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International
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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 its "raw state."

Sears, White Front, May Co., Broadway and Wallichs Music City will boycott the album. The general opinion from record buyers at the five chains is that the nude cover is obscene.

Ethan Caston, Wallichs Music City vice-president, said the chain might test-market the al-

bum in a special jacket to get customer reaction, but will not sell the album in any form.

Tetragrammaton, which will distribute the album in the U. S. and Canada, plans to enclose the cover in an opaque envelope with cutouts for Lennon's and Miss Ono's heads. Even in that state the album will be unacceptable, according to Herman Platt, record buyer of the 16-store May Co.; Paul Nebel, buyer for Sears, Roebuck; Jack Hampton, assistant record buyer at the 26-store White Front, and Caston.

The six-store Wallichs chain
[\(Continued on page 4\)](#)

IMPORTANCE OF BEING LENNON

NEW YORK—David Rothfeld, divisional merchandise manager of the Korvette chain, explained his position on the "Two Virgins" album this way: "An artist of John Lennon's stature is too important not to be heard. Appropriate arrangements are being made to handle the LP and still not offend our family trade."

Canada Battle On Copyright

By RITCHIE YORKE

TORONTO — Canada's 400 radio stations and record companies continue to battle over the possibility of legislation for local talent and the controversial copyright bill.

The recent threat by the Canadian Association of Broadcasters to boycott recorded music has so far remained only a threat.

This followed a brief being submitted to the Copyright Appeal Board by record companies asking for a \$5 million tariff annually on users of recorded music.
[\(Continued on page 59\)](#)

R&B Disks Swing to 'Black Hope' Tunes

By ELIOT TIEGEL

LOS ANGELES—Black aspirations are now getting a voice in the lyrics of rhythm and blues songs. Heretofore, r&b material 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 racking 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 Williams on Venture, said 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 Negro has had at one time—to be something," Lanier said. "The song says stop dreaming and start doing something about your dreams."

Typify Mood

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
[\(Continued on page 8\)](#)

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, met here last week with a number of leading industry executives. Brass included EMI group director of records L. G. Woods, Decca director W. W. Townsley, controller of BBC Radio 1 and 2 Robin Scott, CBS managing director Ken Glancy, Pye's international chief Geoff Bridge, Beatles' producer George Martin, publisher Dick James, Radio Luxembourg's British chief Geoffrey Everitt, Laurence Seinyard, 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 Ness of RCA and Leslie Gould of Philips.

After two days in London, Finkel flew for meetings with industry leaders throughout Europe. He was accompanied by Billboard's European director Andre de Vekey and European editor Mike Hennessey. Finkel will meet leading music industry personnel in Germany, France, Italy, Switzerland and Holland. He is winding up plans for the all-industry conference sponsored by Billboard and Rec-

ord Retailer which will also include delegates and speakers from Japan, the Far East and other countries.

Finkel, commenting on his meetings here, said, "I have
[\(Continued on page 10\)](#)



The Colwell-Winfield Blues Band, Verve/Forecast's latest underground discovery, is blowing hot and heavy up both charts with their debut album, "Cold Wind Blues" (FTS-3056), plus their standout single, "Free Will Fantasy" (KF-5098), from the LP. The group, whose live appearances are drawing considerable attention and acclaim, just finished breaking it up at New York's Cafe Au Go Go. (Advertisement)



Tonight see and hear Diana Ross and The Supremes with The Temptations starring in their first TV special, "TCB." You can always count on a top performance from these two outstanding acts as their present chart activity shows. In the top 20 is 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 "TCB," MS-682, is available today from your local Motown distributor. (Advertisement)

(Advertisement)

Tonight...

The
TV Event
of
the year...



DIANA ROSS AND THE SUPREMES

WITH THE TEMPTATIONS

IN THEIR FIRST TV SPECIAL

TCB* NBC-TV

see page 11

OLIVER!

Much more than a movie soundtrack! It's a total entertainment experience



COSD-5501

COLUMBIA PICTURES Presents THE ROMULUS PRODUCTION of
LIONEL BART'S

OLIVER!

AN ORIGINAL SOUNDTRACK RECORDING

Music by LIONEL BART Lyrics by JOHN GREEN
Choreography and Musical Staging by ONNA WHITE
Produced by JOHN WOOLF Directed by CAROL REED
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PANAVISION® TECHNICOLOR®



Available on Stereo 8 Cartridge Tape

Manufactured and Distributed by RCA



Ward's Boycotts Cadet's 'Peace'

By RON SCHLACHTER

CHICAGO — Montgomery Ward has instructed record suppliers not to ship to the chain the new Cadet-Concept Rotary Connection LP, "Peace." Although national buyer James O'Brien here refused to comment, Dan Heilicher, J. L. Marsh Co., Minneapolis, which racks many Ward's stores, said, "We have been told not to ship Ward the album."

Heilicher said he understood Ward's objections stemmed from the way the album was being advertised. "I think the advertisement depicting a dead Santa Claus on a battlefield is in poor taste."

A check with other rack jobbers, one-stops and All State Record Distributing here, revealed there were no other complaints about the album.

"I have heard nothing about the album," said David Strome, manager, Handleman, Detroit, which racks certain Ward's stores but not in the Chicago area.

Meanwhile, Chess advertising director Dick LaPalm explained the purpose of the advertisement this way:

"When we chose to illustrate our Christmas album with the traditional Santa Claus, we had to ask ourselves some pointed questions. How can Santa be fat when millions of innocent children are starving to

death in Biafra? How can Santa be jolly when our nation is torn with racial strife and persecution? How can Santa remain unscathed when thousands lie dead and wounded in Vietnam?

"Santa, like all of us, must feel the shame and torment of a world that needs healing. No longer can he, or any of us, turn from what we know is wrong and pretend that all is right simply because it is Dec. 25. Before we can rejoice in the spirit of Christmas, we must rejoice in the essence of Christmas. Peace."

Ertegun Hits Compatible Disk —Renews Backing CS Record

By MIKE GROSS

NEW YORK — The controversy over the stereo/monaural-playing record flared up again last week when Nesuhi Ertegun, Atlantic Records vice-president, said in no-nonsense terms, "all claims about the compatible record are pure nonsense."

While blasting the so-called compatible record, Ertegun reaffirmed his, and Atlantic's, continued support of Howard Holzer's Compatible Stereo Generator (CSG) record despite its

slow start in getting off the ground. The CSG disk was launched early this year but Atlantic found that it worked satisfactorily only on expensive and/or modern equipment. Atlantic discovered that a lot of consumers and radio stations were still using "dated" equipment on which the full value of the CSG disk was lost.

Atlantic, therefore, has been holding back on a complete production commitment to CSG. "We're ready but the market isn't," Ertegun said. He explained that the radio stations have been the prime factor in

holding back Atlantic's total switchover to CSG in that most of them are still operating with old equipment. Phil Iehle, one of Atlantic's key engineers, said that most of the stations around the country are operating with a cartridge that costs about \$9 and they are reluctant to modernize with a cartridge that would cost about \$25, and which would give them the better sound that the CSG sound affords.

Cartridge Fund

Atlantic is so strong for the CSG disk that it, at one time, had been considering building a

Tape Catalog

The sale also provides Longines with Capitol's tape cartridge catalog. Longines already sells home entertainment products.

A staff of 500 works for the

Capitol club, formed 11 years ago and which at present represents 20 different companies and their various labels. The majority of the contracts are on an exclusive basis, such as those with MGM and ABC, but Warner Bros.-Seven Arts, for example, is on a nonexclusive arrangement.

Capitol Industries established the Direct Marketing Corp. last March. The mail-order company was well into a diversification program, guided by the then president of the record company, Alan Livingston.

The club had not been doing as well financially, having to compete with the RCA and Columbia Clubs despite its diversification into other products. When Livingston left in July, there was a management re-evaluation of the club. EMI was forced to either sell the club or expand its operation.

Formed in 1857

Longines, established in 1857 as a watchmaker, has been very successful with its subsidiary record mail-order business, which also includes ownership of the Citadel Record Club, a membership discount plan involving discounted albums selected from the Sobmann Catalog.

While Capitol's club has just gotten into the multiple record box set business, with packages by Nat Cole, Jackie Gleason and Guy Lombardo, the Longines Symphonette Society has been limited in its scope of products obtainable from outside sources. The Capitol Club's catalog will now allow Longines to create box sets from companies whose contracts with Capitol allow for that kind of merchandising. The Symphonette's mailing list is one of its major assets.

Longine's record 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 company's annual report, totaled \$52,756,925. This is an increase over the previous year which totaled \$41,754,000. Longine's consolidated sales last year were the largest in its history.

AMDIE Cites Show's Aim —For, By and With Dealer

LAS VEGAS — American Music Dealers Industry Exhibit (AMDIE) president Ed Phinney stressed the importance of the dealer in the upcoming show set for May 12-15 in the Convention Center here. Phinney said:

"We're not competing with NAMM. This is not East vs. West. There are simply two different shows. One is a manufacturer's show and ours is a dealer's show. This is not a regional show. This will be both a fun and open show."

Phinney stressed the AMDIE is not a dealer association. There are no memberships or dues. Dealers are being charged a \$5 registration fee which provides for a confirmed hotel reservation of their choice; four nightclub shows, one each night; and participation in the sweepstakes, which features 237 prizes. Top prize is a global trip for two,

William B., WNEW Pact

NEW YORK — William B. Williams has been signed to a new three-year contract with WNEW, Metromedia Radio's flagship station here.

Williams will continue as host of WNEW's "Make Believe Ballroom," a slot he has filled for the past 11 years. In addition, Williams hosts WNEW Radio's periodic live Music Spectaculars, which in recent months have spotlighted such recording artists as Ella Fitzgerald, Tony Bennett, Steve Lawrence and Eydie Gorme, Peggy Lee and Sammy Davis Jr.

which may be taken anytime within five years.

Special events include an industry golf tournament, trips to nearby Hoover Dam and Lake Mead, and a number of activities for the wives. The Diner's Club is handling all travel without charge.

ITCC Into Disk Distrib

NEW YORK — International Tape Cartridge Corp. (ITCC) has joined the trend of acquiring record interests. The tape CARtridge duplicator - marketer has purchased worldwide distribution rights for Steady Records and Bobby Records. To handle its record distribution, ITCC has set up Hourglass Records as a subsidiary division.

In another move, ITCC has also set up a Canadian operation, where it will manufacture its own product and custom duplicate for other labels.

I. Fisher's Studio Rocks With Bands

LOS ANGELES — I. D. Sound, an eight-month-old recording studio, owned by former RCA engineer, Ivan Fisher, is becoming a specialty house for pop rock bands.

Located in the former offices of Imperial Records on LaBrea Avenue, the studio has been used by Canned Heat, HP Lovecraft, the Doors, Monkees and Dino, Desi and Billy, among others. In addition to regular commercial recordings, the studio is also being used to record music for TV shows.

Motown Sweeps Top 3 Spots on 'Hot 100'

NEW YORK — The Motown Record Corp. took over the singles sweepstakes this week, scoring on Billboard's "Hot 100" chart with the top three positions and a total of five disks in the top 20.

Leading the takeover is Marvin Gaye's "I Heard It Through the Grapevine" on Tamla. In the No. 2 spot is Diana Ross & the Supremes' "Love Child" on Motown, and No. 3 is Stevie Wonder's "For Once in My Life" on Tamla. Also in the Motown sweep are the Temptations' "Cloud Nine" on Gordy, No. 13; and Diana Ross & the Supremes and the Temptations' "I'm Gonna Make Love to You" on Motown, No. 20.

In addition, Motown is now moving into the TV field. Motown Productions Inc., in association with George Schlatter-

Transfer RCA Records to NBC

NEW YORK — The RCA Record Division will be transferred to the National Broadcasting Co., a subsidiary of Radio Corp. of America, effective Jan. 1.

The move, according to Robert W. Sarnoff, RCA president, is being made because the company wants to put all its activities in the leisure time and entertainment fields in one group.

The record division, headed by Norman Racusin, will report to Julian Goodman, NBC president, but will continue to operate as a separate entity.

Ed Friendly Productions, is launching its first TV effort Monday (9) on NBC with a special titled "TCB" (Taking Care of Business). The TV special features Diana Ross & the Supremes with the Temptations. Motown is releasing the soundtrack album of the TV special.

Tetra Dealing For Caster of 'White Hope'

LOS ANGELES — Tetragrammaton is closing in on the acquisition of the original cast album rights to the Broadway play, "The Great White Hope." Arthur Mogull, president of Tetragrammaton, Herman Levin, the show's producer, and Howard Sackler, the author, are in the final stages of negotiation. It will be the label's first original Broadway cast venture.

The show, words and incidental music will be recorded for a three-disk package. Sackler, who is also a director of recordings for the Caedmon label, has been retained to produce the album. James Earl Jones, who received star billing for his performance after the show's Broadway opening, will be starred on the album. A recording date has been scheduled for Jan. 20.

Thiele's Tie With Impulse

NEW YORK — Flying Dutchman Productions, the independent production company set up recently by Bob Thiele, has been signed to produce exclusively for ABC's Impulse jazz line.

Thiele was executive a&r producer for ABC for seven years before starting his own company. During this time he played a major role in developing Impulse as a jazz label, introducing Gabor Szabo and the late John Coltrane to the line.

Woody Asked to LBJ's 'Woodshed'

WASHINGTON — President Johnson has invited Woody Herman and his wife to a private dinner at the White House Wednesday (11) in honor of His Highness Shaikh Sahab al Salim al Sabah Amir of the state of Kuwait. Amir, a long-time jazz buff, requested Herman's presence.

Chess Jumps to '69 at Meet

CHICAGO — The 1969 album product of Chess, Checker, Cadet and Cadet-Concept record companies will be unveiled to East Coast distributors Jan. 13 at the Americana Hotel in New York.

The four labels, subsidiaries of Chess Producing Corp., will be represented by Leonard Chess, president; Max Cooperstein, vice-president and general manager; Richard Salvador, Eastern sales and promotion director;

and Dick LaPalm, advertising and marketing director.

Distributorships will include Alpha, New York; Seaboard, Hartford; Dumont, Boston; Mohawk, Albany; Rosen, Philadelphia; Essex, Newark, and Hamburg, Pittsburgh.

Other Markets

Cooperstein, Salvador and Bert Loob, national sales director, will also travel to other key markets for the sales presentation. Cooperstein will be in Oak-

land and Los Angeles, Jan. 10, and Washington, Jan. 13. Salvador's itinerary includes Washington, Jan. 13; Cleveland and Detroit, Jan. 14; Atlanta and Miami, Jan. 15, and Charlotte, Jan. 16. Loob will be in Minneapolis and Chicago, Jan. 10; St. Louis, Jan. 11; Memphis and Nashville, Jan. 13; New Orleans and Houston, Jan. 14, and Dallas and Denver, Jan. 15.

The Cadet artists featured on the release include Lou Donaldson, Yusef Lateef, Ray Bryant, Ramsey Lewis, Soulful Strings, the Dells and two newly signed artists, Brother Jack McDuff and Woody Herman.

The Cadet-Concept label will offer Howlin' Wolf, while Checker will present Martha Bass, the Soul Stirrers, the Salem Travelers and the Violinaires.

The Chess label will spotlight Buddy Guy, Pigmeat Markham, Rev. C. L. Franklin and a new "Heavy Heads."

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 its New York studios on Nov. 24. The first copies were pressed, packaged and ready for distribution to key critics and top production personnel by Nov. 27.

The advertising campaign began the first week of the show's New Haven tryout with co-op

ads in local newspapers insuring receipt of the album by Nov. 29 on return of a coupon. The same campaign was run during Boston tryouts, when Capitol also started its trade advertising. For the official New York opening, the campaign concentrated on radio and newspaper advertisements, including full-page announcements of the album's availability.

New Haven, Boston and New York previews also signaled the opening of the display campaign with streamer and easel-cover displays. A de luxe in-motion display was created for Capitol's window campaign in the New York area. The campaign also includes ad mats for national distribution, de luxe programs with flexible seven-inch disks bound in, and de luxe press kits for reviewers. Music from the show has been recorded for Capitol by Claus Ogerman, Gordon MacRae, the Sounds of Our Times, Lou Rawls, Nancy Wilson, Sandler & Young, and Cannonball Adderley.

Harmony Sets 3-Mo. Promo On 11 Albums

NEW YORK — Harmony Records is kicking off an extensive three-month merchandising campaign in conjunction with the release of 11 albums. This is the first time a program of any kind has been instituted in December by Harmony.

A special binder has been created and will be sent out as part of the campaign. The binder will contain slicks of the 11 new Harmony LP's, as well as slicks of Harmony's all-time best sellers. In addition, special order forms have been prepared and will also be sent out. New advertising kits and picture catalogs will be available.

Featured in Harmony's new release are Burl Ives, Eydie Gorme, Lee Hazlewood, Johnny Horton, Percy Faith, the King Family, Lou Monte, Claude King, Lawrence Welk, the Kilima Hawaiians, the Everly Brothers, Frankie Laine, Doris Day, Frank Sinatra, Ferrante & Teicher, and Ray Price.

Buddah Gets K-K's Distrib

NEW YORK — Buddah Records will handle distribution of all labels of Kasenetz-Katz Associates including the new Super-K. Agreement was reached by Neil Bogart, Buddah vice-president and general manager, and Jerry Kasenetz and Jeffrey Katz, principals of Kasenetz-Katz.

Super K's first release will be "Sweet, Sweet Lovin' You," written and produced by Bo Gentry, Bobby Bloom and Richie Cordell. The disk is the first for Kasenetz and Katz as artists recording as Jerry and Jeff.

Five Chains Ban Apple Album; Korvette 'Bites'

• Continued from page 1

has banned only one album prior to the Lennon product—a Murray Roman album released this year also by Tetragrammaton.

A statement was issued by Sears: "We don't carry any product that might harm our reputation as a family store," said Paul Nebel.

Sears has refused to carry the Sergio Mendes and Brasil '66 album, "Fool on the Hill," which Nebel considers in poor taste graphically.

Caston and Platt, however, feel there is a major difference between the Lennon album

cover and the inside art work on the Sergio Mendes LP. "One is tastefully prepared," said Platt, "while the other is dirty."

"While it is not our job to act as a public censor," stated Platt, "I feel sensationalism and liberalism can go too far."

To date, Sears has banned the album from its more than 800 stores, with little likelihood it will change its policy even with the cover being marketed in an opaque envelope.

Several other major chains, including Montgomery Ward, Fedco and several discount outlets, said they would wait until they had an opportunity to view the album cover.

BMI Gains Sharp Hike In Fee Pact

NEW YORK — The BMI increase in its radio performance revenues resulting from a new five-year pact with the broadcasting industry is more substantial than indicated in last week's story. The agreement calls for an increase by about 10 per cent during the first and second years over the rate now being paid, 11 per cent the third year, 13 per cent the fourth year, and 26 per cent the fifth year.

The new rates will apply to all stations having receipts in excess of \$80,000 a year. For stations with receipts below \$80,000, payments will be at lower rates than for those above \$80,000 but higher than the smaller stations' rates have been in the past. Minimum station fee will be \$18 a month. Any station has the right to terminate its contract at any time after the third year.

Cap.: 'Beatles' Top Seller

NEW YORK — Capitol Records is already counting on the new Beatles album on the Apple label as the biggest selling LP in its history. Dealer orders on the album, titled "The Beatles," stood at 1.9 million at the end of the first week of release, Capitol reported. Over-the-counter sales for the week, the last week in November, totaled 1.1 million, the rest being back-ordered for pre-Christmas sale.

These record-breaking figures are particularly significant in that the album, two-disk package, carries a suggested list price of \$11.79.

Seymour Forms All-Purpose Co.

DETROIT—Robin Seymour, former radio-TV personality, has formed a company, Enterprises, to work in all facets of entertainment. He now plans to package teen music concerts and get involved with the music publishing and recording fields. Among the four local TV specials planned by the new company is an "NAACP Sound Festival" next February.

Executive Turntable

Stan Gortikov, Capitol Records president, elected to the board of directors of Capitol Industries, Inc. He was also named to the group's executive committee. Gortikov was promoted to the presidency of the record company in February. . . . Jack Tracy resigned as a Liberty Records producer to go into independent production. He had been with the label two and a half years. He will continue to produce Sue Raney, the Four Freshmen, and the comedy team of Skiles and Henderson. . . . Ted Ponseti named national product manager for Warner Bros.-Seven Arts tape product. Ponseti was previously Coast district sales manager. . . . Lee Ivory joined the Lou Rawls music organization as director of public relations.



THAGARD



ZEMAREL



INGEME

Chuck Thagard, Zim Zemarel and Sal Ingeme have been assigned additional duties by Ron Alexenburg, national promotion director of Columbia Records, to strengthen promotional coverage in several key areas. Thagard has been promoted to West Coast Regional Manager. Zemarel, who has been covering the Philadelphia-Baltimore-Washington-Virginia territory, will now extend his territory from Maryland to Florida. Ingeme's new territory now covers Boston; Hartford, Conn.; Syracuse, N. Y., and Philadelphia. . . . Len Magnus appointed artists and repertoire producer of Recorded Tape at RCA. For the past five years he was associated with the ABC Radio Network as its associate director. At RCA, he'll report to Elliot Horne, manager of product planning for Recorded Tape.

Mrs. Theodore Zavin named senior vice-president, performing rights administration, of Broadway Music, Inc. In addition, Ronald Anton named vice-president, performing rights administration, for the East Coast, and Herbert Eiseman, vice-president, performing rights administration, West Coast. Leo Cherniavsky becomes vice-president, foreign performing rights administration, and Oliver Daniel is now vice-president, concert music administration.

Robert Webb named head of the music publishing and a&r departments at Jim Webb's Canopy Productions. Howard Golden set as head of a new film and TV wing, and Phil Turetsky appointed treasurer of the parent company. Pat Dennis joined the company as general manager to assist on administrative details. . . . Brian Williams joined the Fitzpatrick Corp., Los Angeles-based management firm to sign acts for pop music and publishing. He was formerly with the Agency for the Performing Arts. . . . Riki D. Shrode appointed operations manager of J. D. Productions, record, TV and film company.

Bill Thompson, executive assistant to Tom Smothers, appointed general manager of Krage/Fritz, Inc., the personal management wing of Krage, Smothers & Fritz. . . . Raymond C. von Felten joined General Recorded Tape as tape development manager of the Sunnyvale, Calif., firm. Prior to joining GRT, he was program manager of FMC Corp. San Jose, Calif., and was previously associated with Memorex Corp. of Santa Clara, Calif., as product engineering manager. . . . Peter Burke appointed ASCAP recruiter for the West Coast office.

KITTY WELLS SAYS

Northern Cities Outdrawing Southern on Country Shows

NEW YORK—Some Northern urban territories are now surpassing Southern cities as markets for country shows, according to Kitty Wells, noted country artist.

The Queen of Country Music—and the first Decca artist signed to a lifetime pact by the label—said that this interest in country music in Northern markets is exemplified by high grosses racked up in such cities as Chicago, Milwaukee, Minneapolis, Hammond (Ind.), and many sections of the Dakotas, Pennsylvania and elsewhere.

The singer and her husband, Johnny Wright, and their family group including Bobby Wright, Ruby and Carol Sue, are on the road approximately 200 days a year. "We played Convention Hall in Philadelphia a couple of weeks ago, with

Ernest Tubb and Joe and Roy Maphis, and attracted a very large audience," the singer said. She also noted that many of these successful country packages were made up of the traditional style of country artists and that traditional country music, as well as the more sophisticated pop-country genre, was appreciated by urban audiences. Kitty Wells and Johnny Wright in their years of personal appearances have played every State in the union except Alaska. And, of course, they have toured extensively in Germany, Italy, France, England, Holland and every Canadian province. In earlier years they also played Cuba.

One of the basic reasons for the continuing strength of country music, according to Kitty

(Continued on page 6)

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 9678/14 KO 0506*/18 KO 0506†/CQ 1044†
- Big Brother and The Holding Company**
- Cheap Thrills
KCS 9700/14 KO 0488*/18 KO 0488†/CQ 1040†
- Blood, Sweat and Tears**
- Child Is Father to the Man
CS 9619/14 10 0448*/18 10 0448†/CQ 1029†
- An Anthology of British Blues**
Z12 52006/Z14 52006*/Z18 52006†
- The Byrds**
- Sweetheart of the Rodeo
CS 9670/14 10 0462*/18 10 0462†/CQ 1025†
- Greatest Hits
CS 9516/14 10 0268*/18 10 0268†
- Johnny Cash**
- At Folsom Prison
CS 9639/14 10 0404*/18 10 0404†/CQ 1005†
- Greatest Hits
CS 9478/14 10 0264*/18 10 0264†/CQ 940†
- Chad and Jeremy**
- The Ark
CS 9699/14 10 0478*/18 10 0478†
- The Chambers Brothers**
- A New Time—A New Day
CS 9671/14 10 0464*/18 10 0464†/CQ 1037†
- The Time Has Come
CS 9522/14 10 0376*/18 10 0376†/CQ 1020†
- Leonard Cohen**
CS 9533/14 10 0362*/18 10 0362†
- Ray Conniff**
- Turn Around, Look at Me
CS 9712/14 10 0520*/18 10 0520†/CQ 1051†
- Gift Set GP 3
- Honey
CS 9661/14 10 0424*/18 10 0424†/CQ 1012†
- It Must Be Him
CS 9595/14 10 0352*/18 10 0352†/CQ 977†
- John Davidson**
- Goin' Places
CS 9654/14 10 0410*/18 10 0410†
- Phyllis Diller**
- Born to Sing CS 9523
- Bob Dylan**
- John Wesley Harding
CS 9604/14 10 0372*/18 10 0372†/CQ 997†
- Greatest Hits
KCS 9463/14 KO 0220*/18 KO 0220†/CQ 1019†
- The Electric Flag**
- A Long Time Comin'
CS 9597/14 10 0450*/18 10 0450†/CQ 1033†
- Percy Faith**
- Angel of the Morning
CS 9706/18 10 0496†/CQ 1038†
- Forever Young GP 1 (Gift Set)
- Flatt and Scruggs**
- Nashville Airplane
CS 9741/14 10 0534*/18 10 0534†
- Kooper, Bloomfield, Stills**
- Super Session
CS 9701/14 10 0502*/18 10 0502†/CQ 1075†
- Peggy Lipton** Z12 44006
- Johnny Mathis**
- Those Were the Days
CS 9705/14 KO 0494*/18 KO 0494†/CQ 1039†
- Gift Set GP 2
- Love Is Blue
CS 9637/14 KO 0398*/18 KO 0398†/CQ 1004†
- The Millennium**
- Begin
CS 9663/14 10 0526*/18 10 0526†

Jim Nabors

- The Lord's Prayer
CS 9716/14 10 0536*/18 10 0536†/CQ 1052†
- Kiss Me Goodbye
CS 9620/18 10 0440†/CQ 1090†
- The Nice**
- The Thoughts of Emerlist Davjack
Z12 52004
- Laura Nyro**
- Eli and the Thirteenth Confession
CS 9626/14 10 0562*/18 10 0562†/CQ 1069†
- Patti Page**
- Gentle on My Mind CS 9666
- Peaches and Herb**
- Greatest Hits
TES 4012/D14 74014*/D18 74014†
- Pozo Seco**
- Shades of Time
CS 9656/18 10 0476†
- Ray Price**
- She Wears My Ring
CS 9733/14 10 0540*/18 10 0540†/CQ 1058†
- Gary Puckett and The Union Gap**
- Incredible
CS 9715/14 10 0538*/18 10 0538†/CQ 1054†
- Young Girl
CS 9664/14 10 0456*/18 10 0456†/CQ 1030†
- Woman, Woman
CS 9612/14 10 0374*/18 10 0374†
- Paul Revere and The Raiders**
- Something Happening
CS 9665/14 10 0466*/18 10 0466†/CQ 1026†
- Greatest Hits
KCS 9462/14 KO 0218*/18 KO 0218†/CQ 1021†
- Marty Robbins**
- I Walk Alone
CS 9725/14 10 0546*/18 10 0546†/CQ 1068†
- Mongo Santamaria**
- Soul Bag
CS 9653/14 10 0436*/18 10 0436†/CQ 1093†
- Pete Seeger**
- Now CS 9717
- Simon and Garfunkel**
- Bookends
KCS 9529/14 KO 0420*/18 10 0420†/CQ 1011†
- Parsley, Sage, Rosemary and Thyme
CS 9363/14 10 0132*/18 10 0132†/CQ 1017†
- Sounds of Silence
CS 9269/14 10 0066*/18 10 0066†/CQ 1016†
- Wednesday Morning, 3 A.M.
CS 9049/14 10 0498*/18 10 0498†/CQ 1034†
- Grace Slick and The Great Society**
- How It Was
CS 9702/14 10 0516*/18 10 0516†
- Small Faces**
- Ogdens' Nut Gone Flake
Z12 52008/Z14 52008*/Z18 52008†/ZQ 1092†
- O. C. Smith**
- Hickory Holler Revisited
CS 9680/14 10 0524*/18 10 0524†/CQ 1088†
- Spirit**
Z12 44004/Z14 44004*/Z18 44004†/ZQ 1041†
- Barbra Streisand**
- A Happening in Central Park
CS 9710/14 KO 0528*/18 KO 0528†/CQ 1048†
- Simply Streisand
CS 9482/14 KO 0320*/18 KO 0320†/CQ 966†
- Free Again
CS 9347/14 KO 0134*/18 KO 0134†/CQ 862†
- Jerry Vale**
- This Guy's in Love With You
CS 9694/18 10 0484†/CQ 1089†

Andy Williams

- Honey
CS 9662/14 KO 0422*/18 KO 0422†/CQ 1024†
- Sound of Music GP 5 (Gift Set)
- Original Cast Albums**
- Cabaret** KOS 3040/18 12 0022†/OQ 901†
- Camelot**
OS 2031/14 12 0006*/18 12 0006†/OQ 344†
- Mame** KOS 3000/18 12 0016†/OQ 853†
- Movie Sound Track Albums**
- Chappaqua** OS 3230
- Funny Girl**
BOS 3220/14 12 0034*/18 12 0034†/OQ 1032†
- The Graduate**
OS 3180/14 12 0030*/18 12 0030†/OQ 1010†
- You Are What You Eat**
OS 3240/14 12 0036*/18 12 0036†/OQ 1047†
- Christmas Albums**
- Tony Bennett**
- Snowfall/The Tony Bennett
Christmas Album CS 9739
- Anita Bryant**
- Do You Hear What I Hear? CS 9520
- Charlie Byrd**
- Christmas Carols for Solo Guitar
CS 9355
- Johnny Cash**
- The Christmas Spirit CS 8917
- Ray Conniff**
- Christmas With Conniff
CS 8185/18 10 0128†/CQ 314†
- Percy Faith**
- Christmas Is... Percy Faith
CS 9377
- Eydie Gorme and The Trio Los Panchos**
- Navidad Means Christmas CS 9357
- Robert Goulet**
- Wonderful World of Christmas
CS 9734
- This Christmas I Spend With You
CS 8876/CQ 589†
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- Christmas Album CS 9728
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- Christmas With Mahalia CS 9727
- Steve Lawrence and Eydie Gorme**
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- Christmas Album
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- Christmas With The Christies
CS 9356
- Marty Robbins**
- Christmas With Marty Robbins
CS 9535
- Barbra Streisand**
- A Christmas Album
CS 9557/14 KO 0530*/18 KO 0530†/CQ 1050†
- Jerry Vale**
- Christmas Greetings
CS 9025/CQ 692†
- Andy Williams**
- Merry Christmas
CS 9220/14 KO 0130*/18 KO 0130†/CQ 771†

TEAR OUT AND SAVE

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, 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" and "Myra Breckenridge," also with 20th Century-Fox, as is "Stanyan Street."

He has recorded his "Concerto for Four Harpsichords" with the London Arte 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 several 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 antiwar

film; and "Listen to the Warm." McKuen also is writing the lyrics for "Me Natalie," to music of Henry Mancini.

McKuen recalls that Mancini encouraged him when both were under contract to a Hollywood studio several years ago. Mancini is "one of the few composers I'd write lyrics for now." McKuen explained that a major reason Mancini's soundtrack albums were so good was that they were recorded separately in a studio rather than just pulled from the soundtrack tape.

A difference in McKuen's soundtrack recordings is that he is cutting extended versions of the music on 4 and 8 tracks, in addition to the 3-track film version. McKuen then edits the two hours or so of tapes to make a cohesive album. He firmly believes that film music should have a different impact in the theater, where it supports the movie and on record, where it stands on its own. "Joanna" is an exception, he said, because the music is used as a character in the film.

"Stanyan Street" will be a complete McKuen affair as he will produce the film and write the screenplay in addition to doing the score. The film will use five pages from his book of the same title, one of his Random House collections that have made him probably the best-selling poet of all time. More than one million volumes were sold last year.

Listings for Label

The books also carry listings for his own label, Stanyan Records, which supplies disks on a mail-order basis. But, even this limited distribution brought in an estimated \$300,000 last year. The albums are elaborately pack-

(Continued on page 86)

6-Mo. Old Pzazz Blooming With 12-Artist Line-Up

LOS ANGELES — Fledgling Pzazz Records has built a 12-artist roster in its first six months of operation, with veteran performers Louis Jordan and Lorez Alexandria, the leading name acts.

Jordan's recordings for the Paul Gayten-owned company are his first in 10 years. Miss Alexandria previously recorded for Chess and ABC. Gayten's major staff arranger-conductor is Teddy Edwards, a 32-year veteran of the music business.

Edwards, who formerly recorded for Prestige, World Pacific and Contemporary, has been concentrating on writing background 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 Records, a Brooklyn-based label, has been formed by Bernie Sparago and Ralph Stein. Sparago, formerly sales manager of Ambassador Records, will serve as president of the economy-priced label; Stein will assume the position of vice-president. Stein comes to Springboard from Pickwick International where he was executive producer.

Two labels, Up Front Records, an r&b economy 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 manufacture, package and market all of its product.

The company is concentrating on recording pop and rhythm and blues vocals. Miss Alexandria is the leading jazz vocalist and her first LP, "Didn't We" has just been released. In the package she sings several songs written by Edwards and two other label artists, Ronnell Bright and Lynn Brown.

Pzazz's two publishing companies, Luap (AMI) and Netyag (ASCAP), control copyrights from such label artists as Edwards, Miss Brow and 15-year-old Ellene Levenson, a non-performer.

Bright, who has written a number of songs for Nancy Wilson, is among the artists in the label's release of five Christmas singles. In his new role as a recording name, Bright turns from piano playing and arranging to vocalizing. The label's other singers not already mentioned include Johnnie Ruth King, the Sincere quartet, Anne Bartes, Fortson and Scott, Miss Misty Moore, Shuggy Smith and Gerald Gilmore, who records under the name Bong Bean.

The label has released 19 singles and one LP. Jordan's initial LP will be in January.

NARAS Sets Talk on 'Who Calls Shots?'

NEW YORK—Top record industry experts will discuss "Who Calls the Shots?" at a membership meeting of the New York chapter of the National Academy of Recording Arts and Sciences (NARAS) at 8 p.m., Tuesday (10) at Fine Recording Studios, 118 West 57th Street.

Panelists will be Columbia Records' Don England, representing sales; Dave Rothfield, division merchandise manager of E. J. Korvette, representing the buyers; recording artist Billy Taylor and producer Tom Wilson. Father Norman O'Connor, chapter president, will chair the session, which will include questions and comments from the floor.

Mort Nasatir, NARAS national president; will present special medallions to George Avakian, Nesuhi Ertegun, John Hammond, Guy Lombardo and Francis Scott for their past services. Nasatir also will lead the panel.

London Hosts Lunch Bowing Touch's 1st LP on Coliseum

HOLLYWOOD — Touch's first album on Coliseum was introduced at a champagne and buffet luncheon at the West Coast quintet's home here, known as the Castle. The affair was hosted by Herb Goldfarb, national sales and distribution manager for London Records, which distributes the Coliseum label.

Also attending were Gerry Hoff, West Coast a&r representative for the London group; Gene Shiveley, producer of the album; and Mel Turoff, London promotion man for the West Coast; underground FM programmers and deejays; owners of retail outlets specializing in underground product; underground newspaper reporters; promo and sales representatives

from London's Los Angeles, San Francisco and Seattle distributors; and other London regional sales and promotion representatives.

London's promotional campaign for the album includes streamers, posters, store hangers, empty album jackets, postcard teaser mailings, heavy advertising on FM stations and in underground papers, and promotional bands around the album, which opens in the center.

Kitty Wells Says

• Continued from page 4

Wells and Johnny Wright, is that country songwriters continue to make use of themes 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 that in her albums she occasionally did material with pop ideas; but she relies mostly on songs with solid country orientation.

"The chief themes of country music are still applicable today," she concluded.

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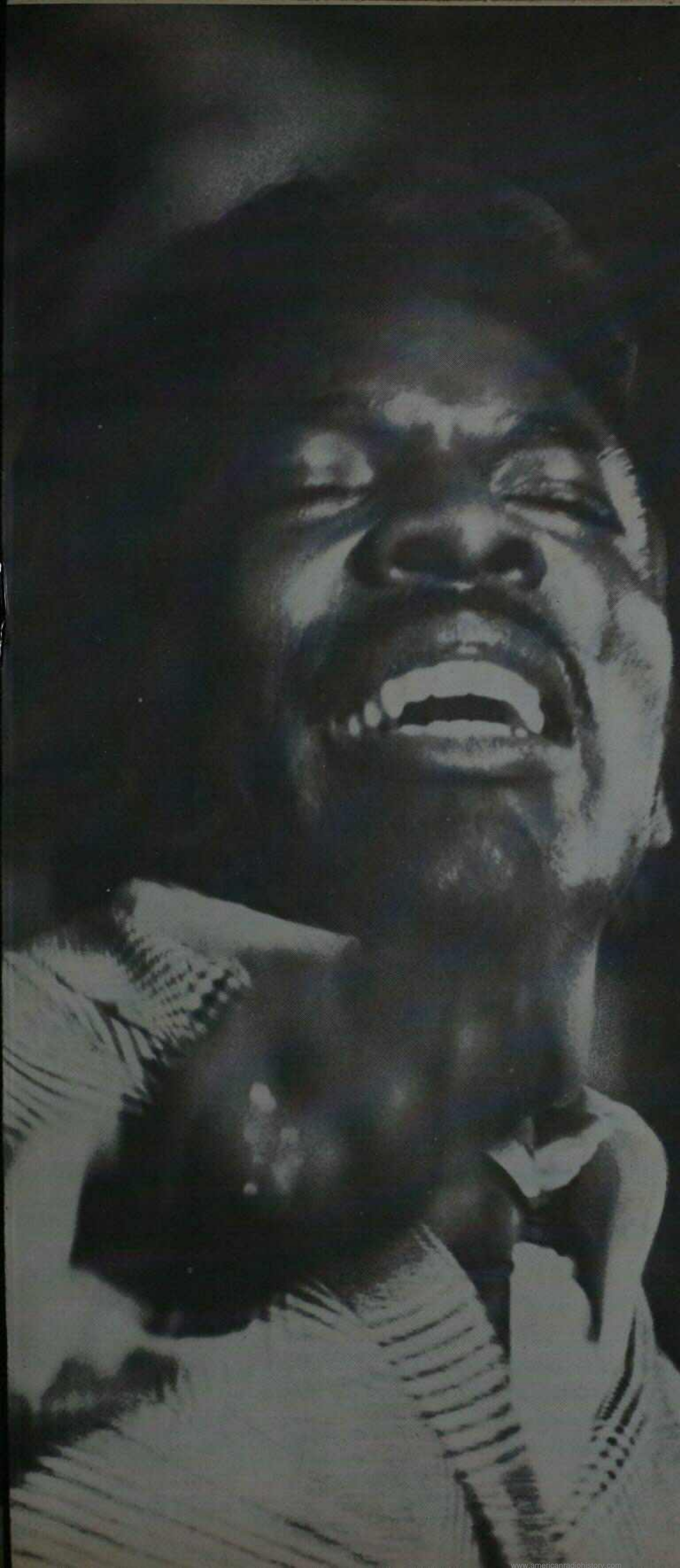
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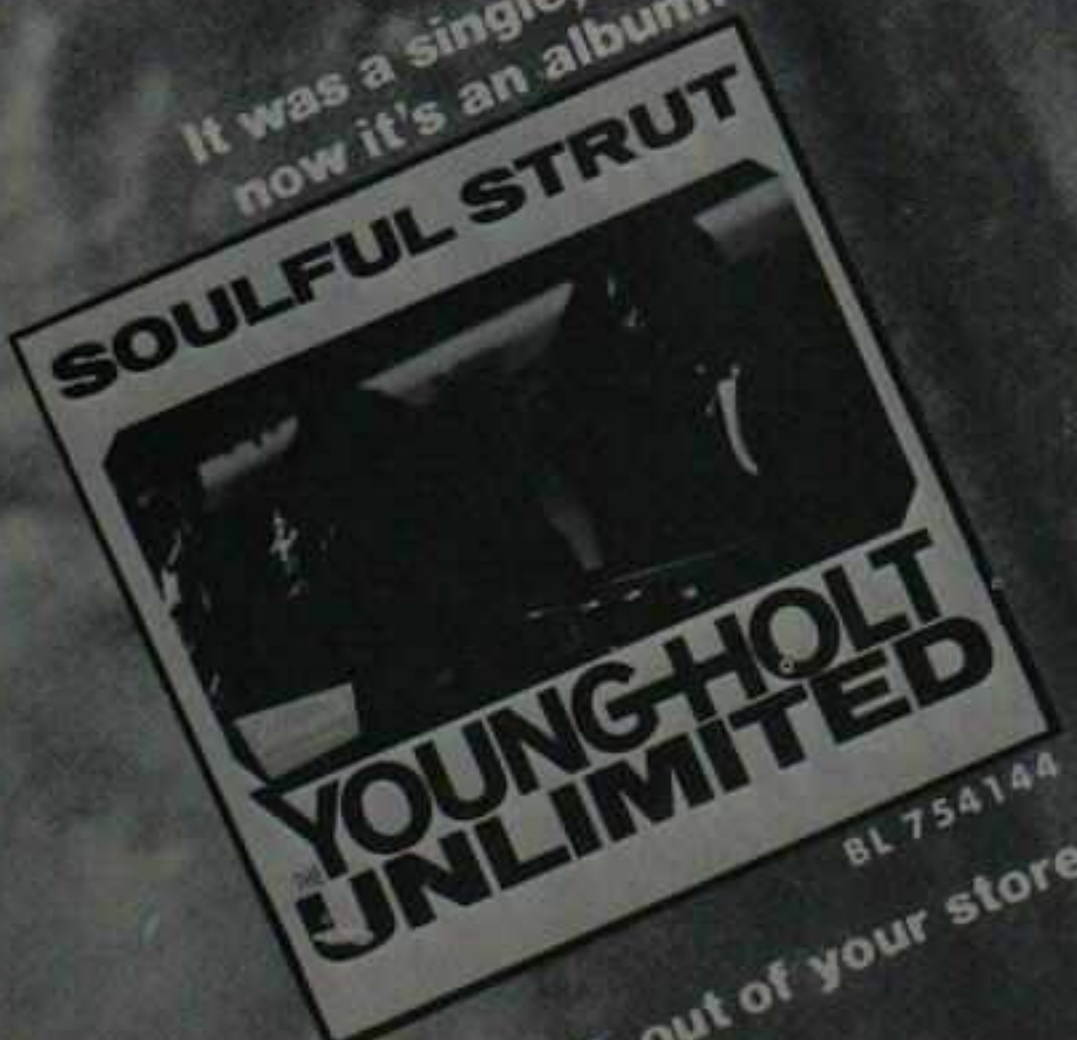
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Talent

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

Airplane Soars After a Bumpy Equipment Ride

CLEVELAND—Their equipment truck broke down 30 miles from town, delaying the concert by 90 minutes. But 2,000 teen-agers waited patiently and saw the Jefferson Airplane at the Allen Theater, Nov. 23.

