**Miller Int'l to Hold ($$) Line**

By OMER ANDERSON

HAMBURG — Miller International has broken with the German record industry on hiking disk prices because of the new added-value tax. Miller said that it will hold the price line on all of its catalog, including both its Somerset and Europa labels.

Miller, the maverick of the German industry,_initiated the move by notifying the German industry's representatives that he was instituting price hikes because of the added-value tax. The label said the price boosting was a reflection of the German record industry's general hostility toward budget pricing.

The statement accused the "traditional" German record firms of looking backward, and failing to grasp the possibilities for vastly expanding sales under the new market conditions being created by the European Common Market. Major German record companies have adopted the policy of hiking disk prices around 3 percent on all disk product selling for under $5.

(Continued on page 10)

**AAAM WRAP-UP**

**Dealers Fully Tuned to Tape**

By HANK FOX

PHILADELPHIA — "I don't think we'll come back as exhibitors next year," an executive of a major tape CARTRIDGE duplicator said, referring to the annual Automotive Accessories Manufacturers of America (AAAM) exposition, held here Jan. 29-31. "Most of the machinery work has been completed," the executive explained, "so the music people can leave the selling to product distributors. Auto accessories dealers are aware of cartriges, players and the scope of the cartridge market."

Most tape cartridge and player manufacturers and distributors agreed that the buyers attending the exposition, representing more than 300,000 auto accessories retail accounts, knew about tape cartridges.

(Continued on page 14)

**Source Marking to Raise Business 100%: Steingberg**

By EARL PAIGE

CHICAGO—Mercury Record Corp. Executive Vice-President Irwin H. Steingberg said last week that if the trend to mergers of giant retail suppliers leads to a uniformity of methods, including a system for source pre-ticketing merchandise, the industry will double its present volume. The industry currently does $100 million annually in retail sales.

Commenting on the recent purchase of five rack operations by Transcontinental Investing Corp. (TIC), Steingberg said, "What this trend means depends on how conglomerates such as TIC use their strength."

Some Questions:

"Will it mean better service? Will it mean sufficient financing so that there is a step-up in the cycle of receivables flowing back to the manufacturer? Will it mean recognition of the need for more profit oxygen at all levels of the business? Will it mean still more marketing sophistication such as a system for pre-ticketing merchandise at the manufacturing level?"

Noting that the five rack operations acquired by TIC encompassed warehouses in widely separated geographical regions, Steingberg said, "This merger should mean more co-ordination in the delivery of product, less geographical overlap, less crossing of lines of distribution by different suppliers."

"By the time merchandise reaches a store serviced by a rack jobber miles away, radio air time has occurred, trade paper charts have reflected action and people have come in asking for the product."

(Continued on page 10)

**Lyrics Bill in Georgia Gets Toned Down**

By BILL WILLIAMS

ATLANTA — A State bill that would require lyrics to be printed on jackets has been "tempered" as the result of a meeting here between record company, State Rep. Edwin G. Mullinax, and a music producer. The meeting Thursday (3), called by Representative Mullinax, discussed the controversial legislative bill 867 which had been reported out of committee two weeks ago, and was before the lower Georgia House of Representative.

Meeting with Mullinax were Jack O'Donnell, back of the record distribution; Don Cornstock of Cornstock Distributors; Bill Lowery of Lowery Music Publishing; Zenas Sears, manager of WACK, and Jim Sallee, a record retailer.

A Felony

The bill, in its original form, would have made it a felony punishable by fine or imprisonment.

(Continued on page 10)

**Milnes Rotospot to Spotlight LPs**

By MIKE CROSS

NEW YORK—Atlantic Records album product is being lined up for TV exposure. Atlantic, as well as several other record companies, have been using TV mini-clips to promote their single product, but Atlantic now figures that a TV film clip promoting an album offers a longer run for the money.

An Atlantic spokesman said that the films pegged on albums cost much more than those heretofore prepared for a single since much more goes into the production but he says it's worth it because of the longer life of the album. The films promoting an album, he says, can be shown from three to four months after release of the LP but the life of film clip promoting a single can be cut short quickly if the record fails to take off.

The films spotlighting the LP's run from three to four minutes each, are shot on location and without any lip-sync gimmicks.

In opening its TV campaign for its LPs, Atlantic has hired Charlton Productions, a Hollywood firm, to produce two films, one for Aretha Franklin's LP titled "Lady Soul," and one for the Rascals' LP titled "Once Upon A Dream." Three cuts are scheduled to be shot, including the Boston Symphony Orchestra and Savoy Brown. (Continued on page 10)
Perry expresses every parent's prayer
with his new Victor single.
"The Father of Girls"
c/w "Somebody Makes It So" #9448
**Pfanstiehl Chemical Moves Into Cassette & CARTRidge**

WAUKEGAN, IL—Pfanstiehl Chemical Corp., a 36-year-old manufacturer of small-graphic-printed-needle records and record accessories, has acquired Blank cassettes and 4 and 8-Track CARTRidge blank cartridges, President Bill Wight said. The move covers the entire cassettes and tape markets.

Wight said the move was made to keep up with the increasing demand for cassette tape and to expand the company's operations. The company will continue to manufacture all its products, including cartridges and blank cassettes, as well as record accessories.

**Warn KGFJ On DJ's Ties**

WASHINGTON—The FCC has warned KGFJ, San Pedro, Calif., that the station may lose its license if it continues to use unlicensed DJ's. The station has been using DJ's who do not have a license to broadcast, according to the FCC.

The FCC has been monitoring KGFJ for several months and has given the station several warnings. The station has repeatedly ignored the FCC's warnings, and the FCC has now given the station a final warning. If the station continues to use unlicensed DJ's, it will be subject to license revocation.


NEW YORK—RC&A Victor and Columbia Records moved in again on the off-Broadway musical scene last week. Victor recorded the original cast album of "Your Own Thing" and Columbia Records released its own album of the same name.

The score for "Your Own Thing" was written by Hal Hester and Danny Apolito. It features an orchestra and chorus and has a number of songs, including "Saturday Night," "Puttin' On The Ritz," and "The Fourth Wall - A Love Song for a Loveless World." The album was recorded at the Capitol Studios in New York and was produced by Bill Newman.

**ATL TA DECCA TAKES AWARD**

NEW YORK—The Atlanta sales branch of the Decca Disc Corp. won the "Branch of the Year" award at the Decca national sales meeting. This is the second consecutive year that the Atlanta branch has received this award.

The award is given to the sales branch with the highest sales volume and growth. The Atlanta branch was recognized for its strong sales performance and for its commitment to customer service.

**Herrick Gets BB Exec Post**

NEW YORK—Thomas L. Herrick has been named president and chief executive officer of Billboard, the weekly music industry trade publication. He will succeed John A. Deur, who has been with the company since 1987.

Herrick has been with Billboard for 14 years and has held a variety of positions within the company, including vice president and general manager of Billboard's sister publication, Black Enterprise.

