translated hard blues for pop consumption, borrowing not only from black music, but also from black history. This enthusiastic imitation and adaption of Negro Mayfield, Otis Redding, Aretha Franklin and Berry Gordy Jr. A music in search of a culture has not only found one, but established one as well. And that's black power.

NEW ERA

This formal acceptance of the black culture—that it can be imitated and communicated in definite terms through its music—has given rise to a new era of black music, a much more toward white America, but more to black America, rallying them to a positive awareness of a positive black culture. James Brown's "Say It Loud, I'm Black and I'm Proud" and "America Is My Home," sparked a surge of Afro-American music voicing the existence, sentiment and dilemma of the new-acknowledged black culture. John W. Anderson's "Don't Let Me Be on the Black and Call Me Brother" for Capitol and author-movie director Melvin Van Peebles' "Sweet Sweetback's Baadasssss Song" with an R&M label are soul music with a reality message designed to express black pride in a black culture, and bring it to the new liberal, social-conscious pop audience.

To say that R&B has been accepted is old news. Soul artists have broken into their music back into pop market, inspired imitators, interracial enthusiasts and a new generation of black artists who are pursuing the "new culture" to self-assurance and national respect. R&B is now discovering its own heroes in personalities like Otis Rush, Melvin Van Peebles, Aretha Franklin and Berry Gordy Jr. A music in search of a culture has not only found one, but established one as well. And that's black power.

Mills & Black Open Push on Fredric

New York — Mills Music finds itself with the Stereo Dimension Records for a push on the new rock group known as the Fredric. The five members of the group have been signed as both writers and performers to the new Mills affiliate, Multitube Music.

Stereo Dimension will join the contemporary rock scene when it releases its first Multimedia production by the Fredric the week after Christmas. An album will follow the single release during the first part of the new year.

STAX ARTISTS, left to right, William Bell, Johnnie Taylor and Curtis James celebrate Taylor's million-selling soul disk, "Who's Making Love," awarded to him at a recent press party in New York.

DECEMBER 14, 1968, BILLBOARD

34
ROOTS
The Everly Brothers
BLUE NOTE'S ROBBY HUTCHERSON renews his pact with the jazz label, as label executives look on. Left to right: Frank Wolff, a director; Duke Pearson, producer and Blue Note artist, and Mel Friedman, general manager and the label's chief executive. Vistib Hutcherson has been named a Grammy nominee for the second year in a row.

PERSONALITY PROFILE

KBCA's Slaughter: New Breed

LOS ANGELES — Paul Slaughter typifies the best of the FM medium's new, aggressive air personalities. Slaughter spruces up his jazz program on KBCA by regularly interviewing performers working in town.

"The toughest kind of musician to interview is the person who is very subjective," Slaughter said. "Thelonious Monk is one good example." The interviews are half-hour length and are usually taped at a club or at the musician's home.

Slaughter may have had the distinction of being the only broadcaster at the recent Monterey Jazz Festival roaming the grounds with portable Uher recorders taking down comments for later rebroadcast.

"I wanted to capture the spirit of the festival through the voices of the musicians," the 30-year-old DJ explains. Slaughter was able to tape discussions with Cal Tjader, James Moody, Dizzy Gillespie and Mel Torme. He asked other musicians for their reactions to amplified instruments. "Cal Tjader said that three years ago he would have said no. Now he carries a Fender bass and his vibes are amplified." Slaughter said.

Redman James Moody said, "I got so much to carry around now, I don't want to carry around amplifiers." Gillespie and Torme both voiced good thoughts on the subject. "They think it's a good step and they refer to Don Ellis as a major contributor to amplification of jazz.

Slaughter programmed four interviews from his tapes, including cuts from the player's LP's to round out the feature. Slaughter feels the other jazz and blues stations which attended Monterey flubbed a good opportunity to obtain "live" airings by not seeking out interview material with the performers.

Slaughter programs cuts depicting an artist's work through the years as supporting material for the interview feature. There are other DJs on the all-jazz station who use in-studio interviews on their shows, Jim Gosa being the most notable for his longer formatted discussions with guests.

Most of Slaughter's guests are secured by the DJ himself. He likes to work with musicians who reflect "what's happening." The Canadian Broadcasting Company has commissioned Slaughter to tape a series of interviews for them.

Slaughter joined the station last November, after working in such jazz oriented cities as Maui, Hawaii and Sidney, Australia. He uses a soft announcer's voice during his 6 p.m. to 8 p.m. stanza which has developed a strong following. As is the plague of the FM deejay, Slaughter has to sell his own advertising. "We want the station to hire a salesman," he said, "because we (staff DJs) feel we're spending too much time in the field selling. And you just can't go on the air frazzled. A disk jockey should never be tired when he goes on the air."

CHICO HAMILTON'S SON ESTABLISHES PURECANE MGT.

NEW YORK — Forest Hamilton has formed the Purecane Organization for personal management, independent record production and concert promotion. Hamilton is the son of jazz musician Chico Hamilton.

Signed to Purecane for personal management are Colours (Dot), Red Beans & Rice (Epico), the Hamilton Streetcar (Dot) and the Watts 103rd Street Band (Warner Bros.-7 Arts). Publishing will be handled by Purecane Publishing (BMI) or Storm-Harriss-Jones (ASCAP), a subsidiary of Purecane.

Hendler, who oversees Capito- perl's Beachwood Wood music company, is collaborating on the second rock musical for Broadway next spring. Hendler, who oversees Capitol's Beachwood Wood music company, is collaborating on the second rock musical for Broadway next spring. Hendler, who oversees Capitol's Beachwood Wood music company, is collaborating on the second rock musical for Broadway next spring.
The Words: ROD McKUEN  The Music: ANITA KERR

& THE MAGIC OF THE SAN SEBASTIAN STRINGS
COMBINE IN THEIR NEW BEST-SELLING ALBUM

HOME TO THE SEA

Two years ago, this unique collaboration began with "The Sea," the first of the beloved San Sebastian Strings albums. Then "The Earth" and "The Sky." By now, over two million record collectors have fallen under the spell of The San Sebastian Strings. ROD McKUEN, America's most celebrated young poet, has written experience-widening words to the compelling music of Grammy-winning ANITA KERR. Now, with "Home to the Sea," The San Sebastian Strings enlarges the drama of their previous three recordings. "HOME TO THE SEA" features such new Kerr-McKuen collaborations as Passage Home, Moonlight Swim, Dragonflies... in all, fourteen moving new works by Anita Kerr and Rod McKuen. An unforgettable album, one that will be played by you again and again and again.

THE COMPLETE SAN SEBASTIAN STRINGS...

THE SEA  THE EARTH  THE SKY
(Album 1670)  (Album 1705)  (Album 1720)

DELUXE 3-RECORD SET, WITH BOOKLET
WARRANT BROS. - 7 ARTS RECORDS

THE ENTIRE SERIES ON
Radio-TV programming

Top 40 Land of Copyists: WDRC's Parker

BY CLAude HALL

HARTFORD—The problem with Top 40 radio across the nation is that everybody is copying everybody else, said Charlie Parker, program director of top-rated WDRC here, WDRC and WDRC-FM both program to the teen and young adult market, with WDRC-FM reaching audiences in New York State, on Long Island, and in Massachusetts, in addition to Connecticut. "If you traveled around the country and listened to middle-of-the-road stations, few of them would sound like any other middle-of-the-road station." But this is not true of Top 40 radio stations. "I traveled over New England this summer listening to radio stations and discovered that every station either was 'more music' or music power.' Everybody is using the same hack phrases and I certainly don't think this is good for the industry. If you go 50 miles from a station that would be difficult to recognize from a station in this town. It would have the same promotion jingles, the same promotions, the same marketing." Richard Buckley, the owner of this station, says that if you can't do anything else, at least be different.

"It's taxing to be creative and there's a temptation to do something you hear elsewhere that you think is good. It's easy to fall victim to copying. So you go crazy trying to invent new promotions. Then two months later you hear everybody doing them."

Parker said he is constantly "freshening" WDRC's sound. "The WDRC is a classic Top 40 station and there's a temptation to do something you hear elsewhere that you think is good. It's easy to fall victim to copying. So you go crazy trying to invent new promotions. Then two months later you hear everybody doing them." Parker said he is constantly "freshening" WDRC's sound. "The WDRC is a classic Top 40 station and there's a temptation to do something you hear elsewhere that you think is good. It's easy to fall victim to copying. So you go crazy trying to invent new promotions. Then two months later you hear everybody doing them."

CHARLIE PARKER, program director and vice-president of WDRC, Hartford, Conn., looks on while air personality John Roody reads a commercial. In background is WDRC's Bertha Porter, one of the nation's leading music directors.

KEEZ-FM Switches to Computer Format Brain

SAN ANTONIO — KEEZ-FM has switched to computerized equipment in order to provide its listeners a better middle-of-the-road music format. Charles W. Balthrop, president of the station, said that in his opinion the new Shaper equipment, which is housed in the second story of the station, allows the station to "hug the personality, to be a little bit faster" in reacting to a listener, compared to other stations in the market. However, he said, "We do try to keep on top of the music and to keep it current."

Programming is localized to the extent of playing quite a lot of Latin music (San Antonio is a major Latin market) and "uptown" country music (also popular in the area). Only random records are announced, said Balthrop. "In a 15-minute period, you may hear two titles announced. Our tempo is a little bit quicker than other middle-of-the-road formats."

WHIL-FM Bows 'More Country'

BOSTON—WHIL-FM, once the only country music outlet serving this market, is coming back. Bill Buncher, president of WHIL-FM and WBZ TV, has been hired as the manager of WHIL-FM. WHIL-FM will begin with a modified "more music per hour" approach to its programming. The station will air 19 hours daily with a 60-record charted playlist. Music director is Larry Kaye. Until WOCOP, an AM Plough operation, switched to country music recently, WHIL-FM was the only country station.

WKAQ Into New Format

SAN JUAN—WKAQ, one of the oldest Top 40 stations in the world and part of the NBC Radio Network, has revamped its programming. The top-40 format centered on 50 records. Programming consultant Mike Joseph said the station has been hired to do the modernization at the station, which until now has featured soap operas, hour-long chatter programs, and music. WKAQ, managed by V. Lamas Jr., is a 5,000-watt, 24-hour music music station now.

WABT Switches To E. L. Airplay

TRENANT—WABT, 5,000-watt daytime station here that has changed programming to easy listening, The station formed, talked to country music recently. WHIL-FM was the only country station.

A new playlist is put into action Friday at 3 p.m. This consists of 60 records, but the "important things are played more and a record is played more than once," he added.

Parker is the perfect example of a "total" radio man. After getting out of the Army after World War II, he'd taken a job as a radio technician at a station in Hartford. While at the station, he was WDRC the very day an engineer was leaving his job and station management asked him if he wanted to train to be an engineer. He later got into writing commercials; he would also work and produce shows as well.

To this day, he's behind the production board every day of the week: he writes and produces about 50 per cent of the local commercials. "I've also had this idea of creating commercials, he says. "I've written and produced commercials for national accounts."

He would have preferred being a deejay (he used to pretend being a deejay in college, "I'll talk into a lamp," but "I'm no good... I've heard myself on tape."

Standards

Possibly the standards program director Parker has set for WDRC personalities are too high. The station, of course, has a string of brilliant announcers. For example, Ron Landry at WBZ; Boston; Jim Nettleton and Leong John Wade at WFIL, Philadelphia; Sandy Beach at WNIT, Chicago; Earle Harrison at WOR in New York. "We're a medium market station, but we like to hire personalities capable of major markets." Parker also helps place personalities with other stations in the chain, as they do for him. These include KGI in St. Louis, KGL in Houston, KGM in Austin, KGXX in Dallas, KZIQ in Houston, and KUUH in San Francisco. Here are the rules-of-thumb Parker takes into consideration in hiring new deejays: "We want someone who doesn't have to go out of his way to relate to an audience with warmth and sincerity (if he has wit, that's even better). Then, I have him come in and cut an audition tape. Then I take a look at the show and select the hour that he'd best fit into in the format. The next step is to go into his market and listen to him person-to-person. He'd better be good. Then I leave it to our sales manager to hire the right person for the station, so that the listeners like him, he stops at that station."