The RCA recording group scored on their first song, "The House of Pooneil Corners," really soared with "Plastic Fantastic Lover" and "White Rabbit." At the final song, "Won't You Try?" more than 100 teen-agers jumped on stage, completely grounding the Airplane. But they sang and strummed and drummed on, without missing a beat.

A surprise to many was the Pacific Gas & Electric, with guitar work by Cleveland Glenn Schwartz so good that it was almost lyrical. Grape Productions and WMMS-FM sponsored the show.

JANE SCOTT

with a symphony orchestra. They performed three numbers with the Washington National Symphony under Lloyd Geisler, associate conductor.

After the National, which has recorded for RCA and Westminster, expertly played Latin-flavored melodies, including selections from Bizet's "Carmen" and Falla's "Three-Cornered Hat," Mendes and his instrumental associates joined the orchestra for three spirited numbers, the last of which was a topnotch jazzy version of "My Favorite Things," with the National's strong brass section a big asset. Before Mendes' three weekend performances with the National, including one in Washington, the group's only previous orchestral appearance was with the Cincinnati Symphony earlier in the season.

After intermission, it was all Mendes and Brasil '66 as vocal-

(Continued on page 79)

Jackie Vernon Top Funnyman In Deadpan

NEW YORK—"Mr. Excitement" had a rousing opening at Downstairs at the Upstairs on Monday (2), as Jackie Vernon, playing his plain guy image to the hilt, began a five-week stand. United Artists Records will record Vernon's second album for the label during the comedian's engagement.

Vernon scored with a routine on Ferguson, Ohio, supposedly where he was raised. A bit on Army experiences with "Joe Formica" also was hilarious. He also exchanged comments with the audience, always tastefully coming out on top.

But Vernon has the ability, only possessed by the best of comedians, to use familiar material with farcical results. His "Legend of the Lake" was a perfect example of this as his unique deadpan delivery made the story as funny as ever, even with the punchline anticipated.

Jeanne Lucas and Barry Manilow, an engaging new singing duo, opened the bill.

FRED KIRBY

Here Is What The Dailies Said Of 'Promises'

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

TIMES (Clive Barnes): "Neil Simon has produced one of the wittiest books a musical has possessed in years, the Burt Bacharach music excitingly reflects today rather than the day before yesterday."

NEWS (John Chapman): "... has some Neil Simon jokes ... and an assortment of songs by Burt Bacharach and Hal David which sound like pop records, which they will be, 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."

Incredible String Band EnCHANTS With Esoteric

NEW YORK — The Incredible String Band, an eerie vision come true of two wandering tune weavers out of Dickens or Chaucer, turned the usually raucous Fillmore East into a museum of antique folk chants Wednesday (27) with their guitar, sitar and English moor music spiced with accents of the Orient.

The duo's psychedelic sermonizing and juggling of instruments for each song tranquilized Fillmore, emitting a dreamy, drugged music reminiscent of Donovan and Ravi Shankar. Robin Williamson and Mike Heron, who are the band, approach the guitar, mandolin, fiddle, organ, sitar, pan pipe and other esoteric instruments with a relaxed, almost religious, air.

Coleman Finkel

• Continued from page 1

been very encouraged by the constructive and helpful response from the industry's top personnel. There seems to be universal agreement that an international conference can be unquestionably beneficial and we have been ironing out details of the nature of the agenda and the names of speakers we will be selecting.

"We have had a lot of frank and useful comments on our plans given to us here. These will help us develop the conference formula in a way which will serve the world music industry best."

Circus Circus in First R&B Revue

LAS VEGAS — Circus Circus has launched its first rhythm & blues revue, "Soul Follies," in its Hippodrome showroom. The show replaces an original musical written by Steve Allen, "Bad Guys, Good Guys and Gals," which Jerry Schaefer produced. Schaefer is also the producer for the new revue, which features the six-piece Rhythm Rebellion and Masters 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 its classical aplomb ruffled like the feathers of the holiday turkey. Appropriately plumed for the occasion, Jimi Hendrix, who records for Reprise, punished two guitars till they cried out in great gulps of psychedelic agony and flashed his classical-type virtuosity for a savage bunch of teeny-boppers.

An ex-patriot who returned here from England as the most singularly sensational rock star, Hendrix "jammed" with bassist Noel Redding and drummer Mitch Mitchell, coloring his athletic guitar maneuvers with sexy twists, hip quips and struttings and the lack of inhibition of a one-man revolution erupting on stage. Taking in his gait and dress, it becomes apparent

that the instrument Hendrix plays best of all is Hendrix himself, a circus with all three rings in rhythm.

Hendrix's impossible licks and riffs, coaxed out of his guitar without mercy, screamed through Philharmonic in waves and bursts. His "Foxy Lady," "Red House," "Purple Haze" and the Cream's "Sunshine of Your Love" were frantic translations of blues, lyrically retarded but soaring in their mind-bending psychedelic effect. His high-frequency guitar work, fed to the audience through giant amplifiers torn open from previous Hendrix destructive fits, flitted through a range of decibels and vocal imitations as Hendrix threw himself bodily into the beat.

Arrogant as a barroom bully and erotic to the point of outright invitation, Hendrix wailed from his knees while changing strings and by raking the strings across the microphone and his mouth. Following a rude reception to virtuoso harpsichordist Fernando Valenti and the New York Brass Quintet, Hendrix stomped on stage to the war whoops of excited fans. And though the Hendrix Experience is the most ecstatic musical experience in rock today, Philharmonic should have been spared as the scene of the rock trip and left in darkness to enjoy a quiet Thanksgiving.

ED OCHS

Silver Quartet Scores

LONDON — Horace Silver shares with Art Blakey the capacity of maintaining the musical character of his quintet through a whole succession of personnel changes. And, also like Blakey, he has a high reputation as a jazz talent spotter.

Both of these facets were in evidence during the three-week run of Silver's Quintet at the Ronnie Scott Club. Though making occasional sorties into the realm of free jazz, the quintet still preserves its essentially "hard bop" character; and in Billy Cobham Jr., a left-handed drummer who uses a right-handed drum setup, Silver has a major new talent.

Cobham is one of the most resourceful, inventive, swinging and "listening" drummers to be seen at the club in a long time.

Tenorist Benny Maupin and

trumpeter Randy Brecker provide a fiery, crackling front line and John Williams lays down a strong bass line with almost clerical dignity.

Silver himself is a fine percussive player whose chord work is a continuing tribute to Bud Powell. He clearly enjoys chasing a phrase through the changes, knows the value of tacit passages and is not averse to throwing in a piquant quote or two.

Appearing opposite the Silver Quintet was yet another Scott vocal discovery, 18-year-old Sandra King who, sympathetically backed by the Pat Smythe Trio, demonstrated on such songs as "Whisper Not" and "On the Street Where You Live" that she has the makings of a fine jazz singer.

MIKE HENNESSEY

Buffy Sainte-Marie Is An Enchanting Performer

NEW YORK — Whether she performs in authentic Cree Indian garb or dons a miniskirt, as she did in the second half of her Carnegie Hall concert, Nov. 29, Buffy Sainte-Marie spins an enchanting evening of music and verse.

Miss Sainte-Marie, who records for Vanguard Records, related through song the plight of the American Indian as he 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 vivacious tones. Basing much of her repertoire on her five albums, Miss Sainte-Marie laced song with terse introductions perfectly designed to create a tight rapport with her strong contingent of fans.

Highlights of her performance included an extremely bright and sparkling "I'm Gonna Be a Country Girl Again," "Little Wheel, Spin & Spin" (both titles of her albums) and three other songs which she wrote, "Piney Wood Hills," "Universal Soldier" and "Los Pescadores" (The Fisherman). Her "Now That the Buffalo's Gone" also ranked among her best.

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Signings

Mike Douglas has signed with Decca, which plans releases by him for early next year. . . . Still-oven, a Minnesota rock quintet, and Eumir Deodato, Brazilian composer, joined A&M. Deodato also will write for the label's Irving Music Co. . . . Judy Branch to Silver Cloud Records. . . . The Latin Gents to Tico, where Ray Rivera and Poncho Cristal are co-producing them. . . . Mike Beun and Bryan Bressler, a comedy duo, have joined Tower. . . . Robert and the Uptights signed with Dianne Records. "The Kick" is their debut disk. . . . The Tiffany Tide, a self-contained male quintet, and Clarence Collins to Horace Ott Productions. . . . George Jackson to Pueblo Records. . . . Writer Willie Brown Jr. has signed with Well Made Music, Inc. . . . The New Wing Band of Alberta, Canada, has contracted with the Simas Talent Corp for personal management. . . . Band-leader Jerry Gray to Chappell Music as a writer.

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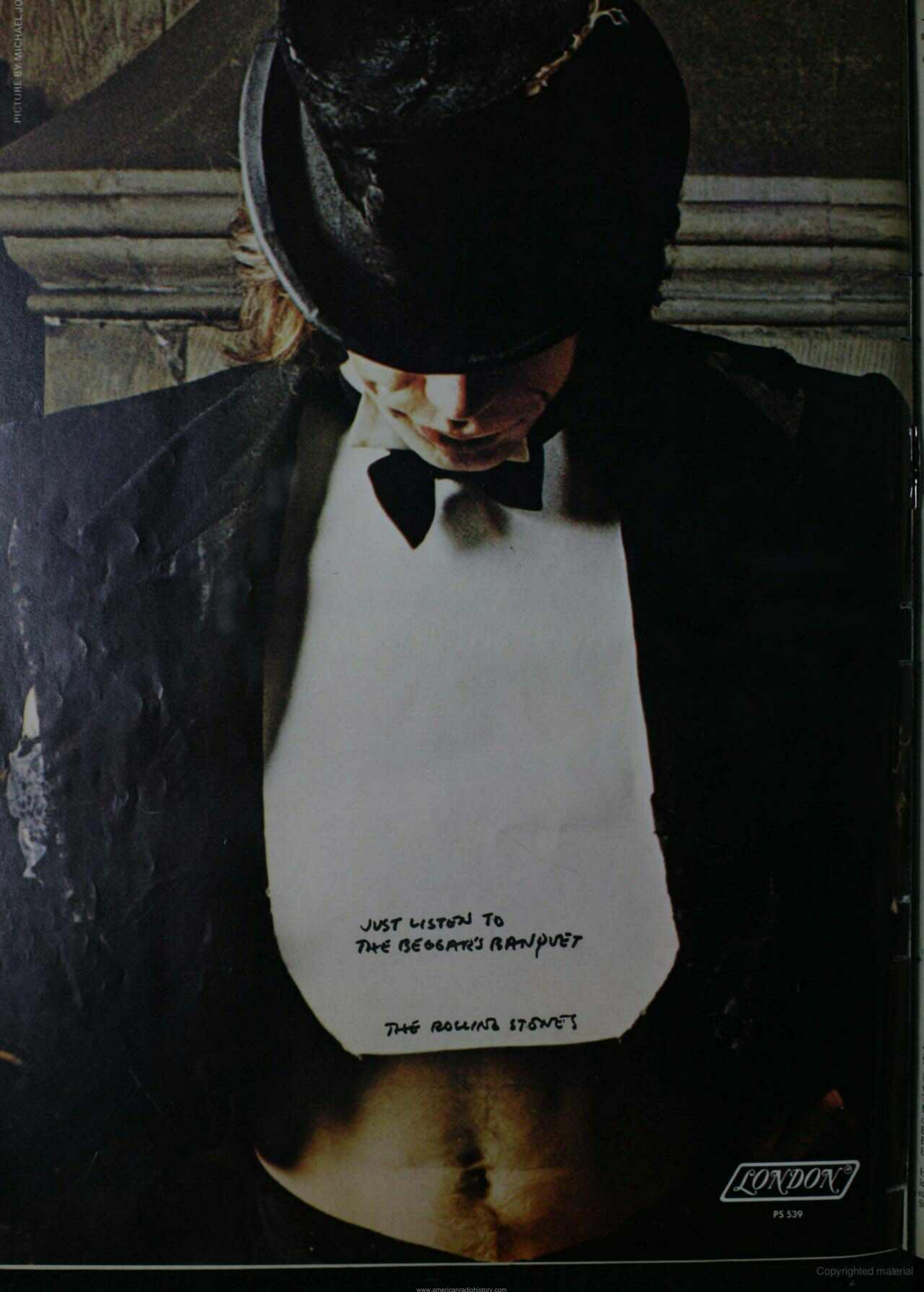


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800 STAND UP AND CHEER PASTOR AT HIS DINNER

MERIDEN, Conn.—An overflow crowd of 800 attended the "Tony Pastor Day" testimonial dinner held here Saturday (30). Pastor, a native of Middletown, Conn., stricken 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 in speeches by Lt. Governor Antillio Fassinelli, Mayor Kenneth Dooley of Middletown and State Attorney Vincent Scamporino.

The entertainment world was represented by tape-recorded messages. Among those sending greetings were Count Basie, Tony Bennett, Mills Bros., Pearl Bailey, Cab Calloway, Kay Star, Margaret Whiting, Russ Morgan, Buddy Rich, Joe E. Lewis, Jerry Vale, Henny Youngman, Frankie Carle, Pete Fountain, Billy Eckstine and Buddy Morrow. Among those sending telegrams were Ed Sullivan, 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.

Apples Ring Bell as Electronics Group

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

The group's members are Dan Taylor, who plays steady drums, and Simeon, who plays an elaborate oscillator also named Simeon, and handles 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 lyrics. One of the strong points of the duo are the vocals of Simeon (the person), which cut through the volume. Also, Taylor's firm beat accents the selections admirably.

Two first-album numbers with unusual openings followed: "Dust" with Simeon speaking the opening and "Program," which begins with radio dial switching. A minor drawback for the latter was the inability to get FM, meaning AM stations had to be used.

"Fantasies," from the second album, closed 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 Apples had the situation well in hand.

Power Records' Pacific Gas & Electric, held over from the previous week, jammed rather than performed their regular set

Thanksgiving Blues Bag Stocked With Jam, Goodies

NEW YORK—Leading artists appeared as regular acts and as guests at the fifth annual Thanksgiving Blues Bag at Howard Solomon's Cafe Au Go, which ran through Sunday (1). The Blues Bag, sponsored by MGM and Verve/Forecast Records, featured the Butterfield Blues Band, Colwell-Winfield Blues Band, and Pacific Gas & Electric.

Guest artists included Richie Havens; Danny Kalb, former lead guitarist of the Blues Project; Dave van Ronk, Patrick Sky, Street, Howard Tate, Ultimate

because Glenn Schwartz, the West Coast group's lead guitarist, was ill. **FRED KIRBY**

Dionne Warwick Displays Much Heart and Soul

LOS ANGELES—The polished soul of Dionne Warwick is on display at the Century Plaza through Dec. 15, making her annual visit to the hotel's Westside Room.

Miss Warwick's shouting, 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 songs, a potpourri of hits reflecting her understanding for the collaborations of Burt Bacharach and Hal David, whose songs comprise

Graffiti Draws Good Marks

NEW YORK — The Graffiti, a newly recorded 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 flaw 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**

Spinach, and Tommy Flanders, the Blues Project's former lead singer.

Jams occurred throughout the event, sometimes lasting until 5 a.m. with such artists as Jack Cassidy and Jorma Kaonen of Jefferson Airplane; Joe McDonald and Barry Melton of Country Joe and the Fish; James Cotton; and Noel Redding and Jimi Hendrix of the Jimi Hendrix Experience. Indisposition forced cancellation of an added attraction of Mike Bloomfield Band featuring Al Kooper.

Campus Dates

Orpheus, MGM artists, play at St. John's Prep of Danvers, Mass., Friday (13) and Utica (N. Y.) College Saturday (14).

Josh 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 Carthage, Ill., Friday (13).

December dates for Fred Weintraub's Campus Coffee House Circuit include Crow-Chee at the State Agricultural and Technical College of Cobleskill, N. Y. (9-14); the Saxons and Company, Vanderbilt University (9-14); Andy Robinson, New York State University at Brockport (8-14); Niagara (N. Y.) Community College (15-17), and Raun MacKinnon, Wisconsin State University at Whitewater (9-14); David Pengelly, Wisconsin State University at Stevens Point (9-12), and Penn and Wheeler, St. Lawrence State University of Canton, N. Y. (9-14).

a good portion of her presentation.

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

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

ELIOT TIEGEL

One Word for Davis at Sands — Sensational

LAS VEGAS — It has been more than a year since Sammy Davis Jr. played Las Vegas and his opening at the Sands Hotel Nov. 21 was, as usual, sensational. He has a new gimmick with his act this time, Pigmear Markham's "Heah come de judge" bit and the talents of Lola Falana plus the five shapely Lester Wilson dancers.

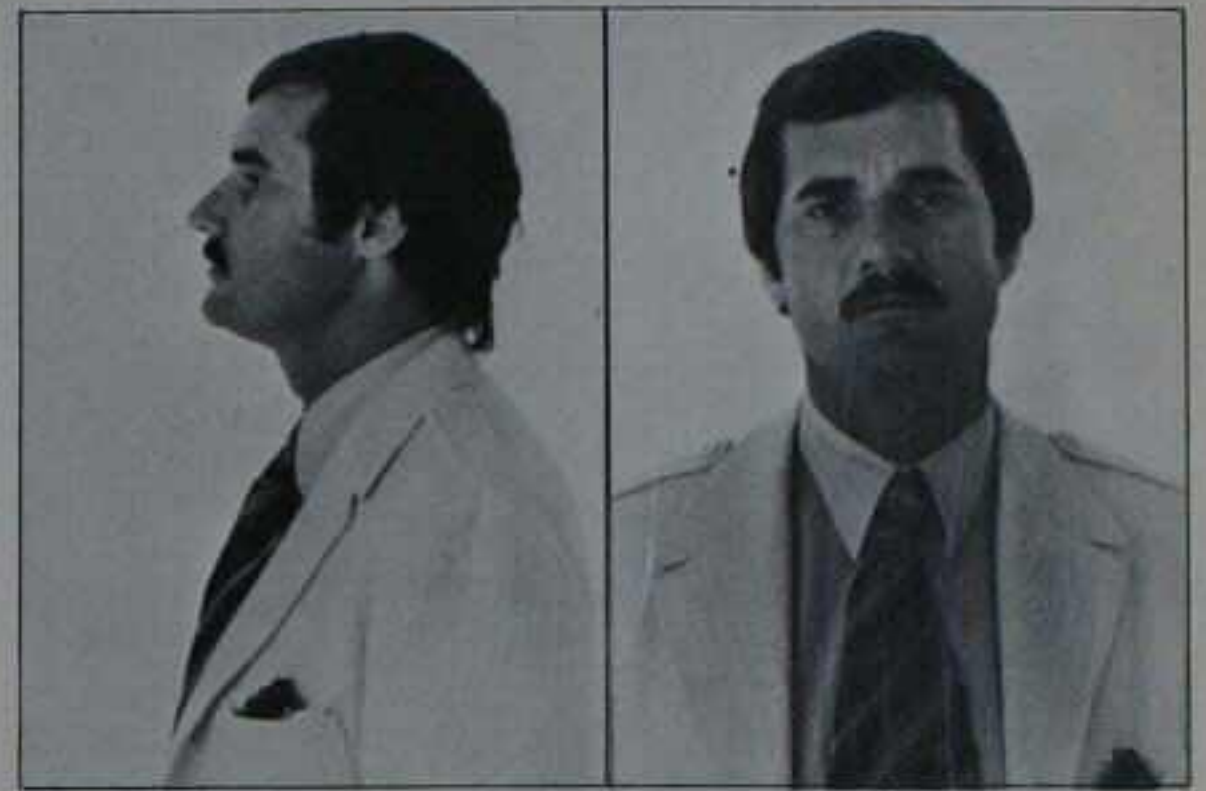
Davis again shows his ability as a comedian, and at one point pulls strong yocks with his hilarious version of a recording session he recently witnessed which featured a far-out hip group.

His songs include "At the Cross Roads," "It Only Takes a Moment," "As Long as She Needs Me," "What Kind of Fool Am I?," "This Guy's in Love With You," and his new Reprise disk, "I've Got to Be Me."

Miss Falana is a curvy beauty with a winning personality. Her distinctive song stylings toss such numbers as, "Most Unusual Day," "It Never Entered My Mind," "Out of My Head" and "Don't Look Back."

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the song:

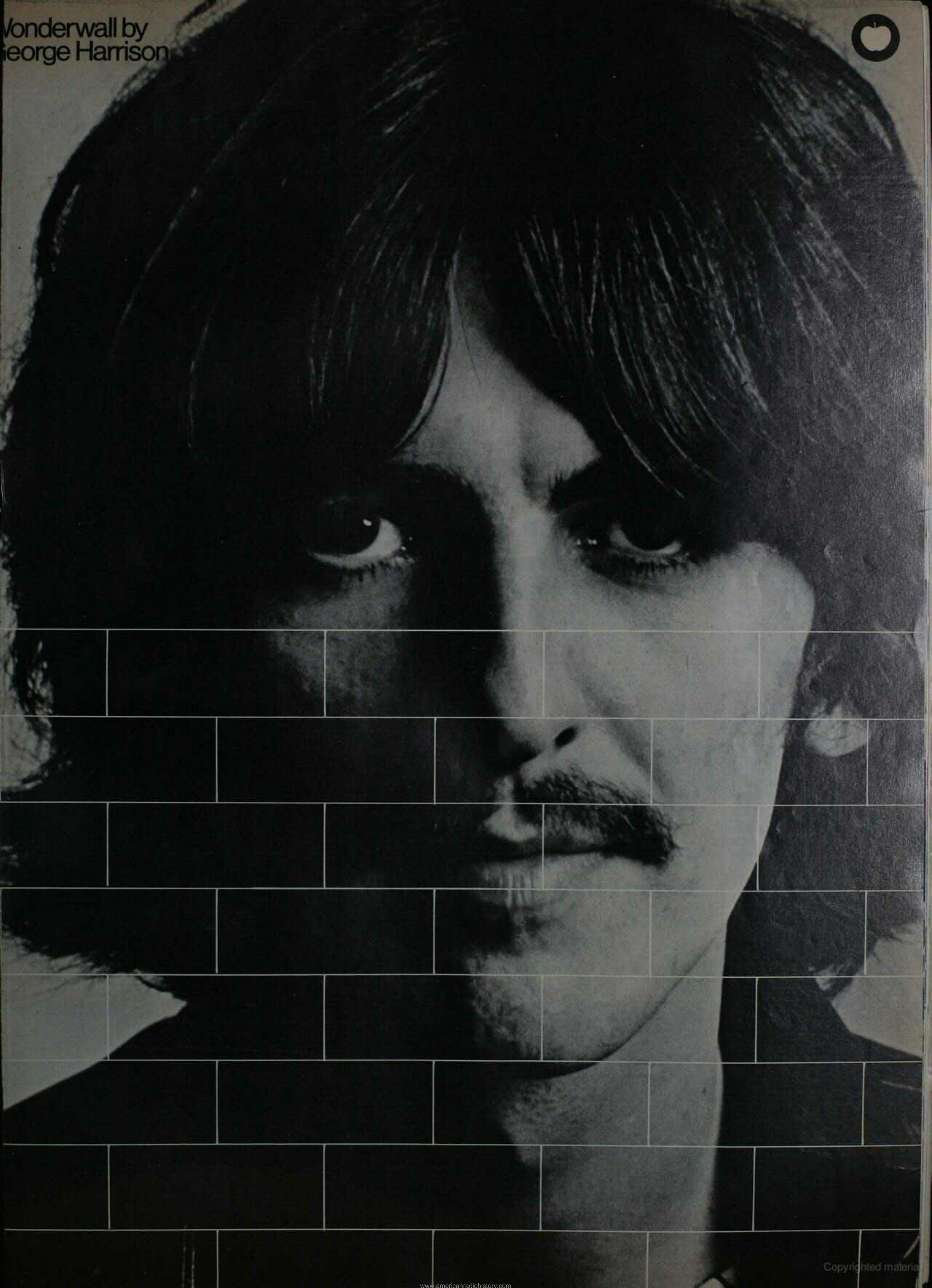
"ROMEO AND JULIET"



the album:

CINEMA '69 LEROY HOLMES

Wonderwall by
George Harrison



LEISURE TIME TIPS

by: Larry Finley

Another step forward by North American Leisure Corp. was made with last week's announcement of the acquisition of Viva and Bravo Record Companies, Snuff Garrett Productions, and several important music publishing firms by Omega Equities Corporation. With Omega holding a 55% interest in NAL and the writer holding the remaining 45%, one can see the real importance of this move to NAL. Under the most capable guidance of Snuff Garrett and Ed Silvers, Viva and Bravo will greatly expand the scope of their operation which will insure NAL distributors and their dealers a continued supply of fine product on SUPER STEREO 8 NAL cartridges.

The growth of the cartridge industry was evidenced last week by a poll made at the Racquet Club in Palm Springs. The writer personally queried twenty-five persons with thirteen reporting factory-installed 8-track units in their cars, three with 8-track units installed after their car was purchased, and three with 4-track units. With sixteen out of twenty-five having auto units, four reported that they had home-decks. This shows why there is such a great tape cartridge business in Southern California, which is undoubtedly the leading market for players and tapes in the United States. We predict that within three years, an equal, if not a greater percentage will prevail all over the country.

Distributors are discovering that they can get immediate replacement on the "hard to get" 8-track cartridges by phoning NAL on their incoming toll-free WATS line and having their order shipped within 48 hours for overnight delivery. To accommodate distributors who are out of the overnight truck delivery routes, NAL is shipping all SUPER STEREO 8 orders by REGULAR prepaid air, instead of DEFERRED air shipments. This policy will remain in effect during this month, with NAL prepaying the shipment. This policy of shipping by DEFERRED air to the west coast will be resumed after the holiday season.

Several writers have inquired from this column as to the working of the NAL incoming WATS line. The answer is, that from any point in the United States with the exception of New York State, that NAL can be dialed directly without any charge to the party making the call. This is a new service offered by the telephone company that permits the subscriber (NAL in this case) to pay a monthly fee for all incoming calls. If you are a dealer who would like to know the name of your nearest NAL distributor, just dial #800-221-7270 and you will be connected immediately to the NAL switchboard in New York. If you are a distributor or can qualify as a new distributor, dial the same number and NAL's Customer Relations Department will be happy to tell you of our policy and arrange for a sales representative to call on you.

Tape CARtridge

EDITORIAL

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 it 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 licensors, recording artists, publishers and writers to incur a loss of revenue, is an underhanded practice.

Any 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 alert the victimized record label of the cartridge case's manufacturer. It is then the duty of the label or duplicator to institute the proper actions against that cartridge case manufacturer. If those companies suddenly find themselves faced with canceled case orders, 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 Taco Dykgraaf, Phonogram cassettes 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 Cassettophones

(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, is now 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-the-cartridge duplicator system. With 12 machines being used, each operator mans three units. The prewound, prelabeled blank cartridges are recorded at four times the normal playback speed. Each tape is monitored during the record function.

Disk Distrib 80% Of ITCC Sales

By HANK FOX

NEW YORK—Some 80 per cent of International Tape Cartridge Corp.'s CARtridge sales now emanate from record distributors. So said ITCC's director of marketing Paul Adams, who together with the company's President Jim Elkins, has revamped ITCC's entire marketing goals and has restaffed its marketing sales force. "Many automotive parts distributors have turned away from stocking software," Adams said. "This became apparent to me while I was at Capitol." Adams, prior to joining ITCC, was Capitol's East Coast tape cartridge sales manager.

"The average automotive parts distributor and dealer don't know the music business," Adams explained. "And as price and competition became more fierce, they began concentrating more on equipment and installations.

"Also," he continued, "these distributors are accustomed to much higher mark-ups on automotive products than they make on tapes."

Under ITCC's new management, the sales department has been reshuffled, with emphasis on music men. The company's new national sales manager, Tom Malia, came to ITCC from Capitol as did lower Midwestern regional manager Ray Cook, Boston sales representative Ed Saucier, Northeastern regional manager Andy Danzico and Southeastern manager Harris Rogers. ITCC's Chicago regional manager Vincent Fsadni joined the company from Connoisseur Records.

To get a better understanding of the record distributor's function, ITCC appointed David Zecha, formerly Baltimore distributor of Military Merchandising, as Mid-Atlantic regional sales manager. And Ralph Auletta, an ex-Malverne Distributors salesman, will cover the New York City market. ITCC has also tapped Tony Lenz, former record and tape merchandiser for retailer J. C. Penney, as national merchandising manager.

WB-7 SETS UP TAPE WING

LOS ANGELES — Warner Bros.-Seven Arts has established a tape division, headed by Ted Ponseti. The new position is within the company's sales organization, with Ponseti set up to create sales and merchandising programs for W-7's tape product in all configurations.



RECOTON'S NEW HOME tape CARtridge rack holds up to 48 tapes (12 on each of its four shelves). The rack, Model 82TC, features a walnut wood finish and carries a suggested list price of \$14.95.



PLAYTAPE'S 35,000-SQUARE-FOOT PLANT in Clifton, N. J., operates on two eight-hour shifts. Duplication capacity is currently 25,000 cartridges per day.



CONDITIONING PROCESS. To insure proper recording and to minimize the cartridge reject rate, all Playtape cartridges are inserted prior to duplication in conditioning machines. Each unit exercises the tape, scrapes the surface for irregularities and vacuums any dust on the tape.



SUPERVISOR OF THE ENTIRE operation is Playtape's plant manager Robert Diestel. With Playtape since the inception of its cartridge, Diestel aided in the plant's design and construction of its "home brew" electronics.



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Vancouver, British Columbia
Contact: Wally Kiss
Phone: 604/876-3368

Van Dusen Brothers
10528 123rd St.
Edmonton, Alberta
Contact: Bill Maxim
Phone: 403/488-0440

Electrical Supply
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Winnipeg, Manitoba
Contact: Ernie Oliver
Phone: 204/943-8491

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Waterloo, Ont.
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Phone: 519/578-5110

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Phone: 416/537-2534

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Toronto, 13, Ont.
Contact: Tony
Phone: 416/691-9948

Magic Music
4 Finch St. W.
Willowdale, Ont.
Contact: Rudy Hinter
Phone: 416/222-5443

Canada Record (Forgues) Ltd.
97 Monte de Moulin
Ville de Laval, Quebec
Contact: Roland Forgues
Phone: 514/663-4760

Maritime Record Sales, 188 Mountain Rd., Moncton, New Brunswick. Contact: Bill Mitton. Phone: 516/389-1341



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Tape CARtridge



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 taped sound with 20 watts of power through two slide-on 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 \$1,800.

Each location will stock a library of 200 8-track tapes and a selection of five players manufactured for Lease-A-Tape by Martel Electronics.

Available to members are five units: an 8-track player with FM radio, a straight 8-track, 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.

Ampex Using New Labeler

ELK GROVE VILLAGE, Ill. — The Ampex Corp.'s stereo tape division is meeting the constant need for labeling changes and their availability in varying volumes with the use of a high speed self-adhesive label imprinter. The machine is a product of the Machinery Systems Division of Avery Label Co., Monrovia, Calif., which developed a three-point program to meet the special needs of Ampex.

Phase one involved the design of a basic, self-adhesive label to fit within a recessed area and contour of the cassette housing.

The second phase of Avery's program involved a special high speed label imprinting machine that can imprint labels from engravings, metal, type or rubber plates. The Etiprint machine can imprint titles at a rate of 8,000 per hour.

Also part of the over-all program was phase three, which included an Avery rotary automatic labeling machine that applies front and back labels simultaneously onto the plastic cassette at 3,600 per hour.

Phonogram Sales

• Continued from page 18
only, from 1966 to date — mainly through Philips sales organizations, and through licensees and imports — totaled 400,000 (355,000 K7's and 45,000 Cassettophones) Dykgraaf said. The total is expected to reach 500,000 by the end of the year. There are more than 30 brands of cassettes available in Italy. Some imported, some manufactured here. The major part of those produced in Italy are manufactured under Philips license.

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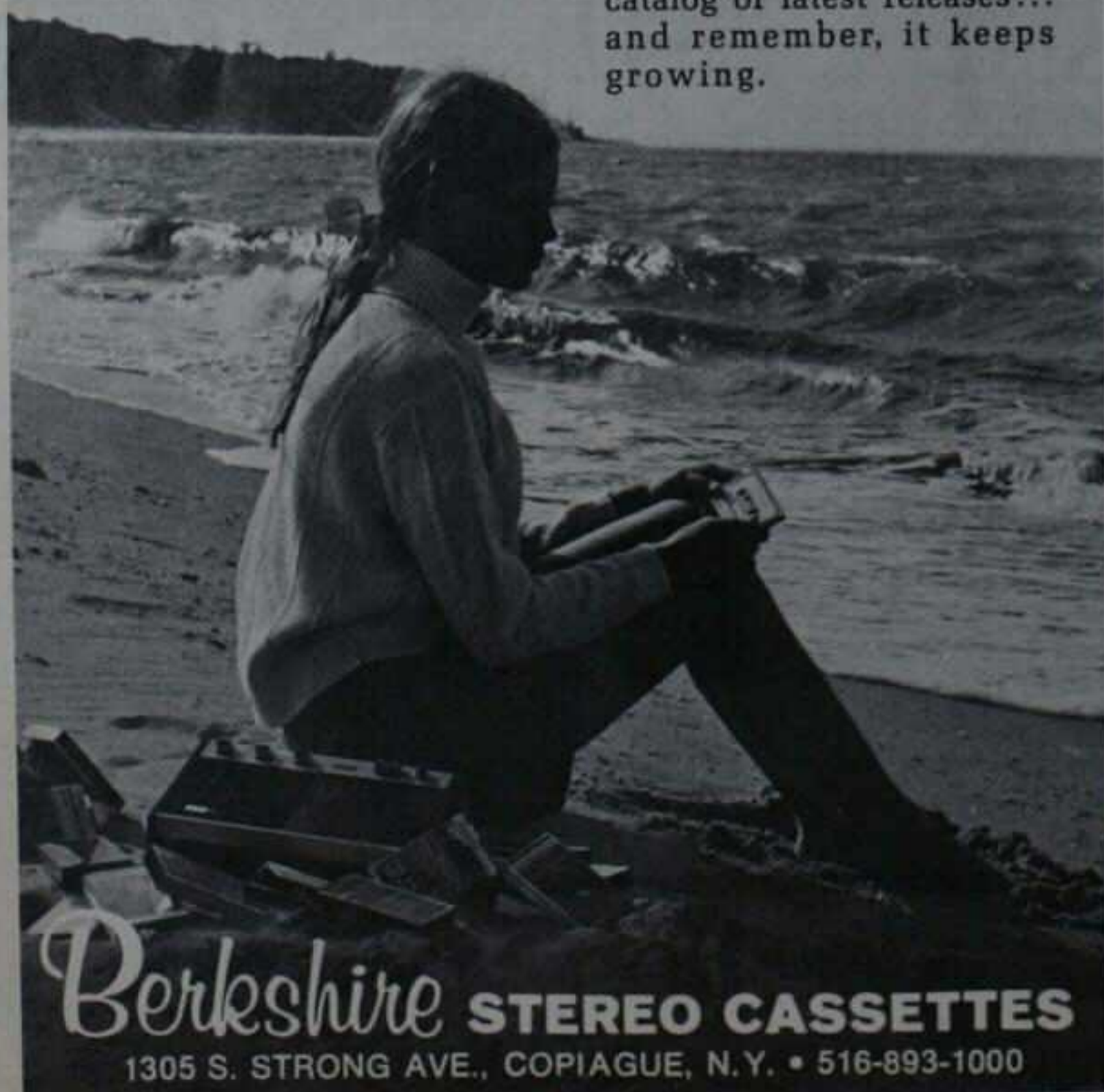
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Say You Saw It in the Billboard

Service Key to Tape Village

By MICHAEL HAWKINSON

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 3,000 square feet, is carpeted, walnut-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, Kalof, Lear Jet, Muntz, Panasonic, RCA, Ranger and Tenna. Tape Village is a factory-authorized warranty station for Craig, Lear Jet, Panasonic, Ranger and Tenna.

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 suc-

cessful pricing policies. "To effectively capture a good portion of the market, we have priced our tapes at our near 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.