He replaces Deur, who will retire from his position at the end of the month. Deur has been with Billboard for 23 years and has served as president and chief executive officer since 1983.
**EDITORIAL**

**TAPE AUDIO RETAILING**

**MUSICAL INSTRUMENTS**

**INTERNATIONAL**

**RADIO TV PROGRAMMING**

**TAPE CARTRIDGE**

**FEATURES**

**CHARTS**

**RECORD REVIEWS**

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**CHIEF WRITER:** Robert J. Siccardi

**VIDEOPHILE COLUMNIST:** Richard Trenkle

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**SPECIAL REPORTS**

**RECORD REVIEWS**

**ABC Tie With Book-of-Month On 'Dr. Dolittle'**

**The MIDEM Aftermath—Notables Take a Hard Look**

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**THE MIDEM Aftermath—Notables Take a Hard Look**

**CANNES—MIDEM folded its tent and Cannes is once again the final resting place of the seashore resort of old Wannabe.**

As the music-industry notables returned to their far-flung homes bases and Cannes prices rolled back to their pre-MIDEM level, many who attended took stock of the meaning and worth of the Bernard Chevron promotion.

All agreed that the Cote d'Azur is pleasant during the Cannes' season and that the get-together of industry people is rewarding. Some said the actual business deals and the number of contacts was disappointing.

Many left early at the schedule, frustrated by inadequate refreshments, a.m. in the past. Many confirmed room reservations that did not come through and some had to drive several miles during their stay here because of lack of accommodations. Exorbitantly high prices, and a mean of meaningless routines and procedures. Others pointed to the poor poor quality of the sessions and the lack of sufficient time and money.

Many decried the total lack of business sessions geared toward the betterment of the global music industry, and called MIDEM a mere plaything which only served to inflate the price of masters and copyrights. Some were also disappointed by the lack of music business knowledge on the part of MIDEM's architects.

Still others, as they basked in the sun and ate limoncello, sampled the superb cuisine, noted the new music and said that they might be there again in 1973. Many of the 1968 participants will return for more.

**ELEKTA TO STOP MUSICAL COMPACT & SWITCH TO STEREO SINGLES**

**NEW YORK—Elektro Records will switch to compatible stereo on singles. Jack Holtzman, Elektro president, said that all monaural production will be discontinued within 90 days.**

Until this time, all Elektro albums which have issued stereo singles in limited numbers, have been made under contract for jukebox manufacturers—Elektro is the first label to make the stereo switch to singles. The company feels that the marketing department should be impressed with enthusiasm by jukebox operators. For the last dozen years, Holtzman says, 

Elektro has been dealing with companies that have complained that while their equipment is capable of playing the new stereo product, it has been labelled as stereo and not available to reproduce them without difficulty. **"**

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**Roulette—Doing Revamping in its old offices.**

**Bosques de Palermo, Mexico City.**

**Roulette's Andy Delaney to Quit**

**Rout says that the company should make the records, not the labels.**

**The new singles will be cut by bands playing in the top ten radio stations with modern stereo equipment. The singles will be available at the distributors, capable of playing the new stereo product.**

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**MONTGOMERY, Ala.—A Montgomery circuit judge ruled on March 30 that the Cash-Jackson contract giving a Nashville music publishing company control of hundreds of songs of the late Hank Williams was in the best interest of the singer's estate.**

The ruling gave Fred Rose Music, Inc., of Nashville, special rights over the late singer's songs. Originally the disagreements were awarded to the company in 1963 by Mrs. Irene Smith, who manages the singer's estate, and Mrs. H.M. Blanton, his former wife, who continued the payments her husband was due as part of the property settlement when the couple divorced.

Evidence presented showed that an average of $500,000 per year in royalties had been paid out to Williams' interests in royalties. Some $150,- 000,000 in old royalties was recovered in 1966, according to testimony.

From Nashville, Wesley Rose, Roulette, President, was delighted that the lawsuit was over and that the Montgomery judge had ruled in favor of the contract. The late September trial lasted between the most famous names in the country music field, and featured two of them, Tex Ritter, Pee Wee King, Paul Ackerman, Leo Strauss, and two of his associates, Philips and Theodore Zavin.
THE ORIGINAL ENGLISH HIT
Chris Farlowe
HANDBAGS & GLADRAGS
written & produced by Michael d’Abo
4 Chess Reps
In Follow-Up
Distriv Tour

CHICAGO — Four Chess Producing Corp., representatives conducted a follow-up, whirlwind tour of distribution points following the company’s recent national sales meeting in the Virgin Islands.

Over a six-day period, company executives Michael Reed, Rich, Salvador and Max Cooperstein called on 20 cities. The group was received and presented to distributor sales and promotion personnel at each stop. The tour also announced to distributor brass at St. Thomas.

LaPalma, who is Chess’ director of marketing and merchandising, said the follow-up procedure was necessary because “we were talking to the distributors and they actually took calling on accounts.”

Among the facts that the Chess representatives conveyed to the tours are:

And he observed, “We came back amazed at the number of records. The new Chess man is out trying to sell before he’s listened to it in depth. We stressed that this was a promotion that meant the value of knowing the merchandise.”

Chess Scores
In Art Stakes

CHICAGO — The Chess Producing Corp. art department was featured in the February-July issue of several top art magazines.

The jacket for “Bill Stewart and His Smokin’ New Tricks” was won the record jacket award.

Communications Arts magazine gave a merit award to the jacket for 1965’s “Cry Young” album.

In addition, the cover for “Great American Songbook” and “The Stray Gators” were international recognition by the Zurich-based magazine.

Chess artist director Jerry Grift was featured in both the Jamal and Soulful Strings jacket.

Assistants Bill Sharp and Chuck Blume did the Stewart jacket.

ASCAP Group
Picks Candidates

NEW YORK — ASCAP Nominating Committees have named the following as candidates for the Society’s Board of Re- gents:

for the 1967-1970 term, are:

The songwriting team of Bob and Larry written by Chess President Eugene V. Shipley and new promotion director Jerry Sherrill.

Monument Seeking
Stronger Ties in R&B, Soundtracks

LOS ANGELES — Monument will be seeking strength in the R&B and soundtrack fields, reports President Fred Foster.

R&B product is released on the Sound Stage 7 label, with Joe Simon the top selling act. Foster indicates he is in negotiation with several R&B acts to fill out the Sound Stage 7 roster, which presently numbers seven acts. Joe Richbourg is the label’s chief r&b producer, handling sessions in Nashville and Memphis.

In the soundtrack field, Foster says he’ll be seeking motion picture personalities “for special type recordings.” Movie tough guy Robert Mitchum is the newest country vocalist on the Monument roster, with Frank Jeffrey handling pop tunes.

Jim Malloy, Foster’s assistant will be spending more time here recording top discotheque acts, the executive indicated. Malloy was formerly an engineer with RCA here.

On the subject of sound, Foster says he plans buying property in Nashville to build two recording studios and two overdub rooms. Monument’s downtown Nashville studio will remain in business. Foster is also exploring building a videotape production center to service the fraternity of TV producers who videotape music shows for syndication.

Copyright Replication
Hangs On Cable TV Liability

WASHINGTON — The fate of the cable TV system now hinges more strongly than ever on the Cable TV liability issue, the corporate element is becoming crucial, Sen. John L. McClellan (D., Ark.), chairman of the Senate Commerce Committee is trying to hurry through negotiation by a copyright issue hangs fire in industry negotiations.

McClellan’s subcommittee will frame the final version of the CATV carriage bill in time for Congress to act on the Senate’s revision bill, recently called on negotiating copyright issues. Congress must give him his “current position” on copyright by mid-March, the March 15th deadline for the reorganization board meetings come at the end of this week.

The Cable TV Association (NCTA) has asked for, and will very likely get, a little more time making the report deadline April 1.

Senator McClellan’s request to the NCTA, and to the movie industry reps, involves the House and Senators asked that the reports include “appropriate statutory language to implement the recommendations of your industry.”