Exclusive Impact

The original exclusive impact of a Top 40 station doesn't exist today as it used to years ago. Now good music stations play Top 40 music. In markets where this isn't true, Parker said, "It's impossible to have a new music policy—"country music." Just because the deejays haven't latched on to this situation," he added. He did not go for the "more music" approach, claiming that the more automated a station sounds, the less impact it has on listeners.

"We get tremendous sales results here and that's the ultimate test. "Our format is simple enough that we have for national sales by Edward Perry & Co."

But to get back to original radio, Parker pointed out that even in the early days of radio, a station had to "sell" itself to listeners. "What we do is have a countdown of our playlist from 20, playing oldies against each tune so we have a hit of today and then a hit of yesterday."

One of the things that has come about, too, in radio is that deejays have been forced to be more recognizable to listeners. "I think this is a good thing because of the competition. Every week, Parker takes a deejay's show and then sits down with him and discusses on the show and sometimes he'll convince me his reason was sound and sometimes I'll convince him. But it's an interesting process that gives to a guy doing a perfect show, except for the one thing I hear."

WABT Switches To E. L. Airplay

TRENANT—WABT, 5,000-watt daytime station here that has changed programming to easy listening, The station formed, talked to country music recently. WHIL-FM was the only country station.
The Hit Soul Sound of Atlantic-Atco

**ARCHIE BELL & THE DRELLS**

(There's Gonna Be A) "Showdown"
Atlantic #2583
Produced by Gamble - Huff

**SAM & DAVE**

"Soul Sister, Brown Sugar"
Atlantic #2590
Produced by Isaac Hayes & David Porter

**BEN E. KING**

"Til I Can’t Take It Anymore"
Atco #6637
Produced by Arif Mardin & King Curtis
Radio-TV programming aids

Programming guidelines from key parenting radio stations, including Best Picks, Best Leftfield Picks, Biggest Happenings, and Biggest Leftfield Happenings.

HOT 100

Muncie, Ind.-

WRE "Ann"-WTHR

WRE "Ann"-WTHR

Tom Cochrun

Associate Program Director, Personality

BP: "Man and a Half," William Pinkston, 504 Main St., Muncie, Ind.

State College, Pa.-WPSM-AM

Don Goldberg

Program Director

BP: "Gone With the Wind," William White, 504 Main St., State College, Pa.

Spokane, Wash.-KGA

Shane

Program Director


Huntington, W.Va.-WVII

John Harper.

Program Director

BP: "CBS News Roundup," 504 Main St., Huntington, W.Va.

Springfield, Mo.-WGNU

Paul Gambaccini

Nestor Director

BP: "Reality," 504 Main St., Springfield, Mo.

Atlanta-WPLO

John the Fox

Personality

BP: "The Fox's Mel," W. W. Kahn, 504 Main St., Atlanta, Ga.

Burbank, Calif.-KBQB

Larry Scott

Program Director

BP: "Wake Up Sun," 504 Main St., Burbank, Calif.

Miami-WGME

Frank Williams

Personality

BP: "The Folk's Mel," W. W. Kahn, 504 Main St., Miami, Fla.

Chester, Pa.-WEEZ

Lowell Howard

Program Director

BP: "I Love to Sing," 504 Main St., Chester, Pa.

Cincinnati-WLTY

Dave Floyd

Program Director

BP: "Good Time Charlie," 504 Main St., Cincinnati, Ohio

Fort Lauderdale-WIXX

Lyle Reed

Station Manager, Personality

BP: "Roll on," 504 Main St., Fort Lauderdale, Fla.

Greenboro, N. C.-WGBG

Tom Miller

Program Director

BP: "Better Get Ready," W. W. Kahn, 504 Main St., Greenboro, N. C.

Indianapolis-WIRE

Lee Shannon

Personality

BP: "You Can't Tell a Man," W. W. Kahn, 504 Main St., Indianapolis, Ind.

Knoxville-WROL

Phil Rainey

Program/Music Director, Personality

BP: "WRE's Song of the Times," 504 Main St., Knoxville, Tenn.

Lynchburg, Va.-WBRG

Bob White

Music Director, Personality

BP: "Baton's Memory," 504 Main St., Lynchburg, Va.

San Diego, Calif.-KOGO

Dick Roberts

Program Director

BP: "L.A. Broadcast," 504 Main St., San Diego, Calif.

Continued on page 43

DECEMBER 14, 1968, BILLBOARD
"We have a strong affection for certain labels—and Monument is one because it nearly always comes up with a different kind of record that is always worth actually making."

DISC & MUSIC ECHO/ENGLAND

capt. ty herrington/chris noel

"when the green berets come home" 45-1115  "doll house" 45-1114

monument record corp.  NASHVILLE/HOLLYWOOD

www.americanradiohistory.com
RHYTHM AND BLUEs

Chattanooga—WNOG

Steve Soul

BP: Taj Majal, Andea Franklin, Arthur

Miami Beach, Fla.—WMBW

Donny Gee

Stolen Manager


PROGRESSIVE ROCK

San Jose & San Francisco—KJIO—KF-MF Stereo

Bill Slater

Program Director


Wichita, Kan.—KF-HFM

Barry Gaston

Operations Manager


Wichita, Kan.—KFH-AM

Barry Gaston

Operations Manager

Barry Gaston

Operations Manager

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Warsaw, Krakowskie Przedmiescie 7

POLAND
'Timid Soul'
Patron Needs Stereo 45's

CHICAGO — John Bilotta, who certainly can't be characterized as a "timid soul," contends that record manufacturers should produce "at least a few stereo singles" of adult material aimed at the sky jockey patron. Bilotta, head of Bilotta Enterprises, Inc., Newark, N. Y., calls this sky patron the "timid soul."

A well-known Wurlitzer director, Bilotta is now programming Chicago's "English and You" standards on the firm's stereo unit, a Crown Basketball game and Chicago's Coin-Hockey Champion. Crown is a trade name for Taito Trading Corp., Tokyo, Japan. The company is a subsidiary of a major Japanese corporation. Bilotta says Crown is a very popular product in a consultant capacity recently.

The International Museoscope Corp., featuring Caliber Records, Ltd., operates a photo machine called Phatomatic, and Plastic-Safe, a coin-operated pinball machine. The automatic recocking device produces high-fidelity, six-inch records at 45 rpm, in only 2 1/4 minutes. Zap-Ball and Ball Wash were on display at the Cointronics exhibit. Ball Wash, a counter piece, weighs 15 pounds, and measures 7 inches high by 23 inches tall by 8 inches wide.

Other exhibits feature displays from Nutting Associates, Computer Sport-Volley, Roberto Me佐, the Italian Scooter; Nutting Industries, IQ Computer; Standard Harley Metal Typers, Inc., the Standard Metal Typers, and Tape-Ator Corp., background music systems.

LAVISH EXTERIOR OF CRYSTAL ROOM, a new arcade opened in London's Strand by Entor, the entertainment and amusement wing of Fortes, a large leisure and catering group.

English Amusement Palaces Lure Over Million Patrons

LONDON — American operators, planning ways to catch on the growing automated leisure equipment market, may well want to study the many new luxury amusement centers being build here. Some centers cover 10,000 square feet, and host 1 million visitors annually. Mecca and Fortes, two major entertainment equipment industries, plan to construct centers in all principal cities and holiday resorts.

Since well before the war, amusement arcades in Britain have had a mostly deserved reputation of being seedy, seedy establishments. But in the last year or so, the shooting arcades have been swept away and been replaced by arcades designed and comfortably carpeted amusement palaces, which are attracting an entirely new class of customer.

Mead Eric Morley of Mecca: "Vast numbers of people today have become coin machine fans because of the installation machines in our amusement palaces. We have catered to this potential market by putting glamour into the arcades. We have invested a lot of money in these, which are expensively carpeted throughout, as a long-term business operation."

Mecca opened its first new-style slot palace six months ago in the Strand, says Morley, "and we were really just trying to see how the public would react to our new environment."

The old style amusement arcade used to stand out like a sore thumb and frequently caused annoyance to the tenants of adjoining shops. Yet, the arcade is getting a far better image and this enables us all to move into locations which, in the old days, would not have tolerated a coin machine establishment.

For the last five years Mecca has been installing coin machines in its 60 bingo halls throughout Britain and the success of these machines encouraged the company to enter the arcade field. The first Mecca arcade, the Blue Diamond, covering an area of 10,000 square feet, opened in London's Strand. Others have since been opened in Bristol and Walsall.

The arcades use mostly penny machines supplied by Scottie-Arcades, with which Mecca has a link.

In addition, the big leisure and catering group, has entered the arcade field through its Entor group (an abbreviation of "entertainment" and "amusement.")

Entor director William Marshall said: "We have killed off the old-fashioned image of the seedy, street corner amusement palace and have brought a new type of entertainment to the United Kingdom."

Among those attending the meeting were: Joe Miller, Midwest; Glen Sears, Eddy Carleton Jr. and Herb Wolf, Davenport; Don and Dennis Jacobs, Moline, Ill.; Peter Langbech, Moline, Ill.; Mr. and Mrs. Orma Johnson, Moline, Ill.; and Ed Carleton Sr., Rock Island, Ill. The meeting portion devoted to tournaments as a way to combat direct-sales selling.

Another meeting is scheduled at the Blackhawk Hotel here Dec. 18 at 7 p.m.

AMONG those attending: Harry Mecca, Glen Sears, Eddy Carleton Jr. and Herb Wolf, Davenport; Don and Dennis Jacobs, Moline, Ill.; Peter Langbech, Moline, Ill.; Mr. and Mrs. Orma Johnson.
DENVER

Just how dependent phonograph volumes in a weather was beauti-
fully illustrated during the middle of September when a sudden cold
snap brought evening temperatures down to a winter-like 50 degrees.
Jukebox collections shot up everywhere throughout the city, reports
veteran operator Frank Huber, of Century Supreme—as people find-
ing outdoor entertainment too ob-
dly, flocked to their local tav-
erns. As September was a rela-
tively slow month otherwise, re-
ports Mike Sario, Denver Sales Co.
Wurlitzer dealer, Big news in the
Denver area has been the pur-
chase of the former Apollo Stereo
Music Systems, one of Denver’s largest.

Tourney Meeting
Continued from page 42

Pete Kahler, Fulton, Ill.; Clau-
rence Hagen, Iowa City, la.; Leo
Miller, Cedar Rapids, la.; Mr.
and Mrs. Barney Barnhill, Fort
Dodge, la.; Ken Reis, Ames, la.
and Don Reis, Denison, la.

Representing Atlas Music
were Bill Phillips, Stanley Le-
win, and Bob Vihon.

by Interstate. Sam Keys, a partner
in Apollo Stereo for many years,
will remain as general manager
while brother Dan is going to
open a cocktail lounge, fulfilling
a long-standing ambition. Third
partner, Marshall Pack, will take over
Peerless Music Co. in Colorado
Springs, service expert Jack Hackett
will remain in charge of service
operations for the big Apollo Stereo
firm.

September visitors, down from
the mountain strongholds around
Durango, included Ray and Don
Kaiser, durable brother combina-
tion servicing the Four Corners
area where New Mexico, Utah, Colorado
and Arizona join. Com-
pilation of new highways has
boosted tourist influx into the area
tremendously in the past two years,
according to Kaisers, with the boost
well reflected in collections.

Another out of town was Mike
Scavarda, of Grand Junction, in
Denver to beef up his game, vend-
ing, and phonograph routes over
the Western Colorado routes he
operates. Another seldom-seen face
was Gene Gaptor, of Loveland
Music Co., of Loveland, Colo.

(Continued on page 49)

10 New Little
LP’s From Garwin

CHICAGO—Eight new Little
LP’s from Columbia and two re-
leases on Dunhill are now avail-
able from Garwin Sales. Artists
include O. C. Smith, Paul Re-
vere and the Raiders, “Funny
Girl” sound track, Percy Faith,
Ray Conniff, the Chambers
Brothers, Frankie Yankovic,
Tony Bennett, Richard Harris
and Manna Cuss.