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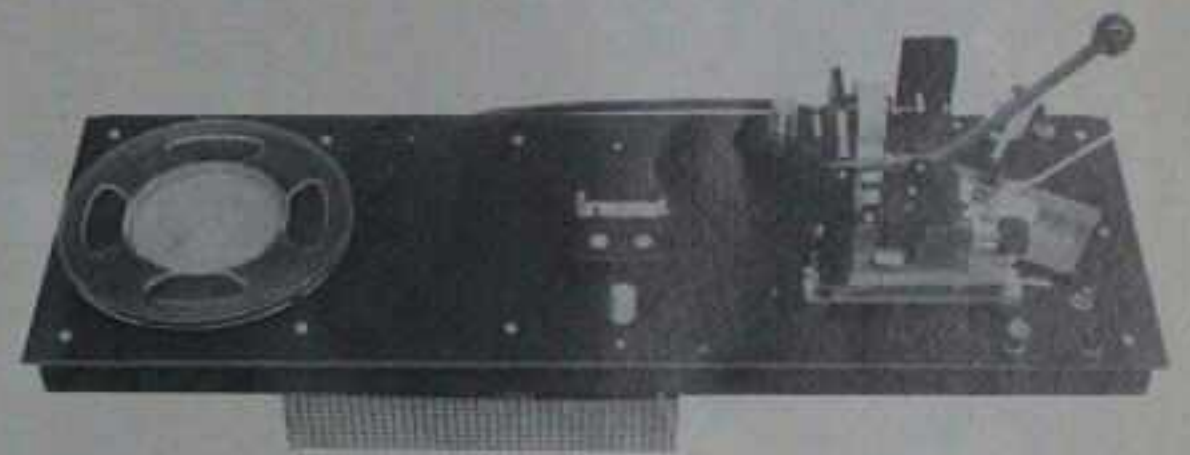
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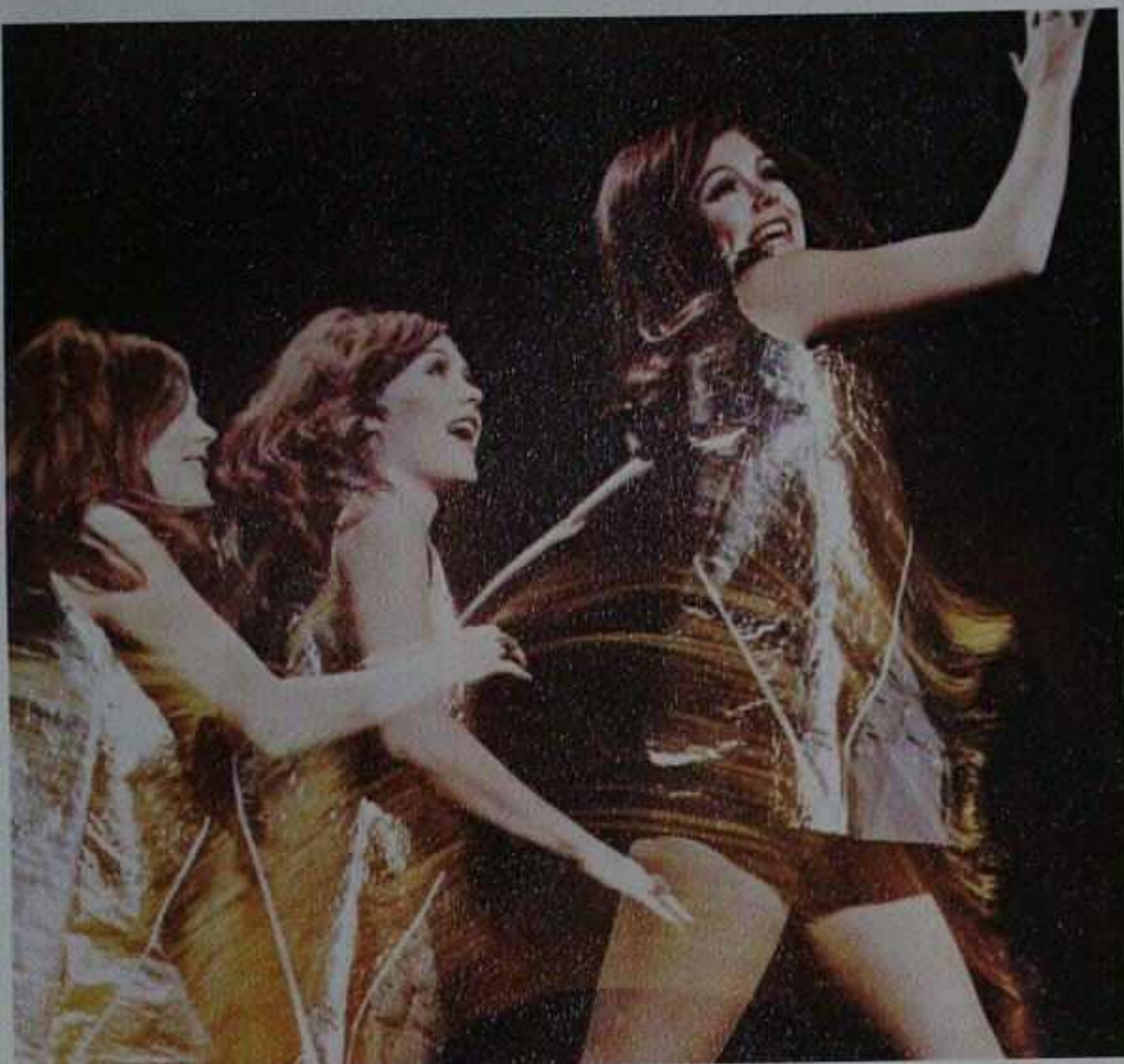


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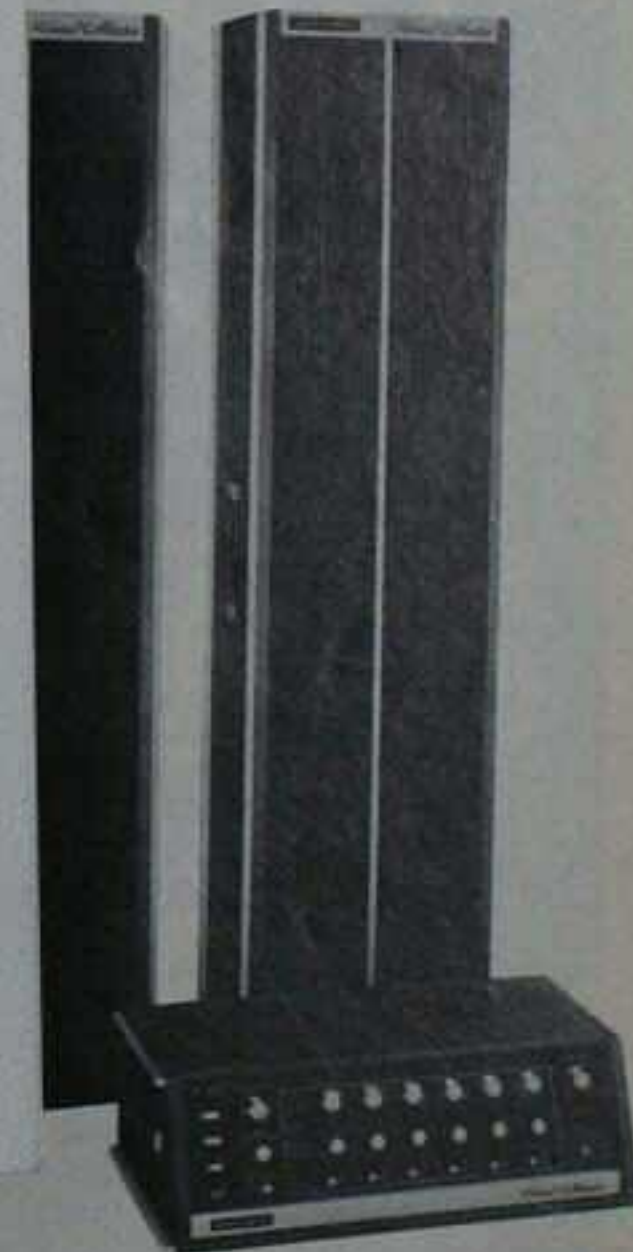
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Power ratings alone can't begin to describe the effective vocal penetrating power of the Shure Vocal Master system. Raw power and brute force can make plenty of noise, but only the highly refined circuitry, singular completeness of controls, and unique 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

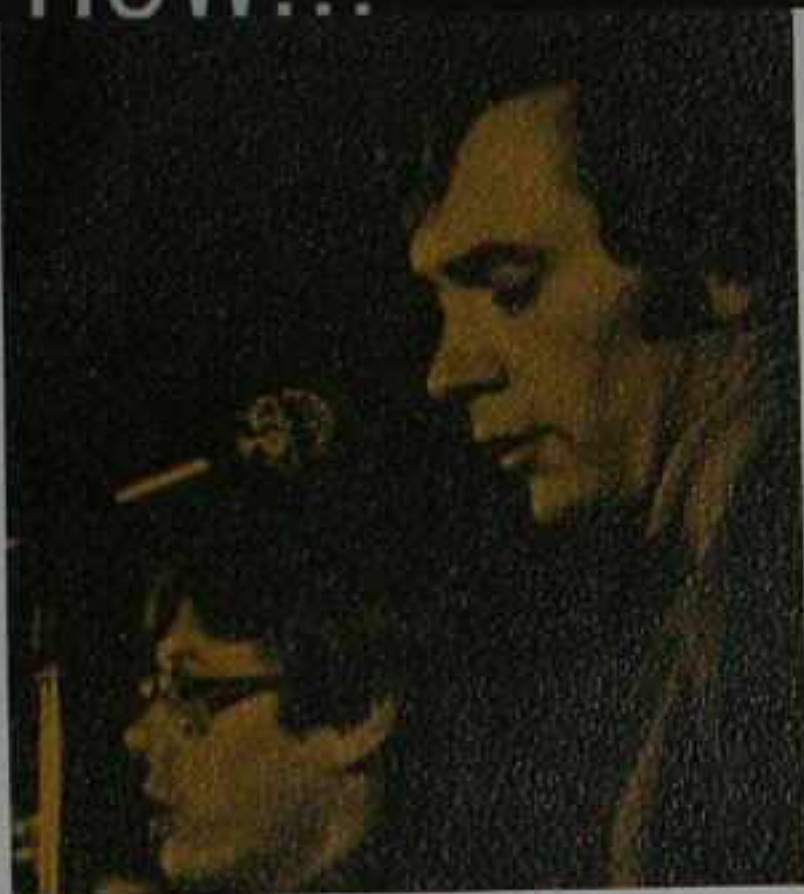
The VA300 is far more than a public address system. It is a new musical tool with which vocalists can achieve highly individualized effects to enhance their performance. You can "play" the VA300 like an instrument because it gives you the ability to alter or augment vocal characteristics. A unique, variable-effect "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. 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 part comes 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!

SERGIO MENDES & BRASIL '66

READ HOW...



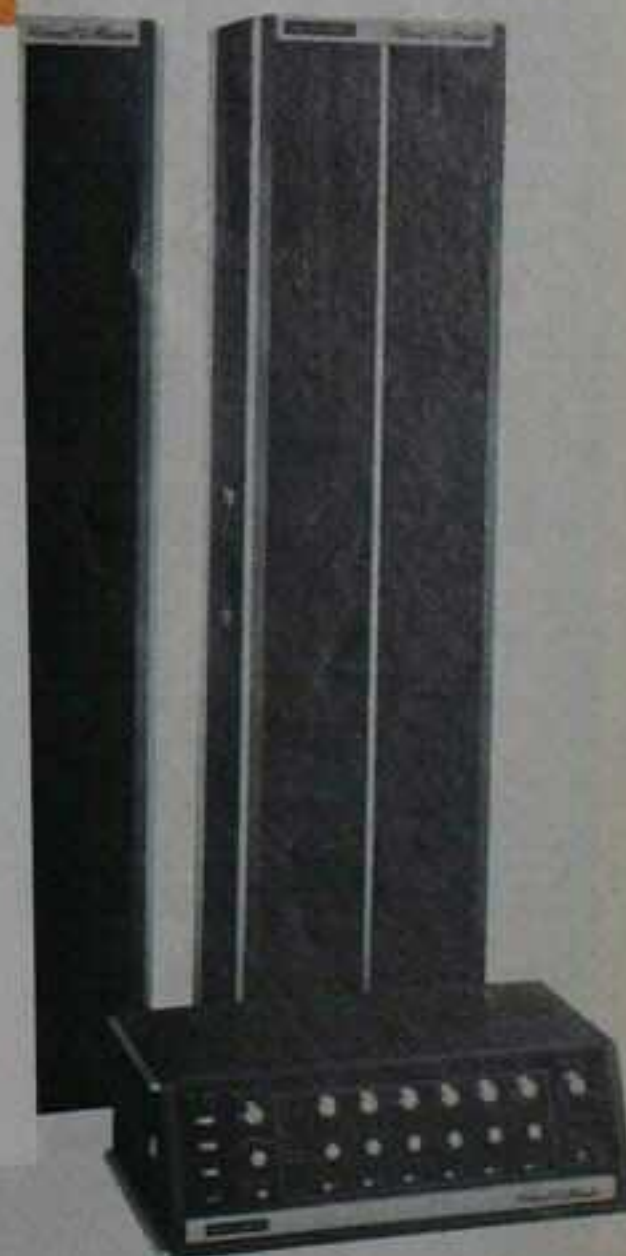
THE SHURE VOCAL MASTER VOCAL ARRANGEMENT & PROJECTION SYSTEM

- 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 user • 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 gymnasiums 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.

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THE SHURE

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THE 5



SPANKY AND OUR GANG

SERGIO MENDES & BRASIL '66

SHURE VOCAL MASTER

VOCAL ARRANGEMENT & PROJECTION SYSTEM

never before...
such penetrating power!

never before...
such control of vocal effects!

never before...
such control of feedback!

ESPECIALLY DEVELOPED FOR VOCALISTS

Today's audiences want live performances that sound as good as recordings. They want to hear the words. They are becoming increasingly intolerant of blurred, distorted vocals and irritating feedback. The wave of the future is the recognizable, intelligible lyric. Up to now, this has been virtually impossible in live performance because, outside of the recording studio, no equipment existed to effectively balance the vocalist against powerful hyper-amplified electrified instruments. Now Shure has developed the Vocal Master System specifically to enable the vocalist to put himself into perspective with the rest of his group. Drawing upon over forty years experience in the design of world-famous Shure microphones, (the vocalist's real link with his audience) Shure has developed an unusually rugged and reliable sound system that answers *all* of the vocalist's amplification, projection, arrangement, balance, and anti-feedback control requirements.

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 well without the people in front being overwhelmed. 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 well all the way to the back of large auditoriums!

BE HEARD—OVER THE INSTRUMENTS

Except at very low levels, running your voice through an electrified instrument's amplifier and speaker invariably

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

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.

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

PRINTED IN U.S.A.

11

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 them 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.

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Country Music

Jingles Jingle Pockets For Musician, Singer

NASHVILLE — Musicians and singers are finding steady income from a consistent jingle market here, with residuals to sweeten the pot.

"We've reached the point now where it's hard to keep up with the demand," said Vic Willis, president of Custom Jingles of Nashville, the largest of the local jingle operators.

Custom Jingles alone handles several sessions every week now,

and Willis said he has to be selective with clients.

Willis, a member of the Willis Brothers group which records for Starday and a member of the old Oklahoma Wranglers who originally recorded with the late Hank Williams, writes and produces most of his own jingles. Some of the others are merely adaptations of jingles cut in other cities, and done with the Nashville Sound.

The Nashville Sound does not necessarily mean country, Willis said. It can be Top 40 r&b, gospel or good music sound, as long as the basic Nashville components are there to make it distinctive.

Scale Is High

The scale is high for a jingle session for both singers and musicians. The AFM scale guarantees each musician \$36 an hour, plus one-third of scale each 13 weeks the jingle is used. Since an average session is about two hours the musician would normally realize about \$144 a year from a single two-hour's work. Singers are averaging considerably more with their payments based on the number of stations performing the jingle.

Custom Jingles has been handling such accounts as Newport, Ford, Pet Milk, Gates Tires, Dr. Pepper, Chevrolet, Whirlpool,

Wilson Meats, Lava and Louzianne Coffee. Virtually all jingle sessions are arranged through agencies.

Willis feels that jingle work is specialized, and that most successful songwriters are not good jingle writers. "They have to think of a product, a commodity other than love," Willis said.

As the number of musicians at recording sessions has increased here, so has the number at a jingle session. Where once three or four performed, the average now is nine, with some sessions going as high as 15 or 16.

Two of the most frequently heard performers are Dottie Dillard, former soloist with the WSM orchestra and later an original member of the Anita Kerr Singers (now known as the Nashville Sounds) and Ray Walker, a member of the Jordanians. Miss Dillard long has been regarded as a leading vocalist in both solo and group work.

The Willis Brothers get no preferential treatment. If the session calls for a country group and they fit the requirements, they are used "just like any other musicians or singers." Red Sovine and George Korgan, both of Starday, star not only in singing, but in reading commercial pitches as well.

KBBQ Captures 1st in Music Month Contest

NASHVILLE — Radio station KBBQ, a full-time country music operation, won the third annual Country Music Month contest of the Country Music Association (CMA).

The station was selected for its outstanding promotion of October as Country Music Month through on-the-air promotions, contests in their communities, and original ideas.

Station WHPL, Winchester, Va., was named second. Third place went to WSHO, New Orleans. Jo Walker, executive director of CMA, said the "quality and cleverness" of the stations in promoting Country Music Month this year was highly impressive.

Each of the three winning stations will receive a special award inscribed with their call letters as a special recognition from the Country Music Association.

In addition to the winners, 21 other entries received honorable mention. The stations and the individual responsible for the presentation are: WLBS, Centerville, Miss.; Dixie Duncan; WMTS, Murfreesboro, Tenn.; Tom Perryman; KIEE, Ottumwa, Ia.; Neil Ingle; KAND, Corsicana, Tex.; Richard C. Parker; WTCR, Ashland, Ky.; Mike Todd; KJBC, Midland, Tex.; Keith Ward; KGEN, Tulare, Calif.; Pete Norum; WICY, Malone, N.Y.; Rick Carson; KGEK,



DINAH SHORE, newly signed to a Decca contract, stops off for a visit at the Country Music Hall of Fame and Museum before her session. At left to greet her is Jo Walker, executive director of CMA; Owen Bradley, Decca vice-president who produced the session; Miss Shore; CMA president Bill Williams, and Harry Silverstein of Decca.

Opry Records Sued For Infringement

NASHVILLE — WSM has filed suit in federal court here charging Opry Records of Nashville with attempting to falsely designate the "Grand Ole Opry" as the origin of its records.

The suit charges that Opry Records has infringed on the registered trade-mark of the "Grand Ole Opry," and that the use of the name tends to "falsely describe and represent the records as being associated in some way" with WSM, Inc.

This is the first time the infringement charge has been filed

by WSM in connection with the label. It has been used in the past against individual artists using the "Opry" name.

The suit names Donald Bailey, a musician-singer, and Jay Rainwater, who has been involved in various facets of the music industry, as defendants. James R. Tuck, attorney for the National Life and Accident Insurance Co., parent firm of WSM, said the company's use of the Opry name violates both the registered trade-mark and WSM's right to the name, developed through its 43-year association with the "Opry."

The suit seeks an injunction halting the alleged infringement pending a court hearing on the matter. No specific damages were asked.

WSM has used the "Grand Ole Opry" label on all of its transcribed delayed "Opry" network shows for a number of years. It has not as yet, however, gone into the commercial recording business.

Opry Records was publicized recently when Bailey and Rainwater brought to Nashville Penny Ann Early, billed as America's first female jockey, who had been unsuccessful in her bid to ride at Churchill Downs in Louisville. WSM seeks to halt the distribution of a record she made and another, previously recorded, by an unlisted artist.

George Cooper, president of American Federation of Musicians' local 257, said Opry Records had no licensing arrangement with the union.

Nashville Scene

Monument's Tex Davis is back in the field, with promotional jumps in Cincinnati and Atlanta. He is pushing new country releases by Ed Bruce, Ray Corbin, Ray Pennington and Dale Ward. Pennington, who has just joined Monument, will serve in two corporation capacities: artist and producer. Monument also has been joined by Charlie Talent, one of the better known engineers in Music City. . . . The new Carl Perkins release, "Restless," is just out. In addition to recording it for Columbia, he wrote the song.

Hank Thompson is setting records wherever he goes. Playing at a rodeo in Huntsville, Tex., he drew 23,000. . . . Dot artist Mary Taylor has just concluded a string of network guest spots, and is booked for Wheeling's Jamboree and Cincinnati's Hayride in December.

Roy Clark has completed two more segments of "The Beverly Hillbillies" at Filmways in Hollywood. Jim Halsey has lined him and other artists, including Minnie Pearl, for a score of network showings. . . . Monument's Billy Walker has signed an exclusive management - booking contract with Top Billing, Inc. Dolores Smiley, vice-president of the firm, said Walker is getting the greatest push in his career in records and in TV with his new syndicated series, "Billy Walker's Country Carnival." In its first weeks of shooting, this show has featured such artists as Hank Williams Jr., Merle Haggard, Charlie Pride, Connie Smith, Boots Randolph, Faron Young, Wanda Jackson, and more. . . . WTBE, in Long Island, conducted a telephone poll to pick the top country artists in the New York area. Winners, in order of selection, were Buck Owens, Flatt and Scruggs, Dottie West,

(Continued on page 29)

Galbraith Sets Talent Agency

NASHVILLE — A talent agency designed to service contemporary and rhythm and blues artists has been formed here by Rob Galbraith, who has been associated in the past with Elf recording artist Clifford Curry.

The firm, known as Like Artists & Promotions, will operate on the city's music row.

Galbraith, in addition to his work with Curry, has worked with such acts as Van & Titus, and Johan and the Whale. He announced the exclusive representation of Robert Knight and the Saturday Morning Cartoon Show, both of which are on the r&b charts.

Russell Named Songwriter of Year by Nashville Association

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

Runner-up was Tom T. Hall, whose songs included "Harper 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 songwriter 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 received large numbers of votes were those which showed excellence in writing without having attained commercial success," he said.

An example of this was "Today I Started Loving You Again," by Merle Haggard, the "B" side of his "Bonnie and Clyde" hit. It received a substantial number of votes. Other leading vote-getters were Dallas Frazier, last year's winner, and James Webb, who wrote such tunes as "By the Time I Get to

Phoenix" and "Wichita Line-man."

A surprise was the support given Kris Kristofferson for his song, "Jody and the 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 here, was held Dec. 4. It was utilized as a formal launching of a membership drive for NSA, an organization seeing better relations for songwriters.



MORT THOMASSON, Monument Record Corp. engineer and studio construction co-ordinator, looks over plans for the new sound studio with Monument engineer Tommy 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 Me."

Early guests on her program include Ernest Tubb, Jack Greene, Dolly Parton, Margie 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 43d 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 Harvy 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, Stu Phillips, George Hamilton IV and the Four Guys.

Lt. Don Hetzler, representing the Third Army, also did a series of interviews for his "Way Back Jamboree," a country music show circulated throughout the Southeastern United States, featuring the same artists. The show originates here.

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



Sonny James' most recent release, "Born to Be With You" (Capitol 2271), is currently enjoying the Number 2 position on the Hot Country Singles Chart. Sonny is one of the most popular and successful exponents of Country & Western music and this latest hit record certainly deserves all the attention it is receiving. Sonny attaches a great deal of importance to his musical backing. Like so many first-class entertainers, he always selects an Epiphone guitar.

(Advertisement)

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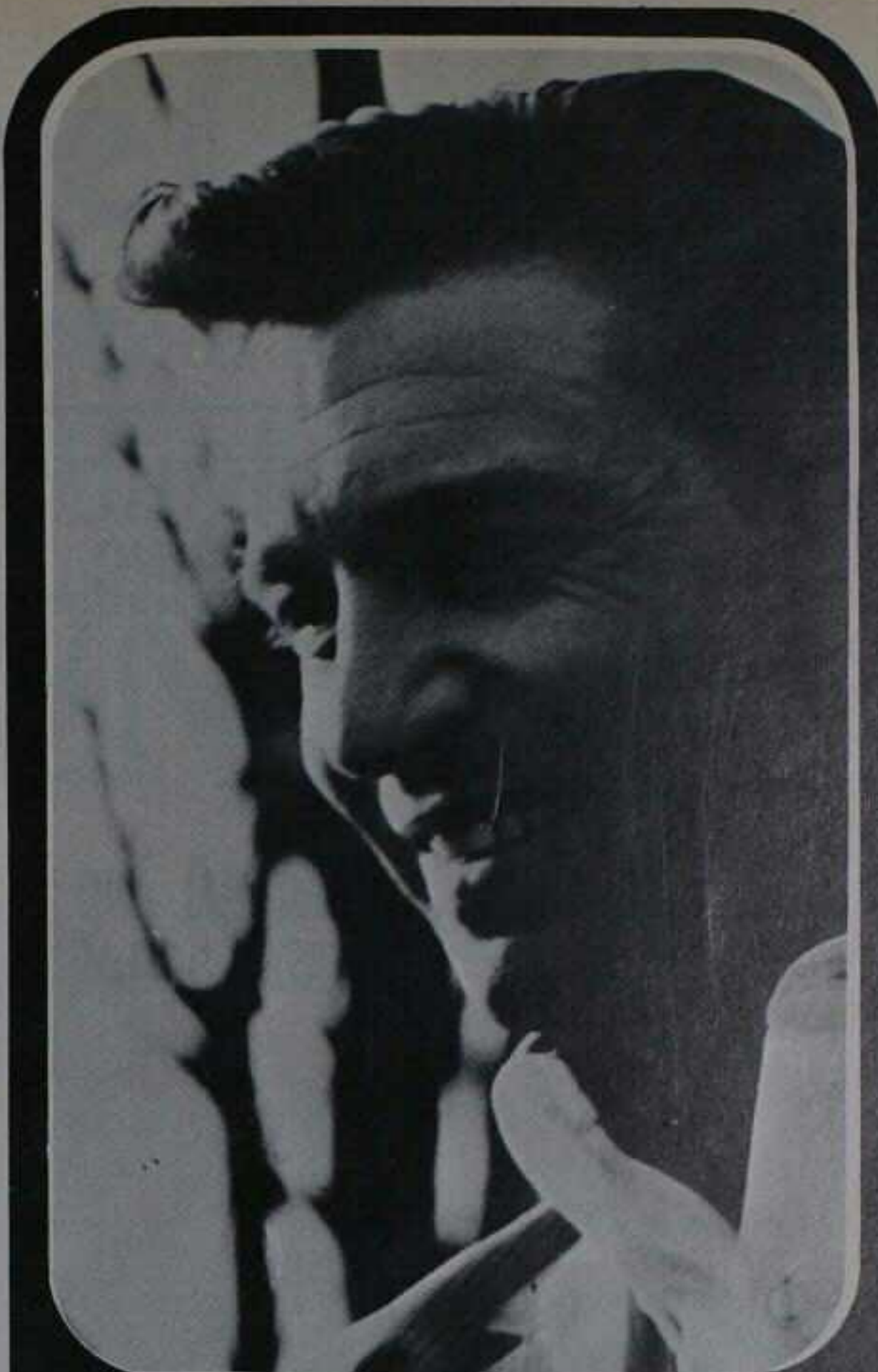


Nashville Scene

Continued from page 28

Charlie Pride, Jeannie C. Riley & Ray Price. . . . Jimmy Littlejohn has signed a recording contract with Andrew Jackson Records in Dallas. According to the artist, the firm plans to open record shops nationwide.

Epic's Pat McKinney closed at the Poodle here and headed for the Flame in Minneapolis. Right after the first of the year she plans to get married to Dick Flood, and then spend some time in Puerto Rico. . . . Chart's Connie Eaton was the winner of the All American College Show in Los Angeles, for which she received accolades and a check for \$1,000. She pits her talents against other winners in February going after a \$5,000 check. A college student at Nashville's David Lipscomb, she has had two strong records in her first attempts. . . . Bill Crawford has taken over as general manager of Nugget Studios. . . . Paul Tannen has begun negotiations with several labels to set a new Mike Clark album. Clark, originally from Louisville and now a New Yorker, has come up with a new concept in underground-country. . . . Wesley Green's Sunshine LP "Jordan's Other Side" features material by Peer International Corp. . . . The Johnny Mann Singers have recorded an LP on Liberty titled "Countryside." It features such tunes as "I Love You So Much It Hurts," "Worried Mind" and "If You've Got the Money (I've Got the Time)."



Fastest Climbing Country Record

Waylon Jennings

'YOURS LOVE'

RCA 47-9642

Written By HARLAN HOWARD

Published By WILDERNESS MUSIC CO. 913-17th AVE., S., NASHVILLE, TENN.



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Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 12/14/68

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

This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart
2	1	BORN TO BE WITH YOU Sonny James, Capitol 2271 (Mayfair, ASCAP)	10	38	39	TAKE MY HAND FOR A WHILE George Hamilton IV, RCA Victor 47-9637 (T.M./Gypsy Boy, BMI)	9
2	1	STAND BY YOUR MAN Tammy Wynette, Epic 10398 (Gallico, BMI)	9	39	29	MILWAUKEE HERE I COME George Jones & Brenda Carter, Musicor 1325 (Glad, BMI)	12
3	5	YOUR SQUAW IS ON THE WARPATH Loretta Lynn, Decca 32392 (Sure-Fire, BMI)	8	40	46	I WAS WITH RED FOLEY Luke the Drifter Jr., MGM 14002 (Audley, BMI)	6
4	4	WHERE LOVE USED TO LIVE David Houston, Epic 10394 (Gallico, BMI)	9	41	44	EVER CHANGIN' MIND Don Gibson, RCA Victor 47-9663 (Acuff-Rose, BMI)	4
5	6	I'VE GOT YOU ON MY MIND AGAIN Buck Owens & His Buckaroos, Capitol 2300 (Blue Book, BMI)	8	42	42	ROSES TO RENO Bob Bishop, ABC 11132 (Cedarwood, BMI)	6
6	7	I TAKE A LOT OF PRIDE IN WHAT I AM Merle Haggard & the Strangers, Capitol 2289 (Blue Book, BMI)	6	43	41	DON'T WORRY ABOUT THE MULE Glenn Barber, Hickory 1517 (Acuff-Rose, BMI)	6
7	3	I WALK ALONE Marty Robbins, Columbia 44633 (Adams-Vee & Abbott, BMI)	11	44	47	DON'T WAKE ME I'M DREAMIN' Warner Mack, Decca 32394 (Page Boy, SESAC)	4
8	9	WICHITA LINEMAN Glen Campbell, Capitol 2302 (Canopy, ASCAP)	7	45	45	WE NEED A LOT MORE HAPPINESS Wilburn Brothers, Decca 32386 (Sure-Fire, BMI)	8
9	11	PLASTIC SADDLE Nat Stuckey, RCA Victor 47-9631 (Acclaim, BMI)	10	46	48	LESS OF ME Bobbie Gentry & Glen Campbell, Capitol 2314 (Beckwood, BMI)	4
10	10	SMOKEY THE BAR Hank Thompson, Dot 17163 (Bratos Valley, BMI)	8	47	—	VANCE Roger Miller, Jerry Kennedy (Smash 2197)	1
11	8	LET THE CHIPS FALL Charley Pride, RCA Victor 47-9622 (Jack, BMI)	11	48	49	BIG RIG ROLLING MAN Johnny Dollar, Chart 59-1057 (Yamah, BMI)	5
12	12	LITTLE ARROWS Leapy Lee, Decca 32380 (Duchess, BMI)	9	49	54	HAPPINESS HILL Kitty Wells, Decca 32389 (Wells, BMI)	5
13	19	THE CARROLL COUNTY ACCIDENT Porter Wagoner, RCA Victor 47-9651 (Warden, BMI)	6	50	51	HOLD ME TIGHT Johnny Carver, Imperial 66341 (Nash, ASCAP)	2
14	15	THE BALLAD OF FORTY DOLLARS Tom T. Hall, Mercury 72863 (Newkeys, BMI)	5	51	52	THE AUCTIONEER Brenda Byers, MTA 160 (Randy Smith, ASCAP)	8
15	17	WHEN THE GRASS GROWS OVER ME George Jones, Musicor 1333 (Glad, BMI)	4	52	53	LOVE IS ENDING Liz Anderson, RCA Victor 47-9650 (Greenback, BMI)	4
16	16	ANGRY WORDS Stonewall Jackson, Columbia 44625 (Moss-Rose, BMI)	12	53	56	FEED ME ONE MORE LIE Mary Taylor, Dot 17168 (Blue Crest, BMI)	4
17	18	BALLAD OF TWO BROTHERS Aultry Inman, Epic 10389 (Tree, BMI)	7	54	69	THE GIRL MOST LIKELY Jeannie C. Riley, Plantation 7 (Singleton, BMI)	2
18	25	THE TOWN THAT BROKE MY HEART Bobby Bare, RCA Victor 47-9643 (Newkeys, BMI)	8	55	55	GOT LEAVIN' ON HER MIND Mac Wiseman, MGM 13986 (Jack, BMI)	6
19	23	YOURS LOVE Waylon Jennings, RCA Victor 47-9642 (S)	5	56	58	WHEN I TURN 21 Buddy Alan, Capitol 2305 (Blue Book, BMI)	4
20	20	WHEN YOU ARE GONE Jim Reeves, RCA Victor 47-9614 (Tuckahoe, BMI)	13	57	57	I WISH I WAS YOUR FRIEND Wanda Jackson & Party Times, Capitol 2315 (Wilderness, BMI)	5
21	21	AGE OF WORRY Billy Walker, Monument 1098 (Matamoros, BMI)	7	58	60	YOU TOUCHED MY HEART David Rodgers, Columbia 44668 (Gallico, BMI)	4
22	22	SATURDAY NIGHT Webb Pierce, Decca 32388 (Tuesday, BMI)	8	59	59	HOLD WHAT YOU'VE GOT Diana Trask, Dot 17160 (Tree, BMI)	4
23	26	PLEASE LET ME PROVE (My Love for You) Dave Dudley, Mercury 72856 (Newkeys, BMI)	5	60	61	HE'S GOT MORE LOVE IN HIS LITTLE FINGER Billie Jo Spears, Capitol 2331 (Allroads, BMI)	3
24	24	HAMMER AND NAILS Jimmy Dean, RCA Victor 47-9652 (S)	6	61	63	LIVIN' ON LOVIN' Slim Whitman, Imperial 55337 (Four Star, BMI)	3
25	13	SHE STILL COMES AROUND (To Love What's Left of Me) Jerry Lee Lewis, Smash 2186 (Gallico, BMI)	12	62	62	EVERYBODY NEEDS SOMEBODY Compton Brothers, Dot 17167 (Blue Book, BMI)	4
26	31	IN THE GOOD OLD DAYS (When Times Were Bad) Dolly Parton, RCA Victor 47-9657 (Gwepar, BMI)	5	63	64	ONE MAN BAND Norma Jean, RCA Victor 47-9645 (Lynlou, BMI)	3
27	14	SHE WEARS MY RING Ray Price, Columbia 44628 (Acuff-Rose, BMI)	11	64	65	1432 FRANKLIN PIKE CIRCLE HERO Bobby Russell, Eif 90020 (Russell-Cason, ASCAP)	6
28	40	THEY DON'T MAKE LOVE LIKE THEY USED TO Eddy Arnold, RCA Victor 47-9667 (Tree, BMI)	4	65	—	UNTIL MY DREAMS COME TRUE Jack Greene, Decca 32423 (Blue Crest, BMI)	1
29	32	I WANT ONE Jack Reno, Dot 17169 (Tree, BMI)	5	66	66	SMELLIN' LIKE A ROSE Johnny Wright, Decca 32402 (Mayhew, BMI)	3
30	36	MY SON Jan Howard, Decca 32407 (Stallion, BMI)	4	67	70	KAY John Wesley Ryles, Columbia 4-44682 (Moss-Rose, BMI)	2
31	50	DADDY SANG BASS Johnny Cash, Columbia 4-44689 (House of Cash, BMI)	2	68	—	LONGEST BEER OF THE NIGHT Jim Ed Brown, RCA Victor 47-9677 (Greenwood, BMI)	1
32	35	THREE SIX PACKS, TWO ARMS AND A JUKE BOX Johnny Seay, Columbia 44634 (Tree, BMI)	9	69	—	STRINGS Wynne Stewart, Capitol 2341 (Blue Book, BMI)	1
33	28	IT'S ALL OVER BUT THE CRYING Hank Williams Jr., MGM 4540 (Hastings, BMI)	16	70	72	IT DON'T MEAN A THING TO ME Kenny Price, Boone 1081 (Pamper, BMI)	2
34	34	WHITE FENCES AND EVERGREEN TREES Ferlin Husky & Hushpuppies, Capitol 2288 (Blue Crest, BMI)	9	71	—	FRISCO LINE Guy Mitchell, Starday B46 (Starday, BMI)	1
35	38	WOMAN WITHOUT LOVE Johnny Dorell, United Artists 50481 (Passkey, BMI)	3	72	75	WHO LOVES WHO The Hardins Arlene & Robbie, Columbia 44675 (Green Grass, BMI)	2
36	43	FLATTERY WILL GET YOU EVERYWHERE Lynn Anderson, Chart 59-1059 (Greenback, BMI)	3	73	74	WARM RED WINE Wes Buchanan, Columbia 4-44686 (Airborne, BMI)	2
37	37	THE STRAIGHT LIFE Bobby Goldsboro, United Artists 50461 (Viva, BMI)	8	74	—	IF I'M GONNA SINK Johnny Paycheck, Little Darlin' 0052	1
				75	—	SUGAR CANE COUNTY Maxine Brown, Chart 59-1061 (Yamah, BMI)	1

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Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 12/14/68

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	WICHITA LINEMAN Glen Campbell, Capitol ST 103 (S)	5
2	2	HARPER VALLEY P.T.A. Jeanie C. Riley, Plantation PLP 1 (S)	11
3	3	GENTLE ON MY MIND Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	63
4	4	BOBBIE GENTRY & GLEN CAMPBELL Capitol ST 2928 (S)	10
5	5	WALKIN' IN LOVELAND Eddy Arnold, RCA Victor LSP 4089 (S)	8
6	10	JOHNNY CASH AT FOLSOM PRISON Columbia (No Mono); CS 9639 (S)	27
7	9	I WALK ALONE Marty Robbins, Columbia CS 9725 (S)	5
8	7	JUST THE TWO OF US Porter Wagoner & Dolly Parton, RCA Victor LPM 4039 (M); LSP 4039 (S)	11
9	6	MAMA TRIED Merle Haggard, Capitol ST 2972 (S)	12
10	8	SONGS OF PRIDE . . . CHARLEY THAT IS Charley Pride, RCA Victor LPM 4041 (M); LSP 4041 (S)	13
11	11	THE ROMANTIC WORLD OF EDDY ARNOLD RCA Victor LPM 4009 (M); LSP 4009 (S)	28
12	20	HONEY Bobby Goldsboro, United Artists UAL 3642 (M); UAS 6642 (S)	32
13	16	BY THE TIME I GET TO PHOENIX Glen Campbell, Capitol T 2851 (M); ST 2851 (S)	51
14	12	A NEW PLACE IN THE SUN Glen Campbell, Capitol (No Mono); ST 2907 (S)	31
15	17	JIM REEVES ON STAGE RCA Victor LSP 4062 (S)	6
16	14	ANOTHER TIME, ANOTHER PLACE Jerry Lee Lewis, Smash (No Mono); SR5 67104 (S)	27
17	13	LORETTA LYNN'S GREATEST HITS Decca (No Mono); DL 75000 (S)	24
18	18	ALREADY IT'S HEAVEN David Houston, Epic (No Mono); BN 26391 (S)	3
19	19	D-I-V-O-R-C-E Tammy Wynette, Epic (No Mono); BN 26392 (S)	20
20	21	BORN TO BE WITH YOU Sonny James, Capitol ST 111 (S)	5
21	30	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	86
22	22	A TIME TO SING Hank Williams Jr., MGM (No Mono); SE 4540 (S)	14
23	15	NEXT IN LINE Conway Twitty, Decca DL 75062 (S)	9
24	24	HEY LITTLE ONE Glen Campbell, Capitol T 2878 (M); ST 2878 (S)	38
25	23	BEST OF MERLE HAGGARD Capitol (No Mono); SKAO 2951 (S)	16
26	25	BLUE RIBBON COUNTRY Various Artists, Capitol STBB 2969 (S)	11
27	—	SOLID GOLD '68 Chet Atkins, RCA Victor LSP 4061 (S)	1
28	28	THE GEORGE JONES STORY Musicor M25 3129 (S)	11
29	—	SOUTHERN BOUND Kenny Price, Boone BLPS 1214 (S)	1
30	32	BEST OF COUNTRY DUETS Various Artists, RCA Victor LSP 4082 (S)	2
31	27	THE GUITAR PLAYER Buck Owens and His Buckaroos, Capitol ST 2994 (S)	6
32	41	UNDO THE RIGHT Johnny Bush, Stop LPS 0005 (S)	10
33	33	ALABAMA WILD MAN Jerry Reed, RCA Victor LSP 4069 (S)	7
34	34	DO YOU BELIEVE THIS ROY CLARK Dot 25895 (S)	2
35	26	MAKE MINE COUNTRY Charley Pride, RCA Victor LPM 3952 (M); LSP 3952 (S)	30
36	38	SUNSHINE AND RAIN Connie Smith, RCA Victor LSP 4077 (S)	3
37	31	GOOD TIMES Willie Nelson, RCA Victor LSP 4057 (S)	6
38	39	PROMISES, PROMISES Lynn Anderson, Chart CHM 1004 (M); CHS 1004 (S)	47
39	37	NASHVILLE BRASS PLAY THE NASHVILLE SOUND RCA Victor LSP 4059 (S)	4
40	40	THIS IS MY BEAT Jim Ed Brown, RCA Victor LSP 4067 (S)	3
41	42	HAPPY STREET Slim Whitman, Imperial LP 12411 (S)	3
42	44	BORN TO LOVE YOU Jimmy Newman, Decca DL 73065 (S)	2
43	43	NAT STUCKY SINGS RCA Victor LSP 4090 (S)	5
44	29	MORE COUNTRY SOUL Don Gibson, RCA Victor LSP 4053 (S)	7
45	45	ON TAP, IN THE CAN OR IN THE BOTTLE Hank Thompson, Dot DLP 25894 (S)	5

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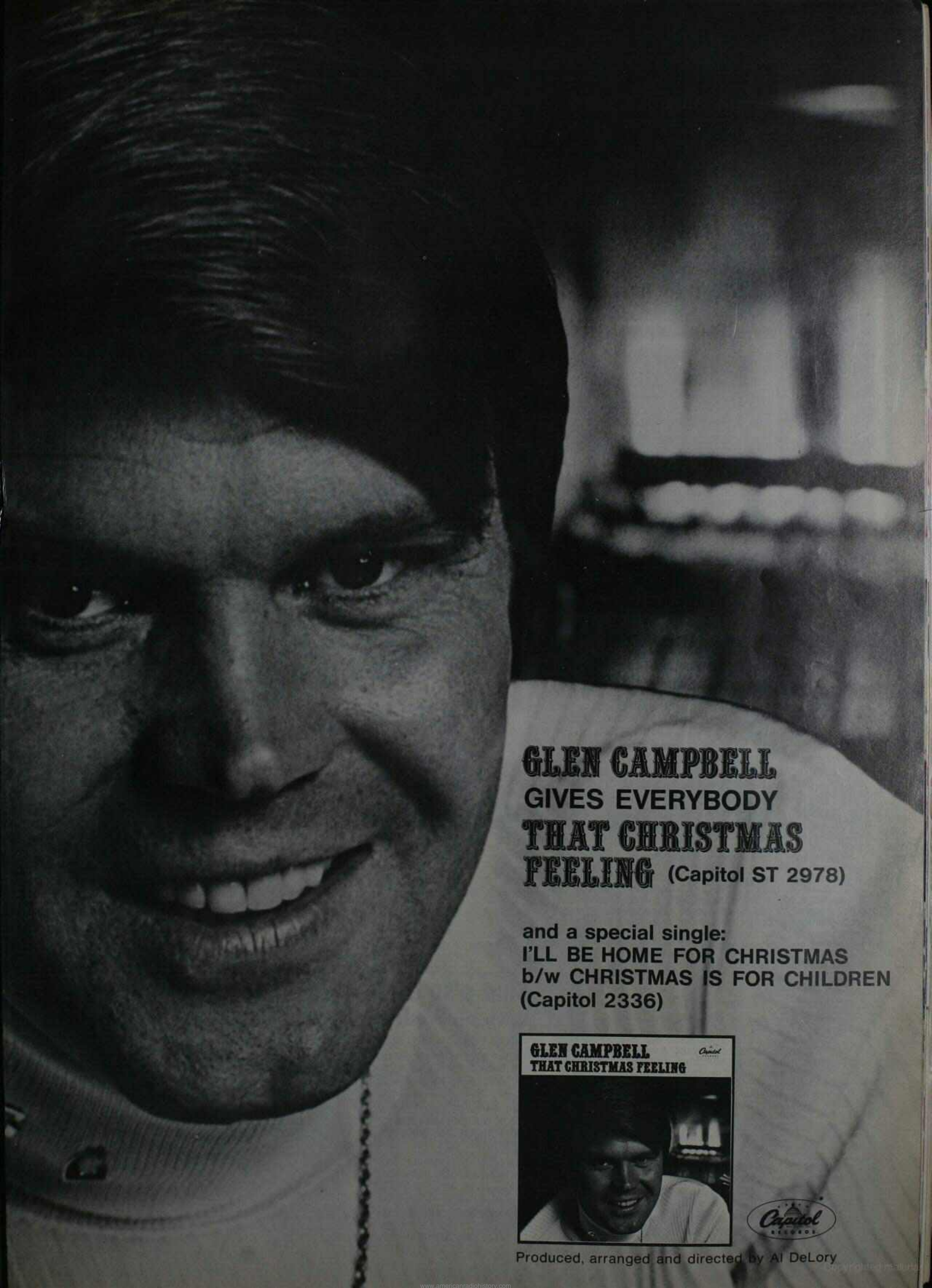
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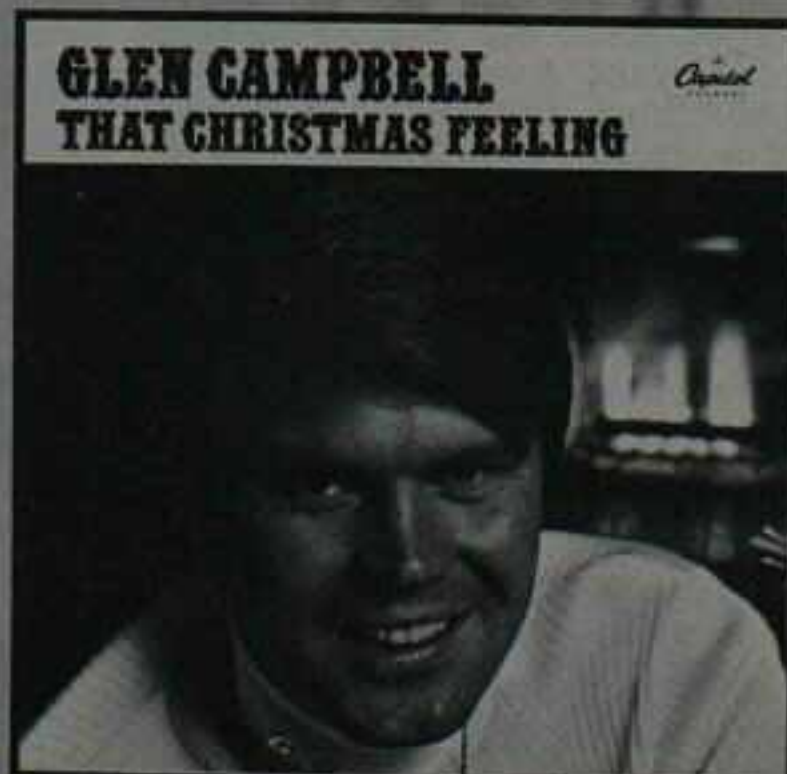
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Rhythm & Blues

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" culture to dominate half of the top 100 best-sellers. Not only has r&b won a giant market for the black soul 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 soul explosion, black artists 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 chided by 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 ethnic, racial—and 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. "Conspiracy" on the part of a black soul artist to appeal musically 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 rallying 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. Interracial groups blasting heavy psychedelic guitar riffs with great gushes of organ have become middle of the road musicians in the black music movement, synthesizing and diluting 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 market 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 Heart, Cream, John Mayall's Blues Breakers and the Paul 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 music history has revived a larger social interest in the black culture. It has given veteran Negro musicians, long a separate institution, a chance at popular acceptance in both the white and black markets. Better recording facilities, promotion, advertising dollars and the soul explosion has given Muddy Waters, Albert King, Otis Spann, Chuck Berry, Slim Harpo and other black blues artists new life in the new super-market—all in the five years since the Beatles and the Rolling Stones endorsed r&b by featuring it in their initial repertoires.

