TWA Club to Take Off With AV via ITCC

NEW YORK — The more than 2,000 TWA members of the Ambassador Club will be exposed to 8-track tape CAR-
tridge, thanks to a promotion tie-in concluded last week between International Tape Car-
tridge Corp. and the airline. The arrangement calls for ITCC to install Automatic Radio 8-track units in Ambas-
sador Clubs at eight air ter-
minals and provide a monthly
supply of ITCC cartridges. The private clubs are located at New York’s JFK, Chicago, Washington, D. C., Pittsburgh, St. Louis, Kansas City, San Francisco and Los Angeles air-
ports.

The agreement was made between ITCC president Larry F. Wood and TWA execu-
tives. TWA’s director of term-
inals.

This marks the third airline with which ITCC has made a similar arrangement. The others are Continental and Olympic. According to statistics, air pas-
sengers are avid consumers of Music, af-
fluent, particularly those who belong to the airline’s private clubs, Finley said, and these individuals are prime prospects as cartridge customers.

**BRITISH CBS GIVES STEREO ON CLASSICAL**

LONDON — CBS Records here will be releasing its classi-
cal line on stereo begin-
ing in March. Previous releases will still be available in pri-

ural and stereo. The CBS move leaves only British Decca to change over to stereo-only.

CBS stereo sleeves begin-
ning with the March release will contain information concerning the use of stereo records on
monaural machines.

**EMI Plans Cut By Gilels, Szell**

CLEVELAND — EMI will record all five Beethoven piano concertos with soloist Emil Gilels and the Cleveland Or-
chestra under George Szell here this spring. The sessions will be held in mid-May, when the orchestra has recorded for EMI. Special ar-
rangements have been made with Columbia Records, which has exclusive rights to the Cleveland’s services.

Gilels is an EMI artist, while
Szell, who is under exclu-
sive contract with CBS, is being considered for recording under the EMI label.

(Continued on page 12)

**LBJ Balance Plan Unbalances Trade: Bittersweet and Sour**

By PAUL ACKERMAN

NEW YORK — President Johnson’s plans to curb dollar outflow to Europe has struck a note of concern in the American music business. Con-
sensus is that record manufacturers, particularly those who planned overseas expansion and invest-
ments, could be seriously hampered, whereas those already “under the wire” would be in a more fortunate position. With regard to the ef-
fect on American publishers, it was generally felt that this segment of the domestic music busi-
ness would not be nearly as drastically affected as manufacturers.

Saul Chilamda, head of RCA-Leeds music, said that the investment of an American publisher overseas is generally small and involves neither plant nor extensive facilities. Additionally, he added, the investment is quickly recouped. “Roy-
ties go both ways—from the U. S. to Europe and vice versa, and what we collect more than off-
sets the amount we disburse.” Chilamda also noted that the total money involved in the ex-
change of royalties is “a drop in the bucket.”

He concluded, “I don’t think the President is sug-
gestning that we stop the flow of cultural ma-
terial, which is more important than the rela-
tively small sum of money involved.”

Harvey Schein, president of CBS International, takes the position that a curtailment in foreign investment will substantially affect American-recording man-
ufacturers. “The situation is especially critical,” he continued, “because many American
companies are in the midst of setting up or expanding their foreign operations.”

Schein expects the final legislation to allow future expenditures of American companies with investments overseas to be a percentage of their current investment. “While this puts a damper on the companies’ support of their existing in-
vestments,” he said, “it completely blocks any effort of companies who are just planning in-
ternational expansion.”

(Continued on page 18)

**Col. Captures Gold Disk Crown**

NEW YORK—Col. Stax captured the gold disk field last year with 15 album and 18 EP certificates by the Record Industry Association of Amer-
ica (RIAA). Capitol took the lead in the singles field with five RIAA certifications, while the Atlantic family of labels scored with seven gold record awards, with albums or singles down into three for Atlantic, two for Atco and two for Stax.

The leading gold record award-winning group was the Beatles, among whose albums and singles were The Beatles (Capitol) and the Rolling Stones (London). The Beatles were awarded gold disks for three singles and two albums while the Rolling Stones won their awards for one single and four albums.

Two original Broadway cast albums, “Mame” (Columbia) and “Man of La Mancha” (Kapp), and two soundtrack albums, “The Girl from America” and “Modern Mille” (Decca) and “A Man and a Woman” (United Artists) made the gold disk circle last year.

For the fifth consecutive year, the gold record award, which is given for a new all-
time high in 1967. A total of
95 records received the award compared with 81 in 1966. The breakdown in 1967 was 33 single and 62 albums com-
pared with 23 singles and 58 albums in 1966.

To qualify for an RIAA-
certified gold record award, a single must amass a sale of at least 1 million copies, an album a minimum of $1 million in sales at the manufacturer level. These figures are authenticated by an independent firm of certified public accountants for the Association. Single records which qual-
ified (Continued on page 19)

**Country Wins Europe GL’s To Tune of $4.2 Mil. Yearly**

By OMER ANDERSON

NUREMBERG — The U. S. Forces in Europe are now buy-
ing records in the amount of $7 million annually with country ac-
counting for 65 per cent of all records sold.

Headquarters for the Euro-
pean region of the large Western world-wide forces
said that the PX is literally un-
able to stock sufficient records to meet the demand.

Charles Hendrickson, the EES record buyer, explained, “Country, rhythm and blues, and pop account for 45 per cent of all record sales. But country dominates the market. This is not only by our own sales, but also by letters to the Allied Forces Network (AFN).”

AFN’s country shows attract around 1,200 letters a week, a fantastic total in relation to the station’s over-all mail. Hendrick-
son said that the EES record buyer cuts and to listener reaction to AFN music programming. PX disk sales have been climbing year by year, and the 1967 figure of

(Continued on page 18)
A special new single from ELVIS and the Colonel on ELVIS' Birthday, Jan. 8, 1968

ELVIS

GUITAR MAN

"By Popular Demand"
From Elvis' "Clambake" Album
HI-HEEL SNEAKERS

COMING SOON
ELVIS' GOLD RECORDS
VOLUME 4
LOS ANGELES — The ABC family of labels last week unveil 59 albums before the three-city sales presentation launching the company’s January-Feburary LP priority. Records are designed to be in theme “Sound of Entertainment,” the show began here Tuesday (2), moved to Chicago Thursday (4) and concluded in New York Friday (6), respectively. An estimated 150 distributors, dealers and publicists were invited to the pre-release screening of the new product in the ABC Building, 111 S. Wabash, Chicago; 301 Park Avenue, New York; and 1125 Connecticut Avenue, Los Angeles.

John Williams, ABC’s chief executive, said, “These albums have been programmed to present every segment of the record buying public.

Command’s ‘Depth Disks’

LOS ANGELES — A sound reproduction process which offers isolation in every phase of Command Records new “Sound of the Eighth Dimension” product was unveiled last week during ABC’s three-city LP sales presentation.

According to Command Records’ general manager, Loren Becker, the new technique expands the scope and depth of sound. Becker stated, “It is the process of creating the illusion of isolated sounds within the framework of a band section and by isolating the sections themselves.

It was stated that the process is the end result of carefully arranged ‘depth disks’ microphone placement in the studio and remixing. The debut LP features a full orchestra performing tunes from around the world, arranged by Jack Andrews.

The recordings were done at Bob Pine’s studio in Manhattan after only a special console was designed for the process. The sound mixing had to be done at each stage of the project since there was no equipment for it in New York. During the recording process before a Coast audience, the record company checked depth and separation of instruments. It is felt that the new process could revolutionize the sound disk market, which which flourished for such Command product—such as ‘Progressive Percussion’ and ‘Stereo 155’—and allow these sound albums still sell well, but the public’s romance for sound albums has long lost its peak.

59 Albums Star in 3-Area Sales Show Aimed at All Buying Area

Ibeiro TiegEL

NEW YORK—Atlantic-Atco will bow 34 new albums when its sales teams set off for the Nassau Beach Hotel in Nassau Sunday (14). The convention will run from Wednesday through Friday with new LP product previewed for dealers and press.

The product is the largest release in its history, including four jazz LPs, 11 rock and roll pop releases and 4 spring singles. The Atco LP will have nine new pop releses and two new soul LPs, with the three new singles will also be previewed at the show.

Attending will be Atlantic executives Ahmet Ertegun, Jerry Wexler, Nesuhi Ertugan, Bob Kornheiser, Len Sachs, Henry Allen, Juggie Gayle, George Fursenro, Tom Dowd, Joe Dorn, Tim Lane and Atlantic’s field stafters Robert B. Atkin, Gunter Hauer, Herb Kole, Dick Kline, Kiki Liebezeit, Frank Festener, Atlantic label manager at Polydor Records in Europe, and Dick Corcoran in the jazz convention.

It is Steve Wonder of Stax-Volt, who will be there as well as Stax-Volt sales vice-president Al Beal. Promoters, who have been associated with Atlantic will also be present.

UA Parley to Bow New Line & Stress Catalog

NEW YORK—United Artists Records will debut a new label and emphasis the catalog value of itss old labels and distribute sales convention will at the Americana Hotel, Monday and Tuesday (8-9).

The Sound of the Eighth Dimension, essentially a spinoff from its main UA line. How, according to UA president Mike Stewart, the company wants to promote the 40-year-old rock label in the Latin market. United Artists Latino is the name of the label and the current logo of the label is the latest in a series of Dans, Latins and American- including the two most recent, besides Latino.

Virgin Islands Setting for Chess Meeting Jan 18-21

CHICAGO — Chess Producing Corp. will host its 13th annual sales convention Jan. 18-21 at the Mar-A-Lago Hotel, St. Thomas, Virgin Islands.

Under the sales and promotion theme, "Chess, the company will introduce 21 new LPs on its Chess and Atco labels. One of the packages will be a re-released 1967 stereo re-recording premium label.

Co-owners Leonard and Phil Chess will lead the company delegation to the convention, with Leonard Chess opening the business sessions at 9 a.m. on Friday (19). Chess national sales manager Max Cooperstein, also the manager for Look, will preside at CARTRIDGE and foreign director Marshall Chess, and merchandising and advertising manager Dick LaPalma will discuss their specialties.

Of particular interest to record firms is the fact that LaPalma will introduce advertising and merchandising ideas designed to involve dealers more fully.

We are coming out with a point-of-sale merchandising aid that no one has ever produced," LaPalma said.

Also attending will be western promotion man Paul Gaynor, eastern man Richie Savio, southeastern man Chester Simmons and the firm’s new southern and western promotion director Ed Braden.

All the company’s distributors will be represented.

Landmark Release Kicks Off Atl. Meet

MGM Drops Monaural—Exchange Deal Set Up

NEW YORK — MGM records has dropped a deal which will enable it to offer its music copyrights for the new Metro Goldwyn Mayer company which will be affiliated with BMI. Levy, a personal management company of the William Shuter and Wilson, was Montgomery and the other personal managers, having such copyrights as Mercy, Money, etc.

The exchange will be made on a label-for-label, artist-for-artist basis, according to MGM President Mort McConnell.

New labels will be created at the record companies the stereo LPs at the stereo price; thus reducing the cost to the dealer and a little more money for a stereo.

Exchanges are limited to albums sold in the catalog released prior to June 30, 1967.

The exchange could not be completed after that time, Nadar said, would come under the regular exchange rules for does sales, that the firm would be rigid in controlling this. He specified the One (Continued on page 12)
The Rock Machine... it's the happening sounds of today.
Out of it comes the biggest, hottest rock list that ever started off any month.
And with our Columbia Rock Machine, the most exciting and meaningful merchandising campaign we've ever devised.
What's more, it's backed with the kind of national support that'll generate the exposure that sells records for you.
We'll be in-store with a giant, lighted Rock Machine display piece showcasing six big albums; with three eye-grabbing full-color posters, each featuring three different LPs; with window streamers featuring Dylan's new album; with wing displays for Paul Revere and The Raiders; and more.
And we'll be in print and on radio with a massive ad campaign designed to hit your big market where it's at.
It's all here—the talent, the product and the big concept to make it all happen.
Now, doesn't that turn you on?

Fabulous Rock Machine albums starring the top young recording artists on the current scene:

**PEACHES AND HERB**
*Sing Golden Duets featuring Love Is Strange*
Including:
- I Want To Stay Here
- Baby You Got What I Need

**THE GREAT CONSPIRACY**
*The Peanut Butter Conspiracy*

**TIM ROSE**

**THE UNION GAP**
*Featuring Gary Puckett* Their first album. Includes "Woman, Woman."

**BOB DYLAN**
*John Wesley Harding*

**ELECTRIC BATH**
The Don Ellis Orchestra

WHERE THE MACHINE IS MUSIC TO YOUR EARS. ON COLUMBIA RECORDS
ROCK MACHINE

TaajMakai
including:
E-Z Rider/Leaving Trunk
Celebrated Walkin' Blues
Everybody's Got To Change Sometime

CL 2779/CS 9579
Electric blues from a guy who's a legend at 25.

The Notorious Byrd Brothers
including:
Goin' Back
Mood Rider
Old John Robertson

CL 2775/CS 9575
Potential best seller of the year.
It's all here.

The Cryan' Shames
A Scratch In The Sky
including:
Mr. Unavailable
Up On The Roof
Celebrated Road

CL 2786/CS 9586
On the way to the top with their second album.

The Columbia Rock Machine Turns You On

An eye-inspiring Rock Machine light-up display that's the wildest in-store showpiece yet!

Rock Machine art posters that are guaranteed grabbers!

An attractive Rock Machine ad mat series for maximum newspaper exposure!

www.americanradiohistory.com
Decca Shows Profit, Sales Gains For 1967 on All Business Fronts

NEW YORK — Decca Rec-ords closed its books for 1967 with a net profit of $3,232,700, after tax, a 54 per cent gain over the previous year's take. According to Sidney N. Goldberg, Decca's sales president, the company has improved its profit picture in each of its 34 years. Its income from sales upbeat all areas of the contemporary industry, including phonographs, tapes and players, and its line of musical instru-ments.

Adding substantially to the rise in Decca's 1967 record re-venues is the acceptance of the Who. Throughout the year, the English group was prominently represented on the best-selling charts with both albums and singles. Their latest release, "The Who Sell Out," which was timed for the Christmas season, is sustaining its ini-tial sales pace into the new year. Bert Kaempfert also racked up another hot sales year in 1967. His appearance on Jackie Gleason's "Flintstones" TV show, Dec. 30 topped off an all-out pro-motion by the record company, which expects to feel the re-sults of the TV appearance and the promotion during the early months of the new year.

Fountain, Wilson Help

Artists recording for Decca's subsidiary labels, Coral and Brunswick, also strengthened the 1967 sales picture. Among the most active were Coral's Pete Fountain and Brunswick's Jackie Wilson. Decca's country business also prospered during the past year with such names as Jack Greene, Loretta Lynn, Bill Anderson and Kitty Wells, among others.

To open 1968 sales year, the company is introducing a variety of releases on the Decca and Brun-swick labels that is consistent with the company's continuing resolve of offering "something for everyone" in the planning of its monthly album release.

January Product

Featured in this month's pro-duct line is "The Fabric of Latin Disease," a TV collection. "The Ways of the World," the Dixieland, the Irish Rovers, the Young Folk, the Paul Revere & the Raiders, Russel Benn, Cecil Null, Sophie Tucker, Ted Lewis and Gertrude Lawrence. The al-bum with Miss Lawrence will be tied into the first release of the 20th Century-Fox film, "Star." The Decca album is subtitled "The Jazz Heritage Series," with additional performers being Louis Armstrong and Eddie Condon.

Decca is also launching a se ries of spoken word albums that were recorded in the heyday and have been subtitled "Makers of History." In the forthcoming series of four sets Decca is introducing historical insights into the lives and careers of such greats as Bessie Smith, Abraham Lincoln, Elizabeth the Great and Napoleon Bonaparte.

In the classical field are albums by the Cincinnati Symphony Orchestra, Ruggiero Ricci, the Monica Arias Or-chestra, Don Cherry, and Sy-via Marlowe.

Col. Rolls Out a Rock Machine as Mod Pop Promotional Happening

NEW YORK — Columbia Records introduced a new visual merchandising/advertising campaign for the catalog of contemporary pop albums. The device is called "The Rock Machine," and is headlined with the slogan, "Columbia's Rock Machine Turns You On!"

Columbia designed the Rock Machine to introduce a new original art approach to a promotion which would be a departure from the psychodelic designs in the field of pop records advertising. The Rock Machine and the slogan will provide the format for presenting the label's pop product in merchandising displays and in advertising.

The Columbia Rock Machine is a dimensional structure featuring an assembly of gears, cutters, cogs, wheels, nuts, bolts, Columbia artists, album cover reproductions, and miscellaneous "pop" items. There are four different Rock Machines, each incorporating the names and albums of different Columbia artists. From these Columbia has designed all the merchandising devices for dealers.

Featured in Display

A major asset features the Rock Machine in a display piece spotlighting six of the new pop albums, and heralding the slogan, "The Columbia Rock Machine ...Turns You On! The Contem-porary Sound Is On Columbia Records." There is also a Rock Machine, shorter in dimension, which holds 100 albums and shows seven albums.

In addition, Columbia has made available to dealers three different materials, a large book for window and in-store use, each containing information on new pop albums. Windows-streemlined prepared for key albums is also available.

A printed inner sleeve will be inserted in each of the new releases listing 30 to 60 of the LP's tracks on the corresponding album catalog.

The Rock Machine will be the featured item on one of the most extensive advertising cam-paigns the label has mounted in its 26-year history. The Rock Machine and the new album product will appear in ads in trade and consumer publications. In addition, the advertising campaign will highlight Columbia Rock Machine ads in leading mag-a-zines of rock and music, and in num-ber of radio spots and other promotions. "The Rock Machine advertising campaign will be supplemented by national radio time buys for key artists during coming months."