Put Your Profits in Orbit with CHICAGO COIN’S
NEW
Apollo
Moon Shot
Rifle Gallery

New MOVING SPACE SHIP TARGETS
ENEMY SPACE MEN TARGETS
MOVING IN SPACE
• FLASHING SPACE STAR FOR EXTRA SCORE OR SPECIAL
• WEIRD SOUNDS FROM OUTER SPACE, Adjustable for Tone Pitch
and Volume
• BURSTING FLASHES OF LIGHT WHEN TARGETS ARE HIT
• SPECTACULAR DUAL BLACK LIGHTS FOR BRILLIANT
SPACE EFFECT
• 9 Targets . . . 4 Drop Targets, 4 Moving Targets, 1 Flashing Star Target
• Realistic Recall in Rifle . . . 20 Shots per Game

10c-25¢ PLAY
Adjustable Extended Play or Replay

HOCKEY CHAMP • AMERICANA • STARFIRE

Also in Production
CHICAGO COIN MACHINE DIV.
CHICAGO DYNAMIC INDUSTRIES, INC.
1755 W. DIVISORY BLVD. CHICAGO, ILLINOIS 60647

DECEMBER 14, 1968, BILLBOARD
THE SEEBURG GEM HELPS YOU MAKE IT... HELPS YOU KEEP IT... PROFITS, THAT IS!
THE NEW SEEBURG GEM
KEEPS YOU IN THE
FINANCIALLY...
THAT IS
Convenience-level record magazine, modular plug-in components
and exclusive Seeburg Print-Out Income Totalizing System—all up front!
Up front to save time, service costs,
temper of your servicemen, and your collector!
The all-new Gem incorporates big selling features for every
location and their customers. Features like...

*Seeburg Pioneered Dollar Bill Acceptor
and 2-4-25c Play. The tested and proven
ways to overcome skyrocketing costs and
overhead. They stimulate more play, and
more profits. Operator pre-selection for the
highest override ratio in the industry!

*Attractive, Functional Styling. All-new
finger-touch selector buttons, illuminated
title strips, exciting multi-patterned grills. Exotic
rosewood finish with new styling
touches throughout attract interest and stim-
ulate more plays.

*Digital Display, Lighted Controls. Numbers
and letters flash as mechanism scans, selec-
tion playing remains lighted, illuminated
coin entry, selection instructions, "Dollar
Bill Special" and "Thank You" for conven-
ience, good will.

*Seeburg Full Dimension Stereo Speaker
System with Ear Level Position. Rich, full
fidelity 12" balanced stereo cone speakers
and twin horns. Acoustically sealed and
mounted at the precise best level for high-
est frequency response, perfect listening.

PLUS...the Print-Out Income Totalizer System, Stereo and Extended Base Consoles,
wall and column speakers—all optional...for more versatility...more play...more profits.

*Tested and approved, Nation-wide Consumer Testing Institute.

www.americanradiohistory.com
KEEPS YOUR BOOKS IN THE

BLACK

AUTOMATICALLY... THAT IS

Available exclusively from Seeburg, the Print-Out Income Totalizer is fast, accurate and convenient.

It provides you with a record of all coins and bills deposited in the Gem. The cash totals are stamped on a tear-off collection slip and also shown on the Income Totalizer Dial.

These features make the Income Totalizer the most sought-after service in the history of coin operated phonographs:

IT COUNTS

Complete and accurate accounting to eliminate errors for you, your route men, your locations.

IT RECORDS

Gives an accurate, up-to-the-minute printed and visual record of all coins and bills deposited.

IT RECEIPTS

Triplicate copies permit receipting for you, the route men, the location.

IT SELLS

Locations like the fact that it's fool-proof, tamper-proof and above all, electronically accurate.

IT SAVES

Time, money, accounting. It automatically establishes proof of service and the number of machines serviced per day. Automatic service-cost accounting... automatic profit protection!

PLUS

... years-tested, easy, service-free operation.

Route salesmen merely insert Income Record Form in the slot and pull the lever to receive cumulative cash income total and any other three (3) lines of information you desire.

The Income Totalizer System... accountable to no one but you!

Let the new Gem help you make profits.

Tested and approved. Nation-Wide Consumer Testing Institute.

Contact your Seeburg distributor today.
VICTOR'S NEW 77 SPECIAL EXTRA CAPACITY TOP . . .

SCHOENBACH CO. 77-88 CONSOLE

NEW VICTOR 77 GUM & CAPSULE VENDORS

VENDO

NEW EQUIPMENT

CHICAGO — The legislative committee of the National Vendors Association (NVA) has decided to pursue its present course in seeking fair licensing in Florida and other areas and is suggesting legislation to solve a problem involving use of bingo chips as dugs. In Florida, the NVA will institute lawsuits and seek to negotiate with municipal governments, as it is doing in a number of cases.

NVA co-counsel Don Mitchell said NVA hopes one of its lawsuits will result in a test case supporting NVA's position that municipalities cannot charge license fees in excess of the maximum set by State law. "Florida's new constitution just enacted supports our views strongly," he said.

Then, in cases, other areas, we're hoping to work for the incorporation of bulk vending exemptions."

NVA is hoping to introduce legislation in New York that will result in the Reichmann design of bingo chips. A triangular or square design is being considered. Operators have been hardest hit in New York because of legalized bingo. NVA is continuing to work through the Secret Service, too.

BIG PROFITS COME IN SMALL PACKAGES

Northwestern's Model 60 produces more profit per dollar of investment whether it's in a supermarket or super service station. The Model 60 is an operator's profit package. Simple changes of the brush housing and merchandise wheel allow you to dispense all types of popular items. The Model 60 has the most foolproof coin mechanism in its field. Extra-wide chute and interchangeable globe accommodates all sizes of products. Model 60's attractive streamlined design is sure to corner profits for you—at any location. Wire, write or phone for complete details.

BARGAINS from KING’s One Stop

If your competition is giving you location trouble you may find the answer to this problem with the most advanced idea in bulk vending—the new Victor —

SELEcToRama® 77-88 CONSOLE

with six different combinations to select from to fill any combination. Will provide perfect combination of 1c, 5c, 10c, 25c.

From $32.30 to $109.50 each. 80% return on sale. Write your distributor for information and delivery dates.

VICTOR VENDING CORP.
5701-13 West Grand Ave. Chicago, Ill. 60639
Vending and Coin Machine News

Coinsmen In The News

Continued from page 43

likewise in to buy new equipment for route expansion.

Home from Vietnam is Chuck Morrison, Jr., son of veteran Den- 
ver operator Chuck Morrison. The younger Morrison will join his 
father on phonograph route opera-

ATLAS MUSIC HOLIDAY. Pictured above are 200 operators and their 
wives, who were guests of Atlas Music Co., Chicago, during a recent 
four-day trip to Las Vegas. Topflight entertainment included the 
"Folies Bergere" at the Tropicana Hotel, the "Lido Show" at the 
Stardust Hotel, and other attractions such as Circo Circus. The group 
also visited Hoover Dam. The party, based at the Flamingo Hotel, also 
broke off into individual sightseeing tours. Atlas, distributor of Rowe 
International, Inc., and other lines, hosted a private dinner party at 
the Dunes Hotel during the weekend vacation.

Patron Needs Stereo 45's

Continued from page 43

In describing the "tired soul" 
patron, Bilotta said, "A lot of people patronize public loca-
tions regularly but they are shy 
about walking up to a jukebox 
to make selections because they 
are not familiar with contem-
porary music. This is why we 
program a section of the box 
especially for this kind of 
patron. "I do not think all records need to be stereo. But de-

Penn King Holiday

PITTSBURGH — The Penny 
King Co. has announced that it 
will be closed for a week's 
vacation, Dec. 20-27. This has 
been arranged to provide two shipping 
days before Christmas, Dec. 18 
and 19, and two more before New Year's. Dec. 30 and 31.

BINGO MECHANIC
WANTED

Must be experienced. Legal ter-

ATLAS MUSIC COMPANY

12522 N. WESTERN AVE., CHICAGO, ILL. 60647, Armitage 6-5005

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Rowe Expands Stereo Round

Also introduced was Rowe Stereo Round. The unit of sound with optional side-panel speakers on the machine, includes auxiliary optional wall speakers which are designed to pair with the box. The standard 50-watt amplifier has been improved to develop 25 per cent more power.

Other improvements include a two-piece price card, a larger magazine motor and improved solid-state components which have undergone lifetime tests of a million plays, this encouraging management to boost a quarter million plays without servicing under the new warranty.

Steelmade Switch

LOs ANGELES—Steelmade, vending machine manufacturers, has introduced a new flexibility program through which all of its refrigerated beverage venders can dispense aluminum and steel cans as well as bottles.

R. F. Jones, Steelmade president, said the program will aid bottlers by permitting venders to remain in service under all conditions. If needed, conversion to bottles can be made on location.

The program calls for designing all refrigerated beverage models with the letter “A,” which means the machines will vend bottles, aluminum cans or steel cans.

In addition, aluminum and steel cans be intermixed and vended from the same column without any adjustment or special kit, said Jones.

Steelmate units will be coded A-285, A-356, A-500 and A-711. All “A” model machines are in compliance with the sanitation requirements of the automatic merchandising Health Institute Council of the National Automatic Merchandising Association (NAMA).

Seraamade Switch

Continued from page 43

In Blackpool the Golden Goose looks out over the ocean, located atop the Central Pier, in the center of the resort’s last redeveloping promenade, where it actively competes with En- tam’s enterprises on the North and South Piers.

North Pier’s Golden Gate casino bids to become Black- pool’s biggest automatic amusement area, attracting more than one million visitors a year. The Beachcomber on the south shore houses dozens of new au- tomatic games, including what is believed to be the first quick- draw gunfight machine to be seen in Britain.

Golden Goose centers have also been established near the London main railway terminal, Victoria and Kings Cross, and in Leicester Square.

In London’s famous Strand, Entam has opened the Crystal Room, which houses a wide variety of amusement machines in a co-inio,-style setting. Half a dozen new operations are planned to open early in 1969.

Father Hughes

DALLAS Father Arthur Hughes, a Texas coin machine veteran, was recently ordained a Catholic priest here in Sacred Heart Cathedral. The Reverend Hughes is 76.

Wurlitzer School

Set for Milwaukee

MILWAUKEE—Nearly 50 jukebox mechanics from all parts of the Midwest are expected to attend the Wurlitzer Service Seminar to be held here at the Sands Motel Dec. 8-13.

This is the first time, accord- ing to local Wurlitzer distrib- utor, Harry Jacobson, United, Inc., that a Milwaukee site has been selected for this regional service school. Operators and key service personnel from Michigan, Minnesota, Illinois, Wisconsin, Iowa and In- diana are slated to take part in the week-long training session.

Registrations are being han- dled by Wurlitzer’s chief field service engineer, C. B. Roux, who will function as one of the three instructors at the school.

Also on hand will be Wurlitzer field service engineers Bob Harding and Karel Johnson.

At the conclusion of the sem- inar, participants will receive a certificate of completion.

English Amusement Palaces

Lure Over Million Patrons

Continued from page 43

The ONLY coin operated table with a playfield guaranteed for 5 years. Guarantee covers warpage and breakage for a period of 5 years to the original purchaser. Same quality as the REGENT:

100 Series 56” x 101”
90 Series 52” x 81”

The ONLY coin operated table with a playfield guaranteed for 5 years. Guarantee covers warpage and breakage for a period of 5 years to the original purchaser. Same quality as the REGENT:

100 Series 56” x 101”
90 Series 52” x 81”

When answering ads... Say You Saw It in BILLBOARD

December 14, 1968, Billboard
Audio Retailing

Musical Isle Computer Systems Help To Revolutionize Rack Jobbing

By EARLE PAIGE

CHICAGO—The giant IBM 1130 computer and its bank of components is rapidly revolutionizing record and music retailing.

Variety, a leading chain of Specialty and M.S. Distributing, runs up the chief advantage of the store this way: "By breaking down all recorded product into 23 categories we're able to give customers an up-to-date picture of which categories are selling best."

"It is often an eye-opening experience for a buyer or store owner. For example, he is selling only 1 per cent of cassette when he may be devoting 10 per cent or more of his inventory to that category."