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 pride, not directed so much 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 dilemmas of the now-acknowledged black culture. John W. Anderson's "Don't Pat Me on the Back and Call Me Brother" for Capitol and author-movie director Melvin Van Peebles' "Brer Soul" album on the A&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 brought their music heavily into the 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 Curtis 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.

BEST SELLING

Billboard SPECIAL SURVEY For Week Ending 12/14/68

Rhythm & Blues Singles

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	I HEARD IT THROUGH THE GRAPEVINE Marvin Gaye, Tamla 54176 (Jobete, BMI)	3	26	33	SOCK IT TO ME, PART 1 Deacons, Shama 100 (Colfam, BMI)	2
2	2	WHO'S MAKING LOVE Johnny Taylor, Stax 0009 (East, BMI)	9	27	25	LOVE WILL RAIN ON YOU Archie Bell & the Drells, Atlantic 2559 (Cotillion/Orellia, BMI)	3
3	5	FOR ONCE IN MY LIFE Stevie Wonder, Tamla 54174 (Stein & Van Stock, ASCAP)	5	28	21	LITTLE GREEN APPLES D. C. Smith, Columbia 44616 (Russell-Cason, ASCAP)	14
4	4	BRING IT ON HOME TO ME Eddie Floyd, Stax 0012 (Kags, BMI)	5	29	23	FROM THE TEACHER TO THE PREACHER Gene Chandler & Barbara Acklin, Brunswick 55387 (BRC/Jalynne, BMI)	8
5	6	CLOUD NINE Temptations, Gordy 7081 (Jobete, BMI)	4	30	29	LET ME DOWN EASY Little Milton, Checker 1208 (Arc, BMI)	10
6	2	LOVE CHILD Diana Ross & the Supremes, Motown 1135 (Jobete, BMI)	8	31	39	YOU'VE GOT THE POWER Esquires, Wand 1193 (McLaughlin, BMI)	3
7	3	ALWAYS TOGETHER Dells, Cadet 5621 (Chevis, BMI)	9	32	32	ONE EYE OPEN Maskman & the Agents, Dynamo 125 (Catalogue/Den, BMI)	2
8	8	TOO WEAK TO FIGHT Clarence Carter, Atlantic 2569 (Fame, BMI)	5	33	47	THIS IS MY COUNTRY Impressions, Curtom 1934 (Camad, BMI)	2
9	9	PICKIN' WILD MOUNTAIN BERRIES Peggy Scott & Jo Jo Benson, 555 International 748 (Crazy Cajun, BMI)	9	34	35	WORM Jimmy McGriff, Solid State 2524 (Jell, BMI)	2
10	10	GOODBYE MY LOVE James Brown, King 6198 (Dynatone, BMI)	4	35	36	PEOPLE Tymes, Columbia 44630 (Chappell, ASCAP)	4
11	12	SEE SAW Aretha Franklin, Atlantic 2574 (Cotillion/East, BMI)	12	36	37	NOT ON THE OUTSIDE Moments, Stag 5000 (Gambi, BMI)	3
12	13	SOULFUL STRUT Young-Holt Unlimited, Brunswick 55391 (Dakar/BRC, BMI)	3	37	40	DRESSES TOO SHORT Syl Johnson, Twinight 110 (Midday/Michelle, BMI)	4
13	7	TALKING ABOUT MY BABY Gloria Walker, Flaming Arrow 35 (Flaming Arrow, BMI)	6	38	17	HEY WESTERN UNION MAN Jerry Butler, Mercury 72850 (Parabut/Double Diamond/Downstairs, BMI)	13
14	14	KEEP ON DANCING Alvin Cash, Toddlin' Town III (Vapac, BMI)	5	39	42	RELEASE ME Johnny Adams, 555 Int'l 750 (4 Star Sales, BMI)	2
15	15	HOW YOU GONNA GET RESPECT (When You Haven't Cut Your Process Yet) Hank Ballard, along with "The Dapps," King 6196 (Golo, BMI)	7	40	41	HARD TO HANDLE Patti Drew, Capitol 2339 (East/Time/Redwal, BMI)	2
16	16	SLOW DRAG Intruders, Gambie 221 (Razor Sharp, BMI)	3	41	43	HANG 'EM HIGH Booker T. & the M.G.'s, Stax 0013 (Unart, BMI)	4
17	34	ROCKIN' IN THE SAME OLD BOAT Bobby Bland, Duke 440 (Don, BMI)	4	42	44	JUST AIN'T NO LOVE Barbara Acklin, Brunswick 55388 (Dakar/BRC, BMI)	2
18	19	DON'T MAKE THE GOOD GIRLS GO BAD Della Humphrey, Arctic 144 (Dandelion, BMI)	5	43	31	I LOVE YOU MADLY Fantastic Four, Soul 35052 (Ric Tic, BMI)	12
19	20	I'VE GOT LOVE FOR MY BABY Young Hearts, Minil 32049 (Metric/Lenoir, BMI)	9	44	48	DON'T CRY MY LOVE Impressions, ABC 11135 (Camad, BMI)	2
20	38	MY SONG Aretha Franklin, Atlantic 2574 (Lion of Houston, BMI)	2	45	—	FREEDOM TRAIN James Carr, Goldwax 338	1
21	24	MALINDA Bobby Taylor & the Vancovers, Gordy 7079 (Jobete, BMI)	5	46	—	BEGINNING OF THE END Unifics	1
22	26	PAPA'S GOT A BRAND NEW BAG Otis Redding, Atco 6636 (Lois/Tocca, BMI)	2	47	—	CALIFORNIA DREAMIN' Bobby Womack	1
23	18	COURT OF LOVE Unifics, Kapp 935 (Andjun, BMI)	13	48	49	PROMISES PROMISES Dionne Warwick, Scepter 12231 (Blue Seas/Jac/Morris, ASCAP)	2
24	30	DON'T BE AFRAID (Do as I Say) Frankie Karl & the Dreams, D.C. 180 (Proud Tunes, BMI)	5	49	—	I'M GONNA MAKE YOU LOVE ME Diana Ross & the Supremes & the Temptations	1
25	28	A MAN AND A HALF Wilson Pickett, Atlantic 2575 (Fame, BMI)	4	50	—	YOU'RE LEAVING ME Ollie & the Nightingales	1

Mills & SD Open Push on Fredric

NEW YORK — Mills Music has tied up with 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, Multiwood Music.

Stereo Dimension will join the contemporary music scene when it releases its first Multiwood production by the Fredric immediately after the Christmas holidays. An album will follow the single release during the early part of the new year.



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



1752

ROOTS The Everly Brothers



WARNER BROS. — SEVEN ARTS, RECORDS INC.





BLUE NOTE'S BOBBY HUTCHERSON renews his pact with the jazz label, as label executives look on. Left to right: Frank Wolff, a&r director; Duke Pearson, producer and Blue Note artist, and Mel Fuhrman, general manager and the label's chief executive. Vibist 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 in length and are usually taped at a club or at the musician's hotel.

Slaughter may have had the distinction of being the only broadcaster at the recent Monterey Jazz Festival roaming the grounds with portable Uher recorder 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 older 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."

Reedman 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."

Slaughter programmed four interviews from his tapes, infusing cuts from the player's LP's to round out the feature.

Slaughter feels the other jazz and rhythm and blues stations which attended Monterey flubbed a good opportunity to obtain some "live" programming by not seeking out interview material with the performers.

Slaughter programs cuts depicting an artist's work down through the years as supporting material for the interview feature. There are other DJ's 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 says, "because we (staff DJ's) feel we're spending too much time in the field selling. And you just can't go on the air fresh. 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. Mamilton is the son of jazz musician Chico Hamilton.

Signed to Purecane for personal management are Colours (Dot), Red Beans & Rice (Epic), the Hamilton Streetcar (Dot) and the Watts 103rd Street Band (Warner Bros.-7 Arts). Publishing will be handled by Purecane Publishing (BMI) or Sorn-Harris-Jones (ASCAP), a subsidiary of Purecane except for Colours, who have a previous contract with Hastings Music (BMI).

Hamilton has retained Martin Cohen as legal counsel and Joseph Segal as business management consultant. Regehr Public Relations will handle publicity. The Purecane Organization offices will be located at 5455 Wilshire Boulevard, Los Angeles, and 321 East 45th Street, New York.

BEST SELLING
Billboard Rhythm & Blues LP's

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	SPECIAL OCCASION Smokey Robinson & the Miracles, Tamla TS 290 (S)	12	26	29	JOHN W. ANDERSON PRESENTS KASANDRA Capitol ST 2957 (S)	4
2	3	MARVIN GAYE IN THE GROOVE Tamla TS 285 (S)	10	27	30	IN PERSON AT THE WHISKEY A GO GO Otis Redding, Atco SD 33-285 (S)	2
3	7	FELICIANO! Jose Feliciano, RCA Victor LPM 3957 (M); LSP 3957 (S)	22	28	26	DIANA ROSS & THE SUPREMES "LIVE" AT LONDON'S TALK OF THE TOWN Motown (No Mono); MS 676 (S)	11
4	2	ARETHA NOW Aretha Franklin, Atlantic (No Mono); SD 8186 (S)	23	29	23	THE IMMORTAL OTIS REDDING Atco (No Mono); SD 33-252 (S)	23
5	9	JAMES BROWN LIVE AT THE APOLLO, VOL. 2 King (No Mono); 1022 (S)	15	30	25	LOOK AROUND Sergio Mendes & Brasil '66, A&M (No Mono); SP 4137 (S)	29
6	5	HICKORY HOLLER REVISITED O. C. Smith, Columbia (No Mono); CS 9680 (S)	24	31	31	ARE YOU EXPERIENCED Jimi Hendrix Experience, Reprise R 6261 (M); RS 6261 (S)	60
7	8	CHEAP THRILLS Big Brother & the Holding Co., Columbia KCS 9700 (S)	10	32	27	WHEELS OF FIRE Cream, Atco (No Mono); SD 33-244 (S)	18
8	4	YOU'RE ALL I NEED Marvin Gaye & Tammi Terrell, Tamla TS 284 (S)	13	33	32	TEMPTATIONS GREATEST HITS Gordy 919 (M); S 919 (S)	105
9	11	ARETHA IN PARIS Aretha Franklin, Atlantic SD 8207 (S)	3	34	33	SOUL BAG Mongo Santamaria, Columbia CS 9653 (S)	12
10	10	ELECTRIC LADYLAND Jimi Hendrix Experience, Reprise 2R5 6207 (S)	7	35	38	FOOL ON THE HILL Sergio Mendes & Brasil '66, A&M SPX 4160 (S)	2
11	12	THIS IS MY COUNTRY Impressions, Curtom CR5 8001 (S)	5	36	37	DIONNE WARWICK'S GOLDEN HITS, PART 1 Scepter 3RM 565 (M); SPS 565 (S)	57
12	13	THERE IS Dells, Cadet (No Mono); LP 804 (S)	31	37	34	MAIDEN VOYAGE Ramsey Lewis, Cadet (No Mono); LPS 811 (S)	20
13	6	THE TIME HAS COME Chambers Brothers, Columbia CL 2722 (M); CS 9522 (S)	16	38	39	I THANK YOU Sam & Dave, Atlantic SD 8205 (S)	2
14	28	DIANA ROSS & THE SUPREMES JOIN THE TEMPTATIONS Motown MS 679 (S)	2	39	36	IN A MELLOW MOOD Temptations, Gordy 924 (M); S 924 (S)	52
15	17	A DAY IN THE LIFE Wes Montgomery, A&M (No Mono); SP 3001 (S)	60	40	40	BEST OF KING CURTIS Atco SD 33-266 (S)	2
16	15	TIME PEACE GREATEST HITS Rascals, Atlantic (No Mono); SD 8190 (S)	23	41	—	ROAD SONG Wes Montgomery, A&M SP 3012 (S)	1
17	14	TEMPTATIONS WISH IT WOULD RAIN Gordy (No Mono); 927 (S)	30	42	41	LIVIN' IT UP Jimmy Smith, Verve V6-9750 (S)	8
18	18	LADY SOUL Aretha Franklin, Atlantic 8176 (M); SD 8176 (S)	43	43	42	BIGGER & BETTER David Newman, Atlantic SD 1505 (S)	7
19	22	200 M.P.H. Bill Cosby, Warner Bros.-7 Arts WS 1757 (S)	7	44	50	LOVE CHILD Diana Ross & the Supremes, Motown MS 670 (S)	2
20	19	STONED SOUL PICNIC 5th Dimension, Soul City (No Mono); SCS 92002 (S)	17	45	44	FOUR TOPS GREATEST HITS Motown M 662 (M); MS 662 (S)	35
21	21	SOUL LIMBO Booker T & the MG's, Stax STS 2001 (S)	11	46	43	LIVE WIRE/BLUES POWER Albert King, Stax STS 2003 (S)	5
22	20	ELECTRIFYING EDDIE HARRIS Atlantic 1495 (M); SD 1495 (S)	40	47	49	HOLD ME TIGHT Johnny Nash, J&J JS 1207 (S)	2
23	16	YESTERDAY'S DREAMS Four Tops, Motown (No Mono); MS 669 (S)	11	48	47	DIANA ROSS & THE SUPREMES SING AND PERFORM "FUNNY GIRL" Motown MS 672 (S)	6
24	24	A NEW TIME—A NEW DAY Chambers Brothers, Columbia CS 9671 (S)	7	49	45	SMOKEY ROBINSON & THE MIRACLES, GREATEST HITS, VOL. 2 Tamla T 280 (M); TS 280 (S)	42
25	48	SOULED Jose Feliciano, RCA Victor LST 4045 (S)	2	50	46	STEVIE WONDER'S GREATEST HITS Tamla (No Mono); TS 282 (S)	33

Cap. Mounts 2d
Rock Musical

LOS ANGELES — Capitol's newly named director of dramatic musical projects, Herb Hendler, and two associates have begun preparing a second rock musical for Broadway. This play is meant to follow Capitol Records first home grown rock musical, "Alison" slated for Broadway next spring.

Hendler, who oversees Capitol's Beachwood Music company, is collaborating on the second rock musical, "The Nude Scene," with Paul Aaron and Alice Kuhns. Hendler co-authored "Alison" with Roslyn Daws. He is co-producing the fantasy-musical with Hal James, co-producer of "Man of La Mancha."



PHYLLIS NEWMAN listens to the playbacks of her new album for Sire Records, "Those Were the Days." Left to right: Richard Gottschler, Seymour Stein and Arnold Goland, the album's joint producers and Neil Sepos, chief engineer at Bell Sound Studios. Miss Newman, wife of lyricist Adolph Green, will be appearing on TV shows in New York, California and throughout the U. S. to promote the album. A single release is forthcoming from Sire.

The Words: ROD MCKUEN The Music: ANITA KERR



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(Album 1670)




THE EARTH
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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 here, you can hear a station that would be difficult to recognize from a station in this town. It would have the same promotions, the same identification jingles, the same music.

"Richard Buckley, the owner of this station, says that if you can't do anything else, at least be different.

Taxing to Be Creative

"It is 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. This ranges from changing the jingles to new promotions. Yet, certain basics give the station an image so you can recognize it even if you don't hear the call letters.

WDRC's basic ingredient is the music; this has to be the basic ingredient of any Top 40 station, said Parker. "And this implies formula. But formula has inherent within it boredom. So, we try to get audience involvement and human interest into our radio. And we present the music as interestingly as possible."



CHARLIE PARKER, program director and vice-president of WDRC, Hartford, Conn., looks on while air personality John Rody 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. Balthrope, president of the station, said that in his opinion the new Shaefer equipment establishes KEEZ-FM five years ahead in programming.

"Although we are still very much 'alive' in that we have an operator on duty 24 hours-a-day, we are now able to edit our human errors before they get on the air," he said. Music is played in whatever variety ordered by the computer brain from five different music courses, containing 7,000 selections and updated each week.

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 Balthrope. "In a 15-minute period, you may hear two titles announced. Our tempo is a lot brighter than usual middle-of-the-road formats."

WHIL-FM Bows 'More Country'

BOSTON—WHIL-FM, once the only country music outlet serving this market, is bowing a new music policy—"more country music." Air personality Ted Abbott said that the 50,000-watt station will begin a modified "more music per hour" approach. The station broadcasts 19 hours daily with a 60-record playlist. Music director is Larry Kaye. Until WCOP, an AM Plough operation, switched 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 given relative play on this basis."

Parker is the perfect example of a "total" radioman. After getting out of the Army after World War II, he'd taken a clerk's job. But he'd always wanted to see a radio station, so he walked into WDRC the very day an engineer was leaving his job and station management asked him if he wanted to train to be an engineer. So the clerk's job went down the drain and Parker became a WDRC engineer. He later got into writing commercials; he would also write and produce shows for banks and other firms.

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 because "I like doing it." He has also written and produced commercials for national accounts.

He would have preferred being a deejay (he used to pretend being a deejay at 16 years old, talking 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, over the years, has a string of brilliant alumni. For example, Ron Landry at WBZ, Boston; Jim Nettleton and Long John Wade at WFIL, Philadelphia; Sandy Beach and Don Wade at WKBW, Buffalo; Kurt Russell at WIND, Chicago; Bud Steele at WWDC, Washington, and Mike Stein at WNEW, 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 KOL, Seattle, WWTC, Minneapolis; KGIL, San Fernando Valley, Calif., and KKHI, San Francisco.

Here are the rules-of-thumb Parker takes into consideration in hiring a personality. Usually, the first contact is a telephone call from the personality. Parker then asks him to send a tape "so I can judge him as listeners judge him—not by appearance or age. If I like a take, and I take into consideration the guy's ability 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 under the conditions of the station—doing the hour that he'd best fit into in the format. The next step is to go into his market and listen to him perform—probably without his knowledge. It's true that we take a long time in hiring a man . . . because we hate to make a mistake—for him and for the station. It's bad for a station to have large turnovers."

Parker, who became program director of WDRC in 1958 and then also a vice-president in 1968, believes that a program director has to relate to the other stations in the market. "The program director has to put himself in the position of a listener and go up and down the dial with the sole purpose of improving his own station so that when a listener does this, 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, he said, "It's simply because middle-of-the-road stations haven't latched on to this situation." He did not go for the "more music" approach, claiming that the more automated a station sounds, the less impact it has in sales.

"We get tremendous sales results here and that's the ultimate test of a station." He pointed out that the station was now represented for national sales by Edward Petry & Co.

But to get back to originality in radio, Parker pointed out that many radio stations were featuring golden oldie weekends. "What we do is have a countdown of our playlist from 20, but 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 personable quicker, he said, largely because of the competition. Every week, Parker tapes a deejay's show and then sits down with him and discusses the show. "I'll question him about his reason for doing something on the show and sometimes he'll convince me his reason was sound and sometimes I'll convince him." But I have a reputation here of listening to a guy doing a perfect show, except for the one thing I hear."

WKAQ Into New Format

SAN JUAN—WKAQ, one of the oldest commercial radio stations in the world and part of the radio-TV-newspaper complex of El Mundo Enterprises, has revamped its programming to a Hot 100 format centered on 50 records. Programming consultant Mike Jo-

seph was hired to do the modernization at the station, which until now has featured soap operas, hour-long chatter programs, and private programs. WKAQ, managed by V. Lamas Jr., is a 5,000-watt, 24-hour music station now.

WAAT Switches To E. L. Airplay

TRENTON—WAAT, 5,000-watt daytime station here, has changed programming to easy listening. The station formerly played Hot 100 Chart records. Program director Len Murray said the programming change

was made due to civic pressure, rather than any ratings failure.

"The sponsors just didn't want to be associated with a rock 'n' roll station in this market."

WJAS Gets Audience Via 'Monitor' Play

PITTSBURGH — NBC-owned radio station WJAS has made great gains toward a healthy share of the Steel City audience, with a tightly produced 24-hour, seven-day local version of the NBC Radio Network's weekend "Monitor" programming. It's called "Monitor Pittsburgh," and it's the result of a broad staff expansion program carried out over the last few months under the aegis of station manager Earl Buncher.

"We don't just turn a guy loose in a studio with a stack of records," says WJAS program manager Mel Berman, who instituted the format. "All of the Monitor Pittsburgh elements must be brought into balance."

These elements include news, opinions, and interviews along with carefully selected middle-of-the-road records. The overall flow of information is best summed up by the station's slogan, "If it happens now, you'll hear about it now." The "Monitor" beacon and other sounders are there, and WJAS uses the well-known "Monitor" jingles, but with customized lyrics for Pittsburgh.

Although the music is easy listening according to Berman, "We do tend to drive in the left lane." Of the other four major Pittsburgh radio outlets, only one is Top 40; the remaining three are easy listening. WJAS' big difference is in the information flow blended with the music.

"The fact that we do include information features makes music selection most important," he continues, "in fact, more important than at a music-only station."

Berman and afternoon host Jack Wheeler ("we have no disk jockeys here") listen to both sides and every cut of the records sent here. Quite often, Mel encountered situations where, "something good would have been passed by if we had arbitrarily dismissed a label or an artist as not being in our bag." Only rarely is WJAS in the position of adding a record to the music list after it has been broken by another station.

"Monitor Pittsburgh's" music is blended with news and interesting features—most of them less than two minutes long to preserve a fast-paced forward motion effect. Local news follows NBC's hourly newscasts. Short reports on new local developments however, may be dropped in as part of the program at any time during an hour, rather than waiting for the next newscast.

Local news is handled by an eight-man staff, and more often than not reports originate live from outside locations rather than from the newsroom. Bill Ross, midday host, doubles as the station's reviewer of the Pittsburgh entertainment scene including movies, concerts, and night club performances.

Ross also interviews entertainers, including recording artists, during their stays in town, for later airplay. As Pittsburgh's only radio reviewer, he frequently gets the inside track to

(Continued on page 42)

The Hit Soul Sound of Atlantic-Atco

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Produced by Gamble - Huff



SAM & DAVE

"Soul Sister, Brown Sugar"

Atlantic #2590

Produced by Isaac Hayes & David Porter



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"Til I Can't Take It Anymore"

Atco #6637

Produced by Arif Mardin & King Curtis



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programming aids

• Continued from page 40



San Francisco KNBR
Michael Button
Music Director

BP: "Saturday Night at the World," Mason Williams, Warner Bros. **BLFP:** "L.A. Breakdown," Jack Jones, RCA. **BH:** "Hold Me Tight," Johnny Nash, Jad. **BLFH:** "1432 Franklin Pike Circle Hero," Bobby Russell, Ell.

South Lake Tahoe, Calif.—KTHO

Bill Kingman
Program Director

BP: "My Favorite Things," Herb Alpert and TJB. A&M. **BLFP:** "In A Long White Room," Nancy Wilson, Capitol. **BH:** "Son of a Preacher Man," Dusty Springfield, Atlantic. **BLFH:** "I Am Waiting," Jennifer Warren, Parrot.

Springfield, Mass.—WSPR

Budd Clain
Program Director

BP: "Saturday Night at the World," Mason Williams, Warner Bros. **BLFP:** "Mr. Clown," Marilyn Kaye. **BH:** "She's a Lady," John Sebastian. **BLFH:** "Soulful Strut," Young-Holt Unlimited.

Washington—WWDC

Terry Green
Music Librarian

BP: "Kay," John Wesley Ryles, I, Columbia. **BLFP:** "Knowing When to Leave," Michele Lee, Columbia. **BH:** "Lo Mucho Que Te Quiero," Rene and Rene, White Whale. **BLFH:** "Soulful Strut," Young-Holt Unlimited, Brunswick. **Best Album Cuts:** "I Will" and "Honey Pie" from the New Beatle Album.

Wichita, Kan.—KFH-AM

Barry Gaston
Operations Director

BP: "Knowing When to Love," Michelle Lee, Columbia. **BLFP:** "Let Me Chose Life," Glen Yarborough, Warner Bros. **BH:** "Vance," Roger Miller, Smash. **BLFH:** "The Hill of Henri Shapelle," Bill Post, DJB.

RADIO-TV JOB MART

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

Chattanooga—WNOO

Steve Soul

BP: "My Song," Aretha Franklin, Atlantic. **BLFP:** "The Beginning of My End," the Unifics, Kapp. **BH:** "Who's Making Love," Johnny Taylor, Stax. **Also Big in Chattanooga:** "This Is My Country," Impressions, Curtom. "Goodbye My Love," James Brown, King. "Malinda," Bobby Taylor and The Vancouvers, Gordy. "Keep on Dancing," Alvin Cash, Toddlin Town.

Miami Beach, Fla.—WMBW

Donny Gee
Station Manager

BP: "I Forgot To Be Your Lover," Willing Bell, Stax. "Gonna Keep on Trying," Jimmy Ruffin, Motown. **BLFP:** "Until You Came Along," Visitors, Daktar. "You," Johnny and The Bandwagon, Epic. **BH:** "Don't Be Afraid," Frankie Kaal, Dreams, D.C. "I Heard It Through the Grapevine," Marvin Gaye, Taglo. **BLFH:** "I Miss You," the O'Jays, Bell. "Everyday People," Sly and Family Stone, Epic.

PROGRESSIVE ROCK

San Jose (& San Francisco Bay Area), Calif.—KSJO-FM Stereo

Bill Slater
Program Director

BP: "The Beatles," Beatles, Apple. **BLFP:** "Melonie," Melonie. **BH:** "Clouds," Dave Van Ronk (With the Hudson Dusters LP). **BLFH:** "Some Thoughts of a Young Man's Girl," Street, Verve.

Wichita, Kan.—KFH-FM

Barry Gaston
Operations Manager

BP: "Souled," Jose Feliciano, RCA. **BLFP:** "Rainmaker," Nilsson, RCA. **BH:** "Son of a Preacher Man," Dusty Springfield, Atlantic. **BLFH:** "Scarborough Fair," Sergio Mendes, A&M.



Worcester Mass.—WORC
Jeff Starr
Program/Music Director

BP: "Raw Blues," Mayall, Clapton, Spann, Green, Dupree-London, (entire LP). **BLFP:** "White House," Burdon and the Animals, MGM (45). **BH:** "Living the Blues," Canned Heat, (entire LP). **BLFH:** "Big Mama," Thornton, "Chicago Blues Band, Arkoolie (entire LP).

WJAS Audience

• Continued from page 38

a new act or arrangement. But he can be brutal with a bomb. All of the hosts handle interview assignments, and the subject may be anyone, in any walk of life. The only criteria are that the story be timely and interesting. WJAS has set up a separate department under Features Co-Ordinator Marilyn Bookser to handle assignments, production and scheduling of all "Monitor Pittsburgh" feature content.

when answering ads . . .
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OTHER PICKS

Hot 100—Bruce Hathaway, San Antonio, KTSA, BP: "Soulful Strut," Young Holt Unlimited, Brunswick, and BH: "You Got Soul," Johnny Nash, Jad. . . . Essex, Washington, D.C., WMOD, BP: "Ellis Island," The Paupers, and BH: "Live Wire," Albert King. . . . J. Robert Dark, Wichita, Kansas, KEYN, BP: "Yesterday's Rain," Spanky & the Gang, Mercury, and BH: "Cinnamon," Derek, Bang. . . . Gary Rawn, Ventura, California, KUDU, BP: "Going Up the Country," Canned Heat, and BH: "Stormy," Classics IV. . . . Jud Rosebush, Wooster, Ohio, WWST, BP: "A Ray of Hope," The Rascals, Atlantic, and BH: "I Can't Turn You Loose," Chambers Brothers, Columbia. . . . Don Williams, Sierra Vista, Ariz., KHFH, BP: "What Time Did You Say It Was In Salt Lake City," Fever Tree, Uni, and BH: "Aladdin," Rotary Connection, Cadet Concept.

College—Ron Shawn, Boston WTBU, BP: "Isn't It Lonely Together," O. C. Smith, and BH: "Soulful Strut," Young-Holt Ltd. . . . Lenny Bronstein, Brooklyn, WBCR, BP: "Spooky Tooth," on Steve Miller's Sailor, and BH: "Traffic," . . . Dennis Blyth, Michigan, WMSM, BP: "I Don't Know How," Superlatives, and BH: "Do It In the Road," from the Beatles LP, Apple, also, "Wichita Line-man," Glen Campbell, Capitol. . . . Vic Hines, Richmond, WJRB, BP: "A Ray of Hope," Rascals, and BH: "Son of a Preacher Man," Dusty Springfield. . . . Rip Van, San Francisco, KUSF, BP: "Don't Remind Me Now of Time," Peter Yarrow, Warner Brothers, and BH: "Magic Carpet Ride," Steppenwolf, Dunhill. . . . Jim Beaumont, Pittsburgh, WRCT, BP: "Season of the Witch," Part One, Vanilla Fudge, Atco, and BH: "I Can't Turn You Loose," Chambers Brothers, Columbia. . . . Newton Fiock, Missouri, KFRH, BP: "Crimson and Clover," Tommy James and the Shondells, Roulette, and BH: "Obladi Obladah," Beatles, Apple.

Easy Listening—Dick Conder, Michigan, WATT, BP: "The Garbage," Al Hirt, RCA, and BH: "Abraham, Martin & John," Dion Laurie. . . . Michael Button, San Francisco, KNBR, BP: "Saturday Night at the World," Mason Williams, Warner Brothers, and BH: "Hold Me Tight," Johnny Nash, Jad.

Country—Dave Elliot, Homestead, Florida, WIII, BP: "Girl Most Likely," Jeannie C. Riley, Plantation, and BH: "My Son," Jan Howard, Decca.

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'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 shy jukebox patron. Bilotta, head of Bilotta Enterprises, Inc., Newark, N. Y., calls this shy patron the "timid soul."

A well-known Wurlitzer distributor, Bilotta is now programming 40 "Especially for You" standards on the firm's

[\(Continued on page 49\)](#)

IAAP Show Features 25-Cent Arcade Play

By RON SCHLACHTER

CHICAGO — The quarter-play game has become a reality in arcades. This was pointed out last week by exhibitors at the International Association of Amusement Parks (IAAP), were Joe Munves said: "Five pieces set for 25-cent play will gross more than a whole arcade full of dime machines."

Munves, here representing Mike Munves Corp., showed five games set for quarter play. They were Bally's World Cup soccer game, the Sega Helicop-

ter unit, a Crown Basketball game and Periscope and Chicago Coin's Hockey Champ. Crown is a trade name for Taito Trading, which has used Munves in a consultant capacity recently.

The International Mutoscope Corp. featured Calibre Recorders, Ltd., coin-operated recording studio, a photo machine called Photomatic 60, and Plastic-Matic, a do-it-yourself laminating machine. The automatic recording studio produces high-fidelity, six-inch records at 45 rpm. in only 2 1/4 minutes.

Zap-Ball and Ball Walk were on display at the Cointronics exhibit. Ball Walk, a counter piece, weighs 15 pounds, and measures 7 inches high by 23 inches long by 14 inches wide.

Other exhibits featured displays from Nutting Associates, Computer Quiz; Roberto Meluzzi, the Italian Skooter; Nutting Industries, IQ Computer; Standard Harvard Metal Typer, Inc., the Standard Metal Typer, and Tape-Athon Corp., background music systems.

'Fun 'n' Foods' Chain Pairs Eating & Games

CHICAGO—The first of a proposed national chain of Fun 'n' Food centers is set for opening Dec. 20 in Fort Lauderdale, Fla. The centers, to be franchised under the direction of coin machine distributors, will combine fast food service and amusement machines. The project is the joint venture of John Bilotta and John Osbaldeston, Newark, N. Y.

Bilotta, head of Bilotta Enterprises, Inc., Newark, and the Newark semi-pro baseball team, was here last week attending the amusement park show en route to baseball meetings on the West Coast. He said the centers, differing in design from arcades, would feature about 25 amusement devices, wall-to-wall carpeting and careful supervision.

Special menus, including hamburger on English muffin; Hoggies, a submarine-type sand-

wich and white and red hot dogs on a 10-inch bun are among the fast food attractions.

Herb Alpert LP's In Redisco List

BALTIMORE — Redisco has added six new little LP's by Herb Alpert to its album inventory. The albums, all reissues, are "Herb Alpert's Tijuana Brass Vol. 2" "The Lonely Bull," "Herb Alpert's Ninth," "South of the Border," "Whipped Cream & Others" and "What Now My Love."

Other Redisco new releases are from Warner Bros., featuring Harpers Bizarre and six new releases on Columbia. Columbia artists are Tony Bennett, the Chambers Brothers, Ray Conniff, Percy Faith, Paul Revere and the Raiders, and O. C. Smith.

Rowe Expands Stereo Round

By KEVIN KELLEGHAN

MEXICO CITY — The new Rowe International, Inc., Musical Miracle jukebox, unveiled here for distributors Nov. 25, features Rowe Stereo Round, a concept that embraces optional side-panel speakers and auxiliary wall speakers to pair with the unit.

Other outstanding features include a five-year warranty, new

[\(Continued on page 50\)](#)

Manufacturers Supporting Denver Mechanics School

CHICAGO — Donald Miller and Robert Cooper, of the National Institute of Coin Mechanics, Denver, were here last week meeting various coin machine manufacturers and reported "excellent results in gaining cooperation." The school, which has been operating a second branch in Washington, for six months, is hoping to sign a government contract soon, expand the course by three weeks, and add a special vending curriculum.

Miller emphasized that as many as five government agencies are now able to send students to the school. The school is trying to sign a contract with one, the Manpower Development and Training Administration.

The other agencies which can send trainees are Veterans Administration, Rehabilitation Department, Welfare Department, and Title V. Bureau of Indian Affairs.

Miller said the agencies stand the expenses of the course except in the case of the G. I. Bill of Rights, Veterans Administration. "There is a little differ-



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

English Amusement Palaces Lure Over Million Patrons

By MIKE HENNESSEY

LONDON — American operators, planning ways to cash in on the growing automated leisure equipment market, may well want to study the many new luxury amusement centers being built here. Some centers cover 10,000 square feet and host one million visitors annually. Mecca and Fortes, two major entertainment industry firms, 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 sleazy, seedy establishments. But in the last year or so, the slum arcades have been swept away and been replaced by well-designed and comfortably carpeted amusement palaces, which are attracting an entirely new class of customer.

Said Eric Morley of Mecca: "Vast numbers of people today have become coin machine fans because of the installation of machines in our amusement palaces. We have catered to this

potential market by putting glamor into the arcades. We have invested a lot of money in these establishments, which are expensively carpeted throughout, as a long-term business operation."

Mecca opened its first new-style slot palace six months ago and the response, says Morley, "was well up to expectations."

"The old style amusement arcade used to stand out like a sore thumb and frequently caused annoyance to the tenants of adjoining premises. But now the arcade is getting a far better image and this enables us 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, is in the heart of London's West End. Others have since been opened in Bristol and Wandsworth.

The arcades use mostly penny machines supplied by Scotia Amusements with which Mecca has a link.

Fortes, the big leisure and catering group, has entered the arcade field through its Entam group (an abbreviated compound of "entertainment" and "amusement").

Entam director William Marshall said, "We have killed off the old-fashioned image of the seedy, street corner amusement arcade and have brought respectability to the United King-

[\(Continued on page 50\)](#)

Iowa Tourney Meeting May Point to New Trade Group

DAVENPORT, Ia. — Illinois and Iowa operators from as far away as 300 miles attended a meeting here recently to plan coin-operated billiard tournaments. The group may become the nucleus of a new State association. The meeting was co-sponsored by Atlas Music, Chicago, and U. S. Billiards, Inc., New York.

U. S. Billiards sales manager, Leonard Schneller, conducted the meeting portion devoted to

tournaments as a way to combat direct-to-location selling. Another meeting is scheduled at the Blackhawk Hotel here Dec. 18 at 7 p.m.

Among those attending: Howard Harkins, Glenn Sears, Ed Carleton Jr. and Herb Wolf, Davenport; Don and Dennis Jacobs, Moline, Ill.; Peter Langbehn, Moline, Ill.; Mr. and Mrs. Orma Johnson Mohr and Ed Carelton Sr., Rock Island, Ill.

[\(Continued on page 44\)](#)

New Equipment



Chicago Coin—Gun Game

The space age theme is carried out in this new gun game from Chicago Coin called Apollo Moon Shot. Outstanding features include adjustable tone pitch and volume on weird space sounds, a flashing star for extra score or special, flashes of bursting light when targets are hit and dual black lights for a space effect. The unit features nine targets, 20 shots per game, varying score values and adjustable extended play or replay. Pricing is adjustable from 10 to 25 cents.

OUR PLATFORM

LOWEST PRICES EVER

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— CLEAN, CHECKED, READY TO GO —

- ★ Pin Games ★ Music Machines
- ★ Amusement & Arcade Equipment
- ★ Guns & Pistols ★ Kiddie Rides
- ★ Bowling Alleys ★ Shuffle Alleys
- ★ Vending Machines—All Types
- ★ Photo Machines ★ Voiceographs
- ★ Audio-Visual Equipment

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Coinmen In The News

DENVER

Just how dependent phonograph volume is on weather was beautifully 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 finding outdoor entertainment too chilly, flocked to their local taverns. . . . September was a relatively slow month otherwise, reports Mike Savio, Draco Sales Co., Wurlitzer dealer. Big news in the Denver area has been the purchase of the former Apollo Stereo Music Systems, one of Denver's largest,

Tourney Meeting

• *Continued from page 43*

Pete Kahler, Fulton, Ill.; Clarence Hagen, Iowa City, Ia.; Leo Miller, Cedar Rapids, Ia.; Mr. and Mrs. Barney Barnhall, Fort Dodge, Ia.; Ken Reis, Ames, Ia. and Don Reis, Dennison, Ia.

Representing Atlas Music were Bill Phillips, Stanley Levin, 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 Haskett will remain in charge of service operations for the big Apollo Stereo firm.

September visitors, down from the mountain strongholds around Durango, included Roy and Don Kaiser, durable brother combination servicing the Four Corners area where New Mexico, Utah, Colorado and Arizona join. Completion 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, vending, and phonograph routes over the Western Colorado routes he operates. . . . A seldom-seen face was Gene Gapter, of Loveland Music Co., of Loveland, Colo.,

(Continued on page 49)

Yuletide Top Tunes

Guy Lombardo's "Auld Lang Syne" is included in this year's top Christmas selections by both Star and Sterling title strip companies. The jukebox selections were compiled by Don Cihak, Chicago manager for Star, and D. M. (Dick) Steinberg, president of Sterling.