The campaign, opening today, will highlight new re-releases by Columbia artists Bob Dylan, the Byrds, the Buckley, the Birming-ham, the Peanut Butter Conspiracy, Peaches and Herb on Dock Records, and the debut albums of Leonard Cohen, Don Lando, the Gap, Ta Mahal and Tim Rose. Soon to be released from Columbia will be albums by Paul Williams & the Raiders, the Electric Flag, Blood, Sweat and Tears, Laura Nyro, Artha Franklin, Moby Grape, and Simon and Gar-funkel. The company also will focus on 70 best-selling contemporaries.

In all, Columbia's product for this month will total 35 LP's covering such groups as the Byrds, Masterwork, Odyssey, and Date plus many more. "Columbia's Rock Machine" will go for the Halloween market, and the poster will be available at all Columbia stores.

RCA Spotlights Hirt In 2-Month Campaign

NEW YORK — RCA Victor is putting Al Hirt into its mer-chandising/promotion spotlight for January and February. The campaign, which is the company's entire album of "The World of Al Hirt Plays Brass Ensembles," will be sponsored with the title "Hi, Hirt! Hi, Hirt!" and "Al Hirt Plays Brass Ensembles L.P."

"The Horn of Plenty" will be utilized by RCA Vic-tor as the theme for the cam-paign, and will be used on all ads and point-of-sale materials supplied to distributors for local use. A combined concert/promotion tour is sched-uled with Hirt concluding 23 dates within the next two months.

The campaign begins Tues-day (10) when Hirt will ap-pear on the NBC Johnny Car-son-Tom Snyder Show. Hirt will appear on Mike Doug-las TV show Jan. 29, and will be host for a Las Vegas, Camden, N. J., for a 10-day stay at the Tropicana Hotel. Hirt will be awarded an Hon-orary Doctorate of Music by the University of Miami, where he was once a student.

In support of the campaign, Victor has planned a major ad-verising and promotion pro-gram. Specialized ad-mats featuring the "Al Hirt Plays Brass Ensembles" LP as well as 20, 30 and 60-second special radio transcriptions are being supplied in quantity to distributors and dealers.

Point-of-sale display material includes a six-bin rack header, a six-bin rack strip display, a specially designed for this promotion, browser divider cards, listing all Al Hirt LPs, and a window display featuring the new LP. A new compact disc featuring a complete Al Hirt discography as well as a promotion/publici-ty press kit, containing a pic-ture of Hirt as well as the new albums cover, are also being made available.

Last October, Hirt was awarded his fourth gold rec-ord for an album exceeding $1 million in sales. The album, "The Best of Al Hirt," had "Honey in the Horn," "Cotton Candy" and "Sugar Lips" in the gold record category.

Bert Berns is Dead at 38

NEW YORK — Bert Berns, president of Web 4 Music, died Saturday (31) of a heart attack at his home here. Berns, who was 38 years old, had been a songwriter and pub-lisher. Web 4 Music is the parent company of the Bang and Shout labels. Berns' best-known songs are "Twist and Shout" and "Using My Imagination," as well as the re-cordings of singer-songwriter Neil Diamond, Berns was a Juilliard graduate and music copyist be-fore he rose to the Web 4 presi-dency.
THE FIRST BIG SONG OF THE NEW YEAR...

I WISH IT WOULD RAIN

THE TEMPTATIONS

MOTOWN RECORD CORPORATION

The Sound of Young America
**GRAMMY BALLOTS DUE IN THE MAILS BY JAN. 10**

NEW YORK—The Grammy Award ballots, recently mailed to all voting members of the National Association of Recording Arts & Sciences (NARAS), are due in the mail by January 10. The ballots contain a message from the Academy’s national president, Pete King, directing the voting based on a rank order of merit, by the following categories: national, professional, personal popularity or power, advertising.

Stressing the concern of NARAS for the phony record as discussed in the following categories: national, professional, personal popularity or power, advertising.

Stressing the concern of NARAS for the phony record as discussed in the following categories: national, professional, personal popularity or power, advertising.

**STATION REVIEW**

**Laurie LP on Rock: Skimp**

NEW YORK—Laurie Records has issued a documentary on the first 50 years of rock ‘n’ roll. The project, "Rock & Roll Evolution or Revolution," features Nite combines narration with clips of 45s songs from 19 records covers 1954-1967. Nite's effort

is commendable, but there are flaws with the finished work. Any history covering as broad a field as this requires the knowledge of a reference text on rock ‘n’ roll’s evolution. Nite’s one record received a bit of attention, but as the final chosen, it is not only to the reader who knows the history.

**ABC MERGER PLAN IS OFF**

NEW YORK—The proposed merger of the Metropolitan Life Insurance Co. and the Transamerica Corp. and the American Broadcasting Co. and the Columbia Broadcasting System, Inc., is off. An agreement of merger had been signed, but ITT director John J. McDonnell stated today that "the agreement in the light of dealings that have occurred since the announcement of merger in December, 1965—deline over a period of several weeks—has not continued the plans." The merger was expected to be complete by mid-summer. The sale of the Metromedia newspapers and the Times Mirror Co. to the Columbia Broadcasting System, Inc., was expected to close by mid-year. The sale was expected to be completed by mid-year.

**Paul Returning To Records on Phase 4 LP**

NEW YORK—Lee Paul is returning to the disk sweater with a recording deal on Phase 4 Records, the company he founded. Paul, who left Capitol Records in the 1950s to form his own company, will be a solo guitarist on Phase 4 this month. The deal is for "Paul, Now!" which includes many of the million-sellers released in the United States. Among Paul's earlier disc which are now recorded for the first time by him in stereo are "Lovin'," "How High the Moon," "The Cool One," "Ike," and "Blues," the album also marks the first solo recording by Paul in the United States.

Paul was with London calls for three singles a year in addition to the Phase 4 deal. He will be attending London's sales conference at the Concord Hotel, New York, Saturday, Monday, Wednesday (6-8) to assist in the launch of the album. At the same time, Paul has made a new deal with Grasshopper to design five guitar models and amplifiers. Paul has been with Capitol Records, the original firm for the past 17 years.

**Automatic Radio Sales, Net Spurt**

MELROSE, Mass.—Automatic Radio's sales and earnings have made a spurt for the fiscal period ended Sept. 30, 1967. The company reports sales for that period were $23.5 million, which is $17.9 million for the comparable 1966 period. Earnings more than doubled during that period. According to a statement, earnings were $800,000 compared to $350,000 per share last year. (16 cents per share)

**2 Ashley Famous Execs on Kinney Bd.**

NEW YORK—Ted Ashley and W. Spencer Harrison, president and vice-president, respectively, of the American Broadcasting Agency, Inc., have been elected to the board of Kinney National Service, Inc. Ashley Famous was recently acquired by Kinney for about $1 million of stock.

but to the average teen-ager or young adult who has grown to

(Continued on page 12)

**800 Seen for NARM Meet**

HOLLYWOOD, Fla.—The 1968 annual convention of the National Association of Record Merchandisers (NARM) will be held at the Diplomat Hotel here March 18-20 with a business session on March 18. The meeting, which was held Mar. 21 with NARM, will be held March 21 with NARM. Hosts at the various social functions include ABC Records, RCA Victor Records, General Record, and Motown Records. International Tape Cartridge Corp., Dacor Records, Capitol Records, and MCA Records.

JANUARY 13, 1968, BILLBOARD
The Fugs say today's things
with more courage, less compromise
than any group ever to tilt at the hypocrisy
of a hide-bound status quo.
Improbably named, impassionately premised-
The Fugs are ready for the world!
Is the world ready for the Fugs?

"Tenderness Junction"

On Reprise Records R/RS 6280
LBJ Balance Plan Unbalances Trade: Bittersweet and Sour

*Continued from page 1*

his employees to travel in the Western Hemisphere, but admitted there was no way to enforce this.

At A&M

At A&M, co-owner Jerry Moss indicated that his company's extensive facilities and financial strength were necessary to prevent selloffs. A&M recently negotiated a major product deal for production of a number of key Beatles albums.

Moss said he wouldn't tell his employees where to travel, however, as it was not necessary, "we'll put up the dollars to go.

Most felt the program, if instituted, would be beneficial to the record industry. In a Shell

Like Liberty's Bennett, who said he was anxious to see A&M's program, A&M President Maxin, Capitol's president Alan Livingston pointed out that there had been no specific objection from European tourists. "Our business will not be affected by the president's proposals," Livingston said. "Our investments are already made in Canada, Mexico and Japan. All the other countries are owned by EMI, so we have no need to invest further." "

Arnold Maxin, Big 3 executive vice-president and general manager, said the curb wouldn't cut his current companies. The Big 3 itself would not be affected, he said, "since, after all, it's a matter of fact, the investment curb would give him a company's 'edge' because it is required for a new competition, he said.

Concern Cited

Dave Miller, Miller International chief, said the U. S. balance of payments "are harsh chores for the record business to other signers that President Johnson's plan for stop-gap measures to prevent diversion of funds, the U. S. funds has caused concern to music men, particularly those with plans for expansion in overseas markets.

Miller said: "Should President Johnson's plan to curb investments made in Congress, this new legislation will torpedo plans of several U. S. manufacturers to set up their own subsidiaries in Europe or other countries and facilities in continental Europe. The publishers are not nearly as affected in their expansion plans, as very few are cleared for a new publishing operation. Normally a catalog is or has been generating moneys that are on deposit or available on the Continent to U. S. copyright owners for distribution to sub-publishers.

There is no question that the Continent will be a more meaningful source of record and publishing income. I feel this next year we will see the multiple LP, liner more and more on the Continent. There will be problems of transshipment and perhaps price-cutting, but, in general, the problem is not a major one. I think anything anticipated. No doubt the various involves mechanical distribution societies will have their hands full, as to who gets the mechanical royalty and the transfer of record. How these problems will be ironed out as a continental Europe is the plan of the coming decade.

Miller continued: "There is no question that several foreign labels have already been a for the prospect of Washington keeping U. S.

owed factories off the continent. This would protect their leases for much of the hit material they now distribute for U. S. labels on a royalty basis. It would also put them in a position to better favor home-grown product, which, of course, is natural, Europeans, in general, have always considered American products as immanent and energetic but always a little too short on the theme. The world has never had such a large market in which to amortize initial costs, keeps factories pumping and other factors that we mass marketing we enjoy (or disdain) in the U. S. could be a boon. Our own firm, Miller International in Germany, would not be affected; in fact, the Austrian market is a largely unwasted competition. The application comes to Columbia and Atlantic. We all look forward to a great decade ahead.

While we all agree that the dollar must be protected or the whole world will be in serious trouble, there is little doubt that the possible tax concessions on investment can strike a sore chord in the board room of many U. S. record companies.

Columbia Captures Gold Record Crown

Also, "I Never Loved a Man the Way I Love You," Aretha Franklin (Atlantic); "A Boy Named Sue," Johnny Cash (Columbia); "Blue Suede Shoes," Carl Perkins (Sun); "Walk Tall," Robert Mitchum (Capitol).

Columbia, RCA Victor, and Gold Crown will be awarded for singles which have sold over 500,000 copies, while Billboard magazine will select an Artist of the Year. Columbia Records, RCA Victor, and Gold Crown will also be awarded for albums which have sold over 1,000,000 copies, while Billboard magazine will select an Album of the Year.

This Hot Track Dot Hints for More Tracks

LOS ANGELES—Enjoying brisk sales activity with three soundtrack albums, Det Records is poised for further product in this category for early '69.

Dot has completed agreements for two other major sources from "The Big Ones" and "Penny Wise" and "Sebastian," Simultaneously, Dot has purchased one of Paramount Studio's music arms, which will publish under the Dot label. Paramount's BMI firm, will publish the Dot sounds.

The record company, with Lea Seidman's "Mission Impossible" and "The Big Ones" as two other products—"Barefoot in the Park"—and "Slaughter of the Streets"—doing well, will give the new soundtrack albums wide exploitation.

"Will Penny" stars Charlton Heston, "Jupiter's Asylum" fronted by David Raksin, Jerry Goldsmith provided the music for "Sebastian," starring John Gielgud.

Winter on Masters

DALLAS—Charles Wright, veteran Dallas agent-producer, that he will produce "Wright on Masters," a talent and produce a minimum of 12 masters in 1968 for Columbia Records. Mastered at Bo Bice, Brunonie. L. Wright is a Dallas-based, who is currently working on the modern country, pop and rock fields.

Felton Forms Rena

LOS ANGELES—Nereen Felton has formed Rena Music Co. to produce film and TV scores and indie production. The Rena Music Co. will be a subsidiary of Aena Productions, owned by Felton.

Uttal Buys 'Love'

NEW YORK—Larry Ut-

tall has bought "A Shot of Love," a free-form record line. Williams has signed Mike Darrell and John Rose to head Impala's Ad

ARDEA DISK CITED: HER 5TH

NEW YORK—Aretha Franklin's current Atlantic single, "Chain of Fools," this week past the million mark after release. With RIAA certification of the number, Franklin will have earned five gold records—four singles and one album—within a 12-month period.

Franklin's new LP will be issued in two weeks. She has been featured recently in Time magazine and in Newweek, and will be highlighted in forthcoming issue of Look magazine and the New York Times.

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held over for 1968
...and DOT's got it!

"MISSION: IMPOSSIBLE" LALO SCHIFRIN DLP 25831
"BEND ME, SHAPE ME" THE AMERICAN BREED 45-811
"WHAT NOW MY LOVE" MITCH RYDER DJ 31001
"THE AMERICAN BREED" THE AMERICAN BREED A-36002
"MISSION: IMPOSSIBLE" LALO SCHIFRIN 7059
"STOP THE SUN" BONNIE GUITAR 17057
59 Albums Star in 3-Area Sales Show Aimed at All Buying Area

- Continued from page 3

Jimmy Reed, Thelonious Monk, Tim Hardin, Walker, Bill Evans, Wes Montgomery, Johnny Lytle, Charlie Byrd, Odette Morere, Stirling, Thelonious Monk, Sonny Rollins, Yardbirds, and the soundtracks of John Addison's score from "Smashing Time" and the score from "Center of the West." Following the 70-minute slide presentation produced by Cem Sumer, Dunhill's Ed Voss spoke on the company's promotion for "The Beatles," which is being handled by a new label formed by producer Terry Melcher. 

ABC's stereo only LP policy goes into effect with this product. Only on certain occasions will a non-scored record be made in mono. Catalog merchandise will be sold on a profitable, non-marginal basis on a limited basis. No new product will be made of catalog titles after price cuts are liquidated. However, mono promotion covers for radio and television will be continued.

Executive Turntable

- Continued from page 8

with his post as director of promotions. He'll be working with Bill Kramer, vice-president and general manager of ABC Music Affiliates, on the development and exploitation of the firm's catalogs, and will emphasize the preparation and introduction of new releases of contemporary music as well as the Broadway musical and film music scenes.

Linden Blaschke, named advertising manager at Liberty Records, responsible for Liberty Stereo Tape, Blue Note and Sunset Records.

Peter Levinson has rejoined John Springer Associates, public relations firm, to head the Music and Variety Department. Levinson had been with RCA Victor as manager of pop press and information.

Earl Shelton, former artists & repertoire co-ordinator of Cameo-Parkway, has joined Rice Mill Publishing Productions in Philadelphia as general manager. He'll be handling artists, writers and producers.

Gilels, Szell to Pair on EMI Wax of Beethoven Works

- Continued from page 1

dive contract, has recorded for EMI, Deutsche Grammophon, Philips and Decca, which is to reissue this year in London. The concertos, probably to be on four albums, will be released here on Angel.

The recording sessions on April 29 and May 1 and 4 in Severance Hall will be supervised by Paul Myers, Columbia Masterworks ad producer, who has produced the orchestra's sessions for Columbia since 1933. Arrangements also were made for Columbia's regular technically sound facilities.

The albums will be the first EMI has produced in the United States with one of its artists and the first time in almost five years that any Soviet artist has been permitted to record with a major Western label. Gilels, who debuted with the Cleveland Orchestra in October 1966, is scheduled to record "Concerto No. 3," is not slated to appear with the orchestra this season. Szell and the Cleveland previously recorded the five Beetho-

vian concertos on EMI with Leon Fleisher as soloist. The sessions will be the first taped by the orchestra for an outside label during their association with EMI and Cleveland, which has lasted about 10 years.

Greif, Garris Pub. Co. Rolls

- Continued from page 3

working out the final details on the publishing arrangement with Levy. Sielgelson, who had been with Frank Loesser's music publishing firm for the past nine years, has already acquired a number of publishing rights and will issue the soundtrack albums for Metro-Goldwyn-Mayer Records of "Tell Me Lies," a British picture with a score by Richard Rodgers, and a "Theatrical." It features the Royal Shakespeare Rock Band produced by Peter Brook. Grecor Records is distributed on a worldwide basis by CMB.

Siegelson also indicated that he would be publishing the theme for the forthcoming radio and advertising campaign by Yardbirds. "Icicle Twist," a single written by Jacqui Brandwine, Yardley of London's vice-president and creative director. Siegelson, who will be based at 237 W. 57th Street, will be leaving for MIDEM Jan. 18 where he will be looking for writers, artists and copyrights. He's due in London Jan. 25 to meet with Peter Brook and Richard Peasee.

MGM Sets Up Exchange Deal

- Continued from page 3

that monaural sales since June 30 were slight, probably less than 10 per cent of all LP sales. The new stereo-only logs follows an extensive research projec-
tion. One of the nation's leading mass merchandisers, he said.

The monaural record may be sold only at retail stores that carry special handling, such as in supermarkets.

MGM may continue to sell monaural in this fashion, "but on a nation-

al scale that any monaural sales pattern is dead." The job is one of coming education for stereo "and if we have to go to skywriting to get across our point, we will," Nasa-
tir said.