"Many record departments are spread too thin and are attempting to carry too many categories. We're able to melt this down into the categories that our IBM cards show are moving."

As an example of product breakdown, the firm, which has arranged its warehouse accordingly, has the following categories in records: Vocal male, vocal female, vocal groups, folk pop instruments, pop organ, pop piano, polkas, pop dance-band, c&w, children, comedy, classical, rock & roll, rock psychedellic, r&b, jazz, self-improvement, soundtracks, spiritual, sound series, international and budget economy. Pre-recorded tape is broken into 17 categories.

The firm's accounts vary widely, from complete self-service departments in such stores as Community World Discount, to small independent retailers such as One Octave Lows and Skipped Disk in Chicago's Old Town. Other accounts include Goldblatt's, F. W. Woolworth, W. T. Grant, Kasson's Stores, Ben Franklin, Toad Hall, Chapman's and Steinheum.

In a few cases, Musical Isle services stores with singles only, as an example being all Lyon-Healy outlets here. Faraci desribes Musical Isle's function as a total merchandising service. This includes:

* Complete coverage in records, pre-recorded tape and all types of accessories from phonograph needles to music for the computer

* Automatic order filling. Each account has its own box into which are put any new releases the account normally stocks.

* Complete use of all types of fixtures, including the special designed rack for pre-recorded CARtridgues, cassettes and reel-to-reel tape.

* Special orders. Forty people do nothing but handle special requests for one-of-a-kind items.

Inventory control. A field sales force goes over physical inventory weekly pulling dead stock as indexed from the store's IBM inventory sheet and sees that new inventory is efficiently displayed.

Stock management. On an optional basis, accounts can have stocks put away in the proper categories as soon as it arrives at the store's shipping dock.

* 100 per cent guarantee on all product.

In-store promotion through the appearance of prominent recording artists.

Musical Isle has a warehouse in Milwaukee and there, as in many other areas, maintains resident salesmen. It has salesmen in Michigan, Missouri, down state Illinois and other regions.

CONSUMER, BROADCASTING AND STUDIO DISTRIBUTION WANTED

Telex Encore Stereophones Made in America Unbelievably easy sale at $9.95

(Clever, these Americans)

The sound of profit is yours with the new Telex Encore. Customer pleasing sound. 50 to 18,000 Hz. usable response. Light weight. Molded tough Cycloplastic foam filled removable vinyl cushions. Full color impact packaging. Call or write Telex.

9650 Aldrich Avenue South, Minneapolis, Minnesota 55420 Phone (612) 884-4051
CRI Adding 5 Mod Writing to Catalog

NEW YORK—Five contemporary composers are being added to the 1969/70 catalogue of the Chamber Music Society of Lincoln Center (CRI). All titles in the seven projected albums are catalog firsts in keeping with CRI’s policy of introducing new music first.

Slated before the end of the year is an album of Ralph Shapero and John McVor Perkins, the latter a new composition. Composer John Zorn of Contemporary Music at the University of Chicago performs Chopin’s "Fantasie" and Schumann’s "Music for 13 Players." "Alone the pressing of the piano" played by Easley Blackwood.

Cellist Armand Basile plays sonatas of John Downey and Alan Stout, both new catalog composers. George Short accompanies on piano. Also listed for this month is "Symphony on G" with the Royal Philharmonic under Gerhard Samuel.

Another December release has the trio from the Group for Contemporary Music at Columbia University in Stefan Wolpe’s "Trios" paired with "Gad蓰’s 11 Echoes of Autumn, 1949" by the Aeolian Chamber Players.

Set for January is an album introd. by Joan Elliott and Gerald Humel. Included is Elliott’s "Harpischord" (Continued on page 5).

CONCERT REVIEW
Maazel Puts R. Strauss In a Class All by Himself

NEW YORK–Loen Maazel showed Richard Strauss mastery as he conducted an all- Strauss program with the Philharmonia Orchestra at Philharmonic Hall on Nov. 26. The program featured the orchestral suite "Der Buerger als Edelmann" and "Don Quixote." "Maestro Samuel was fiddled in the latter, which had excellent solo work by violinist Joseph de Pasquale" and "Scotch Tape" of the orchestra, which now records for RCA, was admirably supported to the rich, lush Strauss’ tone poem.

The beautiful moments of the score were superbly realized. Maazel conducts the Vienna Philharmonic in a new recording of "Don Quixote" on London. The Philadelphia has recorded the work under Columbia, Max. Hasel also recorded for Philips and RCA for the Paramount.

Although "Der Buerger als Edelmann," originally composed as incidental music for a play that eventually developed into "Arabella and Nane," also drew the beautiful sound despite the smaller size the orchestral forces required.

FRED KIRBY

BOOK REVIEW
'Masterpieces', Handly Work


NEW YORK—This volume offers an easy-to-read collection of articles Martin Bookspan wrote for Hi-FI Stereo Review in expanded form that also includes short biographical material on representative composers from Bach to Vivaldi.

The expanding volumes on "How to Listen to the World’s Most Popular Classical Music" include selections on the best available recordings of the works in question. Bookspan, whose impressive credits include program director and commentator for several classical radio stations and artists in High Fidelity, House Beautiful and other periodicals, is well qualified for such evaluations.

Other features of this handy reference work are a glossary of musical terms and a check list.

FRED KIRBY

3 BOXES FOR VOX RELEASE

NEW YORK—Three Vox boxes are scheduled before the end of the year, including the completion of Beethoven’s chamber music. The final three, to be released in addition to the previously issued sets on piano and quartet, are "Beethoven's string quartets, opus 59," and "The opulent Beethoven's string quartets, opus 130," also with Robert Layton, who will be presented in a concert at Carnegie Hall, July 13.

"Leaff's "Paganini"" with tenor Leppard, and tenor and soprano Susan Mitchell and Michael Hine. Also with Michael Gordon, "The 12th symphony," will receive its first recording under conductor Nino Rota.

(Continued on page 55)
Classical Music

**LIVING MUSIC DISTRIBUTION**

PARIS — Harmonia Mundi has acquired distribution in France of the classical productions of the new Society des Enregistrements de Musique Viva (Living Music Recording Company), which has been formed under the patronage of Pierre Boulez to foster contemporary music.

The first recording by the company took place Nov. 28 and 29 at the Davout Studios in Paris, when the Music Viva ensemble of Diego Masson, who is artistic director of the company, recorded "Laborintus II," by Luciano Berio, under the direction of the composer.

"Laborintus II" was acclaimed when it had its first performance in Paris last January, given by Masson's ensemble.

3rd Int'l Beethoven Contest Dates Set

VIENNA — The International Academy of Music and the Performing Arts is organizing the third International Beethoven Piano Competition from May 29 to June 9.

Young artists, born between 1937 and 1952 from all over the world, are eligible to participate. Prizes of $1,200,800, and $400 will be awarded to the first, second, and third. First-prize winner will be given a commission and a commission with the Society of Music Friends in Vienna.

NEW YORK — Norwegian music was expertly performed by an outstanding Norwegian Symphony orchestra at Carnegie Hall Monday (1). The first half of the concert was devoted to music by Tchaikovsky, Haydn, and Schubert, with the last three Grieg songs with the vibrant "Take it Dif Rad (Thanks for My Council)," which drew a deserved encore.

Egg's "Skogsvegda (Love Song)" and Lise's "Sonate (A La Bat's Letter)" were also well sung by the rich voice of Miss Bjorn as were Grieg's "Presto" and "Serenade for Strings and "Anata,\" showing that standard repertoire, was in his grasp as he led a stirring performance of Brahms' "Symphony No. 4."
B. J. THOMAS IS EVERYTHING!

Scepter believed in B. J. Thomas:
THE RECORDING ARTIST
THE PERFORMER
THE STAR

and now he's on his way with his latest LP
ON MY WAY
SPS 570

B. J. THOMAS IS EVERYTHING!

HOOKED ON A FEELING
He's been on the Charts for 7 straight months!
His current single, HOOKED ON A FEELING, is over ½ million and is 23* Today! and Going to the Top.
Following up his last chart single, "Eyes of a New York Woman" Both featured in his superb new LP.

B. J. Thomas is Produced by the American Sound Studio, Memphis—Mr. "Chips" Moman, in charge!

SCEPTER
Musical Instruments

More Space Available For 1969 NAMM Show

CHICAGO — The 1969 National Association of Music Merchants, Inc. (NAMM) Music Show, to be held here June 22-26, will boast an increase of 11,000 square feet of exhibit space, the addition of a "showroom," and a potential increase in both exhibitors and attendance.

According to NAMM staff director Foster Lee, several important exhibitors have already made firm commitments although the exhibit plan book was mailed only recently. Among the first of the major manufacturers to reserve space for the expanded exhibit of musical instruments and home entertainment are the C. G. Conn Corp. and the Chicago Musical Instrument Co. (CMC).

Conn has contracted thru NAMM for the entire second floor of the Essex Inn, which is directly across the street from the entrance to the Conrad Hilton Hotel, which serves as headquarters for the show. CMI used last year in the Avenue Rooms East and West in the Pick Con

gress, just a short distance north of the Hilton.

In addition to the space in the Essex Inn, more than 7,500 square feet of open space has been developed in the East and West Halls of the Hilton. This additional space will make it possible for a number of firms now exhibiting in sample rooms of the hotel to display their products and merchandise open in the exhibit areas.

"The new demonstration rooms will be located in the south end of the Hilton's fifth floor," said Lee. "This means that amplifying equipment can be operated without inconvenience to other exhibitors. They will be open only during regular exhibit hours."

As usual, the show will be held along with the annual NAMM convention, including an elaborate program of activities designed to help retailers increase sales and profits, and sessions of other associations of manufacturers and wholesalers in the music field.

Exhibitors had until Dec. 1 to have the same space they occupied for the 1968 show. For those who did not receive a copy of the 1969 Music Show Exhibit Plan Book are interested in obtaining a copy from NAMM headquarters, 222 W. Adams St., Chicago, Ill. 60606.

Original Music

NEW YORK — A marked preference among record purchasers for original compositions for their instruments has been reported from the Second Accordion World Festival in Luzerne, Switzerland, the event attracted more than 7,000 players.

Present at the annual planning session of the NAMM Advisory Committee were Robert Kyverth, representing the Guitar and Accordion Manufacturers Association; Ken Ingram, National String Instrument Manufacturers; Walter Bennett, National Association of Electronic Organ Manufacturers; Edward Armin, National Association of Musical Merchandizers; System Distributors; and Foster Lee, staff director of NAMM.

NAMM SETS SALES TALKS

CHICAGO — The National Association of Music Merchants, Inc. (NAMM) has billed its 1969 sales-management seminar series as "Keys to Selling Effectiveness."

The opening session, "What's Going On Out There?" will be presented by James W. Newman & Associates, Inc. The afternoon session will feature product marketing seminars with hand instruments, guitars, organs and pianos.

Jan. 19-20 will be the date for the first NAMM seminar in Dallas at the Marriott Motor Hotel. The remaining seminars will be held Feb. 9-10, Atlanta, Marriott Motor Hotel; Mar. 2-3, Philadelphia, Marriott Motor Hotel; Mar. 16-17, Chicago, Marriott Motor Hotel, and April 13-14, San Francisco, Hotel Mark Hopkins.

The NAMM show is expected to reach its largest attendance ever if the "music action" at dates is any indication; this will be a "hamburger crop!"
LONDON The British record industry seems set for a lackluster Christmas season despite a second increase in purchase tax in eight months. In fact, in five of the last six years, austerity measures announced by the Conservative government, Jenkins Nov. 25, have resulted in tax rates on records and tapes among other products being increased by 10 percent. As a result, recordings now carry a 25 percent rate of tax, double what it was in 1957. The increase adds 2½ cents to the price of a record or a budget album, 11 cents to a full-price popular album and 12 cents to a classical album. The principal fear voiced in the industry is that in the new year the British public will continue to drink, tobacco, gasoline and tea, but not spend as much on spending power which may re- verberate against record sales.