STAR

"THE LITTLE DRUMMER BOY"
HARRY SIMONE CHORALE
"DIE LORELEI"
20TH CENTURY FOX OR.
"WHITE CHRISTMAS"
BING CROSBY
"GOD REST YE MERRY GENTLEMEN"
DECCA 3377
"AULD LANG SYNE"
GUY LOMBARDO
"HOT TIME IN THE OLD TOWN TONIGHT"
DECCA 3380
"SILENT NIGHT"
BING CROSBY
"ADESTE FIDELES"
DECCA 3377
"THERE'S NO PLACE LIKE HOME"
GLEN CAMPBELL
"CHRISTMAS IS FOR CHILDREN"
CANTO 3387
"JINGLE BELLS"
BING CROSBY/ANDREWS SISTERS
"SANTA IS COMIN' TO TOWN"
DECCA 3377
"CHRISTMAS SONG"
NAT "KING" COLE
"LITTLE BOY THAT SANTA FORGOT"
CANTO 3387
"ROCKIN' AROUND THE CHRISTMAS TREE"
BRENDA LEE
"PAPA NOEL"
DECCA 3377

STERLING

"AULD LANG SYNE"
GUY LOMBARDO
"HOT TIME IN THE OLD TOWN TONIGHT"
DECCA 3380
"WHITE CHRISTMAS"
BING CROSBY & CHORUS
"GOD REST YE MERRY GENTLEMEN"
DECCA 3377
"SILENT NIGHT"
BING CROSBY WITH CHORUS
"ADESTE FIDELES"
DECCA 3377
"JINGLE BELL ROCK"
BOBBY HELMS
"CAPTAIN SANTA CLAUS"
DECCA 3377
"ROCKIN' AROUND THE CHRISTMAS TREE"
BRENDA LEE
"PAPA NOEL"
DECCA 3377
"THE CHRISTMAS SONG"
NAT "KING" COLE
"THE LITTLE BOY THAT SANTA CLAUS FORGOT"
CANTO 3387
"LITTLE DRUMMER BOY"
HARRY SIMONE CHORALE
"DIE LORELEI"
20TH CENT. FOX OR.
"LITTLE DRUMMER BOY"
LOU RAWLS
"A CHILD WITH A TOY"
DECCA 3377

10 New Little LP's From Garwin

CHICAGO—Eight new Little LP's from Columbia and two releases on Dunhill are now available from Garwin Sales. Artists include O. C. Smith, Paul Revere and the Raiders, "Funny Girl" sound track, Percy Faith, Ray Conniff, the Chambers Brothers, Frankie Yankovic, Tony Bennett, Richard Harris and Mama Cass.

New Christmas Singles from Atlantic-Atco



Clarence Carter "BACK DOOR SANTA"

Produced by RICK HALL
Atlantic 2576

Otis Redding "WHITE CHRISTMAS"

Produced by STEVE CROPPER
Atco 6631

King Curtis "THE CHRISTMAS SONG"

Produced by TOM DOWD
Atco 6630

Available from your local ONE-STOP
or ATLANTIC-ATCO Distributor.

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 Recoil in Rifle • 20 Shots per Game

10c-25c PLAY
Adjustable Extended Play or Replay

NON-TIP
CABINET




ALSO IN PRODUCTION

HOCKEY CHAMP • AMERICANA • STARFIRE

CHICAGO COIN MACHINE DIV.
CHICAGO DYNAMIC INDUSTRIES, INC.

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THE
SEEBURG
GEM
HELPS

YOU
MAKE IT...
HELPS

YOU
KEEP IT...
PROFITS,
THAT

IS
!

THE NEW SEEBURG GEM
KEEPS YOU IN THE

P M N W K

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,
tempers 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-for-25¢ 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 moiré-patterned grille. Exciting rosewood finish with new styling touches throughout attract interest and stimulate more plays.



***Digital Display, Lighted Controls.** Numbers and letters flash as mechanism scans, selection playing remains lighted. Illuminated coin entry, selection instructions, "Dollar Bill Special" and "Thank You" for convenience, 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 highest frequency response, perfect listening.

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

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.

Americom Pocket Disc: a Bulk Item? NVA Eyes Problems In Fla., New York

NEW YORK — The success of marketing the new four-inch Americom Corp. Pocket Disc in Seattle through vending machines has prompted the firm here to enlarge the capacity of its units and make other design changes. Tests reveal vending

machines outperform counter merchandisers two - to - one in some outlets.

While marketing tests are still being conducted by Consolidated Distributors in Seattle, Americom executive Lawrence Kanaga said bulk vendors may be among the more interested in operating Pocket Disc dispensers.

"We're encouraged about the vending aspect of the test because we're discovering that in a number of cases vending machines outperform counter merchandisers two-to-one where both methods are being employed."

Kanaga said Americom had investigated the cases where vending outperformed over-the-counter sales. "People are immediately curious about a vending machine and will stop and study it. Then, they will dig out a couple of quarters and buy a record from the machine."

"Of course, young people are accustomed to patronizing gum vending machines and all types of vending equipment, and naturally are drawn to the record vender."

A newly designed version of the vender will have an increased

capacity of 75 records in five columns and will have one coin mechanism for each series of five columns. The units can be stacked and placed in a bank of four giving a store a total of 20 different selections.

Kanaga said Americom still hasn't determined the distribution or pricing of either the vending unit or the records.

"Our tests won't be completed until after the first of the year. Of the several things we're studying, one is which kinds of locations can best be utilized. We are finding that many stores that never sold records before are welcoming this new concept."

Since the vending machine works in a similar fashion to stamp venders and since bulk vendors are well-entrenched in the mass merchandising outlets, Kanaga agreed that Pocket Disc vending could appeal to them.

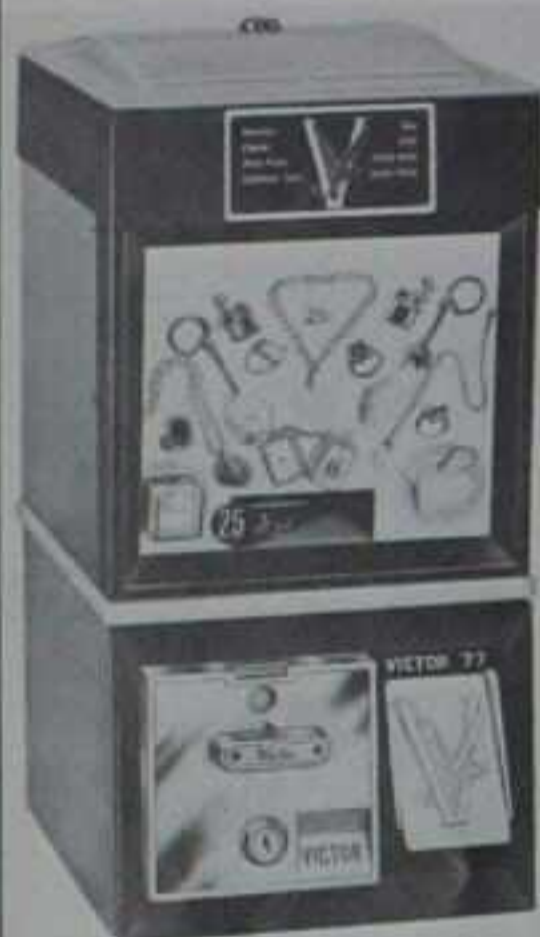
CHICAGO — The legislative committee of the National Vendors Association (NVA) has decided to pursue its present course in seeking fairer licensing in Florida and other areas and is suggesting legislation to solve a problem involving use of bingo chips as slugs. In Florida, the NVA will institute lawsuits 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. "In Florida, and all 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 regulate the physical shape 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.

VICTOR'S NEW 77 SPECIAL EXTRA CAPACITY TOP . . .



Holds 30 more V-2 Capsules.
Can be installed on your present 77's, or purchased with your 77 machines.

Only \$4.50 each

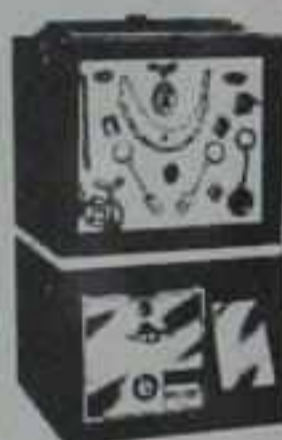
Includes new center rod.

See your distributor for information or write us direct.

VICTOR VENDING CORP.

5701-13 West Grand Ave.
Chicago, Ill. 60639

NEW VICTOR 77 GUM & CAPSULE VENDORS



A REAL SALES
STIMULATOR
IN ANY
LOCATION

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel.

Vends 100 count gum, V count gum, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism.

Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front

WRITE, WIRE OR PHONE
**GRAFF VENDING
SUPPLY CO., INC.**
2956 Iron Ridge Road
Dallas 47, Texas

New Equipment



Victor—Extra Capacity Top

Bulk vendors, turning to more quarter capsule merchandise, have been demanding larger capacity in machines. This has prompted Victor Vending Corp. to bring out an extra capacity top for its Model 77 unit, seen above. The top, which can be installed on all present 77's, increases the capacity of V-2 capsules from 80 to 110. The price of the new top is \$4.50 each, including a new center rod.

If your competition is giving you location trouble

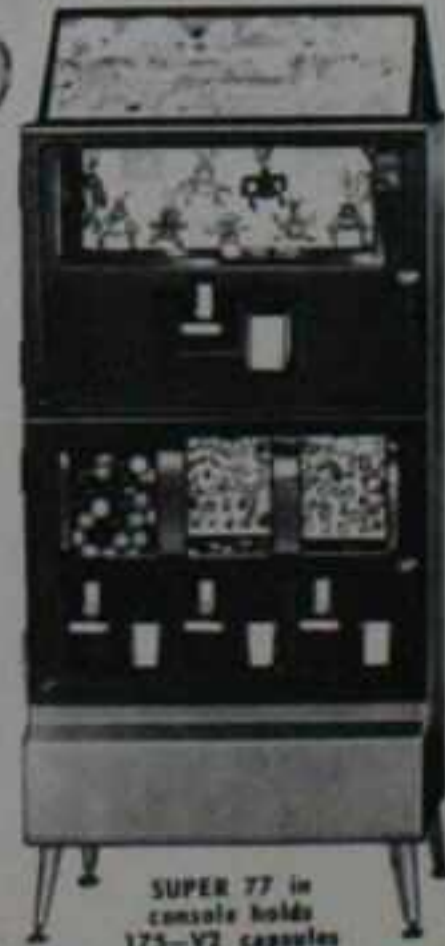
you may find the answer to this problem by operating the most advanced idea in bulk vending — the all new Victor —

SELECTORAMA® 77-88 CONSOLE

With six different combinations to select from to fit any of your locations. Will vend a variety of merchandise and coin combinations—1¢, 5¢, 10¢, 25¢.

Front door operation saves 50% to 75% service time. Bigger display, more profits. See your distributor for information and delivery date.

VICTOR VENDING CORP.
5701-13 West Grand Ave.
Chicago, Ill. 60639



SUPER 77 in console holds 175-V2 capsules

BIG PROFITS COME IN SMALL PACKAGES

Northwestern's
Model 60

produces more
profit per dollar
of investment

Whether it's in a super-market 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, modern design is sure to corner profits for you—at any location. Wire, write or phone for complete details.

Northwestern

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Phone: WHitney 2-1390

SCHOENBACH CO.

Manufacturers Representative
Acorn - Amco Distributor

MACHINES

WE HAVE 25¢
TITANS, MACHINES
AND MERCHANDISE
IN STOCK

HOT-HOT 10¢ CAPSULE MIXES

(all 250 per bag)
Monte Carlo \$8.00
Indian Craft Rings 9.50
Asst. Items with Lighter 8.00
Precious Gem Rings 7.50
Jewelry Mix 7.00
Jumbo Dice Mix 8.00
Jumbo Crispy Buns 8.00
Mini Books (3 per capsule) 8.00

HOT 5¢ VEND ITEMS

(all 250 per bag)
Asst. Economy Mix \$4.25
Bugs 5.00
Rings 5.00
Economy Ring Mix (no front) 4.00
Regular Deluxe Assmt. 5.00
Asst. Jewelry (Bangles & Beads) 5.00

1¢ CHARM MIXES & ITEMS
From \$3.50 to \$34.00 per M.
25¢ capsules in stock

Parts, Supplies, Stands & Globes.
Everything for the operator.
One-third deposit with order,
balance C.O.D.

SCHOENBACH CO.
715 Lincoln Pl., Brooklyn 16, N.Y.
(312) PResident 2-2900

Get and hold the best locations with
**Victor's
Selectorama®
Console**
6 DIFFERENT STYLES



Save 50% to 75% servicing time.
Unlock front door to fill & collect.

Write—Phone for information
LOGAN DISTRIBUTING, INC.
1852 W. Division St., Chicago, Ill. 60622
Phone: (312) 486-4870

BARGAINS

from

KING'S One Stop

Psychedelic Pin-On Buttons \$12.00 M

Rings for 1¢ Vending, 80¢ to bag 1.90

Filled Capsule Mixes

All 250 per bag

5¢ Economy Mix \$3.90
5¢ De Luxe Mix 5.00
5¢ Ring Mix 4.50
10¢ Hippie or Swinger 8.00
10¢ Economy Mix 7.00
10¢ De Luxe w/Lighter 8.00
25¢ Jewelry Mix, 100 to bag V-10.00

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Phone: 312/533-3302

ADVERTISING IN
BUSINESSPAPERS
MEANS BUSINESS

Coinmen In The News

Continued from page 44

likewise in to buy new equipment for route expansion.

Home from Vietnam is **Chick Morrison Jr.**, son of veteran Denver operator **Chuck Morrison**. The younger Morrison will join his father on phonograph route operation. . . . **Al Richardson's** son is another returnee from Southeast Asia. . . . Condolences are being extended to **Jack Moran**, veteran serviceman who recently sold his coin machine mechanic training school following the death of his mother. It has been an excellent summer season, reports **Bill Burbank**, of Montrose, Colo., ex-Denverite who began operations in the mountain community several months ago. . . . **Mike Savio**, head of Draco Sales, has welcomed back his daughter, **Kathy**, who has been job hunting in Hollywood. Talented **Kathy** has become a prominent name as an entertainer in Denver, following formal training in New York City.



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 Circus Circus. The group also visited Hoover Dam. The party, based at the Flamingo Hotel, also broke off into individual sight-seeing 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

jukeboxes. Each week 10 of these are promoted on WACK Radio, Newark. Collections have improved considerably, he says.

"If record companies can't furnish us with special jukebox material, I will reactivate Vassar Records and produce it myself," Bilotta said. He has already been busily promoting female vocalist **Roberta Quinlan**, who will record "Merry-Go-Round of Love" next week.

In describing the "timid soul" patron, Bilotta said, "A lot of people patronize public locations regularly but they are shy about walking up to a jukebox to make selections because they are not familiar with contemporary 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 definitely a portion should be stereo because the timid soul is generally a connoisseur of music. He appreciates quality sound."

Bilotta, who said he thought the jukebox industry "pitched for stereo singles too soon" in the mid '50's, said: "The time is right now. Timing is everything. The record companies should devote at least 1 per cent of their attention to jukeboxes."

Penny 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 territory in Nevada. State age, past experience, and reference. Send photo if possible.

Write, wire, or phone:

UNITED COIN MACHINE COMPANY

2621 South Highland
Las Vegas, Nevada 89102
Phone 702/735-5000

All Machines Ready for Location

Seeburg A Y-100	\$345.
150 Film and 150 Records for AMI Photoviewer	\$10 per roll (Like new)
Seeburg Electra	795.
Steelmate (500 can capacity) cold drink machine	645.
Williams 8-ball	295.
Dodge City	295.
Cross Town	295.
Mayfair	295.
Bowling Queen	175.

Cable: LEWJO
Call, Write or Cable

Lew Jones Distributing Co.

Exclusive Wurlitzer Distributor
1311 N. Capitol Ave.
Indianapolis, Ind.
Tel.: MEIrose 5-1593

GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$12.00
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
Atlas 1c & 5c 100 Ct. Ball Gum	12.00
Acorn 8 Lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$1.03
Pistachio Nuts, Jumbo Queen, White	.99
Afgan Crown Red Lip Pistachio Nuts	.72
Afgan Prince Red Lip Pistachio Nuts	.69
Cashew, Whole	.90
Cashew, Butts	.82
Peanuts, Jumbo	.50
Spanish	.32
Mixed Nuts	.60
Baby Chicks	.36
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.50
Munchies, 16-lb. carton, per lb.	.39
SweetTarts	.38

Wrapped Gum—Fleets 4M pcs.	\$14.40
Rain-Blo Ball Gum, 2100 per ctn.	7.60
Rain-Blo Ball Gum, 2100 printed per carton	7.85
Rain-Blo Ball Gum, 5550 per ctn.	9.40
Rain-Blo Ball Gum, 4300 per ctn.	9.50
Rain-Blo Ball Gum, 3550 per ctn.	9.50
Mallettes, 2400 per carton	8.65

20 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.
Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct. .45
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.
Everything for the operator.
One-Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY on the New

Northwestern GOLDEN 60



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES & SERVICE CORP.

446 W. 36th St., New York, N.Y. 10018
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Biggest solo pinball Happening in years!

Bally MINIZAG

STANDARD MODEL
ADD-A-BALL MODEL

- ★ Spot-Lite Backglass Bonus
- ★ Famous Bally Flipper-Zipper
- ★ E-Z Open Free Ball Gate
- ★ Tricky new Zagger Lane
- ★ Top Lane jumps from 10 to 200
- ★ Lit Thumper Bumpers score 10
- ★ Mushroom Bumpers Score 10 to 100
- ★ Double Kick-Out Hole action
- ★ Triple Slingshot Kicker action
- ★ 27 ways to build up score

Captive ball in ZAGGER LANE can score to 400 again and again with each ball shot

Get MaxiMoney with MINIZAG

See the new
PSYCHEDELIC MONEY GRABBER
from
ROCK-OLA
MODEL 440

160 SELECTIONS



ROCK-OLA MFG. CO.
800 NORTH KEDZIE AVENUE
CHICAGO, ILLINOIS 60651

Rowe Expands Stereo Round

• *Continued from page 43*

slides for the RoweVue system, an improved burglar alarm and a redesigned PhonoVue box which can be serviced from the front.

The redesigned MM 3 emphasizes point-of-purchase merchandising, with changing display slides and an optional movie film device. The bill acceptor has been simplified.

The firm has engaged a visual aid and merchandising company to improve the slide viewer product.

Plug-in components are improved and snap-out panels are featured. The machines can now use any existing wiring for volume controls.

The alarm system is so effective now that the company (a division of Triangle Industries, Inc.) officials stated no robbery has been reported in a year.

Also introduced was Rowe Stereo Round. The unit of sound with optional side-panel speakers on the machine, includes auxiliary optional wallspeakers 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 boast 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 designating 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.

Steelmade 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 merchandise Health Institute Council of the National Automatic Merchandising Association (NAMA).

English Amusement Palaces Lure Over Million Patrons

• *Continued from page 43*

dom's big-business coin-operated equipment industry."

The first of Entam's new-look slot palaces was established as a pilot scheme two years ago at Belle Vue Zoo Park, Manchester, in 80 acres of parkland less than two miles from the city center. Belle Vue also houses an amusement park, exhibition halls, banqueting suites, a 6,000-seater concert hall and a speedway and stock car track.

The Belle Vue venture was an instant success and further amusement palaces were opened in London's Leicester Square and Soho, in the Festival Gardens in Battersea Park and at London's Heathrow airport.

Outdated seaside amusement arcades were pulled down and new Golden Goose entertainment centers were built at Blackpool, Colwyn Bay, Llandudno, Trecco Bay, Mablethorpe, Morecambe, New Brighton, Porthcawl, Rhyl, Southsea and Great Yarmouth.

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

North Pier's Golden Gate casino bids to become Blackpool's biggest automatic amusement area, attracting more than one million visitors a year. The Beachcomber on the south shore houses dozens of new automatic 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 terminals, Victoria and Kings Cross, and in Gloucester.

In London's famous Strand, Entam has opened the Crystal Room, which houses a wide variety of amusement machines in a casino-style setting.

Half a dozen new operations are planned to open early in 1969.

Coming Events

Dec. 13 — Automatic Vendors Association of Virginia, annual meeting, Holiday Inn, Richmond.

Jan. 7-10—National Vending '69 Exhibition, Grosvenor House, London.



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ARCADE INTERIOR of Entam's Crystal Room. A half dozen more such centers are being planned. Much of the equipment comes from Entam's London Coin Machines, Ltd.

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Audio Retailing

Musical Isle Computer Systems Help To Revolutionize Rack Jobbing

By EARL PAIGE

CHICAGO—The giant IBM 1130 computer and its bank of complements that dominate a large section of the office of Musical Isle Record Corp. here is often referred to as "the toy." Occasionally, a less than dignified expletive is used. But everyone connected with the giant rack-jobbing firm, includ-

Mono Fade Helped Rack Jobber Grow

CHICAGO — More rack jobbers will adopt computerized systems, more independent record dealers will want rack jobber services and rack jobbers will soon be the primary link between manufacturers and retailer. These are some observations made by Milton Salstone who believes the phase-out of mono has allowed rack jobbers to greatly broaden their inventories and add more services.

In a wide-ranging interview here last week the veteran head of M. S. Distributing and Musical Isle Record Corp. predicted:

"The distributor as we know him today will gradually fade out. Most manufacturers will establish depots with a staff and handle receivables and ship directly to rack jobbers. Most distributors have already set up rack jobbing wings.

"... Rack jobbers should welcome source ticketing at the label level, I know we would. But there will be resistance from those rack jobbers that haven't gone to electronic data processing (EDP!)

"... EDP methods will revolutionize tape cartridge and cassette merchandising. Whereas the automatic market has been the important factor, we'll see a turnaround with the record retailer becoming the chief marketer of tape. A year ago it was sufficient to have one tape rack and 100 titles; now our buyers want multiple racks with 300-titles in each.

"... I do not believe tape will make records obsolete. Not in the foreseeable future. Of course, in 10 years we may be listening to music on something as small as a spool of thread.

"... The four-day week will soon be a reality and the expansion of the leisure market will mean more people will buy music and tapes. This will happen world-wide. For example, in Japan the work week has already gone from 60 to 40 hours.

"... There will always be a place for the independent record dealer, or 'mom 'n' pop' stores. Those that failed went under largely because of dead stock—their money ended up in inventory in the basement. The modern rack jobber can put sophisticated services at the small dealer's disposal."

Salstone also predicted that many more outlets for records will be opened up. Musical Isle, for example, is now servicing a chain of Tractor Supply stores, which have recently expanded into general merchandise.

"Records are an ideal item for any number of stores. This is because there are two initial areas of contact for young cus-

ing many of its varied accounts are convinced computerization is rapidly revolutionizing record and music retailing.

Vic Faraci, vice-president of Musical Isle and M.S. Distributing, sums up the chief advantage of the computer this way: "By breaking down all recorded product into 23 categories we're able to give accounts an up to date picture of which categories are selling best.

"It is often an eye-opening experience for a buyer or store manager when he learns that, for example, he is selling only 1 per cent c&w 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, childrens, comedy, classical, rock & roll, rock psychedelic, 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 Lower and Slipped Disk in Chicago's Old Town. Other accounts include Goldblatt's, F. W. Woolworth, Kresge, W. T. Grant, Wasson's Stores, Ben Franklin, Toad Hall, Chapman's and Steinberg-Baum.

In a few cases, Musical Isle services stores with singles only,



MUSICAL ISLE'S IBM 1130 is pictured far left as Rik Cohen, data processing manager, prepares cards. In second photo, secretary-treasurer M. G. McDermott holds an inventory summary sheet. Third photo shows employee using ticket puncher, and at right, example of well-organized warehouse.

Scanning The News

Bill Farr, vice-president, marketing, CBS Records, has announced with regret the retirement of J. J. (Jack) Harris, who is currently director, Masterworks Audio Products and Accessories, CBS Records. A veteran of the audio equipment field, Harris is a well-known figure in the industry in which he has spent 37 years.

Myron Wilson has been named national sales manager for radios, consumer products division, Motorola, Inc. Prior to his appointment, Wilson served as district manager, electronic sales, for General Electric, where he had been employed for more than 14 years.

Ralph Wolfe has been named manager of national accounts sales for the Electronics Sales Operation of General Electric Co.

The Electronic Products Division of Sonotone Corp. has announced the appointment of the Callahan-Ferguson Co. as sales representative for the company's audio product lines in upper New York State. The firm will handle the sales of Sonotone phonograph cartridges, needles, microphones and audio accessories in all of New York north of Westchester and Rockland counties.

Exports Increase

WASHINGTON — U. S. electronics manufacturers exported 13.2 per cent more products to other countries during the first nine months of 1968 than they did during the same period in 1967. According to the Electronic Industries Association's (EIA) Marketing Services Department, the volume of U. S. electronic exports for the first three quarters of 1968 was \$1.595 billion, as compared with \$1.410 billion in 1967. This represents an increase of \$185.5 million.

tomers with disposable income when they enter a store—the sporting goods department and the record section.

"The smart general merchandisers know that the clients buying records today will come back to the store constantly for all other types of goods."

Salstone said there is no question but what the phase-out of monaural LP's allowed rack jobbers to expand. "We expanded to 6,000 titles and went heavily into tape. Sure, we don't have deep inventory in 2,000 of these titles, but we have them and this wasn't true in the monaural days when 700 titles meant 1,400 pieces of the same item."

an example being all Lyon-Healy outlets here. Faraci describes 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 folios and books.

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

... Complete use of all types of fixtures, including the firm's specially designed rack for pre-recorded CARtridges, 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 indicated 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.

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Opera Soloists For Honolulu

HONOLULU — Sopranos Mary Costa and Jeannine Crader will be guest soloists in February in the Honolulu Symphony Society's 1969 Opera Festival.

Miss Costa will sing the title role in Massenet's "Manon" on Feb. 7, 9 and 11 in the Honolulu Concert Hall. The cast will include tenor Stuart Burrows, baritone Richard Fredricks, bass Archie Drake, Larry Fonseca and Howard Chitjian. Miss Costa has recorded for RCA.

Miss Crader will sing the title role of Puccini's "Turandot" at the Concert Hall on Feb. 21, 23 and 25. Also in the cast will be tenor Daniele Barione, soprano Elizabeth Cole, bass Harold Enns, Chitjian, Fonseca and Ken Remo. "Manon" will tour the island of Kauai on Feb. 13. A tour of Maui by "Turandot" is set for Feb. 27. Miss Crader has recorded for Vanguard, while Barione appears on RCA.

Classical Notes

Continued from page 52

patrons for the festival are Maria Jeritza, Christa Ludwig, Gabriella Tucci, Martina Arroyo, Margrit Weber, Zara Nelsova, Walter Berry, Jan Peerce, Placido Domingo and Peter Maag.

Robert Stolz will conduct most of Lehar's works next year during performances in Austria, the Netherlands, Belgium, West Germany, France and Israel. . . . Soprano Adele Addison, bass Kenny McDevitt, organist Frederick Swann and harpsichordist Igor Kipnis will participate in a performance of Handel's "Messiah" at Philharmonic Hall Friday (13), a "sing-in" of the National Choral Council, with 18 conductors leading the audience in the work. Conductors will include Newell Jenkins, Nixon Bicknell, T. Charles Lee, Thomas K. Scherman, Stephen Simon, Jack Light, Walter Ehret, Charles N. Henderson, Ralph Hunter, Martin Josman, Sybil Mandel, George Markey, Charles Dodsley Walker, Louis White, Richard Zorn, and Swann.

The Metropolitan Opera plans non-subscription performances of Bizet's "Carmen" and Puccini's "La Boheme" during Christmas week. The Dec. 26 "Carmen" will feature Regina Resnik, Richard Tucker, Frank Guarrera and Mary Ellen Pracht, Alain Lombard conducting. Featured in the Dec. 28 "Boheme" will be Milka Stojanovic, Luciano Pavarotti, Clarice Carson, Mario Sereni, Bonaldo Giaiotti and Fernando Corena, Kurt Adler conducting. Justino Diaz sings his first Count Rodolfo in Bellini's "La Sonnambula" at the Met on Dec. 24. In the Dec. 25 performance of Rossini's "Il Barbiere di Siviglia," Roberta Peters and Guarrera make their first season appearances as Rosina and Figaro respectively.

Violinist Igor Oistrakh appears with Izler Solomon and the Indianapolis Symphony Thursday (19) and Friday (20). . . . Soprano Felicia Weathers sings the title role in Richard Strauss' "Salome" at the Houston Grand Opera on Friday (13) and Sunday (15). . . . The New York Philharmonic gives the world premiere of Milton Babbitt's "Relata II" Jan. 16 with repeats scheduled for Jan. 17, 18 and 20. The first performance of a new work by Karlheinz Stockhausen, originally listed for that period, has been postponed to the 1969-1970 season. Leonard Bern-

BEST SELLING Classical LP's

Billboard SPECIAL SURVEY For Week Ending 12/14/68

Billboard Award		This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	MOZART: CONCERTOS NOS. 17 & 21 (Elvira Madigan) Anda/Camerata Academica of the Salzburg Mozarteum (Anda), DGG (No Mono); 138/783 (S)	45	21	21	INTERLUDE Soundtrack, Colgems COSO 5007 (S)	6		
2	4	SOUNDTRACK: 2001: A SPACE ODYSSEY MGM (No Mono); SIE 13 ST (S)	18	22	22	SATIE: PIANO MUSIC, VOL. I Aldo Ciccolini, Angel (No Mono); S 36482 (S)	28		
3	2	HOROWITZ ON TELEVISION Vladimir Horowitz, Columbia (No Mono); MS 7106 (S)	13	23	24	BERLIOZ: REQUIEM (2 LP's) Schrier/Bavarian Radio Orch. & Chorus (Munch), DGG 139 264/265 (S)	11		
4	3	ROYAL FAMILY OF OPERA (3 LP's) Various Artists, London (No Mono); RFO-S-1 (S)	12	24	35	ART OF ALEXANDER KIPNIS Seraphim 60076 (M); (No Stereo)	16		
5	5	UP, UP AND AWAY Boston Pops (Fiedler), RCA Victor (No Mono); LSC 3041 (S)	14	25	38	MAHLER: DES KNABEN WONDERHORN Schwarzkopf/Fischer-Dieskau/London Symphony (Szell) Angel S 36547 (S)	2		
6	6	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	141	26	23	NONESUCH GUIDE TO ELECTRONIC MUSIC (2 LP's) Paul Beaver/Bernard Krause, Nonesuch (No Mono); HC 73018 (S)	20		
7	8	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS SWITCHED ON BACH Walter Carlos/Benjamin Folkman, Columbia MS 7194 (S)	3	27	28	MAHLER: SYMPHONY NO. 6 New Philharmonic Orch. (Barbirolli), Angel SB 3725 (S)	11		
8	9	BEETHOVEN: COMPLETE PIANO CONCERTOS (5 LP's) Giles/Cleveland Orch. (Szell), Angel SE 3731 (S)	6	28	30	ART OF LAWRENCE TIBBETT RCA Victrola, VIC 1340 (M); VICS 1340 (S)	15		
9	7	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia (No Mono); MS 7176 (S)	17	29	29	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Berlin Philharmonic (Bohm); DGG 136/001 (S)	8		
10	8	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA Victor LM 2609 (M); LSC 2609 (S)	21	30	26	SHOSTAKOVITCH: SYMPHONIES NOS. 2 & 3 Royal Philharmonic (Gould), RCA Victor (No Mono); LSC 3044 (S)	15		
11	11	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	20	31	27	CHOPIN NOCTURNES (2 LP's) Artur Schnabel, RCA Victor LM 7050 (M); LSC 7050 (S)	52		
12	12	DONIZETTI: LA FILLE DU REGIMEN (2 LP's) Sutherland/Pavarotti/Various Artists/Royal Opera House Orch. (Bonyng), London (No Mono); OSA 1273 (S)	14	32	—	BELLINI AND DONIZETTI HEROINES Beverly Sills/Vienna Volksopera Orch. (Jalas), Westminster WST 17143	1		
13	13	MOZART: CONCERTOS NOS. 21 & 24 Robert Casadesu/Cleveland Orch. (Szell), Columbia (No Mono); MS 6695 (S)	22	33	33	PORTRAIT OF AN ARTIST (3 LP's) Dietrich Fischer-Dieskau, Angel SCB 3729 (S)	2		
14	14	ELVIRA MADIGAN (ALL MUSICAL SELECTIONS) Angerer Vienna Orch. (Brendel), Turnabout TV 34080 (S)	7	34	34	BRITTEN: BILLY BUDD (3 LP's) Various Artists/London Symphony Orch. (Britten), London OSA 1390 (S)	4		
15	15	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	123	35	25	WAGNER: DES RHEINGOLD (3 LP's) Various Artists/Berlin Philharmonic (Karajan), DGG 139 226/38 (S)	9		
16	18	BIZET-SCHEHEDRIN: CARMEN Bolshoi Theatre Orch. (Rozhdstvensky), Melodiya/Angel (No Mono); S-40067 (S)	6	36	36	CHERUBINI: MEDEA (3 LP's) Jones/Lorengar/Gossotto/Various Artists/Orch. of Academy of St. Cecilia, Rome (Gardelli), London OSA 389 (S)	2		
17	17	GLORY OF GABRIELLI E. Power Biggs/Various Artists/Columbia (No Mono); MS 7071 (S)	40	37	39	CHOPIN: SONATAS NOS. 2 & 3 Van Cliburn, RCA Red Seal, LSC 3053 (S)	2		
18	20	ORFF: CARMINA BURANA Janowitz/Fischer-Dieskau/Stolze/Schoenberg Children's Chorus/Orch. & Chorus of German Opera Berlin (Jochum), DGG (No Mono); 139/362 (S)	10	38	—	STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), Victrola VICS 1265 (S)	1		
19	16	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	78	39	32	SONGS OF ANDALUSIA—VICTORIA DE LOS ANGELES Angel SFSL 36468 (S)	10		
20	19	J. STRAUSS: BLUE DANUBE Berlin Philharmonic (Karajan), DGG (No Mono); 139 014 (S)	27	40	37	WEST MEETS EAST Yehudi Menuhin & Ravi Shankar, Angel 36148 (M); S 36148 (S)	75		

Living Music Distribution

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

The first recording by the

stein will conduct the Babbitt work.

Horst Stein, artistic director of the Mannheim Opera in West Germany, has been signed to a four-year contract as chief conductor of the Vienna State Opera beginning next Sept. 1. . . . Cellist Karine Georgian gave a Carnegie Hall recital Tuesday (3). . . . The Cleveland Orchestra will perform 12 educational concerts from Monday (9) through Friday (13) with assistant conductors Michael Charry and James Levine sharing the conducting assignments. . . . Violinist James Oliver Buswell IV will be the soloist with William Steinberg and the Chicago Symphony Thursday (12) and Friday (13). FRED KIRBY

company took place Nov. 28 and 29 at the Davout Studios in Paris, when the Musique Vivante 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.

3d Int'l Beethoven Contest Dates Set

VIENNA — The Vienna Academy of Music and the Performing Arts is organizing the third International Beethoven Piano Competition from May 29 to June 15, 1969.

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 concert engagement with the Society of Music Friends in Vienna.

Norway in Concert Spotlight

NEW YORK — Norwegian music was expertly performed by two outstanding Norwegian artists in an American Symphony concert at Carnegie Hall Monday (2). The first half of

the program conducted by Oivin Fjelstad was devoted to music of Norway, including outstanding song interpretations by soprano Ingrid Bjoner.

Miss Bjoner, who has recorded for Deutsche Grammophon and London, was sumptuous in three Grieg songs with the vibrant "Take for Dit Rad (Thanks for Thy Counsel)," which drew a deserved encore. Egge's "Elkshugskvede (Love Song)" and Lie's "Sinnvengbrev (A Bat's Letter)" also were well sung by the rich voice of Miss Bjoner as were Grieg's "Fra Monte Pincio (From Monte Pincio)" and "En Svane (A Swan)."

Fjelstad, in his first U. S. tour since 1959, also showed his expertise, conducting Hovland's "Fanfare and Choral" and Johansen's "Pan," honoring the 80th birthday of the latter composer. Fjelstad, who appears on London, CRI and Camden, showed that standard repertoire, too, was in his grasp as he led a stirring performance of Brahms' "Symphony No. 4" to conclude the program.

Writers to Catalog

Continued from page 52

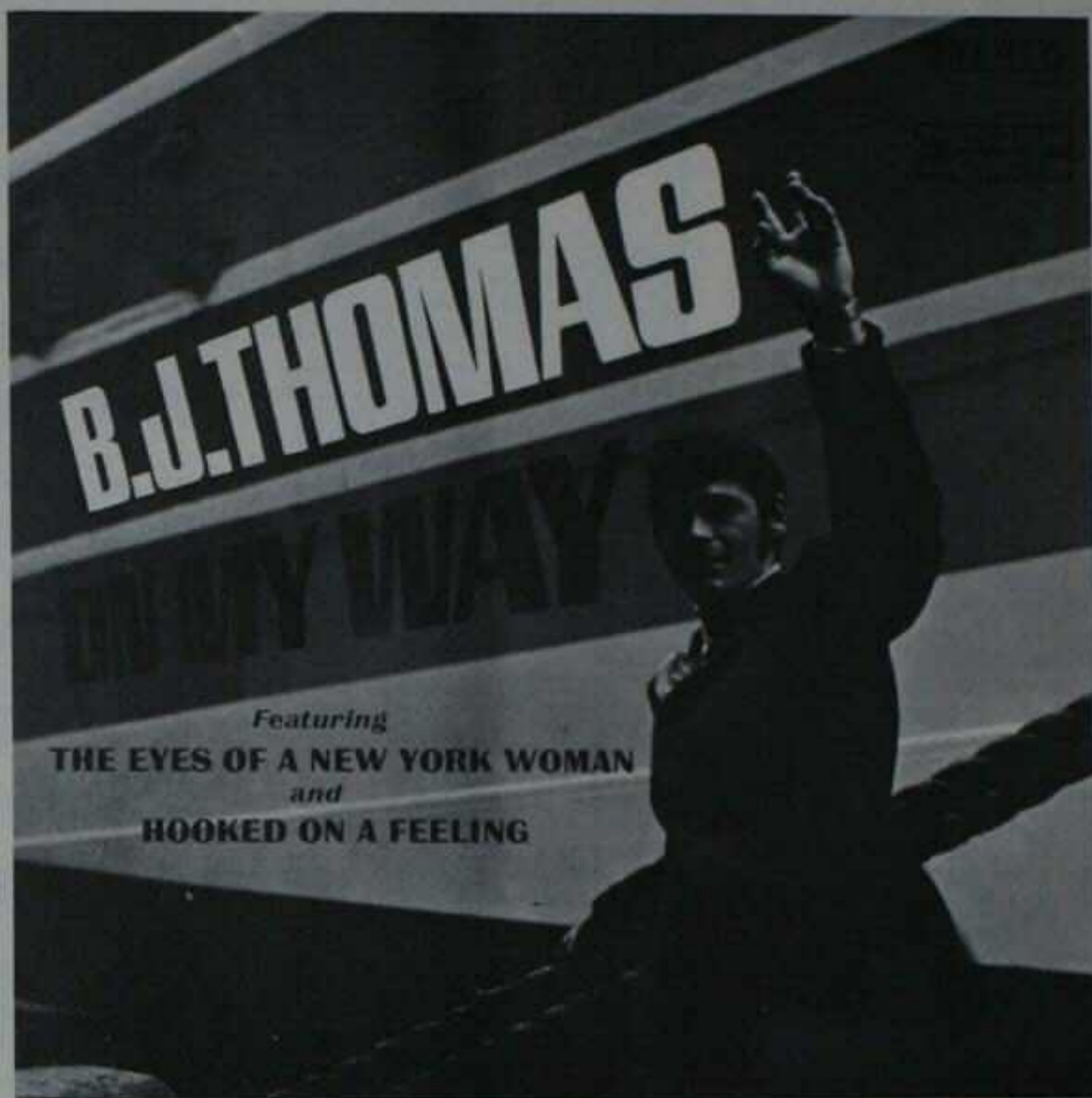
Sonata" with Robert Parris, Humel's "Violin Sonata" with violinist Robert Gross and pianist Peter Brooks, and Humel's "Preludium und Scerzo" with flutist Samuel Baron.

Two piano concertos are paired in a February album as William Masselos is soloist in a Ben Weber piece with the Royal Philharmonic under Samuel, and Charles Wuorinen is soloist in his concerto with James Dixon conducting the Royal.

Also listed for February is a song album as soprano Phyllis Curtin sings David Ward-Steinman's "Fragments from Sapho" and a program of Ned Rorem pieces including "Some Trees" is performed by Miss Curtin, contralto Beverly Wolff, and baritone Donald Gramm.

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Musical Instruments

More Space Available For '69 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 number of "demonstration" rooms 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. (CMI).

Conn has contracted thru NAMM for the entire second floor in the Essex Inn, which is directly across the street from the south entrance to the Conrad Hilton Hotel, which serves as headquarters for the show. CMI will occupy the space 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 inconveniencing 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 reserve 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 exhibiting, contact Foster Lee at NAMM headquarters, 222 W. Adams St., Chicago, Ill. 60606.

Original Music

NEW YORK — A marked preference of young accordionists for original compositions for their instruments has been reported by sponsors of the Second Accordion World Festival in Lucerne, Switzerland. The event attracted more than 7,000 players.

Room Service For NAMM

CHICAGO — William Gard, executive vice-president of the National Association of Music Merchants, Inc. (NAMM), reports that a major change in the guest registration system at the Conrad Hilton Hotel has been assured for the association's 1969 Music Show, to be held here June 22-26.

Gard told a recent meeting of the Music Show's advisory committee that the new system will help alleviate delays which marked the 1968 show. According to the NAMM official, the unusual delays in "rooming" guests during the past show were caused by the malfunctioning of the then new computer system used to check availability of rooms.