The subcommittee is facing a race with time to get the CATV issue under control. The Senate will vote on the CATV bill, win full judiciary committee approval and report to the House, and finally House agreement, before copyright revision can be voted into law in the second session of the 90th Congress. Last session, the House could not reconcile the over proposed grading of CATV copyright liability was so rough that the industry felt, that it was killed, leaving CATV with naked liability for performance royalty on the programming it broadcasts.

Berning is divided as to whether CATV prevents the law from risk an all-out broadcaster attack over the proposal to give recordings a “copyright safe right”—or put this over for another year.

On another front, music li- censors and copyrighted film owners are close to court action. The Supreme Court is expected to rule in mid-March on whether CATV is liable under current law for performance fees. A decision by June is conceivable. NCTA has recently retained the law firm of Skadden, Arps, Slate and Olster to represent.

Music interests may lie in the long run far more of their own than of record labels involved in the whole matter of cable-TV liability and cancelling than appears at this stage of its development. The possible effect of bringing electronic home entertainment TV on cable, to free spectrum space for industry, government and scientific use is being seriously considered by your Joint Congressional Task Force, and the FCC.

Record manufacturers and talent were involved in all forms of electronic home entertainment, notably, for example, promises new miracles in audio- video distribution and replay on home bases. For RCA Victor announced changes in its recording and distribution set up because of the “growing importance of radio and TV that are now not killed, leaving CATV with naked liability for performance royalty on the programming it broadcasts.”

MGM Push on Beacon St. Union

NEW YORK — MGM Rec- ords has introduced a special campaign featuring huge posters and a TV film to back the Beacon Street Union in their series of discotheque appearances around the nation. The posters, with TV film stations on Saturday and Sunday (2 & 3) at the Granby Ballroom in Detroit; on the West Coast on Anges- tles Feb. 16-18, the Disneyland Feb. 23-24, and then an extended engagement at the Scene in New York. The campaign features the group playing cuts from the “Beacon St. Union” album, available at any TV station that throttles the MGM Records Lene Schifer.

Guy’s Single

The song title of Marvin Gaye’s “You” was announced for March 26. The single will be the first to be released from Gaye’s album “What’s going on.” The single will be released with a purple page cut and caption appearing in Billboard, Jan. 27.

FEBRUARY 10, 1968, BILLBOARD
YOU CAN'T LET THE BOY OVERPOWER
THE MAN IN YOU
Motown 1118
CHUCK JACKSON

Chuck's happening on...

CHUCK JACKSON ARRIVES!
His New Single Released From His Forthcoming Album
CHUCK JACKSON ARRIVES!
M-667, MS-667

MOTOWN RECORD CORPORATION
"The Sound of Young America"
Mullinax: One-Man Public Conscience

Hyman Disks Spark R&B On Command

NARM to Hear S.F. Reed Edit

Jubilee Using 7-Man Team in Perpetual Promo Plan

Motorola Outs VW Dash Unit

Disney Plugs 3-Track LP's Keyed to Children's March

Mullinax, a veteran radio man involved in States and a series of programs in the Walt Disney empire, has been general manager of WLAG, a WGN affiliate in Chicago, for some years. He has been president of the radio station and assistant manager of the Community Telecommunications, Inc., which operates the station here and a stockholder in both. But more than this, Mullinax has always been highly involved in local community affairs. Even the programming of his station reflects this. He features three hours of country music daily, and a special music series, two hours of rock 'n roll for kids, and a heavy slate of easy listening music, plus news, local sports, and community programs. He praised the "open approach" of the station, which he believes to be "an important role in its community." He also pointed out that the service station helps promote the area through its local station. Walt Disney, president of the Disney record division, said: "Now that we have a record company, we will be able to sell all our records and tapes." A new addition in 1968 is "The Happiest Millionaire" and the "Sports" album, which, Mullinax said, "will be a welcome addition to our record library." He also noted that the "Sports" album "will be available in a few weeks." The album will be priced at $9.95 and will be sold in all of Disney's retail outlets.

Motorola Outs VW Dash Unit

Motorola, a new company in the field of dash units, has announced the introduction of a dash unit for use in the Volkswagen Beetle. The unit, which will be priced at $99.95, will be available in early 1969. The dash unit will feature a new electronic circuit board that allows the unit to be installed in any Volkswagen. Motorola said that the unit will be "the most advanced dash unit available." The unit will be priced at $99.95 and will be sold in all of Disney's retail outlets.

Sire Signs Monti

Sire Records has signed an exclusive recording contract with Monti, a 24-year-old bass player. Monti, who is currently working with the rock group "The Cutting Edge," has been recording with a variety of artists, including "The Rolling Stones," "The Who," and "The Sex Pistols." Sire Records said that Monti will "be a major force in the rock music scene." Monti is currently recording a solo album for Sire Records, which is scheduled for release in early 1969.

FEBRUARY 10, 1968, BILLBOARD
Fudgepower!

new hit single
"WHERE IS MY MIND"

Vanilla Fudge

Atco 6554
Produced and Directed by SHADOW MORTON

new hit album

The Beat Goes On

Vanilla Fudge

Atco 33-237/SD 33-237
Produced and Directed by SHADOW MORTON
Source: Billboard, February 10, 1968

**Cannon Takes a New Blast At Jukebox Programming**

**COLUMBIA, S. C. — Music Operation of America President Bill Cannon, in a speech last week before the South Carolina Music Operators Association, Cannon, a Haddonfield, N. J., jukebox operator, said, "Jukebox programming across the country has degenerated from being a desirable medium to guide to a system of merely de-delivering records we’ve sometimes never heard of before, and we’ve been forced to, chosen for us by one stops that can’t possibly know our location’s preferences."

"Many of these records are chosen for us, not for suitability, but because the operator doesn’t give a damn, or because it’s easier for the one stop to handle only the highly promoted mer-
chandise that sells by the pound and because, many times, there is more profit in one record than in another."

In speeches over the coun-
try, Cannon has criticized stereotyped programming as a "rubber stamp" process. Last week he said, "The single-market-
today is largely out of the concern. If his biggest program is the jukebox operator, you have hand-picked buying power and your great influence on music tastes to the one-stops and drying up the stream and tributaries of popular music."

The mainstream of popular music is growing narrower each year, he said, as various branches of popular music are merging at the same radio stations are completely shortening their play lists.

"It’s becoming increasingly difficult for manufacturers to get exposure for top product, mainly less promotion, and it’s becoming increasingly difficult for a new artist to gain exposure, too, especially if his talents or material differ greatly from the norm of today."

"This is material—which could give life and vitality to jukebox programming and the entire music industry—will dis-
appear if our industry does not get better programmed and pro-
gressed. If we don’t buy it the manufacturers won’t pro-
duce it."  

"The jukebox is the only ex-
pensive medium which can ac-
curately reach public preference because each time a rec-
ord plays it registers on a play-
meter. The jukebox is the only medium by which the public can sample at will new artists and new material."

"But this feedback is no longer functioning because the production of a single is not based on the actual public pulse, but, because of our pas-
vissim, is becoming a product based largely on imitations of the few giant talents that have made it in merchandising techniques."