Most severely hit is likely to be the specialized importers of Latin American and African records who depend largely on U.S. and European supplies. Because time is money for all importers all importers must pay a delivery fee on the value of all goods imported before they are released by customs. Deposits are rapidly without import.

It's Africa For Calvert

JOHANNESBURG British trumpeter player Eddie Calvert has decided to settle in the United States for a tour with local group, the Sandpipers, recently. He will return soon with a look at the South African gold award (Continued on page 67)

U.S., Canada Talks Concluded by Faeq

BRUSSELS World Music and Palette Records president Faye Faeq returned to Brussels after two-week visit to the U.S. and Canada. In the tour he concluded a number of deals and had talks with performing rights organizations.

In New York Faeq and his associate, William Brown, of the firm's New York office concluded a week of meetings with record company executives and negotiated deals including Palette artists the Walkhiks, Dino Garcia, Jean-Claude Pelletier, Los Mayos, Andre/Musik, the Kyriakos, the Mertens Brothers and Ives and Jim and John Kugler also gave the Palette series 20 albums, "Color in Disc," before leaving New York. Faeq spent a second week with World Music/Pathé New York. It was at the Manhattan offices of Stanley Mills, discussing publishing projects and sold the rights of "Dirty Head" to Robbins Music for the U.S. and Canada. Faeq also met ASCAP and BMI representatives to discuss copyright matters and began negotiations for个国家 French music and music production deals. While in New York Faeq and Kugler also bought the European rights of recent American recorded material.

Michel Inked By Goskontz

MADRID Spanish singer Miguel Benitez has signed with Goskontz, the Russian concert booking agency, for a marathon tour of Latin American countries begin ning in May 1969 and probably continuing until the end of the year. The booking follows a three-week tour to Latin American countries which concluded in Buenos Aires.

Meanwhile EMI has just released Calvert's first locally produced long-playing album, "A Ramber on Safari," which was made in the company's Johannesburg recording studios. Most of the material on the album is locally written and recorded, but includes several compositions by Sanz, Gian Carsten and Anton De Wul, who wrote "Zambesi.

Distrib Deal Set Up By Ember's Kruger

LONDON Jeff Kruger, manager of Ember's Kruger Records in London, has concluded a deal with the German Ariola label for distribution of "Ariola" in the United Kingdom under newly created Ember-Ariola label. The deal follows a similar contract signed with the French Disc A and Z and the British distribution of the "Ariola" label for France. Whereas, however, Ember-Ariola is a one-way only arrangement.

Ariola has placed an initial order for 40,000 Ember albums, mostly jazz and folk recordings. The new company will be handled by the international division of EMI, which acts for Ember in America.

JOHANNESBURG

Solomon King started a three-week British tour on Dec. 2, appearing at Fleetwood, Pagan's Night, the Faience Club in London, Port Elizabeth and Cape Town. The tour is presented by African Consolidated Promotions, a newly promoted company by Johnny Highfield, who is reported in control of the African market in the United Kingdom for other new British phonograph, the Grumbie, stand to be benefitted.

Margins Cut In the United States record dealers' profit margins on turnover have been cut by over 5 per cent. Higher purchase import restriction and planned (Continued on page 57)
Did the fact that we created Dynapak, the world’s first no-return cartridge, saddle us with the responsibility of designing a no-return cassette, too?

Damn right.

So we did.

We call it Dynapak Cassette. It’s as superior to the cassette you’re accustomed to as Dynapak is to old-fashioned tape cartridges.

It contains only ten parts. The present most-widely used cassette has seventeen. Thus, the Dynapak Cassette eliminates seven chances for assembly line or operating foul-ups.

Simplicity is the keynote of its design.

For example: Its two halves snap onto a one-piece hub. No sonic welding. No screws.

For example: The loading of its spring pad assembly is so uncomplicated, its slot design so ingenious, the tape can be dropped into place.

Do you begin to see the implications of this? Stereodyne has created a cassette so simple in design that it can be put together on a 100% automated assembly line.

In short, the Dynapak Cassette is so brilliantly engineered to be fool-proof that it is now the cassette against which all others must be judged.

FIRST WITH THE FINEST . . .
HIGH SPEED Duplicating . . .

DYNAPAK CARTRIDGES
(manufactured in Canada)

DYNAPAK Cassettes
(manufactured in Canada using B.A.S.F. Tape)

LEAR JET STEREO 8 EQUIPMENT
(Canadian distributor)

CONTACT: RON NEWMAN OR BOB KERR
At Canada’s Largest Custom Duplicating Headquarters

Stereodyne, Ltd.
111 Sherway Drive
Toronto, Ontario
416—259-4201
Commission into making moves toward changing programming trends here.

At present, Canadian TV stations are legally required to program at least 25 per cent of Canadian content, which also includes programs produced within the British Commonwealth countries. However, very little of this content is programmed in prime time.

Industry spokesmen see legislation that would require at least 50 per cent of Canadian content to be aired, but such legislation is not on the horizon, and the CRTC is not favorably disposed towards format top 40 stations.

The fact remains that, although the Canadian content being aired is increasing, the remaining CRTC requirements are not being met, and this is forcing Canadian stations to rely on foreign programming.

**Promotions at Col. of Canada**

**TORONTO** — Three executives of Canada's Col. of Canada have been promoted to vice-presidents, announced Frederick T. Meachum, president and managing director of the company.

Peter Westwood becomes vice-president, direct marketing. Westwood joined Col. of Canada in 1956 and has since 1962 has been associated with the record club division, most recently as general manager.

Jack Robertson is vice-president, marketing. Robertson has been divisional manager of the TV Divi-
sion. He joined Col. of Canada in 1957.

The third appointment is H. E. Simpson, who becomes vice-president, manufacturing. Simpson joined Col. of Canada in 1974 and served most recently as divisional manager of the manufacturing division.

**Canada's Arc Sound Sets '69 Sights on Intl. Mart**

**TORONTO** — Arc Sound, a record company in Canada that deals exclusively in Canadian talent, is planning to enter the international market in 1969. Arc vice-president Bill Greenland said, "We have sold a developed Canadian base from which we will be able to expand and our sights are set on the international market.

"The production policy for next year calls for us to spend more money on promotion of our better artists than ever. And better than 85 per cent of the artists we produce each year are better artists than ever. And better than 85 per cent of the artists we produce next year will be produced for exploitation interna-
tionally.

"The remaining 20 per cent will be produced for Canadian consumption but all our artists will have an appeal that is pe-
riodically international."

Arc, through its various labels, is strong on the Canadian scene with a roster that includes the Sugar Shoppe, Stitch, the retail disk company of Longines, Arcana, the exclusive rights to Stereo Dimension product in records and tapes from the U.S. and also is sole distributor for Radio-Canada in the U.S. Also included is Athena Records of Nashville.

Robertson also announced that he had signed a deal with Festival Records of Australia to distribute his product in that country and New Zealand. Other foreign licenses are also being signed.

**DISPLAY UNITS for the retriever record trays shown at the Audio Electric Hi Fi Show in Toronto.**

**ColofCanada Buys All Records Supply**

**TORONTO**—A large Canadian record company, All Records Supply Company, has been acquired by Columbia Records of Canada. A division of the company was announced yesterday by C. B. Wilmot, president of the company.

"All Records Supply services chains and department stores throughout Canada and has its headquarters and warehouses at 1149 Bannatyne Road, Scarborough, Ont. It also runs full-

line branches in Calgary, Alberta and Vancouver, B. C.

Weil said: "Under the ownership and responsible direction of Roy Perini, All Records Supply's growth and success has been extremely rapid."

"Mr. Perini will continue as senior executive of All Records Supply, World Record, and subsidiary of Columbia Records of Canada. All personnel in the company will remain at their present locations."

Brock Shewchuk has also been appointed vice-president, special marketing with Columbia of Canada. He will act as liaison man in the area of special marketing and be responsible for All Records Supply.

**From The Music Capitals of the World**

**TORONTO** Brian Murphy, manager of the record department of Ontario's Triple C Records, has reportedly been signed by RCA Records of New York. Murphy also runs an under-
ground radio show in Ottawa. He is also a member of the Toronto C31 Club and has been a member of the Toronto C31 Club for five years.

**Sight With Bonti and Dunner**

**TORONTO**—The Canadian Radio Institute recommends a move—body formed to keep the government informed on the broadcasting activities in Can-
dia like the FCC does in the U.S.—is setting up a monitoring system to catch and deal with cases of bias and other abuse in broadcasting.

**Paradigm: Signs Pact With JLI**

**HAMILTON, Ont.**—Local group, the S.T.O.P. Signs Company, has signed a three-year contract for promotion of the JLI Productions of New York. The group is touring the U. S. East Coast on a series of one-nighters. Radio stations and TV stations are being used to promote "Viri-
bates" by the group.

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**LACHINE, Que.**—Compo recently won several Lloyd E. Moffat Awards for Canadian TV and radio stations, broadcast by the Moffat broadcasting chain in five western stations in West-
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Compo won in three cate-
gories for the year—"I Believe in You," The Cat; "Whim of Autumn," Jimmy O'Grady. The only eligible, recordings must be by Canadian artists and also recorded in Canada.

Phil Robertson, national promotion manager for Compo also reports that on the French-Canadian record scene, Compo is responsible for five chart sin-
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"This includes one on the newly formed independent label, Jean-Marie, in which we are distributing," he added.

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There are as many people in NEW YORK STATE as in all of CANADA.

THE ALBUMS ON THIS PAGE HAVE ACCOUNTED FOR THREE MILLION DOLLARS IN RETAIL SALES IN CANADA THIS YEAR TO DATE

THESE ARTISTS ARE THE GOLD-RECORD ARISTOCRACY OF CANADA

CATHERINE MCKINNON
RONNIE HAWKINS
THE TRAVELLERS
THE CARLTON SHOWBAND
DICK NOLAN
THE BROTHERS-IN-LAW
CTV CAST ALBUM
THE MAJESTICS

LEADING A MULTI-TASTE MARKET THRU THE ARC FAMILY OF LABELS

ARC SOUND LTD.
20 CRANFIELD RD., TORONTO 16, ONTARIO

www.americanradiohistory.com
This idea of a Canadian supplement to BILLBOARD coincides with the first birthday of POLYDOR RECORDS in Canada. Naturally, we are delighted for it has always seemed to us that too many people in the record world have automatically included Canada in the North American scene. The two markets have similarities and yet are so different. There is a new awareness of Canadian artists as well as an acceptance of two distinct Canadian markets, one English, one French, plus many other important ethnic groups.

Historically, Canada has in its young life been closely linked with both Britain and France. Geographically, it has enjoyed close associations with America. It has derived great benefits from its associations with countries around the world. Nevertheless, it now stands on its own two feet firmly. Although proud of its heritage, it is now striving for, and indeed attaining, an identity in almost every sphere. This is exciting for everyone in the industry for we know the talent is here, the artists, the songwriters, the producers, and above all, the companies who have faith in their ability to produce records that will take their rightful place in the world's markets.

We, at Polydor Records Canada, Limited, have enjoyed a truly phenomenal 1st year thanks to the tremendous cooperation from the dealers, the radio stations and the press. The quality of our recordings is unsurpassed. We are vitally concerned with all our associates in bringing the very best of recorded music to Canada. From Europe we offer the wealth of repertoire from the internationally famous DEUTSCHE GRAMMOPHON catalogue which has offered the No.1 record on BILLBOARD'S classical chart for so long. We have offered exclusive POLYDOR artists such as THE CREAM, JULIE DRISCOLL, ARTHUR BROWN, JAMES LAST and many others. The well known ADES label is of great significance to the French speaking population of Canada, while ARIOILA from Germany has added to the excellent artists under contract to our parent company such as FREDDY, THE GUENTER KALLMANN CHORUS, and so on.

We have enjoyed a great success with the first releases from our friends at TETRAGRAMMATON and are tremendously enthusiastic with the creative feeling they have brought to the business.

We are just announcing the first issues from the ABC group of companies and the initial response to the exciting new marketing concepts coming from them is stimulating to all concerned.

It is always invigorating to see a new label and to watch its first impact, and share in its growth. This is the case with the BLUE THUMB label from the West Coast. Congratulations on a great start to all concerned.