Gard quoted a letter from Herbert Loepere, the Conrad Hilton director of sales, to the effect that "the computer arrangement is out and we will go into the Desaussure method. One of the high points of the particular system is that it is a visual system for the clerks where they do not have to fumble through cards to pull registrations as they did in the past."

This system is used in 33 of the Hilton's 39 domestic hotels and has proved to be most satisfactory. A test of the new system on two different conventions of 1,500 room size produced an average length registration line of five persons with an average processing interval of four minutes per person.

Present at the annual planning session of the NAMM advisory committee were Robert Keyworth, representing the Guitar and Accessory Manufacturers Association; Ken Ingram, National Association of Band Instrument Manufacturers; Walter Benson, National Association of Electronic Organ Manufacturers; Edward Amrein, National Piano Manufacturers; David Wexler, National Association of Musical Merchandise Wholesalers; 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 morning session, "What's Going On Out There?" will be presented by James W. Newman & Associates, Inc. The afternoon session will feature product marketing seminars dealing with band instruments, guitars, organs and pianos.

Jan. 19-20 will be the date of 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.

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Alfred Selections

PORT WASHINGTON, N.Y. — Alfred Music Co. has announced the release of six new piano publications. They are "Christmas Holiday," by Willard Palmer, suggested list \$1.25; "Easy Piano Christmas Carols," by Allan Small, suggested list \$1; "The Christmas Carol Songbook," by Allan Small, suggested list \$1.50; "Eternal Hymns," by Allan Small, suggested list \$2.95; "Blues and How," by Allan Small, suggested list \$1.95; and "Familiar Melodies in Sonata Style," by Allan Small, suggested list \$1.25.

BEST SELLING
Billboard
Folios
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(Alphabetically)

TITLE (Publisher)

ABRAHAM, MARTIN AND JOHN (Plymouth)

ALFIE (Famous)

BORN FREE (Hansen)

BOTH SIDES NOW (Hansen)

BY THE TIME I GET TO PHOENIX (Hansen)

EXODUS (Chappell)

FOR ONCE IN MY LIFE (Big 3)

GENTLE ON MY MIND (Hansen)

GOING OUT OF MY HEAD (Cimino)

HARPER VALLEY P.T.A. (Hansen)

HEY JUDE (Hansen)

IMPOSSIBLE DREAM (Fox)

LES BICYCLETES DE BELSIZE (MPH)

LITTLE GREEN APPLES (Hansen)

LOVE IS BLUE (Criterion)

MAGIC CARPET RIDE (Hansen)

MOON RIVER (Famous)

MORE (Marks)

PROMISES, PROMISES (Morris)

SCARBOROUGH FAIR (Plymouth)

SOMEWHERE MY LOVE (Big 3)

SOUNDS OF SILENCE (Plymouth)

SUNRISE SUNSET (Plymouth)

THOSE WERE THE DAYS (Plymouth)

WICHITA LINEMAN (Hansen)



THE ROGERS SATELLITE TCD (Tromchromadyne) has been dubbed the "skinny drum" by Rogers Drums to emphasize the new design. Measuring 2 1/2 by 13, the new snare drum is pitched slightly higher than the conventional 5 by 14, producing a "sopranino" sound. The suggested list is \$67.50.

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Music of Today—Brimhall

by: Jude Porter

Sheet music sales are expected to reach an all-time high this year. If the "music-action" to date is any indication, this will be a "bumper crop!"

BULLETIN FOR THE SHEET MUSIC TRADE . . .

Brand new sheets on their way to YOU are . . .

- DON'T CRY MY LOVE
(The Impressions)
- KAY
(John Wesley Ryles I)
- YOUNG HEARTS, YOUNG HANDS
(Jimmy Damon)
- CHILD OF THE UNIVERSE
(From the motion picture—"Candy")
- (I'M INTO LOOKIN') FOR SOME
ONE TO LOVE ME
(Bobby Vee)
- (I'VE BEEN A) BAD GIRL
(Romy Bishop)

And to repeat a "scoop" from last week . . .

- SATURDAY NIGHT AT THE WORLD
(Mason Williams)
- a-n-d
CRIMSON & CLOVER
(Tommy James & The Shondells)

SPOTLIGHT SONG OF THE WEEK . . .

I'M GONNA MAKE YOU LOVE ME
by DIANA ROSS & THE SUPREMES
A-N-D . . . THE TEMPTATIONS!!
For the first time together . . . with
a giant SMASH! Watch for this
"marriage" to make music-magic!!

BIG CHART MOVERS . . .

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Dusty Springfield
- LO MUCHO QUE TE QUIERO
Rene & Rene
- THIS IS MY COUNTRY
The Impressions
- CINNAMON
VANCE
- YESTERDAY'S RAIN
HOOKED ON A FEELING
CALIFORNIA DREAMIN'
LOOKIN' BACK
THEY DON'T MAKE LOVE
LIKE THEY USED TO
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BIG BEATLE BONANZA!!! Dealers
Unite . . . this is the hottest Beatle-
Book to date!!! Brand new songs
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The most requested songs from
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- | | |
|--------------------|----------------------|
| EAST | WEST |
| DEAR PRUDENCE | BACK IN THE U.S.S.R. |
| MARTHA MY DEAR | OB-LA-DI, OB-LA-DA |
| ROCKY RACON | JULIA |
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There are twenty-two GREAT NEW SONGS in THE BEATLES "shiny" new white-on-white book! Everyone who sees it . . . "will have to own it" . . . SO . . . BE PREPARED!!! Priced at only \$4.95 . . . this book is their "best one yet!" (Ed. Note:) Why not make a beautiful Christmas display with this "gold piece" . . . you'll be happy you did!

Wallichs Music City in Hollywood, California, reported to us today . . . their TOP HOT SHEET-MUSIC SELLERS!

- BOTH SIDES NOW JUDY COLLINS
- THOSE WERE THE DAYS MARY HOPKIN
- STORMY CLASSICS IV
- ABRAHAM, MARTIN & JOHN DION
- and tied for fifth place
- WICHITA LINEMAN GLEN CAMPBELL
- MAGIC CARPET RIDE STEPPENWOLF

GOLD MARK ASSOCIATES
PUBLIC RELATIONS
New York—Beverly Hills—London

International News Reports

Peak Yule Seen in U.K. Despite New Tax Hike

By GRAEME ANDREWS

LONDON — The British record industry seems set for a peak Christmas selling season despite a second increase in purchase tax in eight months.

In the second dose of austerity measures announced by chancellor Roy Jenkins Nov. 22, tax rates on records and tapes among other products were increased by 10 per cent.

As a result, recordings now carry a 55 per cent rate of tax, double the rate at the beginning of the year of 27½ per cent which was increased to 50 per cent in March.

Almost universal reaction within the industry is that the tax jump has come too late to flatten the seasonal boom already spearheaded by the Beatles double album set and the Rolling Stones long-awaited "Beggars Banquet" album.

The increase adds 2½ cents to the price of a single, 7 cents to 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 increases in taxation levied on drink, tobacco, gasoline and other goods could cut consumer spending power which may reverberate against record sales.

Importers Hit

Most severely hit is likely to be the specialized importers of records and Britain's jukebox distributors who depend largely on U. S. and European supplies. Under the new measures all importers must pay a deposit of 50 per cent on the value of all goods imported before they are released by customs. Deposits are repaid without in-

terest 180 days later. The new law applies only to imports worth \$120 or more.

Irving Wilson, managing director of one of the largest companies in this field Disc Imports, commented, "It is a very serious situation as far as we are concerned. The prospect of ordering in lots worth less than \$120 is frightening."

The biggest jukebox distributor Phonographic Equipment, which handles Seeburg here and owns Rock-Ola distributors Ruffler and Walker, reports it has long foreseen some form of import restriction and planned

ahead so that supplies would not be affected.

If the new cash deposit rule succeeds in restricting imports the ACE Group of Cardiff, which is manufacturing the British Cameron juke box for Cameron Musical Industries in the U. S., the manufacturers of another new British phonograph, the Gainsborough, stand to benefit.

Margins Cut

In the last two years record dealers' profit margins on turnover have been cut by over 4 per cent by higher purchase

(Continued on page 67)

U.S., Canada Talks Concluded by Faecq

BRUSSELS — World Music and Palette Records president Felix Faecq returned to Brussels after a two-week visit to the U.S. and Canada during which he concluded a number of deals and had talks with performing right authorities.

In New York Faecq and his assistant Roland Kluger had a week of meetings with record company executives and negotiated deals involving Palette

artists the Waikikis, Digno Garcia, Jean-Claude Pelletier, Los Mayas, Andre Brasseur, the Kyriakos, the Mertens Brothers and Jess and James.

Kluger also sold the Palette series of 20 albums, "Color in Dance," in the U.S. and Canada.

Faecq spent a second week with World Music-Palette New York representative Stanley Mills, discussing publishing projects and sold the rights of "Viva El Amor" to Robbins Music for the U.S. and Canada. Faecq also met ASCAP and BMI representatives to discuss copyright matters and began negotiations for tape cartridges, background music and production deals.

While in New York Faecq and Kluger also bought the European rights of recent American recorded material.

Tremeloes Make Rio TV Date

RIO DE JANEIRO — British group the Tremeloes appeared on Roberto Carlos' program, "RC 68", making their first Brazilian TV appearance. They also appeared at Rio's Canecão restaurant-nightclub.

Brazilian singer Elis Regina arrived back in Brazil following a European tour that included TV work and appearances at the Paris Olympia and Estoril Casino, Portugal.

Distrib Deal Set Up By Ember's Kruger

LONDON — Jeff Kruger, managing director of Ember Records, has concluded a deal with the West German Ariola label for the distribution of the newly created Ember-Ariola label in West Germany.

The deal follows a similar contract signed with the French company, Disc'AZ and the creation of the Ember-AZ label for France. Whereas, however, Ember now has first call on new Disc'AZ product for Britain, the deal with Ariola is a one-way-only agreement.

Ariola has placed an initial order for 40,000 Ember albums,

mostly jazz and folk recordings and shipment will be handled by the international division of EMI, which acts for Ember in this field.

One of the first releases on the new labels will be "Here I Am" by newly-signed British actress Linda Thorson, who stars in the weekly British TV series "The Avengers" and who recently made her TV singing debut on the David Frost Show.

"Here I Am" is being released on Ember-AZ and Ember Ariola on Jan. 5, and will also be released in Holland (Philips) and Belgium (Columbia).

From The Music Capitals of the World

JOHANNESBURG

Solomon King started a three-week South African tour on Dec. 2, appearing at Pretoria, Pietermaritzburg, Durban, East London, Port Elizabeth and Cape Town. The tour is presented by African Consolidated Theaters, who recently promoted tours by Johnny Hallyday, Rouvan and Lana Cantrell in South Africa. . . . Gallo (Africa) Ltd. will distribute the Apple label here, but the deal does not include Beatles product which remains on Parlophone. . . . New Zealand country singer John Denver Hore began a 10-week South African tour. Supporting acts include local talent Jody Wayne, Gillian Thomas and Alain Woolf. Woolf is currently enjoying strong sales with his "Time and the River" single.

Local singer Hilary was recently given a second gold award for her "Sunglasses" single—the award is for sales exceeding 25,000 in South Africa. . . . Cape Town-based promoters Pieter Toerien and Basil Rubin brought comedian Myron Cohen to South Africa. He started his tour Dec. 5 at Johannesburg's Civic Theater. . . . Lainie Kazan did a week at the Metro Theater here, Nov. 21-30. Promoter Yango John constructed a special stage for her act and the same stage was used at all the tour venues in South Africa, thereby eliminating complications over lack of stage space.

EMI will present a Christmas Cracker show, which will appear in several South African towns during December. Headlining is Eddie Calvert and the show includes most of the company's top local talent including Maria, Rory Blackwell, the Monarchs and Francois Van Heynigen. . . . Lourenco Marques radio personality John Berks has a single out based on an imaginary character—called a Ge—which he uses as a gimmick on his late night pop show. The disk is "Ek Is 'n Ge," written by John Edmunds, a member of local folk-rock group, New Trends. CLIVE CALDER

BUENOS AIRES

RCA Victor Argentina feted personnel who have been with the company 25 years. Over 1,000 guests attended. Also visiting RCA Victor Argentina was Raymond Jackson, vice-president, Latin American RCA International. . . . Phonogram introduced Elektra to the Brazil market with "Hello, I Love You," by the Doors. . . . Sicomera have brought out a new catalog, Caravelle which presents records of Paulo Sergio, including his big hit, "Ultima Cancion" (Last Song).

Trova have issued an album featuring jazzmen Paul Gonsalves, tenor sax, and Willie Cook, trumpet. It was recorded when they visited Buenos Aires as members of the Duke Ellington Orchestra. They are accompanied by local musicians, Alfredo Remus, bass, and Eduardo Casalla, drums. . . . The Tango Club has been founded here to offer tango recitals, and issue books, leaflets, and records about the tango, as well as organizing conferences. Starting soon will be a series of recitals promoted by the club, featuring Edmundo Rivero, the Tango Sextet, Osvaldo Piro, Roberto Goyeneche and Amelita Baltar.

Among the Christmas records issued are "Noche De Paz" (Silent Night) and "Replican Las Campanas" (Jingle Bells) by Las Trillizas De Oro, three 8-year-old girls. . . . Several songs from the Second Buenos Aires Festival of Song are now being released, including the winner, "No Es Un Juego El Amor" (Love Is No Game), by Daniel Riobos. Also

selling from the Festival: "Que Va A Hacer Esta Noche" (What Are You Doing Tonight) written by Palito Ortega, sung by Juan Ramon (RCA); "El Inventario" (The Inventory), written by Chico Navarro, sung by Las Cuatro Voces. Last-minute withdrawal from the Festival "Todo Pasara" (Everything Will Be Allright), written by Leonardo Schulz, already has versions released by Brazilian Nelson Nedt and Matt Monro.

Argentine group, El Grupo de Gaston (Gaston's Group) appeared on London's BBC television program, "This Is London" recently. Taped in U. K., the program will be shown on Buenos Aires TV Dec. 28. The group have a new CBS single, "Manuelita La Tortuga" (Manuelita the Tortoise), a TV show theme. . . . Swedish singer Jerry Williams will appear in Mar Del Plata, Montevideo, and Asuncion of Paraguay in February, 1969. . . . Coinciding with the visit of Johnny Albino, ex-member of the Trio Los Panchos, Sicomera is releasing his album, "Si lloro Es Por Tu Amor" (If I Cry It Is Because of Your Love), which was recorded in New York by Starbright. . . . CBS is claiming 50,000 albums sold of Leonardo Favio's LP, "Fuiste Mia En Verano" (You Were Mine in Summer). RUBEN MACHADO

MONTEVIDEO

British group, the Tremeloes (CBS) appeared on Channel 12 TV and played at the Club Nautico de Carrasco y Punta Gorda while on their second Latin American tour. A Tremeloes single, "I'll Be There," was released here by Sonda SA after succeeding from a single airplay—CX8's airing of U. K.'s BBC "Top of the Pops" program. Sonda is also planning release of "Et Tu Mundo" (In Your World) by the group. They featured this at the Buenos Aires song festival, and it has drummer Dave Munden singing in Spanish. . . . Following the Tremeloes was Roberto Carlo (Brazilian CBS), who appeared on Channel 4 and Radio Montecarlo. A Carlos album, "O Inimitavel," will be released simultaneously in Uruguay and Brazil in mid-December. . . . Clave IEMSA began releasing the Buddha label with two singles, "1, 2, 3 Red Light," by the 1910 Fruitgum Company, and "Yummy Yummy Yummy," by the Ohio Express. Also for release are albums by these two groups and the Lemon Pipers.

CARLOS ALBERTO MARTINS

PARIS

Capitol has signed to release in the States the first recording in English by Mandy Music artist Gilles Marchal. The main title is an English version of "Ne Pleure Pas Ma Mie" (Cry No More Maria). . . . The second Serge Reggiani album to be issued by Polydor has topped 50,000 sales within 12 days of release. . . . Claude Dauphin, artistic director of the Night of the Cinema, and Jean Galippe, president of "Entr'aide du Cinema," presented the Prix Triomphe 1968 in the singing category to Barclay artists Jean-Pierre Ferland, Cristina and Les Enfants Terribles at a ceremony in the Theater Marigny, Paris, Nov. 28.

Set for TV appearances in Paris are the Marbles, the Who and Barry Ryan. . . . Mike von Winterfield, popular repertoire marketing manager of Deutsche Grammophon, Hamburg, visited the Paris offices of Polydor Nov. 19 and 20. . . . Jean Distinguin has been appointed head of the Polydor promotion department and Nicole Hornez has been appointed press officer.

MICHAEL WAY

(Continued on page 59)

BILLY FORREST JOINS TRUTONE

JOHANNESBURG — Billy Forrest, formerly a&r manager of Troubadour Records, has joined Trutone Records as record producer. At Troubadour, pop music director Ronnie Cline takes over Forrest's position.

Forrest will also record for Trutone as a solo artist using the name Quentin E. Klopjaeger. A Forrest single, "Lazy Life," using this pseudonym, earned him a South African gold award (for 25,000 copies sold) a year ago.

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 Dyna-
pak Cassette eliminates seven
chances for assembly line or oper-
ating 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 un-
complicated, its slot design so in-
genious, the tape can be dropped
into place.

Do you begin to see the impli-
cations 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 Cas-
sette is so brilliantly engineered to
be fool-proof that it is now the
cassette against which all others
must be judged.

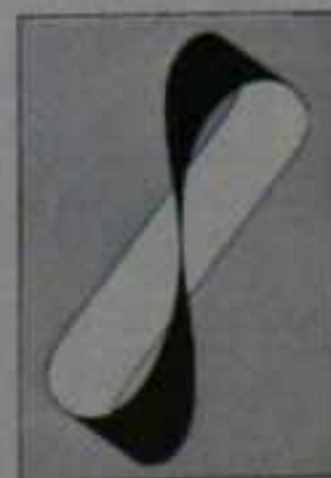
FIRST WITH THE FINEST . . .
HIGH SPEED DUPLICATING . . .

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

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Stations, Mfrs. In Hot Battle

• Continued from page 1

The brief requested: (a) an annual 2.6 per cent of gross revenue from each privately owned radio station in Canada; (b) an annual 4 cents for every person in Canada from the CBC; (c) an annual one half of 1 per cent of net revenue from each privately owned TV station.

Tariffs collected would reportedly go to establishing music scholarships, music study grants and for production of more Canadian records.

At present, less than half of 1 per cent of all recorded music played on pop radio stations in Canada is domestically produced. Stations here rely heavily on U. S. charts for programming, which makes it difficult for Canadian records to get air-play.

This comes when the Canadian Radio and Television Commission—a government body set up to investigate the current broadcasting situation—is reported to be airchecking radio stations across the country to determine the amount of Canadian content being aired.

Already, it is known the CRTC is not favorably disposed towards format top 40 stations. The fact that these stations are being used as an exposure medium for American and English records, to the detriment of local talent, might force the

Promotions at Col. of Canada

TORONTO — Three executives of Columbia Records of Canada have been promoted to vice-presidents, announced Frederick T. Wilmot, vice-president and managing director of the company.

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

Jack Robertson is vice-president, marketing. Since 1967, Robertson has been divisional manager of the marketing division. He joined Columbia in 1957.

Third appointment is H. E. Simpson, who becomes vice-president, manufacturing. Simpson joined Columbia in 1954 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 depends almost entirely on Canadian talent, is planning to enter the international market in 1969.

Arc vice-president Bill Gilliland said, "We have developed a solid Canadian base from which to operate and our 1969 sights are set on the international market.

"Our production policy for next year calls for us to spend more money producing fewer artists than ever. And better than 60 per cent of the artists we produce next year will be produced for exploitation internationally.

"The remaining 40 per cent will be produced for Canadian

Commission into making moves toward changing programming trends here.

At present, Canadian TV stations are legally required to program 55 per cent of Canadian content, which also included programs produced within the British Commonwealth countries. However, very little of this content is programmed in prime time.

Industry spokesmen see legislation to force stations to program at least 15 per cent of domestic talent as an inevitability.

This, too, is creating friction between stations and record companies. Company executives have been reluctant to speak out too strongly in favor of legislation. The situation between stations and record companies is already strained close to breaking point.

NICE TRY FOR DJ WADDELL

TORONTO — Radio CKDM disk jockey Ron Waddell recently spent 80 hours and 25 minutes non-stop on the air in an attempt to break the Canadian record for a wake-a-thon.

Waddell broke the record for broadcasting from a remote location but failed to top the Canadian record of 101 hours non-stop. The wake-a-thon was conducted on behalf of the Dauphin Department Store.

Waddell ended his marathon broadcast on doctor's advice.

SD Deal With London Canada

NEW YORK — London Records of Canada becomes one of the first foreign licensees of Stereo Dimension Records, the retail disk company of Longines. The company has exclusive rights to Stereo Dimension product in records and tapes from Jan. 1, announced Loren Becker, president of SD. Also included is Athena Records of Nashville.

Becker 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 licensees are also being signed.

consumption but all our artists will have an appeal that is peculiarly Canadian."

Arc, through its various labels, is strong on the Canadian scene with a roster that includes the Sugar Shoppe, Stitch in Tyme, Mid-Nights, Ugly Ducklings, Big Town Boys, Quiet Jungle, Terry Black and Ronnie Hawkins.

Arc president Phil Anderson claims that his company represented an estimated 10 per cent of all records sold in Canada in 1967, regardless of master origins, and excluding sales through record clubs and sales in French Canadian markets.

Arc was originally a promo-



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

Col. of Canada Buys All Records Supply

TORONTO—A large Canadian rack jobbing firm. All Records Supply Company, has been acquired by Columbia Records of Canada, announced Columbia vice-president and managing director, Fred Wilmot, this week.

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

DJ'S GET JUMP ON TROTTERS

TORONTO — A team of Station CKFH disk jockeys recently took on the famed Harlem Globetrotters basketball team at the Maple Leaf Gardens. The station team beat the Globetrotters 8—2.

However, there were seven people playing for CKFH, against five Globetrotters. And the Globetrotters were somewhat hampered by having to ride tricycles throughout the game!

Bias Watchdog Set Up by CBC

TORONTO — The Canadian Radio and Television Commission—a body formed to keep the government informed on the broadcasting activities in Canada 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.

Parliamentary members on the Commons' standing committee on broadcasting, films and other arts had complained about "preferential treatment" given separatism on the CBC French-language network. The CBC is the government broadcasting network, financed by public funds.

The Commission is already reported to be airchecking radio stations across the country, determining the amount of local product being broadcast.

tion, merchandising and distribution oriented company since its formation nine years ago. For the last two years they have concentrated on discovering talent and producing it as well.

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

Wilmot said: "Under the ownership and resourceful leadership of Roy Perini, All Records Supply's growth and success has been extraordinary.

"Mr. Perini will continue as senior executive of All Records Supply, which will operate as a subsidiary of Columbia Records of Canada. All personnel, offices and branches will remain at their present locations."

Perini has also been appointed vice-president, special marketing with Columbia of Canada. He will act in an executive capacity in the area of special marketing and be responsible for All Records Supply.

From The Music Capitals of the World

• Continued from page 57

TORONTO

Brian Murphy, manager of the record department of Ottawa's Treble Clef, Ltd., was here last week. Murphy also runs an underground radio show in Ottawa. . . . Toronto group Nucleus returned from a week's appearance in Ottawa and left for a date in Florida. Compo field promotion manager Al Mair has started a two-week tour of Western Canada, visiting disk jockeys and distributors. On his itinerary: Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Vancouver, and a final stop at the Gavin Programming Convention in Las Vegas. . . . Mair is busy promoting the Leapy Lee single "Little Arrows," No. 1 on CHUM, one of Canada's top rock outlets.

Gordon Lightfoot's new album, "Back Here on Earth" will get simultaneous release, here and in the U. S., by United Artists. Eleven tracks on the album were all penned by Lightfoot, recorded in Nashville with Red Shea, lead guitar, and John Stockfish, bass. . . . London Records is pushing a new album, "So Fine," by Ike and Tina Turner. Heavy action is also expected on the just-released Dusty Springfield Atlantic single "Son of the Preacher Man" in Memphis by Jerry Wexler.

Warner Bros. hosted a Toronto cocktail party to mark the release of "My World of Song," a first album by Allan Bruce. Label also reports strong sales on their Pentangle album.

Sparton Records will issue the Vee Jay catalog in Canada including sets by Jimmy Reed, John Lee Hooker and Hoyt Axton. . . . Hooker recently played the Rock Pile here followed by Liberty's Canned Heat, who drew huge crowds. Rock Pile's John Brower has left the organization, replaced by Warren Heller. . . . Quality has

Compo Wins Awards in 3 Categories

LACHINE, Quebec—Compo recently won several Lloyd E. Moffat Awards for Canadian Talent, sponsored annually by the Moffat broadcasting chain from their five stations in Western Canada.

Compo won in three categories — the best beat record, "I Believe in You," The Cat; best middle-of-the-road record, "Whim of Autumn," Jimmy Orde.

To be eligible, recordings must be by Canadian artists and also recorded in Canada.

Roy Smith, national promotion manager for Compo also reports that on the French-Canadian record scene, Compo is responsible for five chart singles.

"This includes one on the newly formed independent label, Cycle 2000, which we are distributing," he added.

S.T.O.P. Signs Pact With JLJ

HAMILTON, Ont. — Local group, the S.T.O.P., has signed a three-year booking contract for all appearances outside Canada with JLJ Productions of New York. At present, the group is touring the U. S. East Coast on a series of one-nighters.

Ruby recently released "Vibrations" by the group.

rushed out a new Atco King Curtis album, "The Best of King Curtis." The saxman has always been a strong vocal seller.

Bobby Curtola was a hit during his recent appearances at Toronto's Town and Country Palace, and has been immediately booked for a two-week stint Feb. 14. The singer also appeared on the CFTO-9 youth-and-public affairs show, "Like It Is" discussing the state of the Canadian music scene with Bob Stone of Stones Records, and your correspondent. . . . Compo's Spencer Davie Group returned to Canada, playing Winnipeg, Lethbridge, Calgary, Edmonton and Regina.

Paul White, national promotion director of Capitol, reports orders have now exceeded the original Canadian pressing of 125,000 copies on the Beatles album. White also claims that sales of "Hey Jude" is over 300,000, which he considers brings it close to being Canada's best selling single.

Columbia's Charlie Camilleri reports that excellent reviews of Epic's Maxine Brown, here for two weeks at the Colonial Tavern, are reflected in sales of her "Out of Sight" album. . . . Columbia staffer Pat Deering will marry John Tricker Dec. 27.

RCA promotion man Ed Preston sent special displays to key dealers to tie in with the Elvis Presley TV spectacular for U.S.-NBC which was also screened in Canada, Dec. 3. . . . London Records classics manager Jacques Druelle recently completed another West Canadian trip, visiting radio stations and dealers in Calgary, Edmonton and Vancouver. RITCHIE YORKE

LONDON

EMI's international director-records, L. G. Wood, has been made chairman of the World Record (Continued on page 62)

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



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 BOTH SIDES NOW



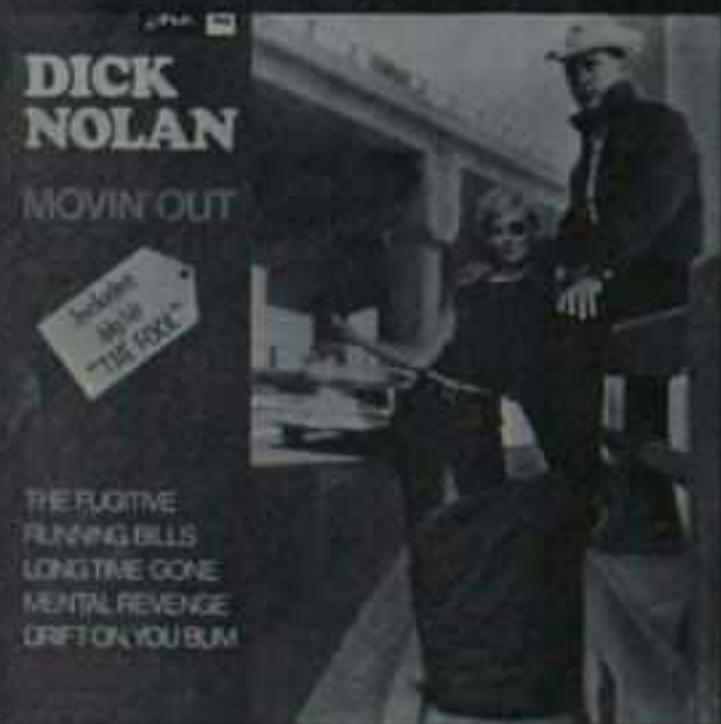
RONNIE HAWKINS
 HOME FROM THE FOREST



THE TRAVELLERS
 THIS LAND



THE CARLTON SHOWBAND
 HAPPINESS IS BEING IRISH



DICK NOLAN
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THE BROTHERS-IN-LAW
 THE PILL



CTV CAST ALBUM
 A NIGHT OUT AT THE P & W



THE MAJESTICS
 HERE COME DA JUDGE



ANNE MURRAY
 WHAT ABOUT ME

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



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POLYDOR RECORDS CANADA LIMITED

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 ARIOLA 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.

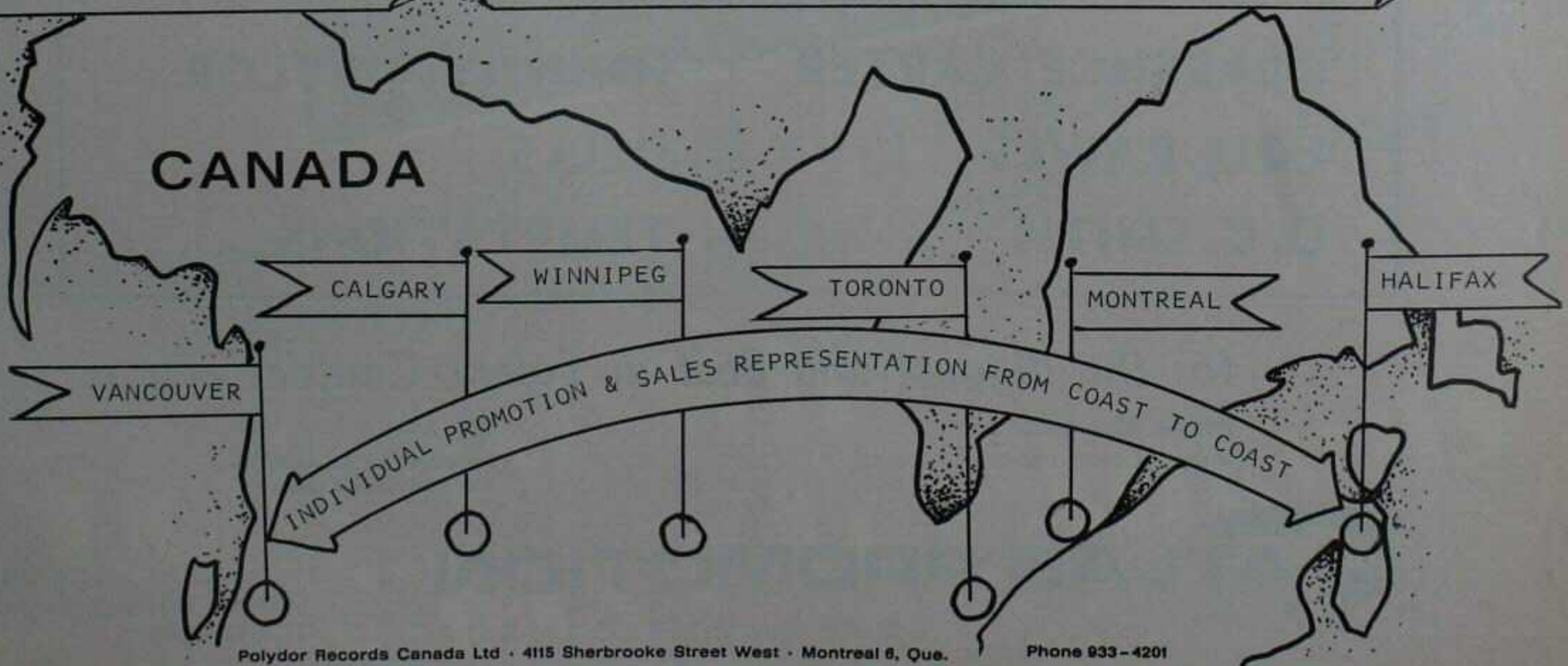
We are just announcing the first issues from the ABC group of companies and the initial response to the exciting new marketing concepts coming from them is stimulating to all concerned.

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 glibly passed to a sub-distributor. So, from Vancouver to Halifax, 4,000 miles, we look after all facets of distribution ourselves.

Fred Exon

Fred Exon Managing Director



Disk-Storing Trays Bowed by Phonodisc

TORONTO — Phonodisc Records, a Canadian distribution company, introduced a line of record retriever trays at the Audio Eclectic Hi Fi Show that they claim to be the "first effective consumer method of storing record albums."

The trays are manufactured by William Coleman International of St-Hyacinthe, Quebec. Vice-president of the Coleman company, D. B. Landers, said that there had been a great deal of interest from U. S. distributors about the trays.

"This is really a big breakthrough in available facilities for record storage," he added. "We have orders to keep the factory working at maximum capacity until next August. We are manufacturing 50,000 trays a week and by next August I feel that we will really be able to launch this product in the U. S. market."

The trays which store records horizontally are available in different combinations and cabinets. An initial purchase of 12 trays retails at \$7.95, 50 trays at \$49.50 (with a wood top and base in cabinet style). Individual trays retail at 79 cents.

Phonodisc promotion director Roger Stevens said that his company was "delighted at the tremendous response for this new product. We are readying a TV

campaign to push the product nationally."

Manufacturers exhibiting at the Hi Fi Show included Panasonic, Sony, Dual, Garrard, KLH, Fisher, Tannoy, Heathkit, Sansui, and Ampex.

The show was called Audio Eclectic because it featured product from many systems and sources. At the show was Robert Moog, the U. S. inventor of the Moog Synthesizer, who explained its operation and capabilities.

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 disk was released in Canada on Barry, a Quality subsidiary.

Making the announcement, George Struth, Quality's executive assistant, said that the record, produced by Norman Petty, had first 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.

From The Music Capitals of the World

• *Continued from page 59*

ord Club. L. G. Wood replaces Norman Lonsdale, the founder of the WRC who resigned at the end of September when EMI acquired the club's entire share capital. Also joining the board is the club's new general manager, Colin Hadley, EMI Records managing director Ken East, EMI Records' financial director Reg Palmer, and Norman Tomlinson, a divisional director of EMI. . . . Keith Howell, who was previously press relations officer at the Film Producers Guild, has joined CBS as its new press officer. Howell succeeds Rodney Burbeck, who joins Record Retailer on Jan. 1.

Music for Pleasure—the U. K. budget album company—will hold its prices at \$1.67 until Friday

(20). MFP will bear the full cost of the recent purchase tax increases. MFP's marketing director Tony Morris said that the company was confident that it would be able to sell more than 500,000 records during this month. . . . Little Stephen, a new label to be launched by the National Society for Mentally Handicapped Children, releases its first record this month, "A Constellation of Stars," which includes Petula Clark, Georgie Fame and Donovan. The company has been supplied with tracks from major U. K. record manufacturers, and royalties from the sales of the record will be donated to the society.

EMI recorded the Beach Boys live in concert at the London Palladium Dec. 1 for an album release on Capitol. The group is

ELLINGTON LP ISSUED IN CANADA BY COMPO

QUEBEC — Compo 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 works by Canadian composers, it is the first album Compo (which manufactures Decca product) has been able to release simultaneously internationally, says Roy Smith, national promotion manager for Compo.

The album was recorded in Toronto and has Ellington playing works by Canadian contemporary jazz writers, Ron Collier, Gordon Delamont and Norm Symonds.

on a nationwide tour of the U. K. with Bruce Channel and Barry Ryan for promoter Arthur Howes. . . . NEMS publishing chief Cyril Black has set sub-publishing deals with Alan Boubill, who runs the French Vogue office in London and Dr. Mario Cantini of RCA Italiana. Black is scheduled to go to the U. S. in February. Among the NEMS' material he will be exploiting are the numbers on the first two Bee Gees albums. . . . A new organization, the Modern Country Music Federation, has been formed. It will run along the same lines as the Country Music Association in the U. S. Several people have already met to discuss the new organization which is being backed by Record Retailer, including Murray Kash, CBS' Derek Everitt and Mervyn Conn. . . . The Casuals formed its own music publishing company—Casuals Music. The company will operate through RCA's Sunbury Music. Among writers already signed to the company is singer Jackie Lynton. The Decca group's manager, David Pardo, will also pick up material for Casuals Music from the Italian Mass firm. An entry in the next San Remo festival, "Il Mio Angelo," will be put through Casuals Music here.

Milton Samuel of the independent Beacon label has concluded new deals in Europe for his label. CBS will handle Beacon in Germany and Austria, Polygram handles Beacon in Belgium and Luxembourg, Phonogram in Holland and Sonoplay in Spain. The first releases in these countries will be "Happiness Is Love," by Sons and Lovers, "Lean on Me," by Root and Jenny Jackson and "You Won't Be Leaving," by Cinnamon. . . . United Artists Music is setting up its own publishing operation in Tokyo in the New Year. The office will be run by Dave Jappel, the former representative in Japan of Variety magazine. PHILIP PALMER

(Continued on page 62)

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EXCLUSIVELY REPRESENTING THE COUNTRY'S TOP POP ATTRACTION,

THE "LORDS OF LONDON"

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and now the title song of his great new album.

"Don't Ask Why"

ELS331

"POUR Les Amants"

ES680



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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



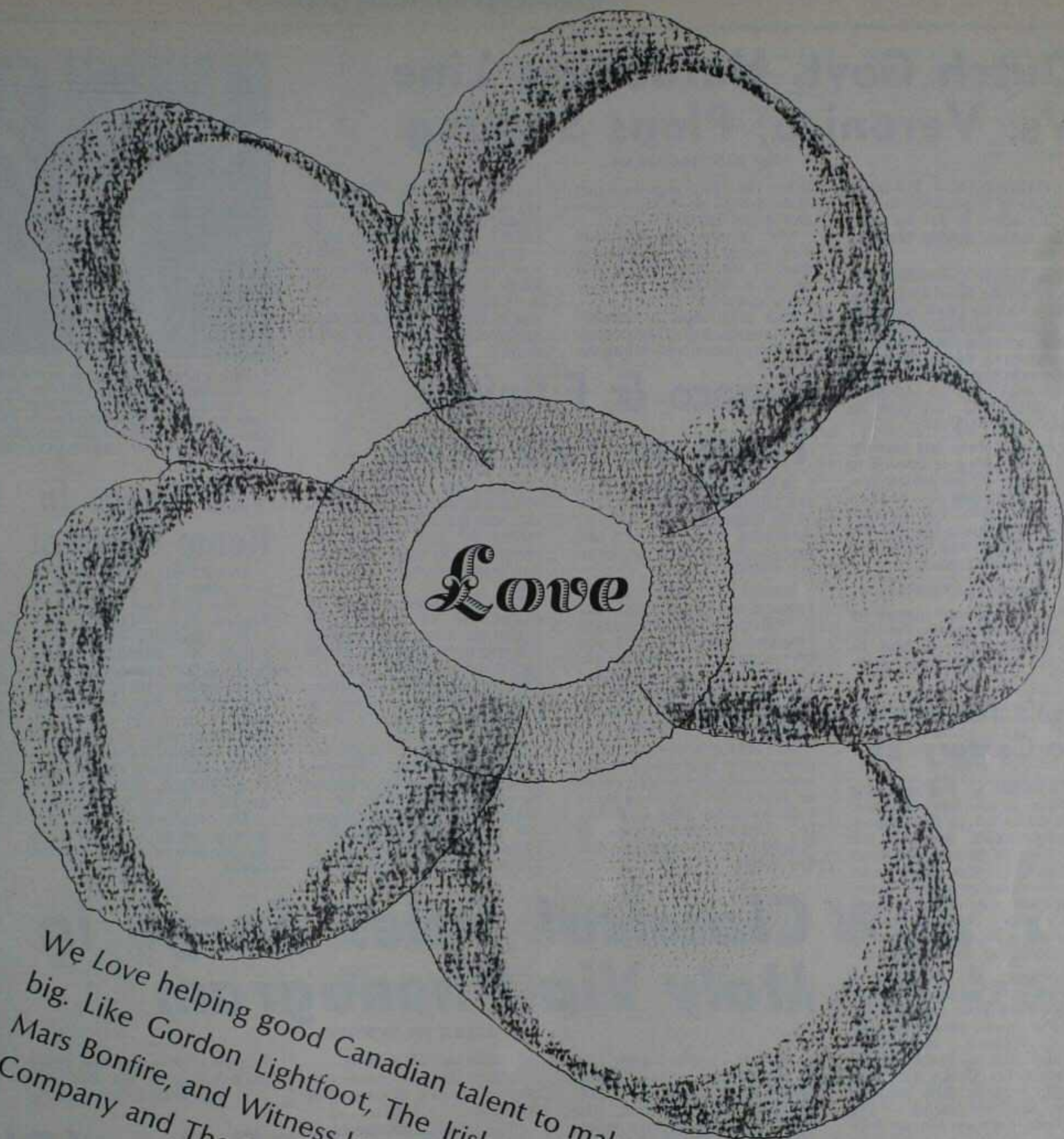
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Dutch Govt. Hardening Line Vs. Veronica; Plans Sinking

By BAS HAGEMAN

AMSTERDAM — The Dutch government is planning to take decisive action to put the pirate radio station, Radio Veronica, off the air.

The Dutch government has not signed the Strasbourg agreement outlawing pirate radio stations. Banning Radio Veronica would leave the Dutch with no alternative to Radio Hilversum 3, the official pop 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 against Veronica, following an official complaint from the Swedish broadcasting authority that the pirate station was interfering with Swedish programs.