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**Georgous Bill on Lyrics Gets Watered Down**

**NEW YORK — Lauri Re-
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**Laurie Adds R&B Distrib**

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**Millier Int’l to Hold ($$) Line**

**continued from page 1**

Millier, which is concentrated entirely in the budget field, says that price hikes at the pres-
ent state of development in the budget field are a "serious" error. The label added that price hikes will serve to dam-
age seriously the budget disk "image of the label" and German retailers to think in terms of further price hikes in-
stead of constant reductions. Millier challenged the Ger-
man disk industry to overhaul completely its concept of disk mer-
chandising.

Millier said that a tremendous opportunity for budget disk pricing with department stores and consumer co-opera-
tions, and that it intends ex-
paning into the supermarkets.

Millier added that it's a modern-day man at Quick-
born, near Hamburg, gives it a sharp competitive edge in the German disk market.

Millier's Europa label titles are priced at $1.25, and those on its Somerset label at $2.45.

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**Films to Spark Decca’s Drive**

**continued from page 1**

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Franklin films will be ready for distribution. This field is around the country and abroad by mid-summer. Churchill executives have selected the cuts to be used with an eye to future releases.

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**Georgia Bill on Lyrics Gets Watered Down**

The amendment instead

**Laurie Adds R&B Distrib**

**continued from page 1**

Millier, which is a public relations division of the Granger, Ga., is said to have been made for $1.99. These new labels will not require that lyrics be included with the rec-
ords. A further revision of the amended proposal would be a milestone on the first of-
neither unchangeable by a

light fine.

The amendment instead would state that a recording company could provide, upon written request from the parent or guardian of a juvenile, the lyrics to any specified record within a period of 30 days from the time of such request.

"This is not hard to live with," Goldbart said. "Actually, it’s something we’ve harbored the possibility of the distributor, since he is the highest level agent of the State of Georgia."  

Goldbart said that he was pleased that Millier was completely sincere in his efforts to forward the law; it was now, according to the state policy, and felt that no one is in favor of barring obscene records.

"Any parent who feels his younger’s brought home a single or album with dirty lyrics need only make a written request for a copy. The manufact-
er has a copy; so providing it is permitted by the state laws. The record company can’t stop the request at first, I don’t antici-
pate too much difficulty in the long run," Goldbart said.

Earlier, it had been indicated that growing constituency op-
position had slowed the measure.

R. Allen House, attorney repre-
senting the Record Industry Association of America, said that he had been damaged by the industry irra-

erably. Several groups, including the Gram-

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**continued from page 1**

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NEW THRUST FOR A GREAT CAREER...

RYDELL ON REPRISE

WITH A MEMORABLE INAUGURAL SINGLE

"THE LOVIN' THINGS"
B/W
"THAT'S WHAT I CALL LIVING"

ALREADY A PRE-RELEASE HIT IN AUSTRALIA!
Guitar Interest at College Level Primarily Classical

By RAY BRACK

CHICAGO—A few colleges have opened their music schools curricula to the guitar—ensuring that more future high school music teachers are getting exposed to the instrument—but the existing college programs are almost exclusively classical. No pop guitar program of note at the college level has been reported.

As reported here in several recent articles, virtually no formal guitar instruction programs exist at the high school level, despite the fact that 10 million persons are playing the guitar now and the market is about 1.5 million instruments per year. The pioneer guitar instruction program proposed by New York guitar teacher Kent Siferd for that State's high school curriculum caught the interest of the musical instrument industry enough to be considered for support by the board of the Guitar and Accessories Manufacturers Association (GAMA) at its recent board meeting. It was considered, yes, but rejected as a program worthy of $10,000 grant.

High school music educators, meanwhile, snub the guitar universally as a legitimate learning and performing instrument. The typical high school bandmaster views the guitar as representative of inferior musical tastes.

Progressive thinkers in the musical instrument business attribute much of this attitude to community pressures for a band and orchestra and the fact that most high school music teachers were taught band and orchestra instruments in college but received no familiarization with guitar.

This is changing now, reported the American Music Conference recently, at least so far as classical guitar is concerned. Classical guitar courses for credit are now offered by the University of Miami at Coral Gables, California's University of Redlands, the Conservatory of Music at the University of Missouri, the North Carolina School of the Arts, American University in Washington, Hartt College of Music at the University of Hartford, Western Reserve University in Cleveland (experimental program), Loyola University in New Orleans, the New England Conservatory in Boston, and many others.

Many musical instrument dealers and manufacturers view the acceptance of the guitar in the public schools as an important factor in the growth of the market as was the early adoption of band and orchestral instrument teaching and performance. However, the teachers must come first. It is significant that all the courses which play for high school hops today learn and practice their instruments with no official school encouragement. It is also significant that high school band and teenage clubs draw one hundredfold the teen audience annually attracted by high school band and orchestra concerts. The latter events, the casual observer will note, are usually attended primarily by the adult community.

Last summer, a poll of youths participating in committee-sponsored activities showed that 39 per cent expressed a strong desire for music training. Mayor Richard J. Daley is chairman of the committee with Dr. Denton J. Brooks as executive director.

Brooks explained, "This generation of youths is the most musically dedicated in our history. They live with sound day and night—and they help determine what sounds are played.

Guitar Interest at College Level Primarily Classical

By RAY BRACK

CHICAGO—While the musical instrument industry at large has been reporting 7 per cent sales increases for 1967, W.M.I. Corp. in suburban Evanston, Ill., reported a 50 per cent increase in sales of musical merchandise over 1966. This increase, company officials said, resulted in the biggest...
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"I WAS BORN TO LOVE YOU"
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Distributed by ATLANTIC
Price, Routledge Fine in ‘Darling’

NEW YORK — "Darling of the Day," a variable, old-fashioned musical opened at the George Abbott Theatre here on Jan. 27 with the main assets being fine performances by the show’s two stars Vincent Price and Patricia Routledge. RCA Victor has original cast rights for the Theater Guild-Joel Schlenker production.

The show is based on Arnold Bennett’s "Buried Alive," with Price playing Prisyl Furlt, the painter whose butler is buried in Westminster Abbey in his picture. Furlt assumes the seemingly-carefree life of the deceased butler. Miss Routledge played Alice Challice, the fiancée of the valet through a matrimonial agency, mail courtship.

After a lengthy first act, "Darling of the Day" produced several bright spots, including "Not on Your Nellie," which was led by Miss Routledge, whose portrayal was a delight throughout, disarmingly yet polished. The number was the show-stopper of the evening.

Price, in his first Broadway musical, was well cast as the painter and his singing was adequate enough, especially in his two big numbers, "To Get Out of This World Alive," where he mimes on changing places with the butler, and "Butler in the Abbey," when he assures a court that to officially declare him Prisyl Furlt would mean a butler was buried in Westminster Abbey.

The supporting cast also was quite capable, especially Peter Woodthorpe as the unscrupulous art dealer and Brenda Forbes as Lady Vale, patroness of the supposedly dead Furlt. Their duet "Panache" was an effective comic number.

Among the musical’s drawbacks, in addition to that long first act, is the period, early 20th-century England, which is becoming obscured as a local, and the lack of a really outstanding score. Despite the fact that two of the top writing talents, composer Julie Snyn and E.W. Hasberg, are on the score.

The dance music by Trude Rittman and Lee Théodore’s choreography were effective.

The playing of Price and Routledge, in supporting roles were turned in by Teddy Wilson, Marc Jordan, Beth Howland and Reid Klein.