It can be seen, therefore, that we are proud to possess such a variety of catalogue, but to our many friends there is another point we wish to establish. We handle our own sales promotion and distribution across Canada. Your product is too good to be offered to a licensee and then simply passed to a sub-distributor. So, from Vancouver to Halifax, 4,000 miles, we look after all facets of distribution ourselves.

Fred Exon
Managing Director
**BELL GETS U.S. ‘FEELING’ RTS.**

**TORONTO —** Bell Records in the U. S. has picked up the American rights to the Canadian hit single, "Happy Feeling," by the Happy Feeling. The disc was released in Canada on Burry, a Quality subsidiary.

Making the announcement, George Sahl, Quality's executive assistant, said that the record, produced by Norman Petty, had been a hit in Alberta. The Happy Feeling will appear on an upcoming Roy Orbison Canadian tour, visiting Winnipeg, Regina, Saskatoon, Edmonton, Lethbridge, Vancouver, Victoria and Calgary. **(Continued from page 39)**

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**ELLINGTON LP ISSUED IN CANADA BY COMP**

**QUEBEC** — Comp has released a Duke Ellington album, "Duke Ellington North of the Border in Canada," a project sponsored by a committee made up of members of the Canadian Association of Broadcasters and the Composers Authors and Publishers Association of Canada.

Featuring Ellington with Canadian musicians, performing world-class Canadian composers, it is the first album Comp (which manufactures Decca product) has been able to release simultaneously internationally, says Roy Smith, national promotion manager for Comprehensive Canada Limited.

The album was recorded in Toronto and has Ellington playing works by Canadian contemporary jazz writers, Ron Collier, Gordon Goodwin, and others. **(Continued on page 63)**

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**ATLAS PROMOTION COMPANY OF CANADA**

**TORONTO, ONTARIO, CANADA**

**615 YONGE ST., SUITE 101**

**416-921-8945**

**DECEMBER 14, 1968, BILLBOARD**
In French it’s “Pour Les Amants”
In English it’s “Don’t Ask Why”

In any language this song’s a hit and we have the original.

DON'T ASK WHY

André Gagnon

First a great instrumental single by André Gagnon and now the title song of his great new album.

"Don't Ask Why - "Pour Les Amants"

ELS331
ES680

Columbia Records of Canada, Limited
Question: "What do you give them when they have everything?"
Answer: "If you don't give them Herb Alpert's Christmas album, they don't have everything!"

Destined to be the #1 Christmas LP in Canada

Also available on prerecorded stereo tape

Manufactured and distributed in Canada by Quality RECORDS LIMITED

www.americanradiohistory.com
We Love helping good Canadian talent to make it big. Like Gordon Lightfoot, The Irish Rovers and Mars Bonfire, and Witness Inc. and The Northwest Company and The Purple Haze and The Cat and The Great Flood.

In fact, we love helping good talent from anywhere.

HOW ABOUT YOURS?

Compo-Canada

CANADA'S LARGEST RECORD MANUFACTURER

CONTACT LEE ARMSTRONG OR BOB CHISLETT

The Compo Company Limited, 2377 Remembrance St, Lachine 609, Quebec.

PHONE 314-637-5501; TELEX 01-20722; TWX 610-422-3064.
Dutch Govt. Hardening Line Vs. Veronica; Records Sinking

By BAS HAGEMAN

AMSTERDAM — The Dutch government is planning to take decisive action to stop the pirate radio station, Radio Veronica, off the air. The Dutch government has not signed the Strasbourg agreement outlawing pirate radio stations. Running Radio Veronica would leave the Dutch with no alternative to Radio Hilversum 3, an offshore station whose commercial spots are limited to just before and just after its hourly news bulletins.

However, there has recently been a hardening of opinion in government circles. Radio Veronica, following an official complaint from the Swedish broadcasting authority that the pirate station was interfering with Swedish programs.

Owned by Verwey
Radio Veronica is owned by the textile millionaires, the Verwey brothers, and has been on the air for nearly nine years.

Pyë's Benjamin
To Century 21

LONDON — Pyes managing director Louis Benjamin will join the board of the Century 21 organization. Benjamin will also become managing director of Century 21 Enterprises under the chairmanship of Jack Gill — new company which will control Century 21 Toys, and its subsidiary companies, covering merchandising and publishing.

Benjamin will continue as Pye Records' managing director and will join the board of the Pyes music publishing company, Welbeck, administered through London's general manager, Les Coles will assist Benjamin with the three divisions under control of Pye Records, Century 21 and Welbeck.

Gerry Anderson, who runs Century 21 film and TV production companies, remains as a director within the organization. Pye's Basil Margrave has been appointed general manager of the ITA of Century 21 Toys and administrative controller of Century 21 Merchandising and Toys.

EMI in a New Bid for ABPC

• Continued from page 8

week day commercial TV programs.

EMI also controls the Grade Organization, Britain's largest talent booking agency, and the ITA, the commercial leader in the U.S. to companies with agency interests controlling TV programs. EMI believes that this could influence the choice of artists booked by its TV operations.

EMI chief Sir Joseph Lockwood is confident that his company will be successful in its bid to control ABPC. The company states that if it acquires ABPC it is prepared to circulate a petition to be run by persons approved by the ITA.

Classical Sales Surge in Italy Via Phonogram

By MARILYN TURNER

MILAN — Phonogram, the Italian affiliate of the Philips international group, sold 20,000 classical albums from the Deutsche Grammophon repertoire in its first 15 to 30 days, following a special sales campaign run in conjunction with the 1,400,000 circulation Italian weekly magazine RadioCorriere-TV.

Publicity was handled by a subsidiary company of RCA, Italy's state-owned radio-TV corporation, Radiocorriere, as part of an "organism" of the country's radio and TV network.

Helmut Eber, Phonogram's classical music director, told Billboard:

"The principal interest RadioCorriere-TV has in the deal is the chance it gives RCA to encourage and develop a taste for classical music in Italy.

Phonogram distributes DGG, Philips and Fontana classical records in Italy.

Sales Program

The way the special sales programs are carried out was a recording bearing both the DGG crystal label and Discoriette RadioCorriere label, is released in music shops in Italy at the special price of $4.35 plus tax instead of the regular $6.77 plus tax. The RadioCorriere TV each week carries a page-long color advertisement announcing the new releases and price reductions which are still available.

Although average sales of the Diplo, Philharmonic, 1200, over-all classical LPs at Phonogram, and 20,000 records by Britain's leading over last year.

One of the best sellers, with 75 singles and 45 LP's in the 1967 Christmas period. The label headed the six charts by sales in stores, followed by RCA Victor (16) and Mabuza (5). RCA topped the LP releases with 27 albums, followed by Villar (5).

EMI has a 25 per stake in ABPC already, purchased from Warner Bros-Seven Arts and two EMI directors are on the board of the cinema group.

ABPC owns 270 cinemas plus bowling alleys, ballroom real estate, EMI, through the Grade Organization, also owns 30 cin-

emias.

In its offer to shareholders of the cinema group, EMI says that in the first four months of its current financial year sales were up 30 per cent and profits moved upwards significantly. The takeover bid is conditional on EMI gaining 50 per cent of the voting shares in Associated British.

It has played an important part in the growth of the Dutch pop-

ular market and the government wants to stop the anger to subside before the polls.

Meanwhile, plans are under way for the reorganization of Radio Hilversum 3, to enable more favorable competition to be cast on this government channel, subject to the approval of parlia-

Mareco & Filipinas
Team on Yule Drive

MANILA — Mareco, Inc., and Filipinas Record Corp., two of the biggest licensees here, are combining efforts for the first time in a big drive on the Christ-

mas market.

Manual P. Villar, general manager of Mareco, and Luis P. Villar, general manager of Filipinas, jointly revealed that both companies will release and release in December most of the 120 albums by the time the Christmas selling period reaches is peak.

The joint effort by both companies really started back in Oc-

tober. Emphasis has been placed on the release of albums in stores with the center being L. R. Vil-

lar, a record shop situated in Marilla's top shopping avenue, the Escolta.

Mareco and Filipinas have also tied in with radio station DZBM, and Spotlight magazine in pro-

moting the joint venture. Advertisements in local newspapers and magazines have also been taken.

Last year Mareco issued seven singles and CBS also topped the LP releases with 19, followed by CBS and 55, Kapp (2), and Roulette (2). Filipinas followed with 32 singles and 45 LP's in the 1967 Christmas period. The label headed the six charts by sales in stores, followed by RCA Victor (16) and Mabuza (5). RCA topped the LP releases with 27 albums, followed by Villar (5).

Dutch Golden
Harps Award To 3 Artists

AMSTERDAM — Golden Harp awards for outstanding achievements in the field of light music over the last year were presented to singer Cory Brok-

ken, yrietst Michiel van de Plass, singer—a-Li, and producer Wim Ibo by the Dutch Light Music Committee (CON-

AM), an official meeting in the Carlton Hotel, Nov. 1.

The awards were presented by Jan Mul, president of BUMIB, Mrs. Brokken is the producer of the hit show, "The Magic of AVRO- TV" and for German television. She won the Eurovision Song Contest in 1956 and the Holland Music Festival in 1957 with the song "Net Als Toer." Michiel van de Plass, a journalist and poet, has written a number of successful cabaret songs and Wim Ibo has achieved distinction as a producer of musical programs for radio and TV. The award was made to Herman Tohmen as a tribute to his 60 years in show business.

The period May 1 to Oct. 30 were 40 per cent above in pro-

duction of singles.

A company official said that the increase was due to out-

standing sales of particular sin-

gles, cassette and albums.

Top singles sales include "Santo e Tango" by Oranda Bertol's "Record for the Summer" contest entry, "Net-</div>
From The Music Capital of the World

• Continue from page 62

MADRID

Jean and Julio (Vilaro) (both) have completed their first album and also released a single, "Tiempo de amar." They have also performed on TVE's "Galas del Sabado," on which they appeared with Lola Flores. Jean recently released her new album "Alegría del tlaveral" on the "Tele Rito" label.

The Fauve Rolling Stones are currently in from Britain to appear on the "Tele Rito" TV show. They are among the most highly acclaimed groups in the UK, and they have been garnering critical acclaim for their latest album, "Tren de Madruga." Their performance is anticipated with great excitement by fans who have eagerly awaited the return of their favorite group.

BRUSSELS

The American jazz trumpeter Art Farmer starred in the Turin Jazz Festival in Italy. The festival is one of the most prestigious in Europe and attracts artists from around the world. Farmer's performance was highly praised for his virtuoso playing and his ability to captivate the audience.

SAN FRANCISCO

Bill Graham staged his third annual Thanksgiving party attended by about 2,600 people connected with the entertainment industry in the Palace of Fine Arts Nov. 16. He sponsored a campaign to raise money for the American Cancer Society and also announced plans for the upcoming year's event.

LAVS VEGAS

Marty Robbins held two concerts at the Thunderbird Hotel Nov. 12 and 14, sharing the bill with his son, Marty Jr. Also on the bill was the Johnny Cash Revue and the Don Wintner's band. "We're going to have the best show of the year," said Robbins.

PEAK YULE SEEN IN U.K.

A 50 per cent increase in September on the Selective Employment Tax levied on all employees of shops and all businesses other than manufacturing concerns has resulted in much more careful shopping by the public.

PARIS—Pathé-Metro, the EMI company in France, collected five of the 15 grand awards at the 1961 French Académie du Disque this year.

The awards were announced at a dinner given by the manager of France-Tele-Vox in the City Hotel, Paris, Nov. 28.

Among the awards collected by Françoise Hardy, the Prix Francis Carco, the male vocal prize, and the Prix de la Chanson, was a female-actor-singer Gisano Esposti (Voix de Soñor Maitre) for his album "Le Plus Beau des Monde," who is also a stage and screen writer, has a recent career and has made regular appearances on radio and TV.

The female vocal award went to Cavelian-BAM artist Helen Martin for her album "Les Amis, Mes Amours," and the jazz prize to Richard Pryor, who won the Prix for "I'm Blue." The award was given for his exceptional performance in a supporting role as a saxophonist.