Owned by Verweys

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

Pye's Benjamin To Century 21

LONDON — Pye 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—a 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 maintain responsibility for Pye's music publishing company, Welbeck, administered through Leeds. Pye's general manager Les Cocks will assist Benjamin in the three divisions now under his control — 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 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 leading talent booking agency, and the ITA is known to object in principle to companies with agency interests controlling TV programming where they could influence the choice of artists booked to appear.

EMI chief Sir Joseph Lockwood is confident that his company can overcome the ITA objections. The company states that if it acquires ABPC it is prepared to allow Thames Television to be run by persons approved of by the ITA.

It has played an important part in the growth of the Dutch popular music industry.

The Verwey brothers said they would close the station down if the Dutch government became a signatory to the Strasbourg agreement.

The government is believed to be considering action to close down the station well before the

elections. The ban will be unpopular and the government wants to allow time for the anger to subside before the polls.

Meanwhile, plans are under way for the reorganization of Radio Hilversum 3, to enable more commercials to be broadcast on this government channel, subject to the approval of parliament.

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 Christmas market.

Manual P. Villar, general manager of Mareco, and Luis P. Villar, general manager of Filipinas, jointly revealed that both companies will release and re-release about 200 singles and 120 albums by the time the Christmas selling period reaches its peak in the Philippines.

The joint effort by both companies really started back in October. Emphasis has been placed on promotion displays in stores with the center being L. R. Villar, a record shop situated in Manila's top shopping avenue, the Escolta.

Mareco and Filipinas have also tied in with radio station DZBM, and Spotlight magazine in promoting the joint venture. Advertisements in local newspapers and magazines have also been taken.

Last year Mareco issued 75 singles and 44 albums. CBS topped the list with 41 releases, followed by Capitol (11), MGM (4), Kapp (2), and Epic (2). CBS also topped the LP releases with 39 albums, followed by Capitol (11), MGM (5), Kapp (2), and Roulette (2).

Filipinas issued 75 singles and 45 LP's in the 1967 Christmas period. The Villar label headed the singles issued with 54 releases, followed by RCA Victor (16) and Mabuhay (5). RCA topped the LP releases with 27 albums, followed by Villar (5).

Classical Sales Surge in Italy Via Phonogram

By MARILYN TURNER

try's radio and TV network.

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

"The principal interest Radiocorriere-TV has in the deal is the chance it gives RAI 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 program works is that every 15 days a recording bearing both the DGG yellow label and Discoteca del 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 half-page color advertisement announcing the new release and past releases which are still available.

Although average sales of the Discoteca recordings are only 1,200, over-all classical LP sales at Phonogram have been boosted by 10 per cent over last year.

One of the best sellers, with 2,400 sales claimed by Phonogram as of Sept. 30, was "The

Guarnieri Takes Post With SIF

MILAN — Gianni Guarnieri, artistic director of Ariston Records, will assume the same position with SIF, the Italian affiliate of the French Barclay Company, as of Jan. 1.



LAINIE KAZAN meets with executives of Trutone, MGM distributors, at the start of her South African tour in Johannesburg. Left to right: T. Rosengarten, general manager, Trutone; Lainie Kazan; J. H. Otto, sales manager, Trutone; Mrs. A. Friedman, PRO, Trutone, and Alan Lerner, Miss Kazan's road manager. Miss Kazan was presented with an ostrich skin handbag by the company.

120 Songs in Remo Festival

SAN REMO—More than 120 new songs will be considered for the 19th San Remo Song Festival, Jan. 30-Feb. 1, 1969.

Ezio Radaelli, Festival organizer, has submitted to the heads of Italy's record and publishing houses a list of 21 names, from which they will choose seven to form the commission which will select the 24 songs to be admitted to the Festival.

The commission will be headed by Radaelli, and meet Monday (9) at the San Remo Casino.

The organization is also contracting record houses regarding selection of singers for San Remo.

Dutch Golden Harp Awards 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 Brokken, lyricist Michel van der Plas, singer Herman Tholen and producer Wim Ibo by the Dutch Light Music Committee (CON-AMUS) at its annual meeting in the Carlton Hotel, Nov. 18.

The awards were presented by Jan Mul, president of BUMA. Mrs. Brokken is the producer of a number of shows for AVRO-TV and for German television. She won the Eurovision Song Contest for Holland in 1957 with the song "Net Als Toen".

Michel van der Plas, 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 Tholen as a tribute to his 60 years in show business.

Sales of Phonogram Soar in 6 Months

MILAN — Phonogram, the Italian affiliate of the Philips-DGG group, reports sales for the period May 1 to Oct. 31 were 40 per cent above its projected figure.

New Budgets On Phonogram

A company official said that the increase was due to outstanding sales of particular singles, cassettes and albums.

Top singles sales included Orietta Berti's "Record for the Summer" contest entry, "Non Illuderti Mai," on Polydor various singles by Armando Savini (Philips) and the Bee Gees (Polydor), "Rain and Tears," Aphrodite's Child (Philips), Paul Mauriat's "Love Is Blue" (Philips), and "Fire," Crazy World of Arthur Brown.

The company also reports "satisfactory" sales of a new Best Sellers series of reissues of past hit singles, and releases by Jimi Hendrix Experience and Esther and Abi Ofarim.

Best selling cassettes included Mauriat's "Love Is Blue" (Philips), Adriano Celentano's "Successi Clan No 2" (Clan), Mina's PDU album, "Dedicato A Mio Padre," "The Platters" (Mercury), "Santo and Johnny" Bell-disc Italiano, the Bee Gees "Horizontal" (Polydor) and the "Ricordi All Stars."

AMSTERDAM — Philips Phonographic Industries will hold an international convention uniting its representatives throughout the world. The event will take place at the Gooiland Hotel, Hilversum, Jan. 16 and 17.




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ON YOU**

by

BAZOOKA

BANG 559

A Cymbal-Tobin Production



**LOVING YOU
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FREDDIE SCOTT

SHOUT 238

A Big Kahoona Production

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Now for a limited time. Get the hottest selling groups going today as part of a special profit-building deal. Superb artists like The Doors . . . Judy Collins . . . Paul Butterfield Blues Band . . . Incredible String Band.

and here's an extra bonus for you!

Build a traffic stopper window display! You can win an Ampex 985 Stereo Sound Center. Ampex will provide you with all the point-of-sale materials . . . you provide the imagination . . . and be a winner!

plus!!! a special surprise treat for the best window display in the country.

Remember this is a limited time offer! Contact your Ampex distributor today. Right now! He's got all the exciting details!



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ALL FOR THE LOVE OF A GIRL
EVERYTIME I'M KISSING YOU
ROCK ISLAND LINE



HS 11300

THE BEST OF CLAUDE KING

Featuring
Wolverton
Mountain
including:
This Land of Yours
and Mine
When You Gotta Go
Wolverton Mountain
Big Ole Shoulder
Little Bitty Heart



Eydie Gorme

including:
After You've
Gone
You Don't
Know Me



Just One Of
Those Things
Gonna Build
A Mountain
Moon River

With All My Heart

HS 11285

HS 11293

The Honderful Kings Family

including:
Blinded of Happiness, Battle Hymn of the Republic,
He's Got the Whole World in His Hands,
You'll Never Walk Alone, America the Beautiful



LEE HAZLEWOOD HOUSTON

HS 11290

including:
Houston
Friday's Child
Since You're Gone
Hutchinson Jail
Sally Was A Good
Old Girl



The Deery Brothers

Featuring
Wake Up Little Susie
INCLUDING:
SUSIE Q / CHLOE / WAKE UP LITTLE SUSIE
MAYBELLENE / GOOD GOLLY MISS MOLLY



HS 11304

Lawrence Welk Champagne Dance Party

including:
Start the Day Right / The Umbrella Man
Ain't She Sweet / That's a Plenty / Linger Awhile



HS 11301

I'll Take Romance Percy Faith

INCLUDING:
I'LL TAKE ROMANCE
STRANGER IN PARADISE
IF I LOVED YOU
MOON RIVER
AUTUMN IN NEW YORK



HS 11292

The Kikua Hawaiians Hawaiian War Chant

Great Songs
of the Islands

including:
Hawaiian War Chant
Song of the Islands
Aul Wiedersch'n
Sweetheart
Beautiful Maui
Aloha Land



HS 11303

Burl Ives Got the World by the Tail

including:
Riders
in the Sky
Mule Train
On Top of
Old Smoky
Mah
Lindy Lou



HS 11275

Once more, Harmony strikes just the right chord by offering outstanding new albums featuring top-name talent. When value is important—think Harmony. A product of Columbia Records®



TOP LP'S

CONTINUED FROM PAGE 72

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
	★	1	—	179	JOHNNY MATHIS—Those Were the Days Columbia CS 9705 (5)				
		5	180	180	VARIOUS ARTISTS—A Collection of 16 Original Big Hits, Vol. 9 Motown MS 668 (5)				
		9	173	181	FUGS—It Crawled Into My Hand, Honest Reprise RS 6305 (5)				NA
		23	178	182	JIM NABORS—Kiss Me Goodbye Columbia (No Mono); CS 9620 (5)				NA NA NA
		1	—	183	MARTY ROBBINS—I Walk Alone Columbia CS 9725 (5)				NA
		157	187	184	HERB ALPERT & THE TIJUANA BRASS—South of the Border A&M ST 108 (5)				
		2	186	185	SOUNDTRACK—Barbarella DynaVoice DY 3190B (3)				
		44	192	186	UNION GAP FEATURING GARY PUCKETT—Woman, Woman Columbia CL 2812 (M); CS 9612 (3)				NA
		9	179	187	BOOKER T. & THE M.G.'S—Soul Limbo Stax STS 2001 (5)				
		1	—	188	RIGHTEOUS BROTHERS—One for the Road Verve V6-5058 (5)				NA
		6	193	189	SOUNDTRACK—Chitty Chitty Bang Bang United Artists UAS 5188 (5)				NA NA
		1	—	190	LETTERMEN—Put Your Head on My Shoulder Capitol ST 147 (5)				
		42	181	191	SMOKEY ROBINSON & THE MIRACLES—Greatest Hits, Vol. II Tamla T 280 (M); TS 280 (5)				
		3	198	192	RICHIE HAVENS—Electric Havens Douglas SD 780 (5)				
		33	189	193	ELECTRIC FLAG—A Long Time Comin' Columbia CS 9597 (5)				NA
		3	197	194	BUDDY RICH BIG BAND—Mercy, Mercy World Pacific ST 20133 (5)				NA NA NA
		2	196	195	SLY & THE FAMILY STONE—Life Epic BN 26397 (5)				
		16	184	196	AL MARTINO—The Best of Capitol (No Mono); SKAO 2946 (5)				
		3	195	197	CHER—Golden Greats Imperial LP 12406 (5)				NA NA NA
		2	199	198	BOX TOPS—Super Hits Bell 6025 (5)				
		11	188	199	DIANA ROSS & THE SUPREMES—Sing & Perform "Funny Girl" Motown MS 672 (5)				
		2	200	200	CLARENCE CARTER—This Is Atlantic SD 8192 (5)				

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

CHILE

POPULATION
6,900,000 (1965)
AREA
741,773 sq. km.
MAJOR CITIES
Santiago (capital)
Valparaiso
Concepcion
Yofa del Mar
Talcahuano
Antofagasta

POPULATION BY AGE GROUPS (1960)
0-14 2.9 million
15-24 1.3 million
25-49 2.1 million
50 1.0 million
TOTAL 7.3 million
FAMILY UNITS
1,780,000

EXCHANGE RATE
C\$ 16.5 escudos (June 1967)
PER CAPITA INCOME PER ANNUM
\$220
BLOC MEMBERSHIP
Member of A.L.A.L.C.
(Latin American Free Trade Area)

POPL
9,189
AREA
911.8
MAJL
Carcac
Marsal
Bards
Valen

Chile is a unique market of 9 million people living in a long, narrow strip of land 2,650 miles long and 100 miles wide with an average width of only 110 miles.
The people of Chile are noted throughout the continent for their sense of humor, enterprise and tenacity. The land of this newly freed and independent nation was first discovered by Magellan in 1498 and later by Pedro de Valdivia in 1541. Chile has always been considered one of the most important of the South American republics.
Until 1927 all records sold in Chile were imported, as there was no local pressing facilities. In 1927 EMI and one other company began manufacturing, and since that time the record business has grown steadily as has the population. In 1967 there were 4 million people in Chile, by 1967 almost 9 million.
Chile was late developing a roster of local recording artists. From 1927 until 1951 most of its pressings were from foreign masters. However, during the past 15 years an extensive catalogue of Chilean folk music has been recorded featuring an impressive list of Chilean artists, many of whom have become popular throughout Latin America. Over 100 radio stations, 400 juke boxes, television and private media have helped to build local hit artists and hit songs.
The EMI company in Chile, Industrias Electromusicales, S.A., is still the top record company in the country, with over 40% of the volume and a network of 300 distributors covering every town and village of any importance the length of the land. It maintains modern studios and pressing facilities in Santiago, the capital city and headquarters of the Chilean record industry.

No. of Record Labels
Indigenous labels currently active 7
Indigenous labels of major manufacturers 5
Additional foreign-owned labels 58

No. of Retail Record Outlets approx. 300
Estimated No. of Record Players 150,000
No. sold annually 28,000
Total No. of Juke Boxes in operation 3,000

Value of Records Manufactured (at 1967 value 1966/7) Chilean Escudos 16,000,000
Retail value of records sold (1966/7) Chilean Escudos 23,000,000

Sales of records by Origin
By diameter
7" Singles 65.9%
7" EP 3.1%
10", 12" LP 31.3%

By playing speed
45 rpm 68.7%
33 rpm 31.3%

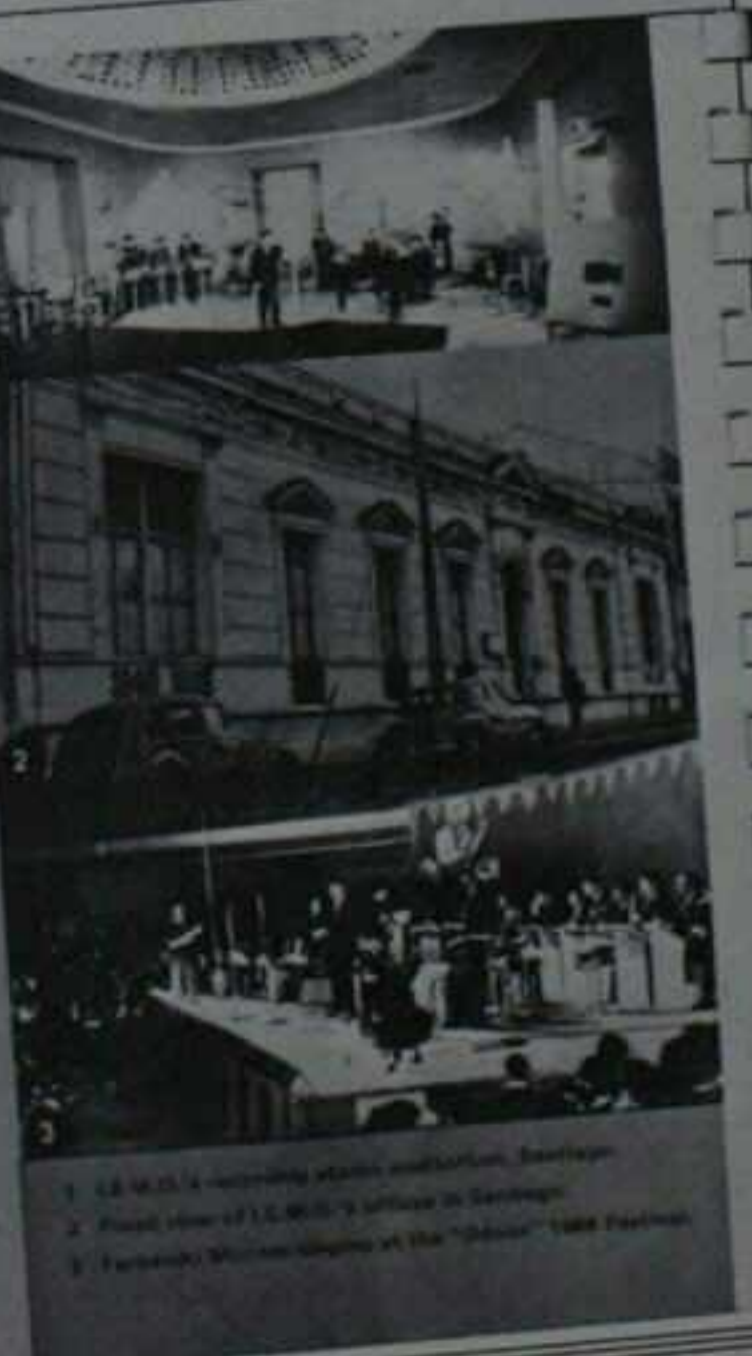
Mix of Records Manufactured
Popular 56%
Classical 25%
Latin American 25%
U.S. Material 25%
Europe, etc. 13%
Classical 13%

No. of Radio Stations 160 (including five at State Universities)
Estimated playing time 70%

Radio Receiver Ownership
70% of homes have radio receivers

Television broadcasting of records
No. of Stations 6 VHF (all belonging to State Universities)
No. of families with TV approx. 100,000
Sales of TV sets 25,000-30,000 per year (No colour TV)

MISCELLANEOUS
No. of Motion Picture Theatres 260
No. of Other Theatres 100
Music Publishers 1
Music Trade Association
Cámara Chilena de Productores Fonográficos
Music Licensing Organizations
S.I.E.M., S.A.D.A.I.C.,
Southern Music International



EMI knows the record markets of the world...

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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Printed material

Billboard Album Reviews

DECEMBER 14, 1968



POP
THE ASSOCIATION GREATEST HITS—Warner Bros.-Seven Arts WS 1767 (5)

Long a familiar and favorite face on the charts, the Association have packaged their best and biggest disks under one cover. The group's best-selling singles, "Along Comes Mary," "Cherish" and "Windy"—and more—should parallel their singles success by sending this LP, featuring Terry Kirkman, to the top of the charts for a good run at the solid gold circle.



POP
I LOVE HOW YOU LOVE ME—Bobby Vinton, Epic BN 26437 (5)

Vinton packs in a variety of songs in a variety-filled package that yields oldies and newies. "Together" and "If I Didn't Care" are freshly painted and "Those Were the Days" and the title song get that Vinton warm style and come up winners.



POP
LOVE IS—Eric Burdon and The Animals, MGM AW 4591-2 (5)

Keeping up with today's music trends, Eric Burdon and the Animals here have a two-record set of extended numbers. The nine selections in this package include a longer version of their "River Deep Mountain High" single and a medley of "Madman" and "Gemeni," which takes one side. Other good numbers include "I'm an Animal" and the Bee Gees' "To Love Somebody."



POP
THE BEST OF THE COWSILLS—MGM SE 4597 (5)

The coupling of the group's big singles hits into one package spells hot sales that will skyrocket this LP right to the top. From "We Can Fly" to "In Need of a Friend" to "Indian Lake" and up to the recent "Poor Baby," they're all here. This one will hit hard and fast.



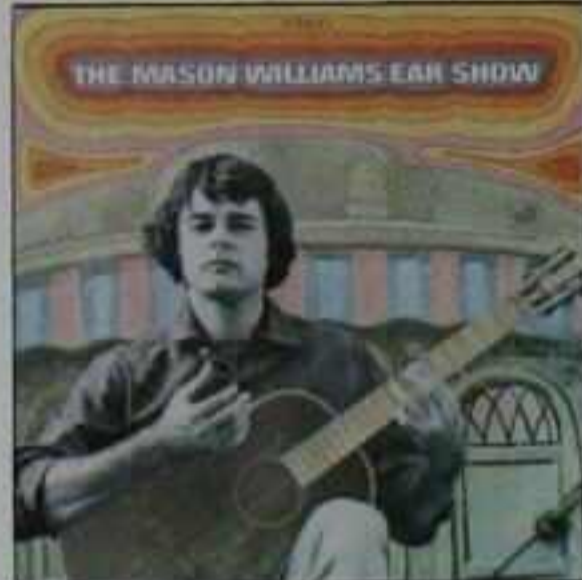
POP
THE ICE MAN COMETH—Jerry Butler, Mercury ST 6119B (5)

Jerry Butler teams up with the sizzling Gamble-Huff songwriting and producing duo to make his most powerful chart efforts in a long time. Butler's "Hey Western Union Man," "Lost," "Never Give You Up" and latest, "Are You Happy" are all bonafide chart winners and feature Butler at his most soulful. Smooth and sexy, Butler will score heavily.



POP
TINY TIM'S 2ND ALBUM—Reprise RS 6323 (5)

With his first LP, Tiny Tim went right to the top of the best sellers charts and now, with his second offering, he should prove a good steady seller. Once again, he runs the gamut from smooth, easy ballads to country tunes, and then on to show hits and rock 'n' roll, and does a perfect job with each one. Standouts include "My Hero," "As Time Goes By" and a knockout treatment of Jerry Lee Lewis' "Great Balls of Fire."



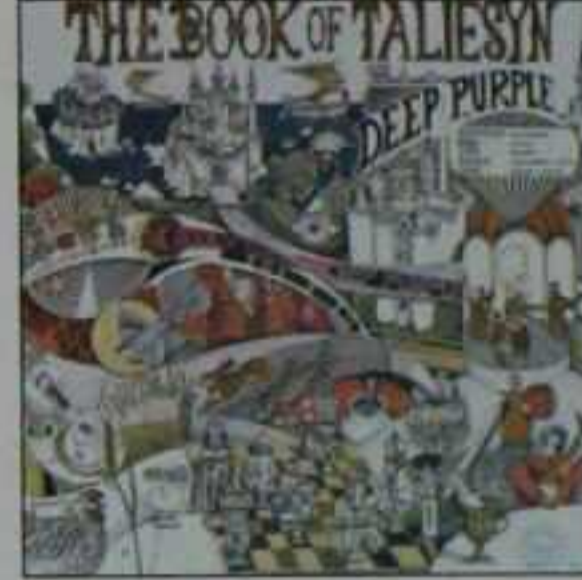
POP
THE MASON WILLIAMS EAR SHOW—Warner Bros.-Seven Arts WS 1766 (5)

For his second LP release, Williams has delivered a package of songs that are beautifully unique. He covers material from a song dedicated to his first guitar, "\$13 Stella," to "Cinderella Rockefeller," a song of illusion and reality, to "The Last Great Waltz," a light-hearted song of meeting strange people. Also included is his recent single "Baroque-a-Nova," and current release "Saturday Night at the World."



POP
EIVETS REDNOW—Gordy G5 932 (5)

Eivets Rednow, which, when spelled backwards comes out Stevie Wonder, had a healthy sales run with his single "Alfie," and this follow up LP is a natural for the same success on the LP charts. Along with that hit, he offers smooth, lush treatments of "A House is Not a Home," "More Than a Dream" and a beautiful and extended "Ruby." His solo harmonica is backed up by rich string orchestrations, and this LP is an excellent mood album.



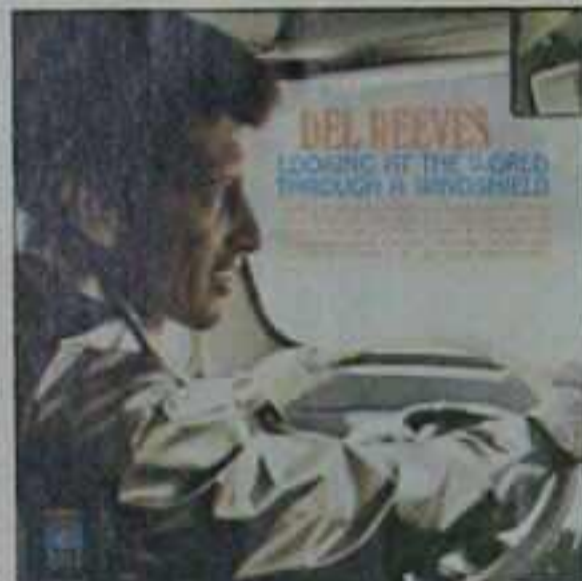
POP
THE BOOK OF TALIESYN—Deep Purple, Tetragrammaton T 107 (5)

Deep Purple scored a huge chart success with their debut album and this, their second effort, is a worthy successor. Including their hit "Kentucky Woman," rockin' as in "River Deep, Mountain High" or employing classical musicianship as in "Anthem," this is a together group with underground. A medley of the instrumental "Exposition" with the Lennon-McCarthy "We Can Work It Out" is another good cut.



POP
PLANNED OBsolescence THE BLUES PROJECT—Verve/Forecast FTS 3046 (5)

This final LP by the Blues Project offers some of the finest blends of rock and jazz available on the market. Soothing ballads like "The Endless Sleep," a calypso version of "If You Gotta Make a Fool of Somebody" and "She Raised Her Hand" are all tasty morsels from the mixed media of rock, improvisational jazz and blues—and should bow out by bowing in on the charts.



COUNTRY
LOOKING AT THE WORLD THROUGH A WINDSHIELD—Del Reeves, United Artists UAS 6674 (5)

Reeves hits the road with a potent album of truck-driving songs that's sure to end up at a high spot on the country charts. Leading off with his hit, "Looking at the World Through a Windshield," he treats with fine performances of "Diesel on My Tail," "Truck Driving Son-of-a-Gun" and "Six Days on the Road," among others. "Gladdyup Go" is a beauty.



COUNTRY
FROM HEAVEN TO HEARTACHE—Bobby Lewis, United Artists UAS 6673 (5)

A strong package for the country market. Album leads with Lewis' hit single, "From Heaven to Heartache," and includes many fine performances, such as "With Pen in Hand," "Every Step of the Way" and "Long Enough to Forget." Lewis' style is distinctive.



COUNTRY
LUKE THE DRIFTER, JR.—MGM SE 4559 (5)

Hank Jr. revives the character of Luke the Drifter, the cowboy philosopher so well portrayed by Hank Sr. The material is narrated, with bits of song interspersed. The tone is inspirational—just as Hank Sr. did this type of material. The package starts with the hit single, "I Was With Red Foley (The Night He Passed Away)."



CLASSICAL
THE BLUE DANUBE—Philadelphia Orch. (Ormandy), Columbia D35 789 (5)

Here's a perfectly timed sales item for the holiday season, and one that will prove a solid seller the year through. Eugene Ormandy and the Philadelphia Orchestra offer a deluxe three-record set for the price of two LP's of 23 waltz favorites ranging from Strauss and Chopin to Offenbach and Tchaikovsky, and the interpretations are lively and filled with beauty.



CLASSICAL
THE SPECTACULAR CLEVELAND ORCHESTRA—Cleveland Orch. (Szell), Columbia M2X 787 (5)

Culled from previously released albums, this specially-priced package displays works by Bizet, Grieg, Mozart, Ravel and Smetana, among others. There's much to enjoy as Szell and the Cleveland perform with excellence and brilliance, whatever the selection.



CLASSICAL
VAUGHAN WILLIAMS: SYMPHONY NO. 4—New York Philharmonic (Bernstein), Columbia MS 7177 (5)

Bernstein wrenches all the passion and the soothing violence from the No. 4. His conducting is certain and carries with it a sense of nobility and powerful charm. The Philharmonic gives a sparkling performance. The "Serenade to Music" represents a work based on a passage from Shakespeare's "The Merchant of Venice."



CLASSICAL
BERNSTEIN CONDUCTS FOR YOUNG PEOPLE—New York Philharmonic (Bernstein), Columbia D35 785 (5)

Bernstein narrates "Peter and the Wolf" and "Carnival of the Animals," while the New York Philharmonic offers bright appealing treatments of "The Sorcerer's Apprentice," "Night on Bald Mountain," and "The Young Person's Guide to the Orchestra," among others.



JAZZ
DREAMS—Gabor Szabo, Skye SK 7 (5)

Handsomely produced album featuring guitarist Szabo with a french horn laden 10-piece group going more into his European origins as well as playing some clean cut jazz. Included are two pieces from De Falla, "Song of Injured Love" and the more familiar "Fire Dance" but for a more rounded appeal a brilliant cast headed by Joe Silver and Susan Anspach. With plenty of programming cuts, the LP will hit.



COMEDY
BEWARE OF GREEKS BEARING GIFTS—Various Artists, Musicor 3173 (5)

Timed perfectly for top Christmas gift giving sales, this comedy take-off on the wedding of the year and related events is loaded with laughs that will spiral it to a high spot on the charts for the new year. Booker and Foster, of "First Family" fame, have come up with more hilarious ideas and lines and a brilliant cast headed by Joe Silver and Susan Anspach. With plenty of programming cuts, the LP will hit.



CHRISTMAS
GREATEST CHRISTMAS HITS—Philadelphia Orch. (Ormandy), Columbia MS 7161 (5)

Herald angels sing, halts are decked with holly, bells jingle, drummer boys are little, and King Wenceslas is good—in short 16 tracks of vintage and veteran Christmas material tastefully done by the orchestra and Eugene Ormandy, aided by the Temple University Choir, and the St. Francis de Sales Boychoir of Philadelphia. Even the LP producer is Frost (Thomas). A welcome refuge from pop versions of carols.

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From The Music Capitals of the World

NEW YORK

Ex-Righteous Brother and MGM artist Bill Medley will sing "One Hundred Years" over the credits of "The Riot," a Paramount movie starring Jim Brown. . . . Roulette artist Tommy James of the Shondells has been named national student chairman of the Cystic Fibrosis Foundation. . . . Spunky and Our Gang, Mercury group, will tape a Smothers Brothers TV show to be aired on CBS Dec. 22. They will make their first appearance at the Fontainebleau Hotel in Miami for two weeks beginning Friday (20). . . . The New Christy Minstrels are currently appearing at Rainbow Grill through New Year's. . . . Erroll Garner is appearing in the Venetian Room of the Fairmont Hotel in San Francisco until Saturday (21). . . . JHP Productions has opened offices here and has signed Vicki Hemingway, who has recorded "Where Am I Going" from the motion picture of "Sweet Charity." . . . Wynne Miller, niece of Glenn Miller, opens for one week at the St. Regis-Sheraton Mainsonette starting Monday (9). . . . Comic Pat Cooper is in town to record a new album for United Artists. . . . J. Marks, creator of Columbia's "Rock and Other Four Letter Words" LP, and the book of the same title, will tour this month to publicize both. . . . Kate Smith has returned from several West Coast taping sessions, including a Dean Martin show to be aired in February. . . . Bobby Scott left for Germany Nov. 24 to write some new LP chart arrangements for Esther Ofarim. . . . Mercury's Bunky and Jake are currently appearing at the Assembly in Miami Beach till Friday (13). . . . Producer-arranger Bob Halley and his wife, singer Cathy Carroll, became parents of a new son Nov. 26. . . . Murray Ross, president of Idea Planning Associates, and his wife, Kelly Ann, are parents for the third time. . . . Stacy Lou, weighing 7 lbs. 5 oz., was born at Nyack Hospital Nov. 27. . . . Steve Lawrence and Eydie Gorme will present Gordon Jenkin's "What It Was, Was Love" as a story in music on NBC-TV's "Kraft Music Hall" Wednesday, Feb. 5. . . . The Three Degrees, Warner group, join Shelly Berman at the Americana Hotel's Royal Box for two and a half weeks starting Jan. 14. . . . Gary Puckett and the Union Gap will

introduce a new single on the Ed Sullivan show Dec. 29. . . . Bobbie Gentry will co-star with Noel Harrison in a special to be aired on NBC next April. . . . The New York Rock 'n' Roll Ensemble appear at Carnegie Hall Dec. 26 with the American Brass Quintet, Ars Nova and Earth. They appear at Fillmore East the next day with the same cast and again at Carnegie Hall Dec. 30. . . . The Young Hearts, Minit r&b group, appear at the Apollo Theater in Harlem for one week starting Christmas Day.

Hal David's book for Trident Press, "What the World Needs Now and Other Lyrics," goes into its second printing this week. . . . MGM's Ian and Sylvia broke the house record at Philadelphia's Main Point for 15 shows. The Yellow Payges, who recently headlined Danny Thomas' St. Jude Benefit at the Los Angeles Sports Arena, are remaining on the West Coast to record their first Uni album, slated for January release. The unit has been cited by the Youth Foundation of America as the "Best New Group of the Year" with Mickey Dolez of the Monkees making the presentation. Apple's Mary Hopkin was named best new solo artist by the foundation. **ED OCHS**

BARCELONA

Odeon has released a new EP by Salvatore Adamo. Main title is "Le Ruisseau de Mon Enfance." . . . Los Mustang (Odeon) have recorded the first Spanish version of the Beatles. . . . "Hey Jude." . . . Peret (Vergara) has begun his first film "A todo gas" and has a new single out, "Tracatra." . . . Los Sirex (Vergara) have recorded the first Spanish version of the Arthur Brown hit "Fire." . . . Lola Flores (Belter) is back in Spain after making the movie "A Coffin for Hong Kong" in Buenos Aires and Hong Kong with Luis Sandrini. . . . Carmen Sevilla, Salome, Conchita Bautista, Los Stop and Los Mismos are featured in the film "Fiesta" shot by Bavaria Films for German TV. . . . Los Gritos (Belter) have signed a contract for two films. The first will be called "Abuelo Made in Spain," and the second "A 45 por minuto." . . . Belter has released a new single by Belgian artists Jess and James and will follow up with an album. **RAFAEL REVERT**

HELSINKI

Bisser Kirov, 25-year-old Bulgarian pop singer, was in Finland for TV and personal appearances. . . . Scandia artist Johnny has renewed his contract with the Viihdeohjelma Agency. His latest single features cover versions of "My Little Lady" and "You're My World." . . . Discophon AB has moved to Takokontie 1 B, Helsinki 37. Tel.: 453007. . . . Scandia artist Lasse Martensson has covered "Little Green Apples" and "This Guy's in Love With You" and is currently appearing at the Adlon nightclub.

The John Lennon-Yoko Ono Apple album "Two Virgins" is getting extensive press attention in Finland. Following the publication of the cover photograph in the Swedish evening paper Expressen, two other Finnish papers printed the picture, one of them carrying an unretouched version. . . . Erkki Palli, formerly head of public relations for R. E. Westerlund, has joined Finnlevy as PRO. . . . Harry Aaltonen, former Billboard correspondent in Finland and a music critic for Ilta-Sanomat, has joined Finnsound Productions as sales manager. . . . Finndisc has released a special Christmas disk which is being made in an English version for overseas markets. . . . Scandia artist Danny's Rio Song Festival entry, "I'll Find a Place for Me Someday," is being released in South America by Philips. . . . Decca duo Jarkko and Laura have covered "Let It Be Me," the song by Sweden's Hep Stars which has entered the Finnish Top 20. . . .

Classical Sales Surge in Italy Via Phonogram

• Continued from page 66

Baroque Period." On the other hand, "Divertimenti and serenades of Mozart and Haydn," "The Trout" Quintet of Schubert, and Bizet's "L'Arlesiana" and "Carmen" Suites sold hardly at all, Ebner said.

Ebner was generally pessimistic about sales of classical albums in Italy. He cited a recent report by RAI which indicated that 89 per cent of Italians over the age of 18, who were the subject of a survey, never attended a concert, and 75 per cent never attended an opera. In another survey 75 per cent of those questioned could not identify Brahms.

"You have to start with the statistics of persons who have attended a concert, and of that small percentage, make a much smaller 'probable' estimate of persons who would buy at least one record, and there's your market," Ebner explained.

Ebner said that neither Phonogram nor DGG had placed a time limit on the duration of the Radiocorriere-TV campaign.

String Band

• Continued from page 10

theses of old English, Arabian and Oriental harmonies.

Neither avant- or devan-garde, and denying an exact name or origin, the company's music represents a unique slice of history, both yesterday's and tomorrow's. Though gentle in nature, their tunes are weird, defying empathy and a communicable warmth. But whether not of this earth—or moon music, like the lonely whinings of two cats on a fence—the virtuosity of the Incredible String Band is something else. Their latest Elektra LP, "The Hangman's Beautiful Daughter," and to a lesser extent their live performance, suggest, to the ear, a multitude of musicians, a classical ensemble whose intricate counterpoint and polyphony would evoke the praise: a truly "Incredible String Band."

"Waltz of the New Moon," "The Never Realized Question" and "White Bird of the Morning" conjured up descriptions of rural-rock, folk-soul or merely a name-defying fusion of international elements. But whatever it was, the Incredible String Band has the lock and key to a very special musical experience. **ED OCHS**

Jyrki Hamalainen, a disk jockey who is currently without a radio show, won the unofficial Finnish Disk Jockey championships in Tampere. **KARI HELOPALTO**

LONDON

RCA is continuing its personnel build-up for the switch-over to its own distribution service next year. In addition to building up its sales force, the company took on Pye's production manager David Machray as manager-record administrator. . . . Zel, bargain price record company, has negotiated release of selected repertoire from Audio Fidelity. The first disk issued under the contract is "Pope Paul in America" containing narrative and speeches. It is the first full-price album from Zel. . . . Al Kooper, a contract writer with Aaron Schroeder Music, is currently visiting London. Schroeder himself is expected here in January to complete the introduction of his label Aurora on the U.K. market through CBS.

Movies Better Than Ever—for Reissues

By OSKAR SALAZAR

MANILA — As a result of the success of Simon and Garfunkel's CBS re-release of "The Sounds of Silence" and Barry Sadler's RCA single, "The Ballad of the Green Berets," promoters serving record manufacturers here are re-examining their approach to record exposure.

Both singles were hits with minimum radio exposure, but broke out following the showing of movies, "The Graduate" and "The Green Berets."

For several years, exposure for disks in the Philippines has been almost entirely through radio stations. This has led to a big promotion budget for radio stations and, in some cases, to payola. Recently, two major companies, Mareco Inc. and Filipinas Record Corp., have started consumer advertising in newspapers and magazines.

Up to the showing of "The Graduate" film, Simon and Garfunkel had not been successful in the Philippines. Their singles were first released in 1966 and early this year "Mrs. Robinson" and "Scarborough Fair" (both heavily featured in the film) were released.

Even with heavy radio exposure they had poor results. However, when the company re-released "The Sounds of Silence"—originally issued in March 1966—to tie in with "The Graduate," the CBS duo became national best sellers.

Sadler's "The Ballad of the Green Berets" was released in 1966 and likewise remained dormant until the John Wayne-starring movie was shown here this year.

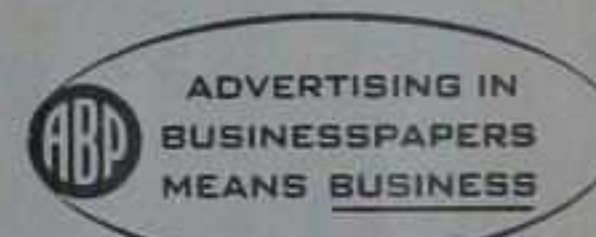
ABK, Mfrs. In Stand-Off

AMSTERDAM — The Dutch Union of Record Manufacturers and Importers have still not met with the Dutch musicians' union, the ABK, who last week ordered their members to boycott record companies over payment disputes.

Secretary of the ABK, John Koelemeij said that record companies took the view that the relationship between musicians and record companies were too personal and individual for a collective agreement on rates of pay to be viable.

He said the ABK had been trying to discuss the question of payment for secondary uses of recorded tape since January 1967.

In addition to the tape question, the union members also want more pay for top class instrumentalists, additional payment for doubling, and a raise of 30 per cent for all single recordings lasting more than 90 minutes. They are also seeking travel expenses.



FRED KIRBY

EVERY DAY
WILL BE LIKE
A HOLIDAY
BYRON LEE
& THE
DRAGONAIRES

JAD 210

JAD RECORDS, 221 WEST 57 ST., NEW YORK, N.Y.

Action Records

Singles

★ NATIONAL BREAKOUTS

THERE ARE NO NATIONAL BREAKOUTS THIS WEEK

★ REGIONAL BREAKOUTS

MAY 1 . . . Bill Deal & the Rhondels, Heritage 803 (Rhineland, BMI) (Philadelphia)

HEART TEASER . . . Flavor, Columbia 44673 (Helios, BMI) (Washington)

CAN I CHANGE MY MIND . . . Tyrone Davis, Dakar 602 (Dakar, BMI) (St. Louis)

GAMES PEOPLE PLAY . . . Joe South, Capitol 2248 (Lowery, BMI) (Atlanta)

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

Record Industry Association of America seal of certification as million selling single.

Main chart table with columns for week, title, artist, label, and chart position. Includes 'Billboard Award' and 'Record Industry Association' seals.

HOT 100—A TO Z—(Publisher-Licensee)

HOT 100

Hot 100 chart listing songs and artists alphabetically from A to Z.

BUBBLING UNDER THE HOT 100

Chart listing songs and artists that are bubbling under the Hot 100.

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.