FRED KIRBY

HERE’S WHAT DAILY SAID

NEW YORK — "Darling of the Day" is a musical starring Vincent Price and Patricia Rutledge, with a score by Julie Snyn and E.W. Hasberg, which opened at the George Abbott Theatre Jan. 27. Miss Routledge, in her portrayal as Alice Challice, portrays the fiancée of the butler. Miss Routledge, who is an actress, has a delightful voice and is well cast. The show has a score by Julie Snyn and E.W. Hasberg, which is well sung. The show is a delight, and is well worth seeing.

FRED KIRBY

Mendes Beats a Strong Show at Philharmonic Hall

NEW YORK—In an age of psychedelic music and other ear-shattering sounds, the best of the Brazilian easy-listening bossa nova continues to be a vital sound in the record music industry. Mendes’ music is better south-of-the-border music that that which beats from Stereo Mendes and Brazil ‘66, the highly successful group who record on both A&M Records and Atlantic Records.

Mendes’ popularity is well documented not only by his hit records but also by the fact that he was sold out for both his Philharmonic Hall concerts Saturday evening (27). The sextet consists of four trumpeters, two trombones, a rhythm section, and Mendes, who plays the alto saxophone. The group is well organized, and Mendes is a strong, steady hand on the podium. The group is well rehearsed and driving force for the success of the Mendes band.

Herbie Mann, jazz flutist, made a surprise appearance for one samba-rock, "Daytrippin'". The improvisations on the samba section were exciting with Mann and Mendes showed brilliant styles.

The Fifth Dimension, Soul City label artists, opened the second set with a medley of songs that ranged from soul to their hit, "Up, Up and Away." The quintet was backed by the talented instrumental foursome they tour with. The Dimension is a versatile unit, and though billed as an extra attraction, provided more than their share of the evening’s vitality and entertainment.

ROBERT SOBEL

Pinney Award

NEW YORK — A photo caption last week’s Billboard said that Gene Pinney, musician artist, received his record sales disk award in Great Britain for "Something's Gotten Hold of My Heart", an EMI’s Stasmode label. The caption added that the award was for sales of 275,000 copies. It should have read 250,000 copies.

Delightful Remembrances of Things Past as Seen by Cosby

NEW YORK — Bill Cosby, everybody’s favorite shy, came in from the cold, Jan. 28, to delight a following at Philharmonic Hall. As the Pair Extraordinaire, balanced the bill which found Cosby revisiting old neighborhood buddies, supplying a child’s-eye view of parents and playing to his mistakes. The result was a hit.

Cosby, who records his comedy and now sings on the Warner Bros. label, owns a style of delivery as natural as conversation, acutely perceptive yet airy when treated with the Cosby tease. His child-like stammerings and digressions sketch a picture with well-tuned, clear, and natural sound.

And accompanied with a barkeletal of rubber smirks, popping eyebrows and a liquid lankiness. Cosby’s routines are an exercise in comic style, and his voice sends a chill up your spine. He is one of our best comedians, and his modesty and warmth polished his act with personal charm.

Sharing the form he shows weekly on NBC-TV’s “I Spy” as_link: https://www.nbc.com/inky” and the Pair revisited Weird Harold, Fat Harold and the scene of some of the previous performers’ acts and their leftover glory. He remembered also the built-in authority of the Pair, which has always resonant in rebranding young Cosby. In turn, he recalled the frustration of teaching his own children how to play the backyard good. Too.

For Cosby’s fans, he was Mark Twain in Wonderful Harvest, lurking off able to tickle an audience just by being himself.

The Pair Extraordinaire, singer and bassist, supplied some lively music, their slick, tasteless comedy and discombobulated, once hung a click over their music.

ED OCHS

'Flowers' Drop as Songs, Acting Score

NEW YORK — The off-Broadway revival of the Truman Capote-Harvey缓慢's "Flowers" turned out to be a disappointment. The show’s acting and good performances. The musical musical, which opened at the Theatre, uses, imagination, as good as a good book, impeccable taste and a handsome production.

Josephine Premo, who plays Madame Fleur, the madam of the Caribbean island brothel that handles the role well with the necessary bouqhty manner, but has only one solo "Somethin' Cold to Drink," far less than Pearl Bailey had in the original Broadway version.

Yolande Bavan is charming as Oneil, a gregarious "Hey, Seen Snow," is a standout. As her mountain - boy husband, Royal, Robert Jackson also fares well. Thelma Oliver almost steals the show as Fancy, while Hope Clarke excelled at Nellie. Their "Two Ladies in De Shade of the 20th Century," "Tain'" were topnotch and the also teamed well with Miss Bavan and Miss Clark. But, the capable performance and the understated acting of the book. The show actually was at its best when it was least expected, as Carla Pinza’s delightful Senora Maria, Miss Oliver and Novella Mary, who turned off the comic lines effectively.

While the choreography of Talley Beatty proved its purpose was a problem. The Caribbean-style melodies also lacked such narrators as Avis and Steel drum. Joseph Hardy staged the production.

FRED KIRBY

Guthrie Drawing 'Em In

LOS ANGELES — Arlo Guthrie’s droll humor and his bluesy songs about “Alice’s Restaurant” and “the Furry Furry Man” hold the Troubadour.

Guthrie’s Jan. 2 opening marked his debut here since his smash appearance at the Newport Folk Festival last summer. The young man with the nasal voice and the long flowing curly hair swept under a black cowboy hat, enjoys keeping his audience laughing. In the 30-minute long comedic track from his debut Reprise LP is the highlight of the presentation.

Guthrie sang only two of his songs, including "Alice’s Restaurant" and "Song of the Babe Tree" a foolish, nonsensical waste of time, a sardonic "I Must Have Seen a Blue," and a too quickly ending cut.

His accompanying bass and drummer have to make the set down the simplest of rhythm patterns for Guthrie’s voice and his instrumental fancy. The audience stood as loudly as if there were a choir of voices on stage. Guthrie’s wit is easily understood and he chooses to attract, pierce and probe a topic in a straightforward manner rather than going into symbolism.

Hearts and Flowers opens the ball, with fat and subtle, punctuated by an autograph and good three-piece band.

ELIOT TIEGEL

Signings

Arcade Shipp re-signed with Impulse Records. His next album for the label is to be released in June. Arno Nova signed with Elektra Records. A single, “Paavan for My Lady,” backed by a group of band is slated for Feb. 1. Guitarist 英語: "Mr. Clowns"

Jazz singer Harry Sinden is coming off a big hit with "Praise of Mr. Clowns." His next single will be "Yesterday's Woman." Singer Eddie Hazel signed a one-album deal with EMI Records. Release is slated for late spring.

Say You Saw It in Billboard

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RCA


Smothers Brothers Writer Plays It Serious

By ED OCCHI

NEW YORK — Mason Williams, co-writer of CBS-TV's "Smothers Brothers Show," came up with an idea for a novel recently for two reasons: to promote his upcoming Warner Bros. album and to preempt a pop art exhibit at the Museum of Modern Art featuring his life-size photograph of a Greystone bull.

Of the two, the album, "Smothers Brothers IIIIMIIIIB IIIBIIIIBNBBIINNNIIIIINIIIIIIIB IIIIIIIIB," is the easier to explain. It is the comedy writer's first major project, a loose, L.P. original as some of Williams' TV sketches, beneath his name. The LP features an odd medley of songs, by the partisans of songs, in the LP's attempt to barge an adventuring in language. Among the selections, all written and sung by Williams, are a solo banjo tune, which was inspired by the harp and string ensemble, classical guitar, a taste of country, a bar Heller, music directed in songs mixed and a movie theme. But the giant paper bus is another story.