In their consumer society, he said, "the arts are part of man's daily life, of modern man and the disk is a means of developing not only the cultivation of music but also of literature and politics. The arts must be a fundamental art form, and they must be treated with the same three special awards in tribute to the founder and conductor of the new Orchestre de Paris, Charles Munch, who died during the orchestra's recent American tour.

The special awards made to three of Munch's recordings—Decca's "La Marseillaise" and "La Marseillaise," the Britten "Requiem" and Brahms' Symphony No. 1, and the studio cast of Bizet's "Carmen," were all accepted by the Recording Academy. The last-named record is also a stage and screen writer, has a recent career and has made regular appearances on radio and TV.

The list of awards is as follows:


DON DIGLEDGE

Barbara Martin Won French Academy Prizes

BY MICHAEL WAY

The French Academy of Music has announced the winners of its annual awards. The winners were announced at a dinner given by the manager of France-Tele-Vox in the City Hotel, Paris, Nov. 28.

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DON DIGLEDGE

International News Reports

DECEMBER 14, 1969. BILLBOARD
**ARGENTINA**  
*Courtesy Escapar a la Furia*  

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<td>3. ON THE ROAD AGAIN</td>
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<td>5. WITH A LITTLE HELP FROM MY FRIENDS</td>
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<td>6. I'M NOT IN VIETNAM</td>
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<td>6. OKAY—Tennan</td>
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<td>10</td>
<td>8. JAPANESE CHICKEN</td>
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<td>8. COUNTRIES—The Beatles</td>
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<td>9. SOUNDS OF SILENCE</td>
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<td>10. YAMADA HAKU—Kurosawa</td>
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**HOLLAND**  
*Courtesy Platenmakers & Radio Veronica*  

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The above is just one page from the intriguing and informative 80 page book recently produced by E.M.I. (the World's Greatest Recording Organisation). A limited number of copies are now offered free. If you would like a copy write to E.M.I. Group Record Services, E.M.I. House, Manchester Square, London, England, W1A 1ES, and say so.

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With success and the steady work of the group's big singles hits, which take the top spot, "The Best of the Cowsills LP," and the title song per that Vinton warm style and come up winners.

The coupling of the group's big singles hits, which take the top spot, "The Best of the Cowsills LP," and the title song per that Vinton warm style and come up winners.

Kirkman, Reeves Bornstein and the Animals have a powerful material from a song group doing more than one chart. The nine selections in this package include a larger version of their "River Deep Mountain High" single and a medley of "Madison," the group's hit single, "Ruby," and the Bee Gees' "To Love Somebody." One will hit hard and fast.

EPPS REDNOW - Centry GS 922 (S)

Evarts Rednow, whose, when backed up comes out Steve Wender, has a happy healthy run with his single "Affair," and this follow-up LP is a natural for the same audience that LP chart. Along with his singing, "The Last Goodbye," and country tunes, and then on to do show hits and rock 'n' roll all and does a perfect job with each one. Standout includes his song, "A Pocket Treat," the song of Jerry Lee Lewis' "Great Balls of Fire."

COUNTRY

LOOKING AT THE WORLD THROUGH A WINDSHIELD - Del Reeves - United Artists USA 63674 (S)

Given hits the road with a potent album of truck-driving songs that come to end up as a pop and country chart. Leading off with his hit, "Looking at the World Through a Windshield," he treats us to his take on "The Love Bug," a "Rocky," "From a White Savvy," and "Bad Day on the Black," among others. "Walking" is a beauty.

COUNTRY

FROM HEAVEN TO HEARTACHE - Bobby Lewis, United Artists USA 63674 (S)

A strong package for the country market. Album leads with Lewis' hit single, "From Heaven to Heartache," and includes a few brand new hits such as "Rockin' Pen in Hand," "Every Step of the Way," and "Long Enough to Forget." Lewis' style is distinctive.

VAUGHAN WILLIAMS

SYMPHONY No. 4 - New York Philharmonic, conducted by Stokowski, Columbia USA 61101 (S)

Bouwman wrenches all the passion and the soothing violence from the No. 4. He can handle a luscious and exciting work in a week and a bit, and the New York Philharmonic, given a sporting performance, makes a fine impression on a work based on a passage from Shakespeare's "The Merchant of Venice."

BEETHOVEN CONDUCTS FOR BERNSTEIN - USA 68658 (S)

Bernstein manages to keep "The Wee," and "Symphonies," with the New York Philharmonic, Columbia USA 6978 (S)

Bouwman, who has scored a big hit with his "Wee," is now attacking his European opus, with the New York Philharmonic, playing "The Symphonies," among others.

DIZZIN - Gato Suave - USA 68658 (S)

Randomly selected album featuring guitarists No. 1, and that will groan a solid seller the year through. Exposure Opportunity and the Philadelphia Orchestra offer a delicate three-record set. For the price of two LPs of 23 world favorites ranging from Strauss and Chopin to Bloch and Tchaikovsky, the interpretation is lively and filled with beauty.

THE SPECTACULAR CLEVELAND ORCHESTRA - Conducted by Gino Gaudio, Columbia USA 63357 (S)

Culled from previously released albums, this spectacularly performed work is handled by Bonti, Grieg, Mozart, Kier and Smetana, among others. They've got a hit in this spectacular performance with excellence and brilliance, whatever the selection.

CHRISTMAS

GREAT CHRISTMAS HITS - Various Artists - Capitol USA 63675 (S)

Spurned angels sing, tracks are filled with jingle, bells, Santa Jingles, drummers, drums and bells. The usual line-up of popular songs and vintage Christmas tunes make up this LP, which is a good one to have around. The famous "White Christmas," "Jingle Bells" and "Thanksgiving" are all represented.
SOUNDTRACK

A great work in the field of scoring is 

Burt Bacharach's score for the film 

'Barbarella'. Bacharach's 

music is well known for its unique 

blend of orchestral and electronic 

elements, creating a distinct 

sound that has become 

characteristic of his work. 


CLASSICAL

The performance by the London Symphony Orchestra of 

Tchaikovsky's "The Nutcracker" is a must-hear. 

The orchestra's 

execution is flawless, capturing the 

magic and wonder of the 

Christmas story. 


LOW-PRICE CLASSICAL

The CD reissue of 

Mozart's Piano Concerto No. 21 in C Major, K. 467, 

performed by Martha Argerich and conducted by 

Herbert von Karajan, is a steal at 

a fraction of the cost of new releases. 


SPECIAL MERIT PICKS

For those looking for something 

unique, the crossover recording 

by the Brooklyn Youth Choir 

of John Lennon's "Imagine" is a 

powerful statement on the 

importance of peace and 

understanding. 


MOTHER EARTH—Living with the Animals 

by Berryman, S 65194

CHAMBERS BROTHERS—Shout

by Capitol, A 3702

JUDY COLLINS—Who Knows Where the Time Goes

by Elektra, E 74003

FOUR SEASONS—Edison O'Nora (Gold Edition)

by Philips S 26501

SOUNDTRACK—Oliver

by Colgate, CSSO 5501

ANBRY DUKE—Migration

by Mainstream S 6116

JAMES BROWN—Thinking About

by King S 1020

SOUNDTRACK—Charly

by World Pacific WPS 21457

AL MARTINO—Wake Up to Me

by Capitol, CS 2983

WICTHA FALLS

by Imperial LP 12417

ALBUM REVIEWS

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Billboard staff and chart movement. 

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Albums with songs that 

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regardless of chart 

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NEW YORK
Ex-Richies Brother and MGM's first recording artists, including "One Hundred Years" over a "Rhythm," a Paramount movie of the 1920s. Ronnie's former student chairman of the Secretariat, Dr. Louis Brown, is currently leading the group, "Secretariat," a former student chairman of the Secretariat.

She's a Rainbow, Van Dyke and Burt, is a Londoner. The group, "The Troub" Quartet of Schu- bert, and Burt's "L'Arlesiana," are the only ones cited sold hardily at all, Eberhard said.

Eberhard was generally pessimistic about the sales of classical albums in Italy. He cited a recent record of "RAI" which indicated that 89 percent of Italians over the age of 18 who were the listeners had attended a concert, and 75 percent had never attended an opera. In another article, he noted that some of those questions could not be answered.

"You have to think about the statistics of persons who have attended a concert. At the theater, small percentages make a much smaller percentage of people who may or may not have attended a concert, and there's your major problem."

Eberhard said that neither Phonogram nor RAI have not sold records through the radio-corriere TV-campaign.

Baroque Period. On the other hand, "Divertimento" and some others have been on "Guro," and "The Troub" Quartet of Schu- bert, and Burt's "L'Arlesiana," are the only ones cited sold hardily at all, Eberhard said.

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<td>SCARBOROUGH FAIR</td>
<td>The Hollies</td>
<td>London</td>
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<tr>
<td>17</td>
<td>CINNAMON</td>
<td>The Kings</td>
<td>Mercury</td>
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<td>BRING IT ON HOME TO ME</td>
<td>The Miracles</td>
<td>Epic</td>
</tr>
<tr>
<td>19</td>
<td>HOLD ME COUNTRY</td>
<td>The Temptations</td>
<td>ABC</td>
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<tr>
<td>20</td>
<td>I'M GONNA MAKE YOU LOVE</td>
<td>The Four Tops</td>
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<td>LITTLE ARROWS</td>
<td>The Four Seasons</td>
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<td>22</td>
<td>PROMISES, PROMISES</td>
<td>The Verve Sisters</td>
<td>London</td>
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<td>HOOKED ON A FEELING</td>
<td>The Stylist</td>
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<td>SOULFUL STRUT</td>
<td>Young Michael</td>
<td>ABC</td>
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<td>25</td>
<td>BANG-SHANG-A-LANG</td>
<td>The Supremes</td>
<td>Motown</td>
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<td>WHITE ROOM</td>
<td>Sonny Bono</td>
<td>United Artists</td>
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<td>PICKIN' WILD MOUNTAIN BERRIES</td>
<td>Sonny Bono</td>
<td>United Artists</td>
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<td>TOO WEAK TO FIGHT</td>
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<td>ABC</td>
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<td>TILL</td>
<td>The Beach Boys</td>
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<td>30</td>
<td>SHAME, SHAME</td>
<td>The Miracles</td>
<td>Epic</td>
</tr>
<tr>
<td>31</td>
<td>LO MUCHO QUE TE QUIERO</td>
<td>Baby pip</td>
<td>ABC</td>
</tr>
<tr>
<td>32</td>
<td>PAPA'S GOT A BRAND NEW SAC</td>
<td>Baby pip</td>
<td>ABC</td>
</tr>
</tbody>
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**BUBBLING UNDER THE HOT 100**

- **MALINDA**
- **MALINDA**
- **BABY'S WAIT**
- **JUST DON'T NO LOVE**
- **DON'T CRY MY LOVE**
- **EVERYDAY PEOPLE**
- **KEEP ON DANCING**
- **BLUEBIRDS OVER THE MOUNTAIN**
- **MY FAVORITE THING**
- **DO YOU WANNA DANCE**
- **LADY HAWK**
- **ISN'T IT LONELY TOGETHER**
- **THE GIRL FROM Ipanema**
- **GOOD TIME GIRL**
- **CRIMSON & CLOVER**
- **THE BEGINNING OF THE END**
- **THE LEO ROSS SING-A-LONG SHOWDOWN**

**WHITE HOUSES**

- **REACH OUT TO ME**
- **YOU ARE MY SUNSHINE**
- **LOOKIN' BACK**
- **CALIFORNIA DREAMIN'**
- **DON'T BE AFRAID (Do as I Say)**
- **I'VE GOT A TENDER HEART**
- **YESTERDAY**
- **THE WOEM**
- **DON'T STOP ME**
- **COME ON, REACT**
- **ROCKIN' IN THE SAME OLD BOAT**
- **I WALK ALONE**
- **MEMORIES NOT HERE I COME**
- **VANCY**

**HOT 100—A TO Z—(Publisher-Licensee)**

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, New York.
When the John Sebastian Song Book is recorded, this will be chapter one.