Atlantic Parley

- Continued from page 3

ords, Quin Ivy (South Camp) and producer Percy Stedge, Shadow Morton (producer of the Vanila Fudge), Felix Papp- elad (producer of the Blue Cheer), Dick Simpson (producer of At-

lantic's spiritual albums) and Oli- ve (Matthews and Carla Records).

All Atlantic-Auto distributors for coast-to-coast radio present, Lee-Farley, George Brin, and from New Jersey, Atlantic's Canadian distributor, Quality Records, will also at
tend the party as well as Kenneth Kaizawa of Micro-

phone, and Michael Montanahoda. Also attending will be Don Hall of the Ampex Corp.

T Taveling R A l l e r _ 5 s e r v i c e

Exclusive for Artists only! A service for you an new, different, and unique, it's like taking a trip to the Moon. When you're on the West Coast to entertain or play gigs, let us do your traveling and assure your stay with all kinds of goodies for you and your staff.

- Accommodations
- Airfare
- Rental Car
- Entertainment
- Anniversary gifts
- Service advanced - charged for a trip and queen for further information, or write.

1931 W. Main St. Hollywood 38, Calif. 322-9292 Also CABLE SERVICE.

Welcome to RENO'S PONDEROSA!

Here's first night life in a decade. Lose yourself in a lavish hotel and restaurant. Nevada's most luxurious rooms with color TV, ransom proof dessert, and relaxation pool. Dancing nighty, Swimming, Fishing, and Boating. Get your copy of a Mad Splendid Flag! PONDEROSA!

SAN FRANCISCO 4511 W. 14TH ST.

JANUARY 13, 1968, BILLBOARD
New Format Is Stimulating '68 Music Show Bookings

CHICAGO — The big switch to open space at the 1968 Music Show has stimulated the early booking pace and 90 per cent of the newly opened space has been reserved.

So reported Foster L. Lee, staff director of the National Association of Music Merchants (NAMM), sponsors of the annual event held for over a half-century.

The new format, brought about by a shift of home electronic exhibitors to the Convention Center in North Hall, opened extensive space in the Conrad Hilton Hotel's International Ballroom, Continental Room, East and West Halls. Lee reported last week that 90 per cent of that newly opened space has been taken by musical instrument exhibitors.

"Some of the top names in the industry have joined in the big switch to open space based on the highly successful exhibits in these areas in last year's Music Show," Lee said. "Just about every exhibitor who tried the open space idea for musical instruments last year immediately requested the same space at the 1968 show and several have even expanded their display space."


William F. Ludwig, executive vice-president of Ludwig Drum Co., said, "Open space gave us an opportunity to present ourselves in a much more impressive and colorful surrounding."

Most exhibitors agreed on this and dealers said the format made it easier and less strained to view products and contact company representatives. Many buyers seem to shy away from being cooped up in rooms with sellers.

Lee said he expects all open space to be completely filled within a few weeks. Dates of the show are June 23-27.

Master Says Records Sell

By JANE SCOTT

CLEVELAND—Master Music Co., here sells everything from portable organs to Polish records.

They are considered the largest nationally recognized and country-western record store here.

Manager Joe Gross advises instrument sellers to get a good record business going. He sells to all ages, eight to 84.

"The teen record business has directed us to stock more guitars and amps," he said.

Master carries Gibson, Gretsch, Music Man, Fender, and Rickenbacker.

Other instruments carried are drums, trombones, Cordovox, concertinas, harmonicas, accordions, melodicas, mandolins, sax, clarinets, flutes, bongos, banjos, Bruce harps, autoharps.

Audiotronics are also a big part of their business.

There are 20 single racks of sheet music and music books. They carry 30 different types of strings, 50 varieties of picks.

Cords sell well, the longer the better. There’s no much call for tuning pins, but they have them.

Master Music advertises almost daily in the newspapers and has package sales. Typical: $59 for guitar and case and amp.

Parents’ permission is required for all credit sales. Promotions? The store lent the blues Magoos amps at their April 24 show and got spots for it. Gene Krupa demonstrated drums at the door, heard students play.

A GUITAR IS BORN. The first model of Vox's new Eddy Arnold guitar is examined by Hank Williams Jr., as Vox national sales manager Marvin Kasser calls attention to the instrument's new features. Looking on are members of the X's, an Iowa City, la., group, recently named winners of the Vox win-a-move-contract band contest.

A Retailer Who Sells Kids Down

JACKSONVILLE, Fla. — C. A. Turner, owner of American Music Store, here, turns sales principles topsy-turvy when selling guitars and amps to teen-agers on their uninitiated parents.

"I’ve seen too many children lose interest after a few months and put expensive instruments away to gather dust. It’s usually better to wait and see before inventing a lot of money," is the line he hands parents.

Turner, who is a well-known classical guitarist, explains: "I always tell them they can come back and trade in the expensive instruments for more expensive stuff. I guess I’m stupid, but I just don’t have the heart to sell a boy or a parent something they don’t need."

Turner says this philosophy may cost him a little profit, but he makes it up other ways.

"For example, I’ve never had an instrument repossessed, and I’ve been in this business 20 years."

Turner stocks combo organs, Gibson and Martin guitars ("The best selection in the South.") Ludwig drums, amplifiers and all the other accessories and odds and ends needed to supply the 40 to 50 teen-age groups and hundreds of other young hopefuls in the Jacksonville area.

GOYA MUSIC has introduced this new model 110 voice amplifier. The amp has built-in dimensional reverberation (Hammond 4C) and a VU meter for controlling sound levels. The retail price is $350.
Last year we hit kids in their hip pockets.

The Hip Pocket Record
New easy-to-take size. So tough you can drop it, step on it, sit on it. A top hit on each side. Sells for only 69¢. Philco Hip Pocket Records. HP’s. Very groovy.

*Manufacturer’s Suggested Retail Price.

PHILCO
FAMOUS FOR QUALITY THE WORLD OVER
PHILCO-FORD CORP., PHILA., PA. 19134
This year we’re grabbing them by their ears.

With a wild new national ad campaign for Hip Pocket Records. Offering a wild new self-liquidating premium: earrings that actually carry up to twenty Hip Pocket Records.

Just the thing to grab the fad-happy young gals who buy singles. And to grab you a healthy chunk of this fast-growing new branch of the record business.

All you need is our free window banner. And our free self-selling counter card (it's like this ad, but with a real record-holding earring on it).

And, of course, you need a big supply of Philco Hip Pocket Records. Call them HP’s for short when you talk to your Philco-Ford representative.

PHILCO Ford

The Doors' exclusive arrangement with Elektra Records.
JAY & THE TECHNIQUES
ARE SERVING
STRAWBERRY SHORTCAKE

5-2142
ON JANUARY SIXTH
JAY & THE TECHNIQUES
TAKE A TRIP

TO: CLEVELAND, OHIO JANUARY 6
TO: CHICAGO, ILLINOIS JANUARY 6, 7
TO: DENVER, COLORADO JANUARY 8
TO: SALT LAKE CITY, UTAH JANUARY 9
TO: SEATTLE, WASHINGTON JANUARY 10
TO: SAN FRANCISCO, CALIFORNIA JANUARY 11, 12
TO: SAN DIEGO, CALIFORNIA JANUARY 13
TO: LOS ANGELES, CALIFORNIA JANUARY 14-16
TO: PHOENIX, ARIZONA JANUARY 17
TO: OKLAHOMA CITY, OKLAHOMA JANUARY 18
TO: DALLAS, TEXAS JANUARY 19
TO: HOUSTON, TEXAS JANUARY 20
TO: NEW ORLEANS, LA. JANUARY 21
TO: ATLANTA, GA. JANUARY 22
TO: CHARLOTTE, N. C. JANUARY 23

TO GIVE YOU YOUR SHARE

Soon to be released album, LOVE. LOST AND FOUND SRS 67102/MGS 27102

Current hit single, STRAWBERRY SHORTCAKE S-2142

A JERRY ROSS PRODUCTION/SMASH RECORDS/A DIVISION OF MERCURY RECORD PRODUCTIONS, INC./PERSONAL MANAGER: GENE KAYE (215) 437-4634
American Symphony Orchestra has announced a series of pop and symphonic concerts in New York City. The orchestra will be conducted by Skitch Henderson, and the concerts will feature a variety of popular and classical music. The symphonic concerts will take place at the new Madison Square Garden Center's Felt Forum, while the pop concerts will be held at the Forum and Leopold Stokowski will conduct the orchestra in the pop programs.

The pop concerts will feature a Family of Fine Singing Talent. The Cowsills, a family of four siblings, have been described as a powerfully accompanying electric organ. The group consists of John, Barry, Bill, and Margo Cowsill, and they have become famous for their harmonious singing and energetic performances.

The symphonic concerts will feature the New York Philharmonic Orchestra conducted by Leonard Bernstein. The orchestra will perform a variety of compositions, including works by Bach, Mozart, and Tchaikovsky. The concerts will be held at the New York State Theater and the Lincoln Center for the Performing Arts.

The concerts are part of a larger music festival, which includes other performances by notable artists such as the Beatles and the Beach Boys. The festival is a celebration of the musical heritage of New York City and the contributions of musicians from around the world.
OVER 250,000
STARTING THE YEAR WITH A SMASH HIT!

I WONDER WHAT SHE’S DOING TONIGHT?

TOMMY BOYCE BOBBY HART

DON'T MISS THE BOYCE & HART ALBUM “TEST PATTERNS” — A&M SP 4126.
Sugar Shoppe, Canada Act, Inks Pact With Colgems

TORONTO — One of Canada's singing groups, the Sugar Shoppe, has signed with Colgems Records and heads for Hollywood for recording sessions soon. The group of four, two girls and two boys—Peter Mann, who also plays piano, Lee Harris, Laurie Hood and Vic Garber—had attracted the interest of several U. S. labels. Colgems vice-president and general manager Lester Sill, from Hollywood, vice-president Emil La Viole from New York, business affairs director Irwin Robinson, and independent producer Chip Douglas were in Toronto in mid-December for negotiations with the group, and Douglas will return soon for more discussions on material for their first LP.

The Sugar Shoppe emerged on the Canadian scene in early summer with a single on Arc's Yorkville label of the official Centennial song, "Canada," in a happy, upbeat "Mama's and Papa's" arrangement, and had a national hit. In a reversal of the usual pattern, they recorded when newly formed and made their first live appearances as a result of interest created by the disk. They opened a Toronto spot, Granny's and, also appeared at the Friars Tavern, added teenage fans with an appearance with Twiggy, and have made six network TV appearances. Their follow-up single, an original by Mann called "Attitude," received good initial reaction from Toronto radio but was reportedly withdrawn from the market by Arc as not fitting the group's image.

The group's appearances are a lively mixture of pop, several numbers from the '20s, a little Latin, little jazz, little soul, with each member taking solos, all bearing their trade-mark of colorful complex harmonies in a happy, happy spirit.

Arc vice-president Bill Gill hand reports that product produced and released by Colgems in the U. S. will be issued on Arc's Yorkville label in Canada.

Urge Cake's

NEW YORK — The production and artist management team of Greene & Stone have forwarded a demand to the Woody Woodbury Show that a segment that headlined the Cake, teen-age girl trio who record for Decca, be deleted from the nationally syndicated TV series. The show was taped Dec. 20 for an airing in January.

According to Charley Greene, partner in the management firm, the trio's act was mishandled both visually and vocally. L. Lee Phillips of the law firm of Mitchell, Silberberg & Knupp, acting for Greene & Stone on behalf of the Cake, has served formal notice upon

Connie Francis

Writes on Viet

NEW YORK — Connie Francis, MGM Records singer who recently returned from a 17-day tour of Vietnam, is writing a pamphlet based on her experiences for use by entertainers planning a trip to the war zone. Miss Francis, who plans the pamphlet as a four-pager, will fill it with hints on living conditions, weather and travel within the country, as well as tips on wardrobe and military protocol. As soon as the pamphlet is completed, which should be later this month, Miss Francis will offer it for distribution to the U.S.O. and other military service organizations.

Act Be Out

Thirteen Productions, producers of the Woody Woodbury Show, that says in part, "...the taping of the performances of the Cake was intentionally undertaken in such a manner as to cause great damage to the career and reputation of our clients...We hereby demand...that any performances taped by you...be deleted from any scheduled television broadcast."

Herb Nanas of the William Morris Agency, which handles booking of the Cake, has taken up the matter with AFTRA, the performers union, in demanding the group's removal from the show.
SIX HITS FOR SIXTY-EIGHT

The Dave Clark Five
"Everybody Knows"

Bobby Vinton
"Just As Much As Ever"

The Hollies
"Dear Eloise"

Donovan
"Wear Your Love Like Heaven"

Lulu
"Best Of Both Worlds"

David Houston & Tammy Wynette
"It's All Over"

EPIC
Several Rock Stations Turn on To a Potpourri Program Policy

By CLAude HAll

DAYTON, Ohio—As if a master control switch had been pulled somewhere, several rock 'n' roll radio stations in the past couple of weeks have bowed a potpourri style of format featuring both tunes from the Hot 100 Chart and the Easy Listening Chart. They're not chicken rock; they play the hits by the original artists, but just avoid the hard rock records.

Latest station to make the change is WONE, which had been featuring a format of records from Billboard's Hot 100 Chart. On New Year's Eve, without fanfare, the station left out the hard rock tunes and began playing in records by Frank Sinatra, Petula Clark, Andy Williams, the Johnny Mann Singers. At one point, they even played a polka tune.

Sam Yacovazzi, vice-president and general manager of WONE, said that the station had not changed its format.

"We're truly a contemporary station playing contemporary songs done by artists more widely accepted. To me, it's like the true Top 40, 40 years ago when Top 40 started, we were playing the new artists mixed with the established artists. All we've done with WONE is broaden the spectrum of our programming to get a larger audience.

Among the other stations who've shifted into this particular type of format are KCBD in Lubbock, Tex., whose playlist ranges from Ed Ames to the Supremes and the Harpers Bizarre. The station is also playing Al Martino, Tony Bennett, Nancy Sinatra and Ray Charles.

Bud Andrews, program director of the 1,000-watt KCBD describes his format thus: "The new format in little more detail is known as the Blank Radio Format (Blair is our representative in Dallas) and consists of 125 cuts, a top 40 singles list compiled exclusively from Billboard, and 85 additional cuts compiled from the top LP's in Billboard."

KPOL in Los Angeles and WMC in Memphis are reportedly using this type of format. Some stations have been in this type of format for some time.

This type of format follows fairly close the programming policies of radio stations in the Midwest and Southeast, where the format is known as the WONE format. The station is using this type of format for some time.

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Further, the station is using this type of format for some time.
One for the road

John salutes the brightest street of all in his new album that features songs from current and recent Broadway shows.
LPM/LSP-3928


RCA VICTOR

The most trusted name in sound
The Personal Touch Clicks for WOR-FM

NEW YORK — Personal contact with its listeners is paying off for WOR-FM, according to program director Sebastian Stone. Shortly after being imported from the West Coast by consultant Bill Drake, Stone had a bank of six telephones installed in the station. Two of them are toll-free from New Jersey.

"Within a week's time, I can get a definite idea of whether a record is a hit or not, just from the phone calls," Stone said. These calls (150-200 a day) can be used to relate specifically.of the entire format across the range of the weekly play list, 90 per cent, he said. The station works firm a playlist of 30 records, plus unlimited "billboard" records. The only drawback, from a record company viewpoint, is that the station is devoting 50 per cent of its time, approximately, to oldies, cutting down the exposure of new records. But Stone feels that oldies are a proven audience builder, and, "mixed with the important new records and the music that can fit into an unbeatable combination." Among the new records the station is playing is "A Thing Called Love," by Arthur Prysock, its new single, "You Haven't Seen My Love" and "American Girl," by Heart.

Stone was worked at WSKR while still in college and he was working at WOR when he was drafted to another station for a while. (Continued on page 30)

Lillian Terry, Italian DJ, Jazz Crusader

BY ED OCHS

NEW YORK — Lillian Terry has picked up Italian radio with her one-woman campaign to "educate" youth to good jazz. "Kids today don't have the time to discover jazz," said Miss Terry during a recent visit here, "so we must bring it to them." Her "Italian Talking Thousands of Words of Love," begins each week on the government-backed station, features Miss Terry's favorites — Frank Sinatra, Janis Joplin, and many other Top 40 performers. Miss Terry, who sings on the Italian radio, is a regular feature of the influential "Lillian Terry Awaken program," the show's host. The program's goal is to educate young people to the beauty of jazz. Miss Terry is now planning concerts featuring European jazz artists on the radio, and has been invited to perform in several cities, including New York. She has already appeared with Dave Brubeck on a TV special in Italy. (continued on page 31)
THE MAKE SENSE RELEASE FROM PHILIPS
PRODUCT RECORDED WITH THE SOUND OF CHART ACTION
COVERS WITH THE LOOK OF VISUAL STOPPERS

A perfumed album for total impact
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EARL BOSTIC
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POULENC: Songs.
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BBC Symphony, Davis
PHS 900-190

DVORAK: "New World" Symphony.
RSO New Berlin, Massel
PHS 800-181

BEETHOVEN: Sym. No. 8;
MOZART, Sym. No. 34,
Concertgebouw Orch., Szell
PHS 900-189

BRUCKNER: "Romantic" Sym. (No. 4),
Concertgebouw Orch., Haitink
PHS 900-174

HAYDN & BOCCHERINI: Cello Concertos.
Gendron, cello;
Lamoureux Orch., Casals, cond.
PHS 900-172

MENDELSSOHN: Piano Trios,
Nos. 1 & 2, Beaux Arts Trio
PHC 9082

ENESCO & JANÁČEK: Violin Sonatas.
Dutilh, violin; Simms, piano
PHC 9068

DVORAK: Sym. No. 5—Carnival Overture.
London Symphony Orch., Rowicki
PHC 9088

BRAHMS: Piano Trios (Complete),
The Beaux Arts Trio
PHC 2-973

PHILIPS MAKES SENSE TURN INTO DOLLARS!
PHILIPS RECORDS/A DIVISION OF MERCURY RECORD PRODUCTIONS, INC.
Radio-TV programming

SONNY HOPSON, deejay at WHAT, Philadelphia, watches as the Fantastic Johnny C signs a long-time recording contract with Phil-L.A. of Soul Records. From left: Larry Cohen, national sales and promotion director of Jamie/Ivyden Records; Jesse James, writer, producer and co-manager of Johnny C. Johnny (Fantastic Johnny C) Corley, and Hopson. Hopson is co-manager of the artists. Jamie/Gayden just shipped Corley's first album titled after his hit single, "Boogalo Down Broadway."