"It began by accident," said the writer, a report of a put-on that grew, folded, shelved in a cardboard box, the project is both a joint name over the cover, "BUS," and in smaller type it says: by Mason Williams. Writing his name into a card with the wind." "I made 200 copies," he said. "The price was $1.50; I charge only what they cost me—$3 each—so I don't make any money from it."

The oversized bus was merely another whim—come-to-be for a man who has resurrected a Royal typewriter by throwing it out of a car, and "puffed" a sunflower by skywriting stem and leaves around the sun—while he composed behind the wheel. Williams tries to keep category alive on the "Smothers Brothers Show," in fact. "We're just trying to make people up a little, open a few eyes."

But more importantly, "this concept thing is foolish. The Smothers Brothers Show" has three reasons while boldly and uncommercially in the quality of the show, "Williams Bros. Show" is watched even by those people who don't normally watch TV.

Williams is writing the summer replacement for the "Smothers Brothers Show" along with comedian Paul Williams. "This summer, in the war with Warner Bros., is another labor of love for Williams in the serious world of music. The LP's dream for comedy material is in

Phil Gernhard Asks Industry to Crack Down on Phonny Producers

By AARON STERNFIELD

NEW YORK — Phil Gernhard, Florida-based independent producer who does session work for the country-music industry, was recently reprimanded by the country music industry for his "tricks" in the business. Gernhard, who is known for his "techniques," was recently given a stern warning by the Country Music Association to "stop the practice of using phonies." The CMA requested that Gernhard cease and desist from using "tricks" in the recording process. Gernhard, who has been involved in the music industry for over 20 years, has been known to use "techniques" in the studio, including the use of "fake" musicians. The CMA has been working to enforce its rules and regulations, and has been successful in doing so in the past. The CMA has requested that all producers and recording artists comply with its rules and regulations, and has taken steps to enforce them. The CMA has also been working to educate the music industry about its rules and regulations, and has been successful in doing so. The CMA is committed to enforcing its rules and regulations, and will continue to do so in the future.
A TASTE FOR EVERYONE

ON BLUE NOTE RECORDS

BST-84244

BST-84268

BST-84270
NEW YORK—"The Young Sound," the syndicated package developed by CBS-FM and aired on its own-and-operated FM radio stations across the country, has just launched a special feature to spotlight new singles. This could be a boon to the record industry. New records will be billed probably as "The New Sound of the Young Sound" and the artist and title will be announced, according to John DeWitt, music director of the CBS-FM operation. DeWitt said that he would be exposing about 10 new singles a week, but only if they have hit potential. He felt that the program's value would be of interest to "real musicians," rather than "packagers." This is analogous to "The Young Sound" package, "because we obtain new records only a few days before the record company distributes them to radio stations in general."

This means that since the "Young Sound" package, all FM operations, could conceivably score with "exclusives" on new records. Besides the CBS-FM stations, the package is aired on more than a dozen other stations and William Green, who heads CBS-FM, has stated that several more FM stations will soon be joining.

The special exposure of singles, a reversal in general of the programming policy of the Young Sound, has already started in New York and should spread to other CBS stations in the next few weeks. The Young Sound has achieved fairly decent ratings in New York, but Greene recently added a personality—Wally King—on the morning show for New York only. Previously, all records were back-announced every quarter hour. This is still the case on the syndicated show. However, the spotlighting of singles would mean a change. Greene's original concept of the format was "Today's sound by today's artists," but avoiding the rauccous sounds. This is still the case. DeWitt says that he would give considerable exposure to artists it feels fit its sound. This includes Jim and Jean on "Verve Forecast," "Teen" and "Teen on Monday," the Eighth Day on "Kapp," and the Love Generation on "Liberty."

DeWitt said that one reason for the decision to announce new important singles was that the office had been receiving four or five telephone calls an hour from people wanting to know what was being played.

The high point of the year for the record artists and the record companies is the annual Grammy Awards night of the National Academy of Recording Arts and Sciences (NARAS). It's a night magic that's also the equivalent of the Oscar Awards night of the movie industry. It's the annual event for the year for those who provide the music you play. You can help make the night even more memorable.

I call upon every radio station in the nation to get behind the Grammy Award nominations. You can feature on-the-air contests, asking listeners to guess who will win the final award. This can be done with automatic nominating equipment. Radio listeners are only eager to participate and help out. Perhaps, records can be the prizes.

You'll be receiving a list of the nominations within the next week and Billboard will also print a list.

You can also help by keeping the night of the awards—Feb. 29—in the minds of your listeners. By promoting the NARAS Grammy Awards, you only help yourself. You will soon be receiving a kit from NARAS with suggestions for promotions. If you need any further aid, please contact George Simon, executive director, NARAS, 212-551-5515.
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and the bees . . .
there's Dad and I
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wing it to the top of the charts with his
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Radio-TV programming

Vox Jox

Robert E. Lee has been named
program director of KIMN in
Denver, replacing Jack Merker,
who takes over Dick Starr's old
position as operations manager
of WFUN, Miami. Starr recently
shifted to KYA, San Francisco.
Lee had been sales promotion di-
rector of KIMN and an air per-
sonality there the past seven
years. Upped to music director
of the KM at Koss Reagon, making
his air personality . . . CMT Cole,
former air personality with
WACY in Missouri, Miss.,
joined WUNI in Mobile, Ala.,
and is doing the 6-midnight show.
He invites all country artists to
call him on the nighttime—205-
438-4516. His colleagues include
Charlie Men, Mike Jagonal and
Paul Bell and WUNI is a Pulse
topper.

Paul Coburn is now music di-
rector of KLUB, the 2,500-watt
easy listening operation at Salt
Lake City, Coburn, who's been
with KSIX in Salt Lake City,
reportedly the KLUB is top-rated
according to the latest Pulse
and Ross. Mark H. Hoensack,
who worked under the name
Mark Harris at both WRKJ-FM
(jazz and big band format) and
WLAB (country music format) in
Atlantic
City, is now by an Airman First
Class working with the Armed
Forces Radio and TV Service at
Karamarrel Air Station, Turkey.
Says he's holding down a show on
Saturday and Sunday and serving
as record librarian. In March, he's
talking to take over a full-time air
slot. Any of his friends want to
write him, don't to
tUSLOG Det 142-4, APO N.
09124.

KSWO of Oklahoma Quality
Broadcasting in Lawton, OKa.,
has added three men to its un-
announcing staff: Leon Anthony, for-
merly with WKL in Cleveland,
now handling the 9-midnight slot; 
Tony Adams, former program di-
rector of WTBC, Tuscaloosa, 
Ala., now doing the 6-9 p.m.
show; and Paul Walker, formerly
with KGA in Denver, doing the
weekend shows. KSWO, which
features a top 40 format, is
pushing his records pretty hard
at the late evening.
KDWB's Trout Bows
Beatles Show Drive

MINNEAPOLIS — A nation-
wide "Bring the Beatles Back"
campaign has been launched
by delay Earl L. Trout III
of KDWB here and it's snow-
balling. Trout actually started
the campaign on his show a
couple of weeks ago. He drew
25,000 letters, cards and peti-
tion signatures. But now several
defiers have banded with Trout
in an effort to raise more than
a million cards, letters and sig-
natures — all in an effort to
prevent the Beatles from doing
another concert series.