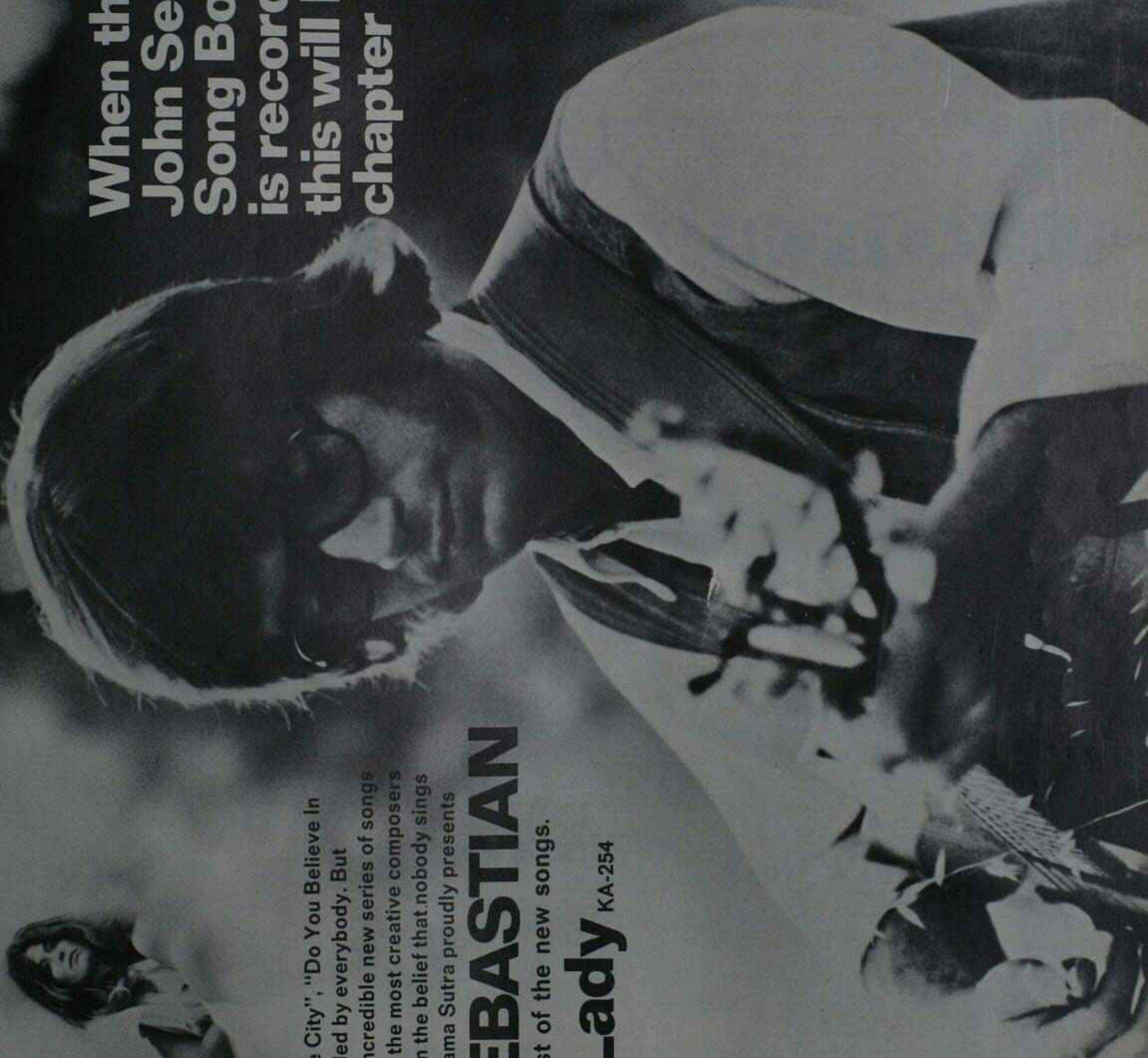
"Daydream", "Summer In The City", "Do You Believe In Magic?" Great songs recorded by everybody. But they're just a preface to an incredible new series of songs now being written by one of the most creative composers of contemporary rock. And in the belief that nobody sings Sebastian like Sebastian, Kama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

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She's A Lady KA-254

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Song Book
is recorded,
this will be
chapter one.**



Produced by Paul A. Rothchild
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Spotlight Singles

NUMBER OF
SINGLES REVIEWED

THIS WEEK
184

LAST WEEK
122

*This record is predicted to reach the TOP 40 EASY LISTENING Chart

TOP 20 POP SPOTLIGHT

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

BEE GEES—I STARTED A JOKE

(Prod. Robert Stigwood & the Bee Gees) (Writers: Barry-Gibb-Gibb) (Casserele, BMI)—Hot on the heels of "I Gotta Get a Message to You," group comes up with a powerhouse ballad performance that will spiral them right back to the top of the chart. Flip: "Kilburn Towers" (Casserele, BMI). Atco 6639

SAM & DAVE—SOUL SISTER, BROWN SUGAR

(Prod. Hayes & Porter) (Writers: Hayes-Porter) (Walden-Birdes, ASCAP)—This is the wild blockbuster that will put the dynamic duo back on the top of the Hot 100 and the r&b charts once again. They really move and groove with this rhythm item. Flip: "Come On In" (Alden/Birdes, ASCAP). Atlantic 2590

THE ARCHIES—FEELIN' SO GOOD

(Prod. Jeff Barry) (Writers: Barry-Kim) (Kirshner, BMI)—They hit it big with their "Bang-Shang-a-Lang," which is still on the Hot 100. This infectious rhythm item has even more selling power and will bring them higher on the chart than their initial outing. Flip: "Love Night" (Kirshner, BMI). Calendar 63-1007

WILSON PICKETT—HEY JUDE

(Prod. Rick Hall) (Writers: Lennon-McCartney) (Maclean, BMI)—The Beatles' fantastic smash should go right up there all over again via this powerful wailing treatment by Pickett. One of his wildest performances that should skyrocket up the r&b chart as well. Flip: (No Information Available). Atlantic 2591

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

JAMES BROWN—

TIT FOR TAT (Ain't No Taking Back)

(Prod. James Brown) (Writers: Brown-Jones) (Dynatone, BMI)—Still riding the chart with "Goodbye, My Love," Brown has a sure fire winner in this infectious and happy rhythm item. Solid dance beat in strong support of his top vocal workout. Flip: "Believers Shall Enjoy (Non Believers Shall Suffer)" (Gala, BMI). King 6204

THE BOX TONS—SWEET CREAM LADIES

(Prod. Chips Moman & Tommy Cogbill) (Writers: Weinstein-Stroll) (Blackwood, BMI)—Following up "I Met Her in Church," group comes up with more unusual rhythm material with good lyric line and beat that drives all the way. Flip: "I See Only Sunshine" (Press, BMI). Mala 12035

PEACHES & HERB—SO TRUE

(Prod. David Kapralik & Ken Williams) (Writers: Allen-Allen) (Dymor Prod., ASCAP)—The smooth duo revives the ballad beauty penned by Robert Allen in one of their finest recorded performances. This should fast prove one of their biggest sales items. Flip: "We've Got to Love One Another" (Daedalus, BMI). Date 21633

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

(Writers: Charles-Lewis) (Tangerine, BMI)—Charles teams up with Jimmy Lewis in a strong blues entry, loaded with a groovy beat and sales appeal. This one should have no trouble hitting with impact. Flip: "When I Stop Dreaming" (Acuff-Rose, BMI). ABC/TRC 11170

WILLIAM BELL & JUDY CLAY— MY BABY SPECIALIZES

(Prod. Hayes & Porter) (Writers: Hayes-Porter) (East/Memphis, BMI)—The duo came on strong with "Private Number," and this pulsating rhythm follow-up will prove a sales topper for the recent hit. Disk moves from start to finish with a strong dance beat. Flip: (No Information Available). Stax 0017

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

JACKIE DESHANNON—Laurel Canyon (Prod. Charles Greene & Brian Stone) (Writers: DeShannon) (Metric, BMI)—Miss DeShannon follows up her "Weight" winner with a potent piece of original rhythm material. Top production by Charles Greene and Brian Stone. Imperial 66342

LEE DORSEY—I'm Gonna Sit Right Down and Write Myself a Letter (Prod. Marshall E. Sehorn & Allen R. Toussaint) (Rytvoc/Ahlert, ASCAP)—Billy Williams' smash of the '50's gets a first-rate rhythm revival that's loaded with airplay and sales appeal for pop and r&b markets. Amy 11048

***TONY BENNETT—My Favorite Things** (Prod. Jack Gold) (Writers: Rodgers-Hammerstein I) (Williamson, ASCAP)—Bennett and a swing band make this Rodgers and Hammerstein gem sparkle with new excitement and interest. Columbia 4-44688

THE LEFT BANKE—Goodbye Holly (Prod. Paul Leka) (Writer: Feher) (Feher, BMI)—Exceptional rhythm material with a smooth, commercial workout by the "Walk Away Renee" group has much airplay and sales potential. Smash 2198

FUZZY BUNNIES—Make Us One (Prod. Fuzzy Bunnies) (Writers: Turi-Foote-Valdez) (Fuzzy Bunnies, ASCAP)—Group has all the ingredients needed for Hot 100 action with this rock ballad outing, which they also produced. Decca 32420

JULIE DRISCOLL, BRIAN AUGER & TRINITY—Road to Cairo (Prod. Giorgio Gomelsky) (Writer: Ackles) (Connelly/Paradox)—Intriguing ballad material by the hot British group is a must for underground airplay, with Top 40 sure to be followed by sales. Atco 6629

***SANDLER & YOUNG—Life Is** (Prod. David D. Cavanaugh) (Writers: Kander-Ebb) (Sunbeam, BMI)—The duo offer a smooth treatment of the infectious opening number from Broadway's new hit "Zorba." Capitol 2362

ANN-MARGRET—You Turned My Head Around (Prod. Lee Hazlewood) (Writer: Hazlewood) (Hazlewood, ASCAP)—Penned and produced by Lee Hazlewood, this powerful rhythm ballad marks Ann-Margret's debut on Hazlewood's own label. LHI-1

THE GUN—Race With the Devil (Prod. John Goodison) (Writer: Curvitz) (Eldon)—Bluesy rock item, already up the British charts, is released here, and is loaded with much airplay and sales appeal. Epic 5-10413

JIMMY CASTOR—Hey Shorty! (Prod. Castor Pruitt Prod. Co.) (Writers: Castor-Pruitt) (Jimpire, BMI)—Castor, of "Hey, Leroy" fame, makes his Capitol Records debut with a solid Latin dance number, much in the vein of his initial hit. Capitol 2358

MERV GRIFFIN—Have a Nice Trip (Prod. Charles R. Green) (Writers: Green-Christopher) (Brookhaven, BMI)—Potent message material gets an impressive reading by the TV and record star, marking his debut on Dot. Dot 17184

***NICK PALMER—Everyone Needs Someone to Love** (Prod. Jim Foglesong) (Writers: Bacharach-David) (Blue Seas/Jac/U. S. Songs, ASCAP)—Easy-beat Bacharach-David ballad from B'way "Promises, Promises," gets a first-rate performance by Palmer and is sure to prove a jukebox giant. RCA 47-9698

IVORY JOE HUNTER—Ivory Tower (Prod. Steve Ponicio) (Writers: Fulton-Steele) (Melrose, ASCAP)—The Cathy Carr/Otis Williams hit of the '50's gets a soulful blues reading by Hunter, returning to the disk scene. Sound Stage 7-2623

***THE EXOTIC GUITARS—I Walk Alone** (Prod. Randy Wood) (Writer: Wilson) (Adams/Abbott, BMI)—Marty Robbins' current country-pop hit comes up as a beautiful instrumental when treated to the fine style of the Exotic Guitars. Ranwood 830

***THE BRITISH LION ORCHESTRA—Theme From Girl on a Motorcycle** (Writer: Reed) (Peyoti, BMI)—The film theme, penned by Les Reed, has all the earmarks of a top programmer and jukebox item in this topnotch soundtrack performance. Tetragrammaton 1511

***RONNIE ALDRICH—Something Here in My Heart** (Prod. Tony D'Amato) (Writers: Macleod-Macaulay) (January, BMI)—Powerful instrumental, featuring Aldrich's twin pianos, is sure to garner much airplay and jukebox action to be followed by sales. Top production work. Phase 4 90003

JOHN WILKINSON—July, You're a Woman (Prod. Rick Jarrard) (Writer: Stewart) (Great Montana, BMI)—Newcomer with an infectious style offers an intriguing piece of rhythm ballad material that's sure to attract much attention. Watch this one . . . in the vein of Glen Campbell. RCA 47-9692

THE MALIBUS—A Broken Man (Prod. Maher-Amato-Dennis) (Writers: Amato-Albert) (Tomato, BMI)—Potent rocker loaded with teen dance appeal proves a top showcase for the good sounding new group. White Whale 289

TONY & LYNN—We're So Much in Love (Prod. Van McCoy) (Writers: Jackson-McCoy) (McCoy/T.M., BMI)—Duo, much in the bag of Peaches and Herb, yet unique, could easily win Hot 100 honors with their first outing. Top Van McCoy production. Blue Rock 4065

TOP 20 COUNTRY

Spotlights Predicted to reach the top 20 of the
HOT COUNTRY SINGLES Chart

JIM GLASER—PLEASE TAKE ME BACK

(Prod. Danny Davis) (Writers: Glaser-Payne) (Glaser, BMI)—Glaser came close to the top of the chart with "God Help You Woman," and this potent original ballad will fast surpass the sales and chart position of the initial hit. Exceptional performance. Flip: "Kiss Her Once for Me" (September, ASCAP). RCA 47-9696

CHART Spotlights Predicted to reach the
HOT COUNTRY SINGLES Chart

BOBBY BARNETT—Your Sweet Love Lifted Me (Gallico, BMI). COLUMBIA 44716
SAMMI SMITH—Sand Covered Angels (Moss Rose, BMI). COLUMBIA 44663
WAYNE KEMP—Won't You Come Home (Tree, BMI). DECCA 32422
MIKE ADAMS—Green Grows the Valley (Forrest Hills, BMI). DECCA 32419
BILL TOWERS—Crazy Heart (Milene, ASCAP). BELL 45005
KENNY ROBERTS—Country Music Singing Sensation (Tarheel, BMI). STARDAY 851
WES HELM—We're All the Same Size (Yonah, BMI). CHART 59-1062

TOP 20 R&B

Spotlights Predicted to reach the
TOP 20 of the TOP-SELLING R&B SINGLES Chart

MICKY MURRAY—FLAT FOOT SAM

(Prod. Bobby Smith) (Writers: Willa-Lewis) (Hip-Hill/Arc, BMI)—Equal sales potential here for both the pop and r&b charts, Murray wails his way through a blockbuster rhythm item loaded with discotheque appeal. Flip: (No information Available). 555 International 755

CHART Spotlights Predicted to reach the
R&B SINGLES Chart

ALBERT KING—Blues Power (East/Memphis, BMI). STAX 0020
TINA TURNER—You Got What You Wanted (Earl Barton Music, BMI). POMPEII 66682
RUTH BROWN—Someday (I Know, I Know) (Poefiw Music, BMI). SOLID STATE 2526
FREDDY KING—Play It Cool (Cotillion Colpin, BMI). COTILLION 44615
THE SOUL SISTERS—"You Got 'Em Beat" (Sagittarius, BMI). VEEP 1291
PEPPERMINT HARRIS—Little Girl (Su-Ma, BMI). JEWEL 795

CHRISTMAS SPOTLIGHTS

THE TEMPTATIONS— RUDOLPH THE RED NOSED REINDEER

(Prod. Norman Whitfield) (Writer: Marks) (St. Nicholas, ASCAP)—The much recorded Christmas classic really sparks anew with this solid rhythm treatment by the hot Motortown group. Sure to prove one of the most important sales items of this and many other holiday seasons. Flip: ("Silent Night") P.D.). Gordy 7082

OTIS REDDING— WHITE CHRISTMAS/MERRY CHRISTMAS, BABY

(Prod. Steve Cropper) (Writer: Berlin) (Berlin, ASCAP)—(Writers: Bartel Moore) (St. Louis, BMI)—In this hard-to-beat soulful reading, Redding has a two-sided entry for the holiday season. First he freshens the Berlin classic and then he has a groovy rhythm item destined for top play and sales. Atco 6631

CHRISTMAS SPECIAL MERIT SPOTLIGHTS

TENNESSEE ERNIE FORD—Little Boy King (Prod. David Cavanaugh) (Writers: Harkins-Chilton) (Central Songs, BMI)—Beautiful new Christmas ballad, penned by Alton Harkins and Bob Chilton, should prove a much programmed holiday item. Capitol 2334

BURL IVES—Santa Mouse (Prod. Bob Johnston) (Writer: Brown) (Sunbeam, BMI)—Ives' mellow and lilting treatment of this bouncy holiday item is sure to garner much airplay and sales for many seasons to come. Columbia 4-44711

THE CHRISTMAS SPIRIT—Christmas Is My Time of Year (Prod. Chip Douglas & Howie Kaylan) (Writers: Kaylan-Douglas) (Ishmael/Hatfield/Foundation, BMI)—Holiday fare with a rock beat that will prove a sure bet for Top 40 airplay and sales. New Group with a good, smooth sound. White Whale 290

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

DECEMBER 14, 1968, BILLBOARD

THIS TIME WE'LL LISTEN!

KUM BA YAH MY LORD, KUM BA YAH
O LORD, KUM BA YAH
SOMEONE NEEDS 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) 32421

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.**



A DIVISION OF MCA INC.

N. Ertegun Turns Chief in Mann's Overseas Session

BERLIN — Nesuhi Ertegun, Atlantic Records' vice-president, who has charge of the foreign division, supervised the recording of a new LP by Herbie Mann and his combo during his three-week trip to Europe. Ertegun returned to the U. S. last week.

While in Europe, Ertegun also visited Atlantic's licensees in England (Polydor), France (Barclay), Germany (Metronome), and Turkey (Melodi). He also conferred with execu-

tives of Deutsche Grammophon, which handles Atlantic in South and Central America, Japan, and Polydor in England and Holland, and met with Frank Fenter, Atlantic Records' European representative, who is based in London.

The Herbie Mann album contains original compositions of Mann and William Fisher, including an untitled 29-minute selection. Fisher, who orchestrated the numbers for the combo and orchestra, also conducted the sessions. A spring release is planned.

Cherokee Album Opens in Georgia

NEW YORK — Plans have been completed for the opening of the Cherokee Album Corp. in Fairmount, Ga. The new company will deal mostly in album covers and album pressing, but will eventually branch out into all phases of the music industry.

Initially, the company will deal in low-cost full-color album covers for use by custom record companies. Al Hedges will be the office manager in Fairmount. Warehouse and printing facilities will be in Calhoun, Ga.

Decca Opens Studio in L. A.

LOS ANGELES—Decca has opened a new 16-track studio in its office building at Universal Studios. Phil Yweng is the staff engineer. A second technician is expected to be hired. Decca's chief engineer, Wallace Barneke, helped design the facility which will be used by all the MCA-owned record companies and also will be custom-leased to other parties.

In past years, Decca rented studio space for such acts as Earl Grant, Pete Fountain, Rick Nelson and the Irish Rovers, who record here. The company owned its own studio years ago on Melrose Ave. in Hollywood, but this facility was closed down when the office moved out to the Universal Pictures lot in North Hollywood.

Garner to Coast

NEW YORK — Erroll Garner began a three-week stand at the Fairmount Hotel in San Francisco Thursday (5). Garner's current album release on MGM is "Up in Erroll's Room."

Disney Into 'Bankland' as Disk for Promo Campaign

LOS ANGELES — Western Federal Savings & Loan has launched a major promotion campaign utilizing Disney record product as a marketing tool.

The savings and loan association is offering a variety of 45-r.p.m. Disneyland records free to customers at its seven Southern California locations.

Western Federal expects to give away between 15,000-20,000 records during a three-week span. It's the first time promotion-conscious Western Federal has used the entertainment industry as a source for its frequent sales campaigns.

In addition to 350,000 mailers plugging the Disney product, Western Federal has planned a series of 60-second radio spots on 11 stations, including KFVB, KMPC, KPOL, KFI, XTRA, KOST, KFAC, KGIL, KKOP, KNX, and KBIG.

The commercials will plug Western Federal and end with a 10-second spot announcing the free Disney records.

The mailers will be planted in the Los Angeles, Beverly Hills, Torrance, San Fernando Valley, Inglewood and Orange County areas.

Disney records to be given away include five holiday se-

lections: "Favorite Songs of Christmas," "Christmas Songs for Children," "Jingle Bells," "Twas the Night Before Christmas" and "Silent Night and Other Christmas Carols."

3 Records Rated Star Performers

NEW YORK — Printing errors in last week's "Hot 100" chart omitted "star performer" ratings on three records. Those disks deserving the "star" were Johnnie Taylor's "Who's Making Love" on Stax at No. 5, the Classics IV's "Stormy" on Imperial at No. 9, and Derek's "Cinnamon" on Bang at No. 24.

In another error, a "star" was inadvertently given to the Archies' "Bang-Shang-a-Lang" on Calendar, which was listed at No. 24 when it should have been No. 22.

VIP's First Release

LOS ANGELES — VIP Productions, new independent, will release its initial album, "The Political Pornography," through Blue Thumb Records.

The album is by Lew Irwin and the Credibility Gap.

Billboard

BEST BETS FOR CHRISTMAS

Below is a list of the best-selling LP's and singles to date. As the sales of Christmas product increase, so too will the number of best-selling Christmas LP's and singles reported in these special charts—in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. These special charts will run for the next four issues as a special buying and stocking guide. NOTE: Many new Christmas releases have not yet had the full opportunity to be reflected here.

CHRISTMAS LP'S

Pos. TITLE—Artist, Label & Number

1. **HERB ALPERT & THE TIJUANA BRASS CHRISTMAS ALBUM**, A&M SP 4166 (S)
2. **THAT CHRISTMAS FEELING**, Glen Campbell, Capitol ST 2978 (S)
3. **ELVIS' CHRISTMAS ALBUM**, Elvis Presley, RCA Victor LPM 1951 (M); LSP 1951 (S)
4. **A CHRISTMAS ALBUM**, Barbra Streisand, Columbia CL 2757 (S); CS 9557 (S)
5. **MERRY CHRISTMAS**, Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
6. **CHRISTMAS SONG**, Nat King Cole, Capitol SW 1967 (S)
7. **MERRY CHRISTMAS**, Bing Crosby, Decca DL 8128 (M); DL 78128 (S)
8. **HANDEL: MESSIAH (3 LP's)**, Robert Shaw Orch. & Chorus, RCA Victor LSC 6175 (S)
9. **THE DEAN MARTIN CHRISTMAS ALBUM**, Reprise R 6222 (M); RS 6222 (S)
10. **SNOWFALL**, Tony Bennett, Columbia CS 9739 (S)
11. **SOUND OF CHRISTMAS**, Johnny Mathis, Columbia SR 60837 (S)
12. **HOLIDAY CHEER**, Dean Martin, Capitol ST 2343 (S)
13. **SILENT NIGHT**, Mahalia Jackson, Columbia CS 8703 (S)
14. **LITTLE DRUMMER BOY**, Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TFS 4100 (S)
15. **CHRISTMAS WITH RAY CONNIFF**, Columbia CL 1390 (M); CS 8185 (S)
16. **PERRY COMO SINGS MERRY CHRISTMAS MUSIC**, Camden CAL 660 (M); CAS 660 (S)
17. **SEASON'S GREETINGS FROM PERRY COMO**, RCA Victor LPM 2066 (M); LSP 2066 (S)
18. **MERRY CHRISTMAS**, Andy Williams, Columbia CL 2420 (M); CS 9220 (S)
19. **WE WISH YOU A MERRY CHRISTMAS**, Ray Conniff Singers, Columbia CS 8692 (S)

20. **ANDY WILLIAMS CHRISTMAS ALBUM**, Columbia CS 8887 (S)
21. **FOR THE WHOLE FAMILY**, Robert Rheims, Rheims ST 7710 (S)
22. **SNOOPY AND HIS FRIENDS**, Royal Guardsmen, Laurie LLP 2042 (M); SLLP 2042 (S)
23. **JIM NABORS' CHRISTMAS ALBUM**, Columbia CL 2731 (M); CS 9531 (S)
24. **CHRISTMAS WITH ED AMES**, RCA Victor LPM 3838 (M); LSP 3838 (S)
25. **JOHN GARY CHRISTMAS ALBUM**, RCA Victor LPM 2940 (M); LSP 2940 (S)
26. **CHRISTMAS GREETINGS FROM MANTOVANI AND HIS ORCHESTRA**, London LL 3338 (M); PS 338 (S)
27. **SOUND OF CHRISTMAS**, Ramsey Lewis Trio, Cadet LPS 687 (S)
28. **THE BEACH BOYS' CHRISTMAS ALBUM**, Capitol T 2164 (M); ST 2164 (S)
29. **HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS**, Kenny Burrell, Cadet LP 779 (M); LPS 779 (S)
30. **CHRISTMAS GREETINGS**, Jerry Vale, Columbia CL 2225 (M); CS 9025 (S)

CHRISTMAS SINGLES

Pos. TITLE—Artist, Label & Number

1. **THE CHRISTMAS SONG**, Herb Alpert, A&M 001
2. **LITTLE DRUMMER BOY**, Harry Simeone Chorale, 20th Century-Fox 429
3. **PLEASE COME HOME FOR CHRISTMAS**, Charles Brown, King 5405
4. **BACK DOOR SANTA**, Clarence Carter, Atlantic 2576
5. **WHITE CHRISTMAS**, Bing Crosby, Decca 237#8
6. **SANTA CLAUS GOES STRAIGHT TO THE GHETTO**, James Brown, King 6203
7. **WHATEVER HAPPENED TO CHRISTMAS?**, Frank Sinatra, Reprise 0790
8. **LONESOME CHRISTMAS**, Lowell Fulson, Hollywood 1022
9. **SILVER BELLS**, Earl Grant, Decca 25703
10. **CHRISTMAS IS FOR CHILDREN**, Glen Campbell, Capitol 2336
11. **A CHRISTMAS WISH**, Bobby Goldsboro, United Artists 50470
12. **BAREFOOT SANTA**, Sonny James, Capitol 5733
13. **MERRY CHRISTMAS BABY**, Charles Brown, Hollywood 1021
14. **THE CHRISTMAS SONG**, Nat King Cole, Capitol 3561
15. **CHRISTMAS SHOPPING**, Buck Owens & Buckaroos, Capitol 2323

Compiled by the Billboard Music Popularity Chart Department for Issue Dated 12/14/68

New Albums for December

VICTOR



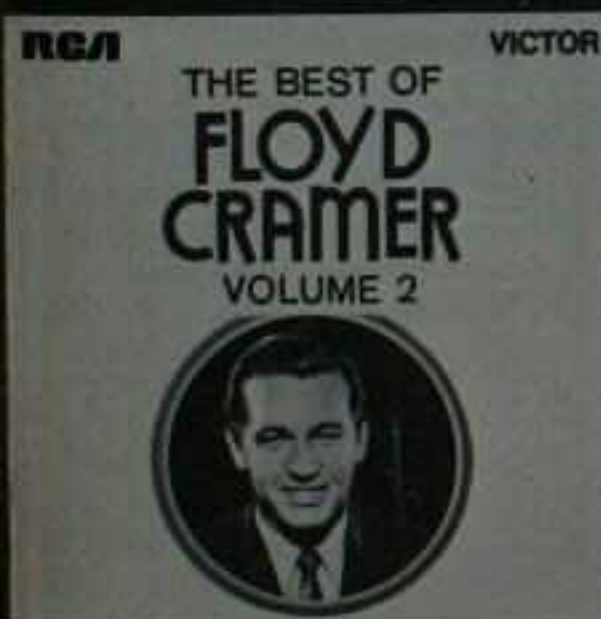
SP-4086



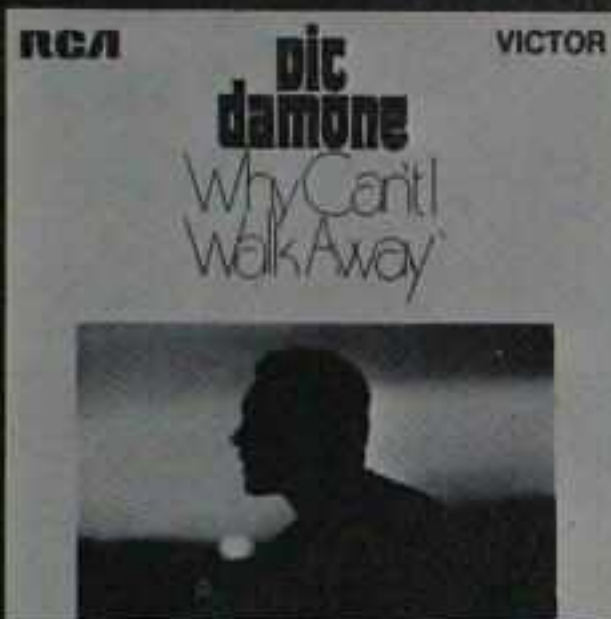
SP-4056



LSP-4092



LSP-4091



LSP-3984



LSP-4103



LSP-4066



LSP-4083



LSP-4060



LSP-4085



LSP-4100



LSP-4050



LSP-4034

Colgems



COS-112

Vintage



LPV-559



LPV-560



Ertegun Hits Compatible Record

• *Continued from page 3*

fund to supply the stations with new cartridges. It proved to be economically unfeasible so Atlantic is now playing a waiting game, feeling that the radio stations will eventually change to the more modern cartridge on their own.

In the meantime, Atlantic

is expanding its facilities so that it will be able to produce the CSG disk for the consumer and the regular monaural disk for the radio stations until the broadcasters are equipped to handle CSG.

Atlantic has lined up with CSG because, Ertegun said, "Holzer has devised the best compatible record." Other com-

panies using the CSG technique are A&M, MGM and Warner Bros.

CSG Claim

The CSG claim is that stereophonic program material can be broadcast, recorded or played back in a manner that, as heard monophonically from a monaural receiver or record playback system, will still have the same balance and quality as in the original live performance, without any of the directional character.

Ertegun also pointed out that Atlantic, unlike many other companies, has not been appending any "legends" to its albums concerning the playing of stereo records on monaural equipment. It doesn't fit into Atlantic's theory of sound, he explained.

WHAT'S IN A 'LEGEND'? VARIETY & CONFUSION

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 "legends."

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

Caedmon Records: "Stereo—intended for use on either stereo or monaural phonographs."

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—features lightweight tone 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 phonographs. They will provide excellent mono sound on modern monophonic players, and superb stereo sound when you later acquire stereo equipment."

Columbia: "Columbia stereo records can be played on today's 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 when played on stereo record players."

Elektra: "Stereo—also playable on mono phonographs."

RCA: "RCA stereo records may be played on any modern phonograph with a lightweight tone arm. You will hear excellent sound reproduction on a mono player and full stereo sound on a stereo player."

WB-7: "This recording employs the Haeco-CSG System."

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

NASHVILLE—A new concept in communication will be unveiled in January when Warner Bros. releases an LP, "The Moth Confesses," a condensed contemporary opera.

The theme, taken from Percy B. Shelley's poem of that name, is performed by the Neon Philharmonic, a chamber orchestra consisting of the finest players of the Nashville Symphony Orchestra. The voice of Don Gant is utilized to convey the lyric.

The LP is arranged symmetrically with a contemporary sound and Warner Bros. feels the album will appeal to youngsters as well as lovers of symphonic music.

The "opera" was written by Tupper Saussy, who earlier created "The Wayward Bus" for RCA Victor. His symphony passages and piano concertos have been performed by various symphonies. The Nashville Sym-

phony on Jan. 13 will perform "Piano Concerto No. 1," by Saussy under the direction of Thor Johnson, with William Pursell at the piano.

Although the moth is the central figure in the theme, the human relationship becomes apparent. "There is great movement in desperation," Saussy explained. The state of being desperate implies a choice between alternatives, and as we watch a protagonist choose his directions we are held in suspense."

The protagonist of the miniature opera is mothlike, indeed. He is hardly bound to one place; he is always looking for an elusive light. He emerges from his cocoon in the first song in which he shares his initial fascination for making love with his first lover. The remaining songs have to do with rediscovering, recreating that first feeling.

The music and the lyrics make the transposition from ballad to uptempo to psychedelic and always has the element of surprise.

Gant, the singer, returns to a field he foresook three years ago to become a producer. Prior to becoming associated with Acuff-Rose Publications, here, Gant recorded for the Colpix and Hickory labels.

Bob McCluskey, general manager of the Acuff-Rose complex, is executive producer of the album, and also negotiated arrangements with Warner Bros.

Glenn Snoddy, one of Nashville's leading engineers, did the mixing. Pierre Menard, a graduate of Juilliard, is concertmaster for the Neon Philharmonic. Saussy, in addition to writing the music, lyrics and arrangements and playing the piano and harpsichord, was the conductor.

Hard Rock Rolling to 4th San Francisco Trade Spot

• *Continued from page 1*

recording studios, which he says produced just under \$1 million, and retail record sales, fees to artists and royalties, nearly \$2 million.

Phillips concluded from his research that though his bank has not yet loaned any money in this field, it might make loans in three areas: to recording studios, to artists when royalties are delayed and when contract payments are delayed.

There are two possible obstacles to the growth of acid rock here. "If we don't see the appearance of studio musicians here in the next year, I'd be concerned about the growth po-

tential of the industry," and "any strong anti-youth political sentiment in San Francisco or in the country." A series of incidents like the Avalon (having its dance permit revoked) could be very harmful."

Phillips believes competition for the acid rock capitol of the U. S. is between San Francisco and Los Angeles.

"I can categorically say the style of life that generates the market for this musical phenomenon will not come from the East Coast. It's a Western style of life and so far San Francisco has been more congenial to it than Los Angeles."

"In the end, the key ingredient is the number of bands in the area. (There are 35-40 bands consistently working here now). The bands feed on themselves in terms of writers and the type of music."

And even if the music should change in the next few years, Phillips said, "the momentum has begun and there will be a major focus on the production of music here whatever that style of music is."

Winters/Rosen Into Disks; Plans Wings, Distrib Net

LOS ANGELES — Winters/Rosen Productions, TV packager, and producer of the recent Ann-Margret CBS special, is expanding into the record business.

A newly formed music division includes a record label, Winters/Rosen Records; two music publishing firms, Burda and Debro; an artist roster for the record company, and music publishing rights to future TV and feature film soundtracks.

Based in Hollywood, Winters/Rosen will open record divisions in New York and London in January, and establish its own record distribution network in the U. S. and overseas in February.

Burt Rosen and David Winters, partners, said the company will build an artist roster of un-

known talent in the contemporary rock, jazz, country and western and pop areas. Initial artists are Jean Paul Vignon and the Siler Brothers.

After forming a foreign sales organization and building an artist stable, the company also will establish a personal management wing, said Rosen.

"The music division," stated Rosen, "will play a key role in all our feature film and TV properties, including releasing soundtrack and background music albums." Artists signed to the record label will be assigned to scoring both film and TV properties.

Rosen said the firm will be involved in TV syndication, other TV special packages for all three networks and two more Ann-Margret specials.

Rain, Disk Co., Formed by Blore

NEW YORK — Rain, a new record company, has been formed by Chuck Blore of Chuck Blore Creative Services (CBS), creator of radio commercials. Principals of the new firm are Blore; Milt Klein, president of CBCS, and Don Richman, CBCS partner. The first releases are slated for early next year.

McKuen's Creative Spirit Takes New Wings: Tracks, TV, Classics

• *Continued from page 6*

aged, with from eight to 10 pages of liner notes.

McKuen enjoys being in on all phases of his recordings from studio to album cover, including mastering, although he can't always realize this with commercial labels. He also has stores of material, including some 200 songs, that have not even been heard publicly yet. His two ASCAP publishing firms, Stan-yan Music and Editions Chanson, own more than 700 copyrights.

McKuen also has done the English lyrics to about 80 Jacques Brel songs, including the hit "If You Go Away." Many

of these songs have not been made public yet. In adapting songs to English, McKuen tries to keep the flavor of the original, if it is applicable. He explained that some lyrics have to be changed, especially on the songs which deal with specific places, such as the fields of Belgium, which might not have the same meaning for American audiences.

A gold record is virtually assured for "The Sea," which he made with Anita Kerr on Warner Bros.-Seven Arts. The album has been on the top LP's chart for more than 90 weeks. He also made three other albums with Miss Kerr, including the upcoming "Home to the Sea." He also has recorded for Decca, RCA, Capitol, Liberty, Imperial, Epic, Jubilee, Kapp, Coral, Horizon and Bond.

McKuen recently went on a recording binge in England, taping 114 sides, ranging from two to 30 minutes each. Paying for his own studio time, he estimates he spent about \$250,000 on the project although "some things (he cut) will never see the light of day." The material ranged from commercial pop to talk.

He also has a heavy concert agenda mainly in colleges where extra performances have to be scheduled because of quick sell-outs. McKuen usually performs without supporting acts as he both sings and reads. He doubts that he will be tied to one record company again. His RCA contract expired earlier this year.

McKuen, who has been writ-

ing for many years, finally caught on in the past two years. And his multimillion-dollar business returns show he has caught on big without altering his simple, direct style.

Jay-Cher Expands

CALHOUN, Ga. — Jay-Cher Enterprises here, primarily a custom record production outlet, has moved into disk distribution with the acquisition of "Let's Say Hello to Reno" on Blue-J Records. According to Cheryl Carter, vice-president of Jay-Cher, this is the first of independent production deals the company is planning to make.

New agreements for release of Ray Myers & the Shades, the Spontaneous Generation, and several other groups are in the works.

MURPHY BILL TO AID ACTS

LOS ANGELES — Sen. George Murphy (Rep.-Calif.) will co-sponsor legislation to obtain royalties for record artists and their releasing companies. The legislator's support was announced last week by Stan Kenton, chairman of the National Committee for the Recording Arts. Sen. Harrison Williams (Dem.-N. J.) introduced the amendment during the 90th Congress as part of a proposed revision of the present copyright law.

DISK MARKET'S SURGE AT YULE

LOS ANGELES — Record store sales during the December Christmas rush average an 80 per cent increase over normal months, while department store disk sales are 178 per cent above normal.

These are some of the sales patterns revealed by Capitol Records research department. Additionally, the market study reveals: visual impact is of more importance during the high impulse traffic months than at any other period; more people buy records as gifts during the holiday season than at any other time, and 45 per cent of all multiple record packages are sold in the three months prior to Christmas.

MOTOWN IS A SOUND INVESTMENT

JUST CHECK US, WE'RE

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



I HEARD IT THROUGH THE GRAPEVINE Tamla 54176
MARVIN GAYE

2

LOVE CHILD Motown 1135
DIANA ROSS & THE SUPREMES

3

FOR ONCE IN MY LIFE Tamla 54174
STEVIE WONDER



CLOUD NINE Gordy 7081
TEMPTATIONS



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



MALINDA Gordy 7079
BOBBY TAYLOR & THE VANCOUVERS

AND MORE TO COME

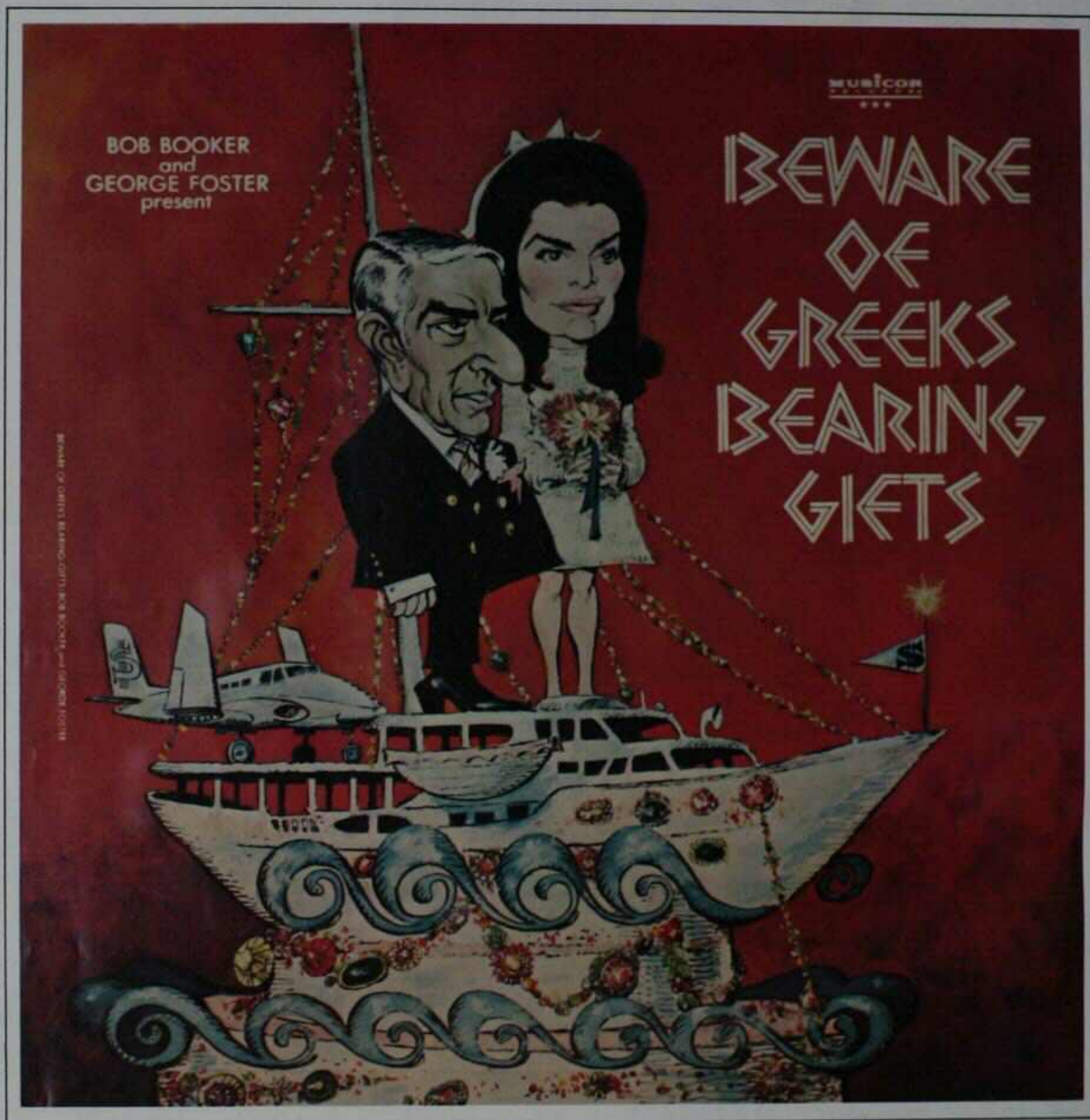
MOTOWN
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The Sound of Young America®

FROM



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



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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 "yatch" 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!

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