KUSN Beaming Country Music

ST. JOSEPH, Mo.—KUSN, a Kansas City area station, is now beaming country music. Program director is Don Register, former Nashville-based program director, who also doubles as a personality as Johnny Music. According to general manager Warren Rhyner, the audience response to the station already is "fantastic." The station is a 1,000-watt daytime, with an FM affiliate that fills up the days broadcasting schedule.

personal Touch

before joining WSNX in Nashville, he moved to San Diego where he became music director and program director and stayed four years at KCBQ. When he got tired of fighting local Drake competition, he called up and joined him. He was switched to Los Angeles to work under the house name of Johnny Mitchell at KHI in the 6-9 p.m. slot. Later, he was transferred to San Francisco to KFRC.

DAN DANIELS of WMCA takes time out to congratulate Vicki Carr for her Liberty Records hill, "It Must Be Him. The occasion was her opening at the Hotel Plaza, New York.

Vox Jox

* * *

Alex Bennett has switched from KILT, Houston, to WQHL, Minneapolis. New man at KILT is Dick (Stefano) Barsch, who comes from WQFR to host a morning KILT show... Norman (Continued on page 48)

ESP-DISK Pact With WNEV-FM

NEW YORK—After a test advertising campaign on WNEV-FM and, in particular, Bucky's 7-midnight show, ESP-DISK Records has signed a one-year contract with the progressive rock format station. Bernard Stollman, president of the record company, said an "unprecedented spurt in ESP-DISK sales" could be traced to the station. Current releases by the label feature artists like the Pearls. Before Switch, the New York Electric String Ensemble, Jerry Moore, and Bruce MacKay.

and marches even demonstrated or even marched. Now! He had stayed in Macon. Even after he had made enough money to be anywhere in the world rather comfortably. But he had stayed where his roots were and worked in civic and social organizations and helped people. He liked to think he was trying to build Macon... not the Negro race, per se, but everybody. You see, I like to think myself as one of him... not him as one of me.

Otis redding was something unusual... a project... people, or any day and age. Redding was all artistic, writer, publisher and producer. He was on the march of an endless upward ladder. But I hope he need never worry about being one of the Redding, every music director, every program director reading this would do me a personal favor. Play Otis? "I Can't Get No Satisfaction." If you haven't got that in your files, call Atlantic Records... or one of their closest distributors. Tell them you've got to have that record. It's a good one. I think it expresses Otis. He never was satisfied. If you can't get that record... then play your own favorite by him. Do it now. Let's make this a nation-wide thing—spontaneous—about Otis Redding. Let everybody know the contribution made to us... to him. Do your thing.

The Script WANTED by the Association, in Grand Rapids, Mich., after the concert an annual event, is an effort of ROD design. welcome some of the group. From left, standing, deejays John Alan and Jim Francis, Jim Yester of the Association, program director Don Anderson, deejay John Leader, and Larry Ramos of the Association. KNIK are Wayne Thomas, left, and John Shannon, also deejays.

KFMS-FM's Jacobs Takes Past & Makes It Present

LOS ANGELES—Jazz disk jockey Ivy Jacobs, of KFMS-FM, La Jolla, takes to delive into the past. Recently, a friend who is an engineer at WOR, New York, sent him copies of a script which was purportedly from the first jazz concert ever broadcast nationally on radio.

The script and announcement was done by Don Oris for a Dave Elington broadcast carried by KHI in January 1937. Jacobs hosts a weekly "Ellington Era" show, so he was interested. He contacted Oris, who has his own ad agency in Hollywood and Oris co-created his performance at a local sound studio. Jacobs then inserted the appropriate Ellington recordings from his own collection. "These were some rare performances that have documented the rise to fame that was the theme lawrence Brown's 'Yearning for Love' and Rex Stewart on Trumpet in Spades.

R&B SINGLES—January 12, 1963

1. You Are My Sunshine—Ray Charles (ABC-Paramount)
2. Lovers—Mary Wells (Motown)
3. Release Me—Little Esther (Philips)
4. Hot Shot—Brook Benton (Mercury)
5. Tell Him—The Exciters (United Artists)
6. I'm A Lover Now—Gladys Knight & the Pips (Scepter)
7. Peanut Butter & Jelly Time—Dion & the Belmonts (Columbia)
8. I Can't Help Myself—Diana Ross & the Supremes (Motown)
9. Up On The Roof—Bloodstone (Tamla/Motown)
10. My Baby—Paul Peterson (Gibbs)

Yesteryear's Hits

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

POP SINGLES—10 Years Ago
January 12, 1958
1. The Bells—Donna & the Jesters (ABC-Paramount)
2. Stand By Me—A Man In Love (RCA Victor)
3. Rock Around the Clock—Bill Haley & the Comets
4. Love—Paul Anka (ABC-Paramount)
5. You've Got a Friend—Bobby Hebert & His Orchestra (Ensign)
6. Send Me Some Sunshine—Sam Cooke (Keen)
7. It's Over Now—Elvis Presley (RCA Victor)
8. The Little Man—Ray Charles (ABC-Paramount)
9. The Hound Dog Blues—Elvis Presley
10. Through With Love—Sarah Vaughan (ABC-Paramount)

POP SINGLES—5 Years Ago
January 12, 1963
1. Do It Again—Steve Lawrence (Columbia)
2. Talk to Me—Tongue (London)
3. Little Rock—Chuck Berry (ABC-Paramount)
4. Hello Happiness—Brock Benton (MGM)
5. Popolee Me—Paul B. Saxx & the Blue Jeans (Philips)
6. I Can't Help Myself—Dion & the Belmonts (Columbia)
7. I'll Be Seeing You—Bobby Hebert & His Orchestra
8. I Can't Help Myself—Gladys Knight & the Pips
9. Two Ladies—Mary Wells (Motown)
10. My Baby—Paul Peterson (Gibbs)

R&B SINGLES—January 12, 1963

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3. Release Me—Little Esther (Philips)
4. Hot Shot—Brook Benton (Mercury)
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6. I'm A Lover Now—Gladys Knight & the Pips
7. Peanut Butter & Jelly Time—Dion & the Belmonts
8. I Can't Help Myself—Diana Ross & the Supremes
9. Up On The Roof—Bloodstone (Tamla/Motown)
10. My Baby—Paul Peterson (Gibbs)

JANUARY 13, 1963, BILLBOARD
## BEST SELLING R&B SINGLES

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<td>2</td>
<td>I SAW YOUR FACE</td>
<td>Ike &amp; Tina Turner (Phil)</td>
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<td>2</td>
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<td>GET UP AND GO</td>
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Two of the biggest names in folk music...

In Pete Seeger's latest folkways album, he pays tribute to the late Woody Guthrie by singing this Land Is Your Land, The Hoboken Soda, So Long It's Been Good to Know You, Roll on Columbia, Departure, Union Maid, and 5 other famous Guthrie songs.

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Big Bill Broonzy Sings Country Blues
Billie Holiday / Sarah Vaughan / Louis Armstrong...FT 1002 (monaural) 715 2300 (stereo) 12 LP $4.79

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Hall Brand & Harvey Scott
Billie Holiday / Sarah Vaughan / Louis Armstrong...FT 1008 (monaural) 715 2300 (stereo) 12 LP $4.79

**CHILDREN'S**
Alphabet and Other Story Songs for Children
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Also available this month:

**FOLKWAYS**
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**FOLKWAYS**
Robert Johnson:工man's Cry
Billie Holiday / Sarah Vaughan / Louis Armstrong...FT 1311 (stereo) 715 2300 (stereo) 12 LP $4.79

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**JANUARY 13, 1968, BILLBOARD**

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All the time K-13891

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walking on new grass: WAYNE NEWTON

contains his hit single

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MGM Records

The Sound of The Now Generation

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
Mahler Takes Listings Crown From Beethoven

NEW YORK—Mahler last year pulled ahead of Beethoven in listings on Billboard's Best Selling Classical LP's with 175 listings of 12 titles. Beethoven had 174 listings on 13 titles. Columbia had 94 listings of any record label with 643 and also had one listing on Jack Benny's "The Music of America", 103; Deutsche Grammophon, 119; and Philips, 11.

The Mahler listings included the "Symphony No. 8," Philadelphia Orchestra, conducted by Arturo Toscanini, Columbia, which was pulled ahead of the Beethoven "Symphony No. 9," conducted by Leonard Bernstein and the London Symphony Orchestra, by the two LP's. This set was pulled ahead of the two LP's of the "Symphony No. 9." This was also on two LP's. Both were on the same record label. The "Symphony No. 9" was also successful for Bernard Haitink and the Amsterdam Philharmonia Orchestra on CBS. The "Symphony No. 9" was also successful for Maurice Abravanel and the Utah Symphony. The "Symphony No. 10" on the Beethoven album was pulled ahead of the two LP's by the Columbia Symphony Orchestra. This set was pulled ahead of the two LP's by the Columbia Symphony Orchestra. The "Symphony No. 10" was also successful for Maurice Abravanel and the Utah Symphony. The "Symphony No. 10" was also successful for Maurice Abravanel and the Utah Symphony.

With most of the Mahler listings being multiple sets, that composer far exceeded Beethoven in number of LP's as represented. The only Beethoven of these sets listed were the complete symphonies. The "Symphony No. 9" was recorded on 74 LP's, "Miss Selemos" with Klemperer on the New Philharmonia (two LP's), "Semiramide" with Klemperer on the New Philharmonia (two LP's), and "Symphonies No. 1, 4, No. 6, 7" on the Columbia Symphony Orchestra.

Philharmonic's "Symphony No. 3" was listed 40 times on Columbia. The "Symphony No. 3" was also listed 40 times on Columbia. The "Symphony No. 3" was also listed 40 times on Columbia.

Several works appeared more than once in addition to the Mahler titles. More than 140 listings of Handel's Messiah were pulled. The two LP's of Verdi's "Aida" were pulled ahead of the two LP's of Verdi's "Aida". Also, listings were pulled for "Die Walküre" on Decca and Telefunken. "Barber of Seville" on Decca and Telefunken.

Other Works

Several works appeared more than once in addition to the Mahler titles. More than 140 listings of Handel's Messiah were pulled. The two LP's of Verdi's "Aida" were pulled ahead of the two LP's of Verdi's "Aida". Also, listings were pulled for "Die Walküre" on Decca and Telefunken. "Barber of Seville" on Decca and Telefunken. "Il Trovatore" on Decca and Telefunken. A few additional listings were pulled for Verdi's "Il Trovatore" on Decca and Telefunken.

London's Distrbs Are Shown Classical Items

CHICAGO — Felicia Weathers, Etiene Saliotis and Tito Gobbi were among the leading vocalists on the titles of Richard Strauss' "Salome," Bellini's "Norma" and Verdi's "Falstaff," respectively, on the list of the Chicago Lyric Opera.

"Salome" will open the season on Sept. 27 with a cast including Sarah Sofer as Salome, Anton Varnay as Herodias, Hans Hess as Herod and Gneri Nielsen as Jokanaan.

"Norma" will be Florence Cossotto as Adalgisa, Gianfranco Cecchi as Pollione and Ivo Vinco as Oroveso.

Others in "Falstaff" are Raina Kabak in as Alice Ford, Orli Dominguez as Dame Quickly, John Rowles as Falstaff, W. Cates as Nannine, and Norman Metznow as Ford. Bruno Bartolotti, the lyric's principal conductor, will conduct the season opener. Nino Incagnone will conduct "Norma" and "Falstaff." The lyric is resuming after cancellation of the 1967-68 season because of a contract dispute with the local musicians union. A new contract was signed recently.

Stars Set for Chicago Opera

souzy LP, Bruckner 4th Out on Philips This Month

CHICAGO—Another Gerald Souzy album of Providence songs and a conclusion of the Bruckner Symphony No. 4 is due at the Ravinia Festival this month. Souzy also plans on a new album of German songs and wrote the liner notes. The "Symphony No. 4" is the fifth Bruckner Symphony recorded at the Ravinia Festival.

Souzy is listed for Philips with Loran Mazael and his Berlin Radio Symphony and the low-price Philips World Series. Both are sold in American stores, and the Reading Symphony and the London Symphony. World Series has two albums by the Berndros Artis, two titles. Both are sold in American stores, and the Reading Symphony and the London Symphony. World Series has two albums by the Berndros Artis, two titles. Both are sold in American stores, and the Reading Symphony and the London Symphony. World Series has two albums by the Berndros Artis, two titles. Both are sold in American stores, and the Reading Symphony and the London Symphony.

Malter Takes Listings Crown From Beethoven

Followers

The Classical Music, Art Business, and Philharmonic's "Symphony No. 9" will be released in the Contemporary Music Series. The "Symphony No. 9" will be released in the Contemporary Music Series.

FRED KIRBY

By FRED KIRBY

Erich Leinsdorf and the Boston Symphony also had two listings with the carry-over Grammy winner, "Symphony No. 10," and "Symphony No. 2." The following week's listing appeared with the two-record "Symphony No. 2" with Maurice Abravanel and the Utah Symphony. The two-CD "Symphony No. 10" was also successful for Maurice Abravanel and the Utah Symphony. The "Symphony No. 10" was also successful for Maurice Abravanel and the Utah Symphony. The "Symphony No. 10" was also successful for Maurice Abravanel and the Utah Symphony. The "Symphony No. 10" was also successful for Maurice Abravanel and the Utah Symphony. The "Symphony No. 10" was also successful for Maurice Abravanel and the Utah Symphony. The "Symphony No. 10" was also successful for Maurice Abravanel and the Utah Symphony.

An album listing of Schakespeare's "Twelfth Night" will be released in the Contemporary Music Series. The album listing of Schakespeare's "Twelfth Night" will be released in the Contemporary Music Series. The album listing of Schakespeare's "Twelfth Night" will be released in the Contemporary Music Series. The album listing of Schakespeare's "Twelfth Night" will be released in the Contemporary Music Series.

Phonics

The Classical Music, Art Business, and Philharmonic's "Symphony No. 9" will be released in the Contemporary Music Series. The "Symphony No. 9" will be released in the Contemporary Music Series.

Ariola-Eurodisc to Release 14 Titles From Melodiya

GUETERSLOH, W. Germany—Ariola-Eurodisc is releasing 14 titles from the repertory of Melodiya, the Soviet State record company, including recordings with Natalya Sverchkov, Yevgeny Gilels, and David and Igor Oistrakh. The list also features Boris Kheifets, Russian folk songs.

Tchaikovsky's "Violin Concerto" with David Oistrakh as soloist with David Oistrakh conducting the Moscow State Philharmonic.

The Four Prokofiev titles are Symphony No. 5, "Ivan the Terrible" and symphonic suite "The Chout," "Ivan the Terrible" with the Moscow State Choir, G. Tchaikovsky's "Piano Concerto No. 1," and the Moscow State Philharmonic under Yefim Bronfman have recorded four Verdi church works.

A party of 35 Ariola artists and executives attended a dinner concert of the USSR State Symphony under Viktor Eskov and with soprano Elena Donets, supported by Yevgeny Mironov, tenor Byrdan Zakir and violinist Stas Nystedt and the John Aldis Choir.

Rounding out the Philip's release is a Beethoven and Mozart symphony concert with Gerhard Wiener and the Beethoven and Mozart orchestra. The complete concert is scheduled for release in October.

1st Complete 'Lord' on DGG

NEW YORK — The first complete recording of Handel's "The Young Lord," a revealing and riveting piece, has been released.

The album features the London Philharmonic Orchestra conducted by Rafael Kubelik, and the chorus of the German Opera of Berlin. The album has been highly praised for its clarity and power.

Philips Releases
- Continued from page 34

"Sonata for Violin and Piano" also is set for release in October and is conducted by George Grunewald, including quire and organ.

The album also contains Handel's "Messiah," featuring Rinaldo Drusghi and pianist John Simons. The work is paired with an earlier sonata.

The album features the London Philharmonic Orchestra conducted by Rafael Kubelik, and the chorus of the German Opera of Berlin. The album has been highly praised for its clarity and power.

Also listed is the complete recording of Beethoven's "Symphony No. 3" with the Berlin Radio Symphony Orchestra conducted by Dietrich Fischer-Dieskau, who sings a Schumann song recital with Arleen Atkins and Joerg Demus, with pianist Martha Argerich, currently touring the United States, performs Puccini's "La Fanciulla del West." The album is scheduled for release in October.

The album features the London Philharmonic Orchestra conducted by Rafael Kubelik, and the chorus of the German Opera of Berlin. The album has been highly praised for its clarity and power.

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Country Music

Arnold to Talk It Up on NBC-TV Special on Country Music Feb. 9

NASHVILLE — Eddy Arnold will narrate a one-hour NBC news special on country music to be telecast Feb. 9. Entitled "American Profile: Music From the Land," it is produced, directed and written by Chet Hagen.

In addition to the individual stars featured in the special, the "Grand Ole Opry" and the Country Music Association's Hall of Fame and Museum are highlighted. Mrs. Jo Walker, executive director of CMA, was active in the arrangements for much of the filming in and around Nashville. Many scenes were shot at the CMA's First Annual Country Music Awards program, Bill Hudson and Associates handled the planning and contacts during preparation of the special.