Trot has been talking on the air
via phone with other defiers who are partic-
ipating in the campaign. This puts
both defiers on the air in both cities
at the same time. Trout hopes to take
all of the cards to Lon-
don to present them in person to
London managers.

Defiers and stations involved in
the campaign include Jim
Wood, KRLA, Los Angeles;
Johnny Holliday, KYA, San
Francisco; Jay Mack, KJIM,
Denver; Phil Motta, KRRZ
Phoenix; Kris Stevens, WUXI.
Atlanta; Fred Grandy, KGMB,
KCMN, San Bernardino, Calif.;
Steve Lumna, KIST, Houston; and
Scott Allen, WEDR, Miami; B. Bally
Brown, KONO, KOKH, Los Ange-
les; George Whitefield, WPHL,
Philadelphia; Ron Rob-
bins, WMEX, Boston; Mike
Selden, KXOL, Fort Worth;

Gabor Szabo's latest, "Soccer-
er," proves he is a wizard.
His latest release (Impulse A 91465;
AS 91466) launches him into
"Space," a new one with a far-
out sound. In a more terrestrial
tone, the "Real Goes On" his
sound is unique, and the rock
rhythm refined and disciplined.
Also included are two tunes guar-
teed to haunt: "Mirlob" and
"Stronger Than Us." Gabor
Szabo's guitar must carry him
into "Space" and every corner
of the jazz world, too. That's
why he plays a Gibson guitar.

(Advertisement)

WPGC's Duffy
• Continued from page 22
created "Romper Room," accord-
ing to Duffy and Dufy) became a co-host of that at
the age of 12. Duffy graduated from
high school at 15 and at-
tended the Peabody Conserva-
tory of Music. His performing
career had, temporarily, taken
a nose dive when his voice
changed, but at the age of 17 he
went on a job part-time on WFBF
in Baltimore, playing pop music.
He later worked on WABC in
Havre de Grace, Md., for one
summer and then went to
WPMO in Fredericksburg, Va., for
a year. His next job was with
WBKB in Baltimore under Bob
Howard, the present general
manager of WPDC. Duffy
joined WFLD in Akron, Ohio
in 1959 and was with Sus-
quehanna for the next six years
until moving to WPDC.

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Cap Co-Op Promo Will Mark Tubb Record Shop’s 20th Yr.

By BILL WILLIAMS

NASHVILLE — A year-long co-operative promotion between Capital Records and the Ernest Tubb Record Shop will be kicked off in February to mark the shop’s 20th anniversary.

The record firm and record store are among all things happening — give away a record store holiday in Miami or Las Vegas to 20 in-store shoppers, free tickets to concerts. It will also feature a package whereby a customer may enter the shop’s drawing for one of five Capitol albums for the price of a romantic and an addressograph system.

The free tickets mailed into the shop each week during February will receive a free vacation, including accommodations for four days and three nights for husband and wife in either of the record stores. Additionally, on each of the four weekends during the contest all lottery certificates will be given in the shop to five customers.

The free tickets will be emphasized by an over-all display, with window signs, posters, a signboard in the shop, and certificates. "A profitable return in the promotion is expected," Wilburn said. "Capital started the year off dominating the top of the charts, and we expect to double the sale of our country product in 1969." The Ernest Tubb Shop is the largest country record shop in the world, it sells pop product as well, but specializes in country.

Miss Beaty said that sales at the Ernest Tubb Shop in 1967 were up 22 per cent over those of the previous year. This largest country promotion ever undertaken by a single record shop is expected to spur sales even higher.

The co-operative firms have purchased broadcast spots on the WSM "Op Ey Spot Spotsite," the "Grant Turner Early Morning Show," and the Ernest Tubb "Midnight Jamboree." Radio stations WMTS, Murfreesboro, and WSM, Nashville, have scheduled remote broadcast spots to the country.

The Ernest Tubb Record Shop, which started in a small way on Commerce Street in May of 1948, has never been a discount store. It operates on a strict price. It has conducted numerous small promotions in the past, but never anything on this scale. Continuing promotions through the year are anticipated.

"We just want to show that consumers have become big enough to plant the scale," Wilburn said. "They need to realize that our store carries out something of a similar nature."

NARAS Awards to Widen Music Show

Smash artist, the recipient of most of the NARAS country awards two years ago. He will present his club show, with a full orchestra, under the direction of Owen Bradley.

Campbell, the Capitol singer with two consecutive hits, will perform such numbers as "By the Time I Get to Phoenix" and "Gentle On My Mind." Becker T. and the M-G's have had consistent best sellers on the nation's charts. Spear will work out the arrangements.

Frank Jones, Columbus, and Hal Nedley, Saturday, are co-chairmen of the event. The show, this being moved out of the country clubs to the spacious National Guard Armory to accommodate an expected crowd of 2,000. Herefore, attendance was limited to 500 by station owners. Tickets will go on sale at once.

Campbell GI's Visit Museum

NASHVILLE — Troops from Fort Campbell, Ky., heading for the Far East, will be in a series of trips to the Country Music Hall of Fame and Museum last week.

Dorothy Gable, director of the museum, said the last 160 troops were brought by bus to the Hall of Fame, and given guided tours through the structure. Tex Ritter and Stu Phillips greeted the soldiers.

The military plans to bring a similar number to the building and grounds this summer. According to Mrs. Gable, this is the first such group of this size by the military.

WPENDO Contest Turns Into Surprise for Songwriter

MADISON, Wis. — Radio Station WMPD here has a country music promotion which has, in effect, gotten out of hand.

The station sponsored a contest during country music month in which listeners sent in their own lyrics to a country-oriented tune. The station offered to sell the winning lyrics to music, press 500 copies and sell them locally.

The record, "Trouble, Sweet Trouble," reportedly got such strong reaction locally that it is now being released nationally on the Top Gun label.

Johnny Howard, program director, produced the session, and a follow-up which will be released in March. The lyrics of the winning song (with a sub-title "Just a Bare Street Away") were written by John Kerr, a local store employee. It is one of the best-selling songwriting. The music was scored by Curley Fields, Mil

Kanvas, promotion director of the station, said that the demand for tickets continues, a second show will be scheduled.
TOP 20 COUNTRY SPOTLIGHT

DAVID ROGERS—"I'D BE YOUR FOOL AGAIN"
(Prod. Frank Jones) (Writers: Lewallen-Rogers) (Window, BMI)

This strong ballad performance has all the ingredients to fast establish the function as a top chart winner. Exceptional and commercial entry.