"Daydream", "Summer In The City", "Do You Believe In Magic". Great songs recorded by everybody. But they're just a preface to an incredible new series of songs now being written by one of the most creative composers of contemporary rock. And in the belief that nobody sings Sebastian like Sebastian, Kama Sutra proudly presents his first single. The first of the new songs.

She's A Lady

MGM RECORDS
TOP 20 POP SPOTLIGHT

BEE GEES—I STARTED A JOKE

SAM & DAVE—SOUL SISTER, BROWN SUGAR

JAMES BROWN—TIT FOR TAT ( Ain ’ t No Taking Back)

RAY CHARLES & JIMMY LEWIS—IF IT WASN’T FOR BAD LUCK

WILLIAM BELL & JUDY CLAY—MY BABY SPECIALIZES

THE BOX TOPS—SWEET CREAM LADIES

PEACHTREE & SO TRUE

R&B SPOTLIGHT

JACKIE DE SHARMAN—Lover’s Cry

LEO DIXON—I’m Gonna Sit Right Down And Write Myself A Letter

WILLIAM BELL & JUDY CLAY—MY BABY SPECIALIZES

Top 20 Predictions to the top of the HOT 100 Chart

THE ARCHIES—FEELING SO GOOD

WILSON PICKETT—HEYY JUDE

THE FOUNDATIONS—BUILD ME UP BUTTERCUP

MITCH RYDER—RING YOUR BELL

THE MARMA LADE—OB-LA-DI OB-LA-DA

THE TIDAL WAVE—LIGHTNING AND THUNDER

Chart Predicted to reach the top of the HOT 100 Chart

COUNTRY

JIM CLAUSER—PLEASE TAKE ME BACK

CHART

Top 20 Predictions to reach the top of the HOT COUNTRY SINGLES Chart

BOBBY BARRY—Your Sweet Love Suffed Me (Carlo’s, Columbia)

MILLIKEN—Thank God For Cold Weather (EMI-Capitol, Columbia)

Top 20 Predictions to reach the top of the R&B SELLING SINGLES Chart

ALBERT KING—Bless Your Soul (Columbia, RCA)

CHRISTMAS SPOTLIGHTS

THE TEMPTATIONS—RUDOLPH THE RED-NOSED REINDEER

OTIS REDDING—WHITE CHRISTMAS/MERRY CHRISTMAS, BABY

Top 20 Predictions to reach the top of the R&B SINGLES Chart

TELEVISION FAME—Little Boy Blue (King, Capitol, ATCO, A&M, Columbia)

Torry (East, Memphis, B.C. International)

Top 20 Predictions to reach the top of the R&B SELLING SINGLES Chart

COUNTRY

JIM CLAUSER—PLEASE TAKE ME BACK

CHRISTMAS SPOTLIGHTS

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TELEVISION FAME—Little Boy Blue (King, Capitol, ATCO, A&M, Columbia)

Torry (East, Memphis, B.C. International)

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.
THIS TIME WE'LL LISTEN!

KUM BA YAH MY LORD, KUM BA YAH
O LORD, KUM BA YAH
SOMEONE HEARS YOU LORD, KUM BA YAH
O LORD, KUM BA YAH
SOMEONE'S PRAYIN' LORD, KUM BA YAH
O LORD, KUM BA YAH
COME BY HERE, MY LORD
LET ME HEAR YOUR VOICE ONCE AGAIN
LET ME HEAR IT AS I WALK WITH MY BROTHER
LET IT TALK TO ME THROUGH THE TREES
AND SING TO ME FROM THE MOUNTAIN TOP
COME BY HERE, MY LORD
THIS TIME WE'LL LISTEN
SOMEONE HEARS YOU LORD, KUM BA YAH
O LORD, KUM BA YAH
SOMEONE'S SINGIN' LORD, KUM BA YAH
O LORD, KUM BA YAH
SOMEONE'S SINGIN' LORD, KUM BA YAH
O LORD, KUM BA YAH
KUM BA YAH MY LORD, KUM BA YAH
O LORD, KUM BA YAH

"KUM BA YAH"
(COME BY HERE) 22421

THE LIGHT OF LOVE SHINES OUT OF THE 'DARK CONTINENT'

TOMMY LEONETTI

SINGS THIS MOVING AFRICAN FOLK SONG THAT
EXPRESSES THE NEEDS AND HOPES OF THE TIMES.

DECCA
A DIVISION OF MCA INC.
N. Ertegun Turns Chief in Mann's Overseas Session

BERLIN — Newbirt Ertegun, Atlantic Records' vice-president, who has charge of the foreign division, has been named president of a new London office being set up for Atlantic Records by the former Polydor managing director and himself a former Atlantic man, Harry Ertegun, who is president of Decca Records of England, and he is accompanied by another former Atlantic man, Allen Sargent, who is now western regional manager for Atlantic in the New York office.

Ertegun took the train from New York to London at the end of last week and has been in London ever since. He has been in business since 1944 in this city, still maintaining an office here for Atlantic to handle English and German market where there is a market for English and American records.

International sales of Atlantic are handled from the New York office, and Ertegun said that the London office will be stocked with records for the European and British markets, assuming his main job is to open up new markets and build up the company's influence in the European markets. He said he hopes to have Atlantic records sold in all parts of Western Europe in the near future.

Since Ertegun's arrival, Atlantic has announced that it has entered into an agreement with the French record company, Moet, to handle distribution of Atlantic records in France, and has also announced that it has retained the services of a French record producer, Jean Maitre.

Ertegun said that he hopes to have Atlantic records in all parts of Europe by the end of this year, and that he will be in charge of all international operations of the company. He said that he hopes to have Atlantic records in all parts of Europe by the end of this year, and that he will be in charge of all international operations of the company.

In addition to opening up new markets, Ertegun said he hopes to build up the company's influence in the European markets, and to increase the company's sales and profits in the future.

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New Albums for December

RCA

Archie and Lorene
Tell It Like It Is

Victor

Maggie Flynn

RCA

LOVE'S A
WOMAN'S JOB
NORMA JEAN

Victor

THE GOSPEL TRUTH
with Wendy Bagwell
and the Sunliters

RCA

George Hamilton IV
4th Dimension

Victor

JELLY ROLL
MORTON

The Piano Rolls and Voices
ALL TIME HITS OF THE PAST

RCA

The Best of Floyd Cramer
VOLUME 2

Victor

Original Victor
"THOSE WERE THE DAYS"

RCA

Manufactured and Distributed by RCA

Copyrighted Material
WHAT'S IN A NAME, WHAT'S IN A PHONOGRAPH?

NEW YORK—Record companies are writing different scripts on their album jackets to inform the consumer about the use of stereo records on monaural phonographs. Following is a roundup of some of the wit:

A&M Records: This record may be played either stereo or monaurally.

Capitol Records: This stereo record can also be played on modern monophonic equipment, safely and with excellent results. Today's improved record-playing equipment—mono as well as stereo—assists light-footed arms and flexible pick-ups that will not damage your stereo disks. Thus stereo records can now be purchased with assurance by owners of monophonic equipment. They will be played on stereo equipment just as they are on modern mono record players with excellent results. They will last as long as mono records played on the same equipment, yet will reveal full stereo sound on the stereo records.

Elektra: Stereo—also playable on monophonic.

RCA: RCA stereo records may be played on any modern phonograph, including the 'old-fashioned' turntable. There has been reproduction on a mono player and full stereo sound on a stereo player.

WB: This recording employs the Haeco-CBG System.

WB's 'Moth Confesses,' New Concept LP, Ready to Alight

NASHVILLE—A new concept in communication will be unveiled when Ted Blore, owner of Blore Brothers, releases an LP, "The Moth Confesses," a condensed contemporary opera.

The theme, taken from Percy S. Shelley's poem, is performed by the Neo-Philharmonic, a chamber orchestra composed of players of the Nashville Symphony Orchestra. The voice of Don Gant is the lead singer in the LP.

The LP is arranged sympathetically with a contemporary sound but the music will appeal to younger listeners who are lovers of symphonic music.

The "open" was written by Tupper Sassa and the orch-estra was created "The Wayward Bus" for RCA Victor. His symphony "Peter Pan," a piano concerto, has been performed by various symphonies. The Nashville Symphony Orchestra has also performed his works.

DISK MARKET'S SURGE AT YULE

LOUIS ANGELES—Record store sales during the December Christmas season are up 1.6% per cent increase over normal month-to-month basis. In the stereo disk sector sales are 178 per cent above normal.

Many are the sales patterns revealed by Capitol Records research department. Additional proof of this general retail real: visual impact is of more importance than ever, and time of the year.

The peak sales of albums and singles come in the one-month period before Christmas. Prior to becoming associated with the new sales tool, the record industry had no knowledge of the effects of visual stimulation on the buying habits of the public.

For instance, a study by Publicity Research of the impact of the new sales tool was conducted on a series of songs from six different albums.

The songs were played at both high volume and low volume, while sound quality was controlled by a time delay switch.

The results indicated that sales of the songs were up 40% at both high and low volume.

All of the albums were recorded in stereo, but the songs were mixed in mono.

The study showed that the mono version of the songs sold 30% less than the stereo version, but when played at low volume, the difference was only 10%.

The conclusion is that the stereo format is essential for maximum sales, but that the mono format can be used for lower volume芬音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音うる音箱
MOTOWN IS A SOUND INVESTMENT
JUST CHECK US, WE'RE

CHART POSITIONS FROM BILLBOARD'S HOT 100, DEC. 14, 1968.

1. I HEARD IT THROUGH THE GRAPEVINE
   MARVIN GAYE
   Tamla 54176

2. LOVE CHILD
   DIANA ROSS & THE SUPREMES
   Motown 1135

3. FOR ONCE IN MY LIFE
   STEVIE WONDER
   Tamla 54174

13. CLOUD NINE
    TEMPTATIONS
    Gordy 7081

20. I'M GONNA MAKE YOU LOVE ME
    DIANA ROSS & THE SUPREMES & THE TEMPTATIONS
    Motown 1137

67. MALINDA
    BOBBY TAYLOR & THE VANCOUVERS
    Gordy 7079

AND MORE TO COME

RECORD CORPORATION
"The Sound of Young America®"
FROM A HIGH-STYLE SATIRE OF THE WORLD'S MOST FAMOUS NEWLYWED COUPLE

Bob Booker and George Foster present

Beware of Greeks Bearing Gifts

A HIGH-STYLE SATIRE OF THE WORLD'S MOST FAMOUS NEWLYWED COUPLE.

20 HYSTERICAL BANDS TELL THE SATIRIC STORY OF "THE NEWLYWEDS" — FROM "GETTING READY FOR THE WEDDING" TO "A QUIET EVENING AT HOME".

WHEN THE NEWLYWEDS spend "A QUIET EVENING AT HOME" it's hysterical!

How does THE "ABOUT TO BE GROOM" tell "MOMMA" that he's getting married — BUT — "She's not a Greek girl, Momma!"

What happens when THE BRIDE gets a phone call from the Vatican? Hear what takes place when "THE WEDDING" is interrupted by a visit from a famous female Italian Opera Star!

THE NEWLYWEDS hold their first "PRESS CONFERENCE". The result is a "million dollars" worth of laughs.

Meet the Tailor who makes THE GROOM'S "Baggy suits".

THE GROOM calls an old friend, SPIRO AGNEW, to arrange a "BIG FIX" — and Mr. Nixon listens in.

What is the unusual wedding present THE BRIDE and GROOM receive from her sister LEE and the PRINCE?

"A TYPICAL MORNING" on the "yacht" includes a robbery in the millions.

The funniest dinner you've ever "attended" takes place when THE NEWLYWEDS invite PRINCESS GRACE and the PRINCE to dine on the yacht!

THE BRIDE and GROOM visit New York and there's CHAOS when the two sets of "His" and "Her" servants meet head-on!

THE BRIDE'S husband, "THE CAPTAIN", has a near collision "at sea".

THE BRIDE'S answer to a press question, "What are you looking forward to in your life together?", is a BILLION DOLLARS WORTH OF LAUGHS!

MXS 3173 STEREO

Available on Reel to Reel and Cassette From GRT on 4 and 8 Track From ITCC.

A DIVISION OF TALMADGE PRODUCTIONS INC., NEW YORK, N.Y. 10019