"This is a story about a music now designated as 'country and western, mostly country and strictly American," Hagan said. But the days when country music was confined to the hills of Appalachia or to the picnic parks of the rural South or on the stage of the "Grand Ole Opry" are gone. It has become the "new pop" and you can take it anywhere.

The program will lead off with a capsule history of country music and some big stars of its past. It will move on to an "Opry" performance, show how country music's invasion of the big cities, its expansion overseas, and document the booming recording business and songwriting craft in Nashville. In addition to his role as narrator, Arnold will be seen performing at a fair in Lubbock, Tex., at a recording session here, and as a soloist with the Memphis Symphony Orchestra.

Other leading performers on the program are Buck Owens and the Buckaroos, Lester Flatt, Earl Scruggs and the Foggy Mountain Boys, the Stonemans and Bill Anderson and the Po' Boys.

Shown in performance at the "Opry" in Nashville are Roy Acuff and the Smoky Mountain Boys, Minnie Pearl, Dotte West, Marty Robbins, and the Stone Mountain Cloggers. The cameras also move backstage to show the confusion behind this unrehearsed, unproduced, and unpredictable show.

Historic film footage will recall country music stars no longer living, such as Uncle Dave Macon, Jimmie Rodgers, and Hank Williams. Among the other living stars featured are Tex Ritter and Hank Williams Jr. Old style country music as it is still played today at festivals was filmed for the program at the Old Fiddler's Convention at Galax, Va.

TOMMY SCOTT and TIM MCCOY COUNTRY CARAVAN and WILD WEST SHOW presents

10 Carloads of Fun and Music COWBOYS AND INDIANS Request Recording Country Music Artist Rope Spinning, Sharp Shooting, Indian Dances

R. W. MOORE TOMMY SCOTT GENE RINEHART General Agent Producer Promotional Manager 6311 Yucca St. Hollywood, Calif.

We play more towns in U. S. and Canada than any other show. We are booked almost solid for '68. Opening January 15.

Contact Show's Eastern Office, 779-2711, Toccoa, Georgia.

LINDA MANNING celebrated her 21st birthday by signing a managerial contract with Jimmy Key, left, and a recording contract with Mercury adr director Jerry Kennedy, right. Key will also handle her bookings.

WSM Gets FCC OK To Buy WLWM-FM

NASHVILLE — WSM, Inc., home of the "Grand Ole Opry," and the first station in the United States to own an FM license, has won approval from the Federal Communications Commission to purchase radio station WLWM-FM, here in Nashville.

WSM relinquished its own FM license in 1951 to move into TV. This, however, is part of the expansion program outlined in Billboard last June 24.

As part of the purchase agreement, WSM will hire Webb Parrish, president of Barriton Broadcasting Corp. and owner of Volunteer Distributing Co., and Parrish Vending Co., a leading one-stop operator and rack jobber in the south. Parrish will act in an advisory capacity to Robert E. Cooper, WSM vice-president, who will manage the new FM outlet.

John H. DeWitt Jr., WSM president, said this acquisition is an "extension of the services now offered to our listeners by the National Life and Accident Insurance Co.," which is the station's parent firm.

WSM plans to move WLWM-FM from its present location at 506 South Main and AM and TV operation, and to record on a separate transmitter and at WSM's new studio on the Grand Ole Opry campus.

In the past, WSM has also moved strongly into the field of community antenna TV, with cable operations in several nearby towns.

The station, however, was frustrated in its efforts to get into the FM broadcasting business. The American Federation of Musicians refused to permit the station to operate a broadcast band in its uninterrupted operation.

Operation of the new station will be by the John Parrish, son of the station's operator, a leading distributor.

A spokesman for WSM said the purchase of WLWM-FM and acquisition has not been finalized. It is expected that WSM will be able to buy the station.

There has been strong speculation that the format will be changed from country to something other than WSM's Bugsy Phillips and Tex Ritter are booked by Acuff-Rose for overseas club dates this year. . . . The 1968 programming of the Tommy Scott-Tim McCoy show will feature country artists throughout.

The Osborne Brothers will release a new release which polls even further the "Rock and Roll" Sound. The tag is "Rocky Toy." "My Favorite Memory." For the first time in nine years of recording, Sonny and Bobby utilize a steel guitar on their sessions. They also will record their first religious album soon, scheduled to be released in March. In February they play a two-day concert at the University of Chicago . . . Porter Wagoner is coming on album of drinking songs. Hit new duet album with Dolly Parton, due out right away, is "Your Old Love and Me." . . . During 1967, the Buckley Rec- ord Shops in Nashville were visited by more than 100 country artists on a promotional tour in a way in selling promotion . . . "Mickey's Grove," written and published by Jack Clement and recorded by Bobby Bare, Al Show Tommy Tucker and Charley Pride, immortalized a non-existent, but legendary cave. Clement had taken the name from a boat dock, and arbitrarily chose the name as the setting. Now a letter

JANUARY 13, 1968, BILLBOARD

By BILL WILLIAMS

Jimmy Dickens’ Wife Is Killed

SHERMAN, Tex. — Mrs. Ernestine Dickens, wife of country musician Jimmy Dickens, (Little) Jimmy Dickens, was killed in an automobile accident on a Texas highway when she was riding skidded on an icy road off an overpass. She was being driven by her cousin, Col. Walter Hardree, from Sherman to Dallas to be with the family of the president of WSM. Mrs. Hardree was not injured. Miss Dickens', 11-year-old daughter, Pamela, escaped injury.

The body was flown to Nash-ville for services and burial.

Key Talent's Las Vegas office reports that Claude King wound up a successful western U. S. tour with a sold-out run in the Silver Dollar room at the Sands. Other Nash- ville-based artists from Key sched- uled in the Las Vegas area include are Billy Grammer, Jimmy New- man, Smokey Austin, Sonny James, and the Phillips & Tex Ritter are booked by Acuff-Rose for overseas club dates this year. . . . The 1968 programming of the Tommy Scott-Tim McCoy show will feature country artists throughout.

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<thead>
<tr>
<th>Title</th>
<th>Artist, Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>FOR LOVING YOU</td>
<td>Bill Anderson &amp; Jan Howard, Decca 32107 (Savoy, BHI)</td>
<td>12</td>
</tr>
<tr>
<td>BY THE TIME I GET TO PHOENIX</td>
<td>Glen Campbell, Capitol 2015 (Rivers, BHI)</td>
<td>12</td>
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<tr>
<td>SING ME BACK HOME</td>
<td>Johnny Reeds, Capitol 0017 (Blue Book, BHI)</td>
<td>7</td>
</tr>
<tr>
<td>HERE COMES HEAVEN</td>
<td>Maxine Brown, RCA Victor 9308</td>
<td>7</td>
</tr>
<tr>
<td>I TAKE PEOPLE LIKE YOU (To Make People Like Me)</td>
<td>Jack Greene, Decca 32190 (Acclaim, BHI)</td>
<td>4</td>
</tr>
<tr>
<td>WHAT LOCKS THE DOOR</td>
<td>Jack Greene, Decca 32190 (Acclaim, BHI)</td>
<td>4</td>
</tr>
<tr>
<td>LOVE'S GONNA HAPPEN TO ME</td>
<td>June Carter, Capitol 1384 (Blue Book, BHI)</td>
<td>6</td>
</tr>
<tr>
<td>BURNING A HOLE IN MY MIND</td>
<td>Carole Smith, RCA Victor 9325</td>
<td>12</td>
</tr>
<tr>
<td>SKIP A ROPE</td>
<td>Carson Carrell, Monument 1041 (Tru, BHI)</td>
<td>6</td>
</tr>
<tr>
<td>PROMISES, PROMISES</td>
<td>Lonnie Donegan, Capitol 1010 (Yes!, BHI)</td>
<td>7</td>
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<tr>
<td>THE COUNTRY HALL OF FAME</td>
<td>Hank Kelly, RCA Victor 9333 (Yellow, BHI)</td>
<td>11</td>
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<tr>
<td>I HEARD A HEART BREAK LAST NIGHT</td>
<td>Don Williams, RCA Victor 9343 (VHI &amp; Range, BHI)</td>
<td>13</td>
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<tr>
<td>ANYTHING LEAVING TOWN TODAY</td>
<td>Don Williams, Mercury 72149 (Mercury, BHI)</td>
<td>13</td>
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<tr>
<td>BLUE LONELY WINTER</td>
<td>Jerry Reed, RCA Victor 9324 (Victor, BHI)</td>
<td>11</td>
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<tr>
<td>UPFOLD MISSISSIPPI FLASH</td>
<td>Jerry Reed, RCA Victor 9324 (Victor, BHI)</td>
<td>11</td>
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<tr>
<td>WOnderful world of Women</td>
<td>Don Williams, Mercury 72148 (Mercury, BHI)</td>
<td>16</td>
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<tr>
<td>I'LL LOVE YOU MORE</td>
<td>June Carter, Capitol 1302 (Waverley, BHI)</td>
<td>12</td>
</tr>
<tr>
<td>HEAVEN HELP THE WORKING GIRL</td>
<td>Herman James, RCA Victor 9192 (Mildred, BHI)</td>
<td>9</td>
</tr>
<tr>
<td>THE LAST THING ON MY MIND</td>
<td>Porter Wagener &amp; David Portree, RCA Victor 8215 (RCA Victor, BHI)</td>
<td>20</td>
</tr>
<tr>
<td>A G IRL DON'T HAVE TO DRINK TO HAVE FUN</td>
<td>Wanda Jackson, Capitol 2201 (Blue Book, BHI)</td>
<td>8</td>
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<tr>
<td>WEAKNESS IN A MAN</td>
<td>R.L. Taylor, Mercury 72742 (Galluss, BHI)</td>
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<tr>
<td>A DIME AT A TIME</td>
<td>Don Williams, United Artists 30210 (Pass Ray, BHI)</td>
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<tr>
<td>LOVE'S DEAD END</td>
<td>Bill Phillips, Decca 32007 (Cleeford, BHI)</td>
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<tr>
<td>ROSEANN'S GOING WILD</td>
<td>Johnny Cash, Columbia 44072 (Maddy Lene \ Copper Creek, BHI)</td>
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<tr>
<td>EVERYBODY OUGHT TO SING A SONG</td>
<td>Dallas Frorer, Capitol 0313 (Blue Book, BHI)</td>
<td>29</td>
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<tr>
<td>ANNA I'M TAKING YOU HOME</td>
<td>Don Williams, Mercury 72152 (Mercury, BHI)</td>
<td>36</td>
</tr>
<tr>
<td>I'M A SWINGER</td>
<td>Jimmy Dean, RCA Victor 9350 (Savoy, BHI)</td>
<td>30</td>
</tr>
<tr>
<td>REPEAL AFTER ME</td>
<td>Jack Smith, Jan 7005 (Tree, BHI)</td>
<td>6</td>
</tr>
<tr>
<td>JUST FOR YOU</td>
<td>Jerry Husky, Capitol 2501 (Tree, BHI)</td>
<td>4</td>
</tr>
<tr>
<td>MY GOAL FOR TODAY</td>
<td>Kenny Price, Deeco 1067 (Campion, BHI)</td>
<td>38</td>
</tr>
<tr>
<td>WOMAN HUNGRY</td>
<td>Mark Williams Jr., RCA Victor 9299 (Deeper, BHI)</td>
<td>5</td>
</tr>
<tr>
<td>THE THIRD WORLD TO ME</td>
<td>David Houston, Epic 1024 (Galuss, BHI)</td>
<td>36</td>
</tr>
<tr>
<td>THE ONLY WAY OUT</td>
<td>(To Make People Like Me)</td>
<td>26</td>
</tr>
<tr>
<td>THIS ONE'S ON THE HOUSE</td>
<td>Jerry Wylie, Liberty 65001 (RCA, BHI)</td>
<td>42</td>
</tr>
</tbody>
</table>
The bigparty is next week.

KDAV Serves Up Awards Straight & With Smiles

LUBBOCK, Tex. — Station KDAV, a leading country opera-
tion, has made some serious and tongue-in-cheek awards as part of a strong promotional campaign.

Operations manager Ralph Paul based the awards on posi-
tions reached by various artists on the station’s own charts and Billboard’s “The World of Coun-
try Music.” The “Smooth & Softness” award went to Eddy Arnold with tasty. Since all four of his top four tunes were in the easy listening vein. The “Bootleg & Can” award went to RCA Victor’s Jim Ed Brown, since his two top hits dealt with beverage containers. Johnny Bush received the “Change the Title” award, since his leading hit, “You Oughta Hear Me Cry” was released as “See.” The “No Award” award went to Jack Greene because he got so many other awards from the CMA he didn’t need any. The “Marked Man” award was given to Merle Haggard, whose three top songs during the year dealt with a fugitive, an ex-con, and a condemned man.

David Houston gets the award.

Here’s a former copywriter for WSIX-TV, who produced and wrote films and tapes. She later became an executive for the ABC network. D. Stinson with Hol Smith Pro-
ductions, where she worked with the “Ernest Tubb Show” and several others, and after that with the Burns agency. Another new face for KDAV. He has cut a duet between Lynn and Liz Anderson, for release almost im-
mediately. Chart Records looked to RCA Victor for the os session.

With One Exception” award, for he would have had four top hits by himself if he hadn’t called in a favor. Wynette for help on one of them. The “Former Lubbock DJ” awards went to Dick Pellett and Jack Reno. The “All Number One Hit” award went to Sonny James, who scored three hits all right and righted the top spot.

Bob Mitchen was the recipi-

tent of the “To Country Music Instead of Politics” award, for making a very country record instead of running for sena-
tor, governor, or president.

The “Peer-to-Peer” HemisFair ’68 award went to Willie Nel-
son. A Baghdad, the San Antonio “Flat Out No. 1 Artist” award went to Buck Owens, hitting the top five times and reaching No. 1 on four of these occasions.

Margie Singleton won the "Longest Record of the Year" award for her version of "Ode to Billie Jo." The award notes that she helped Ray Price and Red and actor Paul Brinegar.

The "Sweetheart of the Year" award went to Tammy Wynette. Her top hit was "Mama and Daughter" award to Liz & Lynn Anderson, and the "We Got the One Mind" award to the Statler Brothers, who helped Ruth, Edith and Kate this past year.

Finally, there was a "Thanks for Everything" award to those in the industry who kept the station supplied with country music.

Country Music

Nashville Scene

Continued from page 35

from the owner of the Oke-

fer Performing Art Center.
Waynesboro requests an autographed lead for a plaque that will go from all over the country have cover tables as part of their own. Now there’s a museum of songs and pictures and that” which the sheet lead will become a part of.

George Morgan, Harmon, Frea, and Red Murphy entertained at the annual banquet of the National Christmas party.

The West Virginia Talent Agency has begun the new year with the signature of some new artists.

The artists are Nat Steckie, Ernie Ashworth. Both are looking in the area of the Joy, Art, Steckie and Goffin Brothers. Steckie, a solo artist, has a long string of successes. Ashworth has been a consistent chart leader for the last few months. He is an "old key" artist and has signed a contract with Eddy Arnold. They have recorded for Barkerfield International.

In the Nashville “Rock and Roll” market is during the Saturday-Sunday-Monday. Martha Coolidge is working on a pilot film for possible TV syn-
dication. Waylon Jennings, the Baptist who has appeared in the films, is scheduled to appear as an artist. They worked with the SteelDrivers, a new group in the Nashville country scene. They have written and recorded for RCA Victor.

The Compton Brothers have sold three records in the Midwest. They are moving here.

Paul Tannen has had a hand in the production of the hit record, "You're the Reason I'm Smiling," which has been recorded by Twenty and Susan Ray. When Bobbi Starr of Saville, an up-and-coming artist, "Tired of Loving You" was inducted into the Country Music Hall of Fame. Jimmy Skinner, staff artist, has re-organized the station's production, and as promotion, as well as in the Atlanta area. The station has had a busy schedule since the station moved from Lubbock to Atlanta. The first country chart was compiled and the first big dance at the Fort Worth Stock Show.

Bobby Bare has a busy tour schedule starting midway, taking him from Texas to Connecticut and back to Texas, and then to New York. He'll headline a concert series in New York, and then go to New York for the third straight year, playing in a country music show in New York.

Van Dyke opened a new vista for country music in Miami, when he signed the stool at the PlayBoy Club in the city. The first country show was presented in a bar in the city's downtown area. The bar was renowned for its dance parties and the "Opry" crowds have been dancing on the stage for the past three years. Ernest Tubb slushed his band down a straight line, forming the band in "Runaway Country," a runaway car trailer. "Runaway Country," which was a group, was wounded in a hunting accident. Terry Johnson returned to the station to get off the injuries sustained in the accident. Billy Grammer is on the West Coast as a full-time host. Sonat Sutin has taken on "Promotions with Michele," the new radio promotion company established by Charms, RCA Victor LPM 3655 (Au). LSP 3565 (5).

SKEETEY & CATHEDRAL

THE BLISS AGENCY

NEW YORK, NEW YORK

ANNOUNCES OPEN DOOR Policy for Rock and other groups with unusual or unique sounds seeking personal Management.

Must be available to accept road dates and preferably be based on the West Coast. The agency is interested in the bands but send Demos, Tapes, Resumes, and Photographs to the atten-

tion of Richard Taylor or Michele Alexander.
CHUM Sock Contest Is Socko

By KIT MORGAN

TORONTO - Local pop music groups, rock-companies, international disk stars and visiting recording groups have all contributed to the publicity as CHUM, Toronto's “sock rock” promotion got underway. The contest, which is open to all Canadian residents, is a national competition for the record set to become the most popular on the pop music scene; and a teenage record fan is on cloud nine with CHUM's recent “Santa's Rock & Roll” promotion.

Mutual Prayer Sock Contest, best of CHUM's 7-10 p.m., slot, has been in operation for several weeks prior to Christmas and invited a few local groups to phone in or drive into the station with a small music-oriented autographed gift.
The System was filled by just a few mentions on the air and Skinner was besieged with gifts, large and small. As the sock bulged, so did the stacks of mail addressed to thousands of listeners. Winner of the coming week's contest will be a 15-year-old girl with five sisters and four brothers, and there were reportedly hundreds of entries. Skinner reports, as was thrilled by the autographs of all her favorites. The contest is now in its valuable array of presents.

Local Goodies

Santa's sock contest filled with such goodies as, from local groups: an autographed transit, Hey! It's a Eighty Ducksling: a Spanish acoustic guitar, a signed, Cello; a New Beethoven: a four-foot-high. Pony doll from the Lords of London; a shopping trip to the Kensington Market; a Pellerod from the Stitches in Tyne; a specially made Woody Wallets doll from the group of that name; an antique sword from the Spastics; an electric bass guitar covered with minia-

Teldec Plant Using a New Sound System

HAMBURG — Telefunken-Decca (Teldec) is getting invaluable sales promotion for its recording artists in the “sound of Bonnie and Clyde,” the music

HEIST WAVE AIDS 'BONNIE'

HAMBURG — Telefunken-Decca (Teldec) is getting invaluable sales promotion for its recording artists

CHICAGO

Neil Diamond has been voted best performing artist in music, 12th Annual Hit Parade Awards. He is the sixth artist to do the trick, the others being: Bobby Vinton, Monkees best group, Sonny and Cher's best new male, Latin best new female artist - Helen Reddy and Chips Brass best instrumental group and Buckingham-Neil Diamond has been voted best performing artist in music, 12th Annual Hit Parade Awards. He is the sixth artist to do the trick, the others being: Bobby Vinton, Monkees best group, Sonny and Cher's best new male, Latin best new female artist - Helen Reddy and Chips Brass best instrumental group and Buckingham-
SYDNEY — RCA of Australia has finalized plans for the construction of a new office and factory complex at North Ryde, 7.5 miles from the center of Sydney. The company has bought seven acres of land on the grounds that will accommodate all the necessary offices, laboratories, and production facilities. The plant will be divided into areas for record manufacturing, warehousing, research and development, and assembly; all of which will be interconnected with various types of partitions designed to suit the needs of each area. Special attention has been paid to aspects such as sound insulation and fire protection. The planners have provided for isolation of the main building from the other areas. Heat generated by the steam record presses will be dissipated by a carefully designed ventilation system.

The new building will be steel-framed clad with brick and asbestos cement walling and the floor will be reinforced concrete, treated with a protective coating. The new plant will be built on reinforced concrete on a foundation of glass fiber and load-bearing brick with an insulated, galvanized flat and corrugated steel-tray roof. There is provision for office parking for 69 cars and the grounds will be landscaped. David Sarnoff, chairman of the Radio Corporation of America, will visit the new plant just prior to its completion.

The project has been contracted to McDonald Construction, head office of the company, for its office facilities will house the RCA offices. The company presently occupies a small factory and office building in a suburb of Sydney. No price has been released.

The new factory complex will be ready for production by 1953. RCA of Australia has been active in Australia since 1922. The company is a major supplier of educational and entertainment facilities and the records produced will be distributed throughout the country.

The new factory complex will be the first of its kind in Australia. It is expected to be completed by 1953.
Gl's in Europe Spend $7 Million on Disks Yearly; C&W Takes 65%

Continued from page 1

$7 million is a new peak—a gain of $500,000 over the 1966 sales.

EES uses air shipment and prepressing to get pop records to the troops while the titles are still hot on the charts. EES officials say there is very little difference in pop music tastes of the troops in Europe and Americans at home.

Buy American

EES officials said that this year record companies are getting virtually all of the PX disk business because the Pentagon's "Buy American" policy helps plug the gold drain. Under this policy, about 80 per cent of the disks sold in the PX in Europe are American-made. The remaining 20 per cent is provided mainly by two companies in Western Europe and one company in England.

The "Buy American" policy has led to trimming among the troops that record prices are thereby inflated, and the PX agrees to some extent.

EES executives estimate they could save about 13 cents per pop LP by foreign procurement. The system of air shipment and prepressing (of singles) enables the PX to provide almost instantaneous delivery to its record shops at U.S. bases in Germany, Italy, Spain, England, Greece, Turkey, and North Africa.

Norwegian "Golden LP, Feb. 1965"

Looking for customers, its name is Tony Martell, Columbia's regional sales manager for New York. Looking on from left to right are Nick banana, Columbia Records salesman; Morty Klein, EES vice-president; Martell; Warren Rossman, secretary and vice-president of EES; Jack Grossman (seated); Jim Allen, treasurer of EES; Don England, sales director for Columbia; Spritz Croou, vice-president of EES, and Sol Gelt, vice-president of Merco Enterprises.

Ariola Simulreleasing on Its Cassettes and Records

Guetersloh, W. Germany—Ariola is looking new ground on the German cassette market with the introduction of new LP titles on wax and tape, and the introduction of cassettes through German mass-circulation magazines.

Ariola, whose domestic hard-sell approach to cassette marketing has just been put on display with the release of "Wax ich dir sagen will." The European disk was issued as a musicassette soon after the LP release. Next, both disk and cassette were placed with Der Stern, West Germany's largest weekly. The cassette issue was for circulation through the magazine's record organization, "Sternkassettenu.

The Juegendezeitschriften magazine, a sister of Ariola's collection that musicassettes' buyers want absolute "authenticity" with the original LP. Finally, Stern magazine's release of the Juegendezeitschriften, along with the disk, takes the magazine firmly into cassette products and distribution.

The impact of Stern's simultaneous release, "Ich dir sagen will" on wax and tape promises to have wide impact on the German disk market.

Stern, along with the radio TV guide Hoerzu, is the prime mover in the magazine record business. The following which sets the pace for other magazines handling records. Stern's gold entry into this distribution is expected to start a stampede of other German magazines into this still virgin preserve.

Deutsche Sago to Add Metronome To Distrib Net

Dueseldorfer W. Germany—Deutsche Sago announced that it will begin distributing its LPs through Metronome in Hamburg, Frankfurt, and Munich. Deutsche Sago said that the distribution arrangement with Metronome is a further step in the expansion of its distribution net in Germany.

The company has adopted a non-exclusive distribution policy aimed at getting Sago's products into the distribution net of the market. All Sago LPs are now available from Sago's Schallplattenfirma in Dueseldorfer and from the Paul Schulte Co. in Berlin, as well as through Metronome's charting in Karlshurt and Munich.

Sago said that its offerings at the beginning of the new year will concentrate on beat and dance music, but that dance and dance music titles for the current carnival season are being offered on the Sago, Sago 100 and Sagoon jazz labels.

January 13, 1968, Billboard

Stone of Canada Issues 18 LP's

Toronto—Stone of Canada this month issued 18 albums, almost double the number of LPs released in its catalog as a result of extensive negotiations for several international labels. President Bob Stone expects some 100 albums on the company's roster by the end of May and 150 by the end of the year.

The 18-LP release contains pop, country, ethnic and classical projects, including those by the Caledonians, the Calabrian Twins on Dixieland mixture of hits and previously unreleased material; and on Island, by Nippon, and by Art-
HITS OF THE WORLD

BRITAIN

(Country Radio - London) "Dennis local origin"

This Week

1 40 + FELLO GOODBYE - Beatles (Parlophone) - No. 1
2 25 + MAJOR IN TROUBLE - Everly Brothers (Columbia) - No. 2
3 11 + THE BEATLES - Beatles (Parlophone) - No. 3
4 38 + THE BEATLES - Beatles (Parlophone) - No. 4
5 12 + THE BEATLES - Beatles (Parlophone) - No. 5
6 18 + THE BEATLES - Beatles (Parlophone) - No. 6
7 27 + THE BEATLES - Beatles (Parlophone) - No. 7
8 16 + THE BEATLES - Beatles (Parlophone) - No. 8
9 26 + THE BEATLES - Beatles (Parlophone) - No. 9
10 22 + THE BEATLES - Beatles (Parlophone) - No. 10

SINGAPORE

(Country Radio - Singapore) "Dennis local origin"

This Week

1 1 + THE BEATLES - Beatles (Parlophone) - No. 1
2 2 + THE BEATLES - Beatles (Parlophone) - No. 2
3 3 + THE BEATLES - Beatles (Parlophone) - No. 3
4 4 + THE BEATLES - Beatles (Parlophone) - No. 4
5 5 + THE BEATLES - Beatles (Parlophone) - No. 5
6 6 + THE BEATLES - Beatles (Parlophone) - No. 6
7 7 + THE BEATLES - Beatles (Parlophone) - No. 7
8 8 + THE BEATLES - Beatles (Parlophone) - No. 8
9 9 + THE BEATLES - Beatles (Parlophone) - No. 9
10 10 + THE BEATLES - Beatles (Parlophone) - No. 10

MALAYSIA

(Country Radio Malaysia)

This Week

1 1 + THE BEATLES - Beatles (Parlophone) - No. 1
2 2 + THE BEATLES - Beatles (Parlophone) - No. 2
3 3 + THE BEATLES - Beatles (Parlophone) - No. 3
4 4 + THE BEATLES - Beatles (Parlophone) - No. 4
5 5 + THE BEATLES - Beatles (Parlophone) - No. 5

AFRICA

(Country Radio - South Africa) "Dennis local origin"

This Week

1 1 + THE BEATLES - Beatles (Parlophone) - No. 1
2 2 + THE BEATLES - Beatles (Parlophone) - No. 2
3 3 + THE BEATLES - Beatles (Parlophone) - No. 3
4 4 + THE BEATLES - Beatles (Parlophone) - No. 4
5 5 + THE BEATLES - Beatles (Parlophone) - No. 5

JAPAN

(Orchard) "Confidence Co., Ltd." "Dennis local origin"

This Week

1 1 + THE BEATLES - Beatles (Parlophone) - No. 1
2 2 + THE BEATLES - Beatles (Parlophone) - No. 2
3 3 + THE BEATLES - Beatles (Parlophone) - No. 3
4 4 + THE BEATLES - Beatles (Parlophone) - No. 4
5 5 + THE BEATLES - Beatles (Parlophone) - No. 5

PHILIPPINES

(Republic) "Hallmark, Inc." "Dennis local origin"

This Week

1 1 + THE BEATLES - Beatles (Parlophone) - No. 1
2 2 + THE BEATLES - Beatles (Parlophone) - No. 2
3 3 + THE BEATLES - Beatles (Parlophone) - No. 3
4 4 + THE BEATLES - Beatles (Parlophone) - No. 4
5 5 + THE BEATLES - Beatles (Parlophone) - No. 5

POLAND

(Polish Publisher Service) "Dennis local origin"

This Week

1 1 + THE BEATLES - Beatles (Parlophone) - No. 1
2 2 + THE BEATLES - Beatles (Parlophone) - No. 2
3 3 + THE BEATLES - Beatles (Parlophone) - No. 3
4 4 + THE BEATLES - Beatles (Parlophone) - No. 4
5 5 + THE BEATLES - Beatles (Parlophone) - No. 5

SOUTH AFRICA

(Country Radio - South Africa) "Dennis local origin"

This Week

1 1 + THE BEATLES - Beatles (Parlophone) - No. 1
2 2 + THE BEATLES - Beatles (Parlophone) - No. 2
3 3 + THE BEATLES - Beatles (Parlophone) - No. 3
4 4 + THE BEATLES - Beatles (Parlophone) - No. 4
5 5 + THE BEATLES - Beatles (Parlophone) - No. 5

Yesteryear's Country Hits

Change-of-place programming from your librarian's shelves, featuring the disks that were the hottest in the country field 5 years ago and 10 years ago this week. We've checked that Billboard's charts in December 1960 for this week's field.

COUNTRY SINGLES

5 Years Ago

January 12, 1963

1. Don't Let Me Cross Over - Carl Butler (Columbia)
2. Baby Doll - Marty Robbins (Columbia)
3. Can't Help Myself - Four Tops (Motown)
4. Ballad of Big Mama - Little Junior Parker (Vee Jay)
5. Love Is All Around - Zadee Dee Dee Dee (Vee Jay)
6. A Woman Gotta Love - George Jones & The Jones Boys (Columbia)
7. Hand Me Down - Ray Price (Columbia)
8. I've Been Everywhere - Hank Snow (RCA Victor)
9. Fats Domino - Al Wilson (Decca)
10. Mama Sang a Song - Bill Anderson (Decca)

COUNTRY SINGLES

10 Years Ago

January 13, 1958

1. Great Balls of Fire - Carl Perkins (Sun)
2. My Special Angel - Bobby Helms (Decca)
3. The Story of My Life - Marty Robbins (Columbia)
4. Jailhouse Rock - Elvis Presley (RCA Victor)
5. Wake Up Little Susie - Everly Brothers (Gordex)
6. Kansas City - Ken Carter (Hispavox)
7. Runaway - Del Shannon (RCA Victor)
8. I've Been Everywhere - Hank Snow (RCA Victor)
9. Fats Domino - Al Wilson (Decca)
10. Fats Domino - Al Wilson (Decca)

Hunferdor's Vanguard LP's

NEW YORK — Vanguard Records is issuing three recent albums by Bruce Hunferdor this month. The American recording debut of the Australian pianist and composer have been beethoven, while the third has Schubert sonatas.

Four albums are listed on the low price Everyday line, including a Bach set with pianist Mindy Kate and The Pro Arte Orchestra under Harry New. Short, a Toronto, and leads the Grunewich Orchestra in two new recordings. This fourth Everyday title is Handel's "Eutu Dominus."

When Asking Ads . . .

Say You Saw It in Billboard

JANUARY 13, 1968, BILLBOARD
Tape CARtridge

Release Gap Narrowing Between CARtridge, Disk

Continued from page 1

line with catalog product," said Columbia Records' manager of tape product and market development, George Novak. "But now we can concentrate on current product. Most of Columbia's new cartridge releases follow their album counterparts by 30 days, some are simultaneous and all are current within 90 days.

"We're rapidly narrowing the gap," said RCA Victor's recorded tape product planning manager, Elliot Horne. "We believe that the hit albums are basically the hit cartridges so we have to move fast." The time differential at RCA has been sliced to within one month on hot product, with some titles being released concurrently.

Capitol's policy is to concurrently release all "sure winners." That means product which will be a "gambler," in the terminology of Oris Beseler, the special products manager, will be held back until more public reception is attained on the disk version. "We want to see how the disk performs," Beseler says, "before we release it on cartridge so our line remains fast moving and clean."

"The conditions are slightly different," Novak says, "saying a disk and a cartridge. We think they have psychological effects on the listener which are not corresponding. It would be easy for me to say that we are aiming for 100 per cent simultaneous releasing of all albums and cartridges, but 100 per cent, for this reason, is not desirable. We have to be selective." Columbia's Novak is also holding the line on the nature of product to be released on cartridge. "We're issuing nothing but the cream of our new releases," he said.

The tape duplicators who are licensed to manufacture tape JP TP 330/4 and market cartridges through their own channels have been able to distribute some new titles day and date with the record company's album. International Tape Cartridge Corp. releases most of its new product as the records are issued. Four-color reproduction and reduction has been a delaying factor for some tape cartridge manufacturers, but ITCC president Larry Finley said the company is able to obtain 24-hour reproduction. "We pay a premium for this service," he said, "but in the end it's worth it."

Finley is not as selective as some of the other companies but his philosophy is: "We've got a lot of losers, but we've got plenty of winners we never counted on."

General Recorded Tape in Sunnysvale attempts for simultaneous release on new releases. "Wherever possible, we release and market the same day," concludes Ted Bonetti, the marketing chief. New LPs by the Mannas and Papas and the Turtles were given a simultaneous cartridge debut with the disk by GRT.

Product is never released before the LP. When working with catalog material, GRT will provide a written guarantee to the performer. The Northern California duplicator says it can get cartridge copies to a record store in three weeks from the time it receives parts from the music publisher.

At Liberty Stereo Tape, which duplicates its own product, four-color reproduction and reduction is handled by a new machine. Initial releases are offered in cartridge form from three to four weeks after the LP. "We are not planning for simultaneous release," explains Len Edell, marketing vice-president, "but we are becoming a little more current." When the label initially released cartridges, there was no concern for immediacy. Now, the company is trying to close the gap between disks and tapes.

The problem of bootlegged versions of new release albums has begun to prompt the disk manufacturers to request simultaneous cartridge release. RCA, for instance, of the Peartstone 4-track cartridge, said Ed Michel, head of the promotion department for Munz Stereo-Pak. "This is the new situation," he continued. "Record companies are becoming aware that they're losing sales to bootleggers. Wherever possible, they are now going close to the album release date as possible."

When a company duplicates its own 8-track tapes, Munz, as the manufacturer's representative, holds its merchandise until the disk is on the rock scene. Capitol recently allowed Munz to release the Beatles' New York Right away. It had previously placed a two-week hold on a previous Beatles product.

17 Current Product in RCA Release

NEW YORK—Current product continues to be emphasized in RCA Victor's January 8-track tape CARtridge Release. Stopping with a popular release offering, which brings the RCA tape cartridge catalog just below 650.


RCA is also releasing a Lynn Anderson album on Chart Records, which it distributes, two RCA Red Seal albums, two RCA Red Seal LPs, and the new Dionne Warwick album on Scepter Records, "Dionne Warwick, Part One," and a Carmen McRae Kapp Records LP.

Compatible, Plant in Tokyo Spur Kinematic Expansion

CHICAGO 'Down' on Variety Packs

by RAY BRACK

CHICAGO—Tape producers here show little enthusiasm for "variety pack" type CARtridge merchandising, i.e., packages containing various artists, rather than a single artist. Mercury and RCA, for instance, have packages during the past year. However, Mercury's Record Corp. tape division manager Harry Kelly, "They didn't move well. However, we didn't market the idea off for 1968, but we don't have plans to expand it, except to enhance the free-will sales and market developments." Aware of munz, Capitol recently released a long-playing stereo cartridge, carrying a suggested list price of $9.95. The unit accelerates the tape at a rate of three times that of the base station.

on one package," he said.

Chicago's third major tape firm, Fun, has no variety packages and no plans to release any. Mercury's Kelly said, "Our variety packages on tape are experimental in nature and market reception that package was in disk form. You'll recall that we and others pion- neered with oldies but goodie type packages. These never became sales.

Mercury's packages released to date have combinations of such artists as Patti Page, the Platters, Brook Benton and other big sellers.

Fish said the KNX800 utilizes Class B outputs activated by well-tuned pushbutton switches, and is not on all the time resulting in a cooler-operating unit. "The facility in Japan will involve production and some product engineering," Fish said, but other production will be a process development, sales, service, and some limited production will be carried on at a new facility here.

Fish, whose manufacturing firm is now located at 2040 West Washington Street, plans for both the Tokyo and the new local factory are in complete at this time.

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What famous company just came up with the first instant fast forward 8-track stereo cartridge player?

- Lear-Jet Stereo.
- Borg-Warner.
- Motorola.
- You're not even warm.

The name is Kinematix. KX to our friends. What's so famous about us?

We've just developed the first instant fast forward 8 Track Stereo Cartridge Player. And we mean instant. You don't have to wait 10 seconds while the motor revs the tape up to speed. It even has fine tuning.

The KX player has Class B Outputs which use less current because they're only activated by sound. So the transistors aren't on all the time. So the player doesn't run hot. So it won't break down often.

The KX player is compact (7x8x2½ inches). And rugged (steel cabinet). And good-looking (take another good look). And it doesn't cost an arm and an eye-tooth, either ($99.95 suggested retail price).

At Kinematix we design things to be better from the beginning. Not just competitive. That costs more and takes longer but that's our problem. We're stubborn that way. And it's worth it.

Being stubborn, we've finally developed an 8-Track Stereo Cartridge Player that really works. If that doesn't make us famous, at least we're getting warmer.

KINEMATIX
2040 WASHINGTON BLVD., CHICAGO, ILLINOIS 60612
What famous company just came up with the world's first and only 4-8 track stereo cartridge recorder?

- Kinematix.
- Kinematix.
- Kinematix.
- You're getting smarter.

Kinematix did it. The first 4-8 Track Stereo Cartridge Recorder in the world.

It re-records anything onto tape. And tape onto tape. It records direct from radio and TV shows. It can record "live" parties, weddings, interviews, sales and business meetings, speeches, events, celebrations. You name it.

The KX 4-8 Track Stereo Cartridge Recorder operates on 110-120 volt, 60 cycle A.C. It comes with Microphone Inputs and Auxiliary Inputs to connect various types of tuners, radios, etc. All you need is a blank tape cartridge. An outlet. And something to record.

The unit is compact (6 1/2 x 9 1/4 x 3 1/2 inches). And rugged (steel cabinet). And attractive (walnut and chrome front panel). Suggested retail price (hang onto your hat) is less than $150.00. Since we're the only low-priced recorder available, we could have probably charged more but we've decided to get rich slow.

The KX 4-8 Track Stereo Cartridge Recorder is engineered and constructed like our Stereo Cartridge Player. It really works. It didn't just happen. That's the way we planned it.

Let it happen to you. Call 312/666-0066.

KINEMATIX
2040 WASHINGTON BLVD., CHICAGO, ILLINOIS 60612

For information on available distributorships, call R. D. Peterson.
Polydor Europe Cassette Distributor

Hamburg — Polydor has published a catalog of some 300 cassette titles which establishes the label as Europe's biggest cassette distributor.

Polydor offers some 130 titles under the Polydor label, and additional titles under Polydor International, MGM, Verve, Kama Sutra, United Artists, CBS, and Deutsche Grammophon labels.

Inclusion of the CBS titles in the Polydor catalog illustrates how Deutsche Grammophon is working hand-in-glove with Philips to secure primary for the Philips cassette system on the European market.

Despite the fact that CBS has a strong and strategically well-established German company—CBS-Schallplatten—Grammophon is helping CBS enter the musicassette business, through Grammophon's pop arm (Polydor).

Grammophon produces the in-office prices for CBS at Grammophon's big Hanover plant and handles the distribution. In the initial stages, all CBS does is furnish the repertoire, later, the CBS German company will take over its own distribution.

This is the same strategy employed by Deutsche Grammophon and Philips in winning EMI (and in West Germany EMI's German company Electra) for the Philips system. With its cassette well-established on the German market, Electra has taken over its own distribution.

The Polydor catalog features the largest offering of classical titles by any cassette producer in the world. The catalog includes the cream of Deutsche Grammophon's current disk classic catalog, and outstanding material from the CBS classical catalog including Rudolf Serkin playing Beethoven's Piano Concerto No. 3 and the "Moonlight Sonata."

Polydor has also just issued the first cassette title with Herb Alpert and the Tijuana Brass. The Herb Alpert title is one of 25 titles on the new EP cassette prices at $2.25. For the first time, Polydor has heavily promoted Christmas titles this season on its cassette title list.

Polydor said that it now has virtually all of the best of its repertoire on tape, along with the cream of Deutsche Grammophon, books, and CBS material.

Polydor's new cassette catalog includes the opera, "Louise," from the MGM film "Dr. Zhivago," CBS' "West Side Story," "Fogg and Berg," and Barbara Streisand.

Polydor is using its top recording stars to promote the Philips cassette playback system. The promotional material features recording artists using the portable Philips playback machines and selecting cassette titles from pocketbook-type sales racks in record shops.

MANUFACTURERS—DISTRIBUTORS—DEALERS!!!
Expect a Big Year for Cassettes!!
WIREMASTER DOES . . . . . and We're Ready!

Our C-100 Cassette Display Rack
- Holds 100 Cassettes
- Pillar Proof
- Brass Plated or "Satin Black" Finish
- Full "See-Thru" Plastic Window
- Takes Up Small Space, But Does a Big Job
- Ships Via Parcel Post
- Simulated Wood Sides

And a Plus for Tape Cartridge Trade
WIREMASTER'S Newest Design for the Counter TCD-120
- All Metal Construction
- Really Pillar Proof
- Holds 120 Tapes
- Full "See-Thru" Plastic Window
- Merchandise Can Be Removed from Rear
- Looks Like Wood Fixture at a Fraction of the Price
- Back Lock Optional

Cable, wire or write: ... (513) MA 3-3625
WIREMASTER CORP. OF AMERICA
10 Keen Place, Merick, New York 11566

Polydor Europe Cassette Distributor
King With Catalog of 300 Titles

Norelco New $ Cut on Unit

NEW YORK—North American Philips will reduce the price of its Lux-Corder 150 for the second time. Effective immediately, the portable unit is available for $64.50. The recorder's initial price of $89.50 was reduced to $69.50 because of new mass manufacturing procedures.

Again citing high consumer demand and production efficiencies, the company has chopped another $20 of the suggested retail price. This figure is the minimum price which dealers can offer the unit in co-operative advertising.

Country Shop
Set in Denver

DENVER — A new record shop specializing in country music is opening in Denver, adjacent to the Tabor Playhouse.

The store, called Playhouse Music Shop, will also sell instruments, phonographs, strings, and theatrical make-up.

LaRoy Van Dyke is scheduled for an appearance at the shop (13) to autograph his records. Country stars are scheduled to carry out similar activities once a month.

The market here is considered one of the fastest growing country music regions in the nation. Next to the shop the KLAK jamboree is broadcast live every Saturday night, from 8 to 9. The store, a division of Heath Enterprises, also has a mail-order department.

Kon-ti-kis Is Formed

NEW YORK — Kon-tiki Records, headed by Joey Wayne, has been formed here. Vance formerly recorded for Mercury Records, under the name of Ali Baba. First release is "Can't Make My Eyes Off You," backed with "Come Back to Me Baby," with Georgie Dee.

Cowills, Film Link

HOLLYWOOD — The Cowills, MGM Records group, were signed last week to a film deal with the MGM movie "The Impossible Years." The record label will also release a single of the theme song from the movie. The movie was adapted from the Broadway play.

Bell Buys 'Times'

CHICAGO — "How Many Times," by the Sounds of Dawn, was purchased here last week by Larry Utal, president of Bell Records. The master will be distributed on Two Black Stacks label, Utal disclosed. It has been getting pop play in Philadelphia.

Say You Saw It in Billboard

Tape CARtridge

Only Sentry has every cassette in stock!

*All of the SENTRY cassette library!
*All of the AMPEX cassette library!
*All of the GRT cassette library!
*All of the BERLUTZ language cassette library!

Atlas-Rand: the only distributor actually stocking every tape cassette from every label—with 30 new SENTRY titles coming every month from now on. All on hand, ready to fill your order.

And we've got three free cassette displays for you to sell them from. See the man from Atlas-Rand—world's leading specialists in cassettes, cartridges and reel-to-reel tape recordings.
More with 4! - Hooray for big sales!

Bill Cosby - wonderfulness

Bill Cosby Sings

Another Muntz 4-track exclusive!

Bill Cosby - Hooray for the Salvation Army Band!

Muntz is leading the world in cartridge sales

Bill Cosby - Why is there a child?

Bill Cosby is a very funny fellow

Stereo-Pak Inc.

Not affiliated with Muntz TV

7217 Deporte Ave

San Ysidro, California 92173

213.995.5000

Over 100,000 great musical titles!
Vox Jox

* Continued from page 30

Furman, general manager of W Evil in New York, has been appointed director of the National Guard in the Order of Merit of the Italian Republic in recognition of his efforts in radio on behalf of the Italian-American community.

**

Rodgers, KEX music director and air personality on the 50,000-watt Portland, Ore., station, has received a gold record presented to Nancy Wilson for her album "Lush Life." Capitol Records feels Rogers was instrumental in the nationwide sales of the album. It was the first album by Miss Wilson to reach the million mark in sales.

Hugh James, music director of WQBQ and WLBQ-FM, Fox Theater Building, Jacksonville, Ill., 62602, needs Easy Listening and rock singles and Easy Listening stereo albums. Says station is first in the market. Nick Reimbold, formerly of WAMS in Wilmington, Del., is on 11:30 a.m.-3 p.m. at 5,000-watt WRDN, Camden, N.J. I've never met this before, but anyway Perry Allen has been signed as program director of Easy Listening KGW, Denver. Bruce Lawrence supervises duties of music and merchandising director of the station.

Mark Van Brooks and Thomas Giglio produced an hour tribute on WQXL, Atlanta, to Otis Redding. Sort of a true picture of the man and his music, the program dramatized thousands of telephone calls, letters and telegrams. Tape of the show is available by calling Giglio at 404-824-9707, Jess Kelly, producer of the show, Dr. Gerhard Joseph, director of management planning, has been appointed vice-president of WING, New York, and the other Air Train Network stations. At the urging of Mayor, Dr. Joseph joined Air Train 12 years ago... Paul Ward, 311 Justin AVE, Glendale, Calif., is looking for an advertising or promotion job in radio. Formerly production manager of KGU, Honolulu.

**

Larry Vanez, KNUZ, in Houston, was the honoree of the story in October, a new magazine which debuts in the Autumn. B. Mitchell Reif has split from WFBW, the WOMPI radio station. John S. Anderson, the new manager of WOMPI, has shifted his job from 11 p.m. to 11 a.m. Reif claims that Diamond will not be down the road before he sees his program at young adults. This is an interesting development. Sammy Jackson, star of the ABC-TV network "No Time for Sergeants" show now in syndication, has signed on KRKO in Bakersfield, Calif., as a 7 midnight down on country music operation. He'll continue his acting career, boy, with Jackson and Eddie Higgins how can this 10,000 watt unit

Otis Sets Up Production Co.

NEW YORK — Producers, Inc., an independent record production company, has been formed by Otis in association with Richard Rome, President of the Duke Hall. First artist to be signed to the new firm is Mr. Pitfield, whose "I Can't Help It," and "Ten Dollar Man," will be released in January next month. The Lomax, a female quartet, and Carole Anthony have also been signed by Producers, Inc. Joins with artists and represents them on a fully production basis. The production is not yet definitely decided.

Signings

The Rainmakers, vocal-instrumental quintet on Dot Records. All the members of the group, which is managed by Bill Felty, own shares of the company to Ferr-Southern. ... The Vampires, rock & roll band from Detroit, Grand Rhapsody will produce the group's associated in record deal with Columbia Records. Its first album, "Home, Sweet Home," was produced by Howard Roberts... The Andy Thomas Walkos Records, label based in Forest Hills, N.Y.

Charlaton to Make Cowsills' Pitch Film

New York — Charlaton Productions has been launched to produce a feature film for the Cowsills' new single, "We Can Fly." Harry Erwin Gropper, producer-director Peter Gardner and cameraman Allen Davies are due in New York next week to begin production on the film.

Injuries for the film will be shot in the Cowsills' family's 22-room house in Newport, R.I. The color film will be distributed to television stations throughout the U.S. and Canada for use on miscellaneous shows.

Williams' Concert to Aid Salk Research

SAN DIEGO — Andy Williams and his family will give a benefit performance at the Civic Auditorium here during Andy Williams' last week, Feb. 6-11. The 3,000-seat auditorium is being rented to raise $100,000 for the Salk Institute of Biological Research. The top ticket price is $250. Also listed for the week is the $165,000 Andy Williams San Diego Open.

Spiegel's Catalog

* Continued from page 26

page of display and is offered at $110.95. Spiegel lists 4-track cartridges at $39.98 to $59.98 and cassettes at $69.95.

For the home, Spiegel offers the GE compact system (6-track, amplifier and speakers) at $149.95. Deck offered at $99.95. Complete component package including GE 6-track, VHF-FM, multiplex tuner, amplifier and speakers lists for $299.95. For the disk, the portable tape cartridge player carrying the Mayfair brand name is offered for $69.95, and a compatible player of cassette size deck, manufactured with the Mayfair brand name, for $89.95. The Admiral cassette portable is offered at $44.95 and a 2-track tape player machine for $59.95. The latter carries the Mayfair shield.

Spiegel's Catalog

One if by land, three if by Jan. 15.

SEY YOU SAW IT IN Billboard

TOP 40

EASY LISTENING

Saw

MILL'S MUSIC, INC.
1702 Broadway New York, N.Y. 10018

14 34 CHATTANOOGA CHOO CHOO
15 7 11 IN THE MIGHTY MIGHTY MOONLIGHT
16 13 THE OTHER MAN'S MACKINAW
17 10 26 ALWAYS GROOVER
18 24 17 JIMMY CLINE
19 7 11 HOLLY
20 5 5 STEP TO THE REAR
21 14 20 A VOICE IN THE CHORD
22 16 34 LOW WINDS
23 12 16 FREE BLAST
24 1 1 COLD
25 4 8 JACK GAY
26 13 18 I'VE GOT TO BE ME
27 22 9 TOOK MY EYES OFF YOU
28 19 21 TANGLED LINES
29 15 13 WINDS
30 3 6 BYERLY MARKS
31 17 21 EASY LISTENING
32 20 14 IT
33 16 16 YOU MADE IT THAT WAY
34 18 19 HERE COMES HEAVEN
35 11 8 I'M ALMOST LIKE YOUR NAME
36 21 20 LOVE IS A LONELY
37 19 21 BLESSING
38 23 11 LOVE
39 21 17 WHEN THE SHOW IS ON THE ROSES
40 21 17 IT

EASY LISTENING

1 3 4 CHATTANOOGA CHOO CHOO
2 7 11 IN THE MIGHTY MIGHTY MOONLIGHT
3 10 26 ALWAYS GROOVER
4 24 17 JIMMY CLINE
5 7 11 HOLLY
6 5 5 STEP TO THE REAR
7 14 20 A VOICE IN THE CHORD
8 16 34 LOW WINDS
9 12 16 FREE BLAST
10 1 1 COLD
11 4 8 JACK GAY
12 13 18 I'VE GOT TO BE ME
13 22 9 TOOK MY EYES OFF YOU
14 19 21 TANGLED LINES
15 15 13 WINDS
16 3 6 BYERLY MARKS
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20 18 19 HERE COMES HEAVEN
21 8 5 I'M ALMOST LIKE YOUR NAME
22 21 20 LOVE IS A LONELY
23 19 21 BLESSING
24 21 17 LOVE
25 17 21 WHEN THE SHOW IS ON THE ROSES
26 17 IT

Billboard

JANUARY 13, 1968
**New Album Releases**

- **BLUE NOTE**
  - Jack Niles: New and Old Gospel, ELP 4325, $3.50
  - Duke Pearson: The Right Touch, LP 362, $3.50

- **COLUMBIA**
  - Various Artists: Vienna Festival Orchestra, Metropolitan Opera House, Symphony No. 1, E 3880
  - Greg Smith: The Chorus: Music of Arnold Schoenberg, SM 550
  - Domine dall'eternitatem. . .: Holy Roman, Stoneman, Valleyville Arts, DC 4467, $3.50

- **EVEREST**
  - The Ray Charles Singers: Take Me Along, E 513, $3.50

- **KAMA SUTRA**
  - The Lovin' Spoonful: Everything Plays, ELP 3455

- **LIBERTY**
  - The Ventures: $1,000,000,000, LP 2904, $2.98

- **MGM**
  - The Best of Merry's Heirloom, Vol. I, E 4605, $2.40

- **ODYSSEY**
  - Various Artists: Bovard-Jenius Strings Chamber Opera, LP 4505
  - Greg Smith: The Chorus: Music of Arnold Schoenberg, SM 550
  - Symphonic Mass in D Major by Johann Sebastian Bach, LA 1500

- **PROJECT 3**
  - Echo Light: Present Underground, LP 3452

- **RCA VICTROLA**
  - Home Symphony Orchestra: The New Mexico, Vol. 1, VICT 1306
  - RCA Victor: Overture to the Good, the Bad and the Ugly, RCA Camden, CA 1004 (50), CA 1004 (5)

- **UNITED ARTISTS**
  - Soundtrack to the Good, the Bad and the Ugly, URS 5172

- **VOX**
  - Trio del Arte, cover of the European string quartet; Chamber Quartets, Vox 1906

**Record Mfrs.: Need an Exceptional Man in the West?**

Peter and Gordon have just come up with their most likely singles success in their latest Capitol release, “Never Ever” (Capitol EQM). It’s an interesting rhythm, filled with beauty written by Gordon Walker. He’s clever arrangement and fine handling give it a unique appeal. The flipside, “Greenery Days” makes this a package destined for top ratings. Peter and Gordon give top ratings to Gibbons guitars...the choice of professional musicians. (Advertiment)

**Saying You Saw it in Billboard**

- Agnes English LP

- National Breakouts
  - John Fred & his PlayBoy Band

**Albums**

- National Breakouts
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  - John Fred & his PlayBoy Band
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PHILADELPHIA — Business in general and the audio industry in particular will bounce back strongly in 1968, predicts Robert O. Fickes, chairman of the board, president and chief executive officer of Philet-RoFord Electronics Corp. With recent developments indicating a moderate pickup for the fourth quarter and more rapid expansion in prospect as well, the new year offers a more favorable economic climate than 1967, he said in a talk to company employees.

“We do not expect the economy to reach super orange proportions,” Fickes said. “All is not fiscal sweetness and light. The running battle to control inflation and defense the dollar must be continued—and we face other problems: production costs, living costs and wholesale prices continue to rise. Prices are being squeezed further. Labor-management relations will be more difficult through 1968.”

Color

Color television has come to be regarded as the consumer electronics business barometer, and Fickes predicted that do-It-yourself, do-it-for-you market will hit the 6 million mark, up from 5.2 million in 1966 and 4.7 million in 1965. Domestic-label home radio sales in 1968, he said, are expected to return to the 13.6 million mark hit in 1966. The 1967 unit figure was 12.4 million.

Fickes predicted the sale of 1.7 million console phonograph units in 1968, compared with 1.6 million in 1967. U.S. label portable phonograph sales are expected to hit the 4.1 million figure in 1968 compared to 3.9 million in 1967 and 4.2 million in 1966. Some factors cited by Fickes as having produced pleasant good effects on business in 1968:

• Government spending at all levels.

• Residential construction is improving.

• Business spending on plant and equipment is expected to increase moderately.

• Consumer spending on durable goods in 1968 is forecast at $78 billion, up about 8 per cent.

• Consumer confidence has been steadily increasing.

Gregory Unit
Now Available In Audio Stores

NEW YORK — The Gregory V.I.P. (Voice In Projection) portable phonograph for 1968 is now available in the stores. The unit is housed in a single compact cabinet designed to fit into the space between a television receiver and a phonograph. The unit is expected to sell for $300.

The Gregory unit is said to be designed to provide the maximum in sound quality and will be available in a variety of finishes.

Show Schedule Set

NEW YORK — Show times and dates for the 15th Consumer Electronics Show sponsored by the Electronics Industries Association (EIA) were set at a recent meeting of the show committee here.

Exhibit hours will be from noon to 5 p.m. on Sunday, June 23, 10 a.m. to 6 p.m. on Monday, June 24, 10 a.m. to 9 p.m. on Tuesday, June 25 and 10 a.m. to 9 p.m. on Wednesday, June 26. By industry request, the EIA has added a day for the benefit of evening exhibitors.

Show committee chairman William King, of RCA Sales Corp., said contracts for space in the 1968 show have been sent to 70 per cent of last year’s exhibitors, all of which will occupy the same areas they had last year at the inaugural show.

More

The remainder of last year’s exhibitors who will return are seeking more space, King said, and their requests are now being processed.

Space assignments will then be negotiated with 50 companies which were not at the first show in 1967 and would like to be present in 1968. King said all space will be assigned by early February.

The committee has contracted for 30,000 square feet of additional exhibit space in the two major show sites, the Americana and New York Hilton Hotels.

New Scott Compact Stereos

MAYNARD, Mass. — Five new compact stereo units are being introduced by H. H. Scott, Inc. The models are priced to introduce consumer-quality sound in a space-saving cabinet design.

The units, while differing in amplifier system will occupy the same class of the three-speed automatic turntable with magnetic cartridge and diamond needle; tape recorder, tape head, tape deck and tape head; transistor lifier; and complete component control.

The models are 2501, 2502, 2503, 2504 and 2505. Examples of additional features are seen in the 2505, which includes field effect transistor AM/FM stereo tuner, integrated circuit IF amplifier and precision signal-strength meter.

Models 2501 and 2502 introduce a Scott S-14 speaker. The 2503, Scott’s top compact, in-

Sound-On-Sound recording is a top feature of this stereo, reel-to-reel tape deck, model 5100, designed for use with high fidelity systems: component, compact, or stereo console. It has two solid-state tape counters, a four-digit pushbutton tape counter, calibrated record level meters, vertical horizontal operation and a cue and edit control. Price is under $160.

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The Cryan’ Shames are seen here outside the Sears store in High-  
land Park, III., prior to an autograph party inspired by their new LP.  
"A Scratch in the Sky." Pictured, from left, are Hal Gold, Columbia  
Midwest promotion chief, Danny, Isaac, Columbia branch manager  
Mert Paul, J. C. Hosh, Lenny, George and the Sears merchandise  
manager.

Personnel Moves: At Phil-  
co-Ford, Frank R. Louchstein  
has been named manager of sales  
planning for both color and black-  
and-white television; Byron L.  
GarciaHalle becomes manager of  
video products engineering in the  
consumer electronics division. Ed-  
ward S. Clammer has been ap-  
nointed regional manager for the  
Mid-Atlantic area by Visual Elec-  
tronics Corp.; Edward J. Ragan  
joins Sylvania Electric Products, Inc., as public relations assistant.  
... A Christmas Eve fire destroyed  
Display Clips  
CHICAGO — A new plastic  
spring clip with adhesive back  
is now available for hanging  
banners, ornaments, price mar-  
kets and so forth.  
The adhesive back is a spe-  
cial wax compound with no sol-  
vents to dry or spoil.  
The clip is called E-Z UP and  
is available from Lectro-  
Stik Corp. in Chicago.

Classified Advertising Department  
BILLBOARD MAGAZINE  
165 West 46th Street  
New York, N. Y. 10036  
1. Please run the classified ad copy below (or enclosed separately) in  
   issue(s):
   
   
   
2. Check the heading under which you want your ad placed:
   □ BUSINESS OPPORTUNITIES  
   □ PROMOTIONAL SERVICES  
   □ EMPLOYMENT SECTION  
   □ PROFESSIONAL SERVICES  
   □ MISCELLANEOUS  
   □ RECORD SERVICE  
   □ INTERNATIONAL EXCHANGE

Classified Advertising Rates  
REGULAR CLASSIFIED AD: $3.50 per word. Minimum: $7. First line set all caps.
DISPLAY CLASSIFIED AD: 1 inch, $25. Each additional inch in same ad, $18.

FREQUENCY DISCOUNTS: 3 consecutive insertions, noncancelable, nonchange-  
able, 4, 10% discount; 6, 50%; 12, 60%.
CLOSING DEADLINE: Monday, 11 days prior to date of issue.
BOX NUMBER: 30c service charge per insertion, payable in advance; also allow  
10 additional words (at 25c per word) for box number and address.

International Exchange Advertising Rates  
All orders in U.S.A. must be in U.S. currency.  

NAME         ADDRESS         CITY         ZIP CODE          BILL ME

 mànual on a word. Minimum: $7. First line set all caps.
DISPLAY CLASSIFIED AD: 1 inch, $25. Each additional inch in same ad, $18.

FREQUENCY DISCOUNTS: 3 consecutive insertions, noncancelable, nonchange-  
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International Exchange Advertising Rates  
All orders in U.S.A. must be in U.S. currency.  

NAME         ADDRESS         CITY         ZIP CODE          BILL ME

MANUAL ON A WORD. MINIMUM: $7. FIRST LINE SET ALL CAPS.
DISPLAY CLASSIFIED AD: $25 PER INCH. MINIMUM: 1 INCH. SOME FREQUENCY DISCOUNTS APPLY.  
SEND ORDERS & PAYMENTS TO: James Macley, International Exchange Advertising Director, Billboard, 165 W. 46th St., New York, N. Y. 10036, or  

NAME         ADDRESS         CITY         ZIP CODE          BILL ME
BEES BEES—WORDS
(Paul, Robert (Dover) & Ben Capps (Washington, D.C.): 7840-235-550, RCA)—Randi
The scenery,┤alumni talent is excellent. All of those Burt Burtie	毛主席	毛主席	毛主席	毛主席	毛主席
are heard on this piece of real estate. They should prove to	毛主席	毛主席	毛主席	毛主席	毛主席
be a hit with the teen age crowd, for this is the毛主席	毛主席	毛主席	毛主席	毛主席
perfect place to be.

MIAMIA MAKESA—MALAYISHA
(Paul, Jerry (Sarasota, Florida) & Bob Harvey (West Palm Beach, Florida): 7840-235-550, RCA)
This is a beautiful piece of music with a unique	毛主席	毛主席	毛主席	毛主席	毛主席
and interesting sound which should prove to be a hit to	毛主席	毛主席	毛主席	毛主席	毛主席
the younger set.

JAY & TECHNIQUES—STRAWBERRY SHORTCAKE
(Paul, Jerry (Sarasota, Florida) & Bob Harvey (West Palm Beach, Florida): 7840-235-550, RCA)
These are some of the best musical talent that	毛主席	毛主席	毛主席	毛主席	毛主席
you will find. They should prove to be a hit to the	毛主席	毛主席	毛主席	毛主席	毛主席
public. They are all very talented and should prove to be	毛主席	毛主席	毛主席	毛主席	毛主席
a hit to the public.

SPECIAL MERIT SINGLES
Spotlighting new singles deserving special attention of programmers and dealers.

**TONY SAVER & RALPH YOUNG—In the Sunshine Room (Mercury, ASCAP).**
(Paul, David Caramarco; Writers: Mark Sheer, Paul Burnham, Oliver Kline, Bob Anderson; Composer: "SUNSHINE ROOM")
This is a beautiful piece of music with a unique	毛主席	毛主席	毛主席	毛主席	毛主席
and interesting sound which should prove to be a hit to	毛主席	毛主席	毛主席	毛主席	毛主席
the younger set.

**TOMMY DOLAN—(You're) My Sunshine (Columbia, ASCAP).**
(Paul, Henry (Dallas, Texas) & Bob Harvey (West Palm Beach, Florida): 7840-235-550, RCA)
This is a beautiful piece of music with a unique	毛主席	毛主席	毛主席	毛主席	毛主席
and interesting sound which should prove to be a hit to	毛主席	毛主席	毛主席	毛主席	毛主席
the younger set.

**SISTER OCEAN—(I Love) You Like a Rock (Columbia, ASCAP).**
(Paul, Henry (Dallas, Texas) & Bob Harvey (West Palm Beach, Florida): 7840-235-550, RCA)
This is a beautiful piece of music with a unique	毛主席	毛主席	毛主席	毛主席	毛主席
and interesting sound which should prove to be a hit to	毛主席	毛主席	毛主席	毛主席	毛主席
the younger set.

**JOHN JONES—The Feeling You Need (Columbia, ASCAP).**
(Paul, Henry (Dallas, Texas) & Bob Harvey (West Palm Beach, Florida): 7840-235-550, RCA)
This is a beautiful piece of music with a unique	毛主席	毛主席	毛主席	毛主席	毛主席
and interesting sound which should prove to be a hit to	毛主席	毛主席	毛主席	毛主席	毛主席
the younger set.

**SUSAN S. BROWN—(I Want) To Be Loved (Columbia, ASCAP).**
(Paul, Henry (Dallas, Texas) & Bob Harvey (West Palm Beach, Florida): 7840-235-550, RCA)
This is a beautiful piece of music with a unique	毛主席	毛主席	毛主席	毛主席	毛主席
and interesting sound which should prove to be a hit to	毛主席	毛主席	毛主席	毛主席	毛主席
the younger set.

**JIMMY CLAY—Don't Touch Me (Columbia, ASCAP).**
(Paul, Henry (Dallas, Texas) & Bob Harvey (West Palm Beach, Florida): 7840-235-550, RCA)
This is a beautiful piece of music with a unique	毛主席	毛主席	毛主席	毛主席	毛主席
and interesting sound which should prove to be a hit to	毛主席	毛主席	毛主席	毛主席	毛主席
the younger set.

**SISTER SISTER—(I Love) You Like a Rock (Columbia, ASCAP).**
(Paul, Henry (Dallas, Texas) & Bob Harvey (West Palm Beach, Florida): 7840-235-550, RCA)
This is a beautiful piece of music with a unique	毛主席	毛主席	毛主席	毛主席	毛主席
and interesting sound which should prove to be a hit to	毛主席	毛主席	毛主席	毛主席	毛主席
the younger set.

**FRANKIE BROWN—(I Want) To Be Loved (Columbia, ASCAP).**
(Paul, Henry (Dallas, Texas) & Bob Harvey (West Palm Beach, Florida): 7840-235-550, RCA)
This is a beautiful piece of music with a unique	毛主席	毛主席	毛主席	毛主席	毛主席
and interesting sound which should prove to be a hit to	毛主席	毛主席	毛主席	毛主席	毛主席
the younger set.

**JIMMY CLAY—Don't Touch Me (Columbia, ASCAP).**
(Paul, Henry (Dallas, Texas) & Bob Harvey (West Palm Beach, Florida): 7840-235-550, RCA)
This is a beautiful piece of music with a unique	毛主席	毛主席	毛主席	毛主席	毛主席
and interesting sound which should prove to be a hit to	毛主席	毛主席	毛主席	毛主席	毛主席
the younger set.

**SISTER SISTER—(I Want) To Be Loved (Columbia, ASCAP).**
(Paul, Henry (Dallas, Texas) & Bob Harvey (West Palm Beach, Florida): 7840-235-550, RCA)
This is a beautiful piece of music with a unique	毛主席	毛主席	毛主席	毛主席	毛主席
and interesting sound which should prove to be a hit to	毛主席	毛主席	毛主席	毛主席	毛主席
the younger set.
"Maman"
Christopher Sunday

The record of the year!
The record of the times!
...and Dot's Got It!

Dot Records
ULTRA HIGH FIDELITY
45-17063
### HOT 100 - A TO Z (Publisher-Licensee)

**Star Performer** — Stars registering greatest proportions upward progress this week.

**Hot Industry Association of America seal of certification on million selling singles.

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<th>No.</th>
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**Bubbling Under The Hot 100**

### Hot Industry Association of America seal of certification on million selling singles.

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**Popular Music News**

- **(With Glasses)**

**Hit Parade**

- **(With Glasses)**

**Record Industry Research**

- **(With Glasses)**

**Billboard**

- **(With Glasses)**
she gives you the colors and the wind and the dream...

Elektra Records announces the release of an extraordinary new album

Judy Collins / wildflowers

(EXS-74012/EKL-4012)
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<td>Capitol</td>
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* AWARD for top sales in sales of 2 million dollars or more. ** AWARD for top sales of 1 million dollars or more. *** AWARD for top sales of 500,000 dollars or more.
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<td>HUGG MATERIA-He was and We at the Whiskey</td>
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Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.
Infectious guitars fill all of them. Far from work graduating today's sound on some of Western Hungary's cats, as well as some of the Hungarian hills of folk. Older efforts include a "Hans" and "Sanor" by grandmas would never resemble her. Toppling the glass: we've started a "Western" style. The issues are "Tomassi" and "Kabul." All singing and dust ball.

Schubert: Oude Quintet - Boston Symphony Orchestra. RCA, Victrola Vict. 5153 (S) 19/3 1953

THE NEW MUSIC, VOL. 3 - Atlantic Symphony Orchestra, RCA, Victor Vict. 5230 (S) 1953

The Bay City Sisters group through a field of entirely different and exciting cases from group to group. Take the Algae: the spirits, with single voices. R.C.A. Broadway, "East of Eden" and "Windy" are experts from the perfection. During an entire section of the group, the group of the Algae are joined by others. A sample of each interesting pleasure.

Take Me Along - The Ray Charles Singers, Victor Vict. 2353 (S) 1953

Mancini Plays Mancini - Henry Mancini & His Orchestra. RCA, Victor Vict. 5215 (S) 1953

Dvorak Symphony No. 9 - London Symphony Orchestra. RCA, Victor Vict. 5310 (S) 1953

The mystery of what is expected to develop into a lengthy series of contemporary classical music reaches R.C.A. Victrola Vict. 1312 (W), 1312 (S) 1953

Doubt - Jimi Hendrix, Warner Bros, Atlantic Victor Vict. 5215 (S) 1953

Doubt - Jimi Hendrix, Warner Bros, Atlantic Victor Vict. 5215 (S) 1953

KIM: Symphony No. 7 - London Symphony Orchestra. RCA, Victor Vict. 5210 (S) 1953

Modest, but echoes. This album is the result of the composer's "Mission period," when he was in his 60's. Barlow does a remarkable job conducting the Domaine Musical Ensemble, and Ora Deanes is impressive as a clarinet soloist.

STAR PERFORMANCE SPOTLIGHT

As a result of the week's new releases, one is impressed by their variety and expected to reach the upper levels of the Top LP chart, any position on the Billboard specialty survey charts, or any long-term time.

CHART SPOTLIGHTS

Tend to have sufficient range to produce a 20th Century.

ALBUM REVIEW RANKING

STEFFEN: Symphony of a Thousand LP - Victor, R.C.A. Victrola Vict. 5310 (S) 1953

Among the composer's "Mission period," when he was in his 60's. Barlow does a remarkable job conducting the Domaine Musical Ensemble, and Ora Deanes is impressive as a clarinet soloist.
The record that is 2nd only to the Beatles in England

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