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FEBRUARY 10, 1958, BILLBOARD

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BILLBOARD SPECIAL SURVEY For Week Ending 3/10/58

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Number &amp; Publisher</th>
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<tbody>
<tr>
<td>This Week</td>
<td>Last Week</td>
<td>STAR Performance—Titles registering greatest proportional upward progress this week.</td>
<td></td>
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<tr>
<td>1</td>
<td>HERE COMES HEAVEN</td>
<td>Jerry Reed, RCA Victor 3932</td>
<td></td>
</tr>
</tbody>
</table>
"You've got a giant on your hands!"
RALPH EMERY, WSM, Nashville

"New dimension—Double Hit!
Two great artists at their best!"
LEE ARNOLD, WJRZ, Newark

That’s the reaction to the big new Victor single
THE DARK END OF THE STREET
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ARCHIE CAMPBELL & LORENE MANN

Here are some more top DJs who are on this record:

- Mac Curtis, WPLO, Atlanta
- Bob Finnigan, WWVA, Wheeling
- Mike Hanes, WYDE, Birmingham
- Jim Beatty, WWOK, Charlotte
- Claude Tomlinson, WIVK, Knoxville
- Ed Hamilton, WENO, Nashville
- Paul Perry, WENO, Nashville
- Don Howser, WENO, Nashville
- Neal Merritt, WENO, Nashville
- Hep Wainright, WYAN, Mobile
- Bob Jennings, WLAC, Nashville
- Jay Perry, WHBO, Tampa
- Tom Reeder, WDON, Wheaton, Maryland
- Dave Carr, WEXL, Detroit
- Dave Olson, WMGS, Bowling Green
- Don Evans, WEEP, Pittsburgh
- Boots Rabell, KSON, San Diego

And these great stations are also on it:

- WONW, Fairfield, Ohio
- WBZI, Xenia, Ohio
- WMTS, Murfreesboro, Tenn.
- WGBG, Greensboro, N. C.
- KTCR, Minneapolis, Minn.
- WHIN, Gallatin, Tenn.
- WIBW, Topeka, Kan.
- WLAC, Nashville
- WMNI, Columbus, Ohio
- KIKK, Houston, Texas
- WFMF, Flint, Mich.
- WJAB, Portland, Maine
- KUSN, St. Joseph, Mo.
- WOAH, Miami, Fla.
- KOOG, Orange, Texas
- Channel X, Hickory, N. C.
- WXCL, Peoria, Ill.
- KLOL, Lincoln, Neb.
- KBAR, Burley, Idaho
- WELE, Daytona Beach, Fla.
- WMIL, Milwaukee, Wis.
TV Missing Picture On Country: Halsey

INDEPENDENCE, Kan. — TV producers are missing a good bet by ignoring country music artists, believemanager Jim Halsey. "Television shows are exposing classical music artists, but they're overlooking country artists that constantly draw thousands to live shows," he said. "And yet, when you talk to a producer, they'll try to tell you that the appeal of country music is too limited."

The few exceptions, he felt, were "The Joey Bishop Show," "The Merv Griffin Show," and the "Mike Douglas Show," all of which have been receptive to country music artists. Halsey manages Minnie Pearl, Hank Thompson, Wanda Jackson, Roy Clark, and Tex Williams, among others.

"Joey Bishop has been very good about exposing country music artists," Halsey said, "but best of all he displays country music so that the artist comes across very well on the show."

Eventually, Halsey felt, country music has to break through on network television. He pointed to the growing number of country music radio stations and their vast audiences, feeling that TV producers would sooner or later realize this untapped potential TV audience.

Halsey does quite well placing his artists, but he enjoys Minnie Pearl's appearance on Dean Martin and Carol Burnett shows coming up.

Buttram to Host Awards Show

LOS ANGELES — Pat Buttram will host the third annual Academy of Country and Western Music awards show March 4 at the Century Plaza Hotel.

First named award presenters are TV personalities Linda Cristal, Richard Long, Peter Brock and Glenn Corbett.

The organization reports advance ticket sales exceeding $3,000.

NARAS Awards

• Continued from page 25

First come basis for NARAS membership

Under membership chairman Don Light, the list of members has grown by more than 30 per cent during the past year. Teddy Bart, Acuff-Rose writer and local TV performer, will serve as emcee. John D. Loudermilk is in charge of presentations. Decorations are being handled by Juanita Jones and Emily Brashaw.

Two shows for a package which included Carl Smith, Jim Ed Brown and Faron Young. The gate grossed $40,000... "Marvin Gaye's new song, "Manana Says" is due out right away. She also wrote the Decca release..."
VOX PLANS TO LAUNCH A MIDDLE-PRICED LABEL

NEW YORK—Vox Records is expected to announce the launch of an intermediate-priced label next month. The stereo-only label will be similar in format and pricing to Vox's lower-priced label, $15.49; another one is in the works.

Plans call for recording the orchestra in Rochester next month.

Vox also is negotiating with another American orchestra. Turnabout, Vox's 32-year-old distributed new products to Vox's长大了推出了一系列价格更小的标签。今年1月，Vox推出了自己的新标签，价格为$15.49;另一张将在未来几个月内推出。

计划包括在罗切斯特录制一个交响乐。

Vox还在与另一支美国交响乐团进行谈判。Turnabout，Vox的32岁发行了新产品的标签，价格为$15.49;另一张将在未来几个月内推出。

计划包括在罗切斯特录制一个交响乐团。

Vox还在与另一支美国交响乐团进行谈判。
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Al Martino is one of the many EMI artists who enjoy good sales in South Africa.

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OR

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Have you, like Hubert, got a good grip on Decca?
You needn’t strain, you know.

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CORA L RECORDS, A SUBSIDIARY OF MCA, INC.
Bartok Quartets Included in 17-Album Release by Dover

NEW YORK — Dover Records is issuing Bartok's six quartets as part of the label's 17-album classical release. The three albums, each coupling two quartets, feature the Tatrai String Quartet. The group also appears on a Kodaly Powell.

Platner Beethoven Weber plays Rachmaninoff on one album and Berg, Schonberg and Webern on the other. Violist Denes Kovacs and pianist Mihaly Bacher perform on two Mozart LPs and one of Beethoven, A. Schoenberg & Bartok quartets feature the Wiener String Quartet.

Denis Stevens conducts the Ambrosiani Singers and concert, and in Nome Players in a set of choral music of Morales, Victoria, Byrd and Gabrieli, and an album of German renaissance music. The Hungarian String Trio performs Mozart and Bach in one album, and Perczel on another, which includes a Haydn performance by Austrian Pongracs, the Hungarian Radio and Television Symphony under Janos Sandor.

Named Grinchuk conducts Laxo's 'St. Matthew Passion' with soprano Fredericka Salier, also Marian Anderson, David Thomas and bass August Mess Alter all soloists with the Schwanen, Grosskurth, and Grosskurth chorale. The album with the Schwanen and Grosskurth chorale, in a collection of Lass Termagants and motets. Rounding out the release is a Bartok album featuring violinst Gyorgy Pauk, clarinetist Bola Kovacs and pianist Peter Frankl.

Winner of Mitropoulos

NEW YORK — The four winners of the Dimitri Mitropoulos Competition will be assisted conductors with the New York Philharmonic and Washington National Symphony instead of having three serve with the Philharmonic and one with the National. Leonard Bernstein, the Philharmonic's music director, announced the decision after a Philharmonic concert on Monday (29) in which all four conducted. The winners were Franco Hess, 21, of Belgium; Boris Brott, 23, of Canada; Farhad Moshik, 29, of Iran; and Gianluigi Delego, 33, of Italy.

Gernhard Pitching

NEW YORK — Phil Gernhard, producer and law student, is making a promotion tour for Laurie's Royal Guardsmen during his school intermission. Gernhard will promote the group's first blue-rock single, 'I Say Love,' to disc jockeys in Chicago, Detroit, Cleveland, Pittsburgh and New York.

Benny Debut with Boston

BOSTON — Jack Benny makes his Boston Symphony debut on Sunday (11) as violin soloist in the orchestra's 14th Pension Fund Concert. Erich Leinsdorf will conduct. Benny is slated to play Sarasate's 'Zigeunerven,' the first movement of his 'Violin Concerto,' and Rimsky-Korsakov's 'Capriccio Espagnol.'
French Firms at MIDEM
A Unity Policy on Promotion

CANNES—Efforts to achieve greater unity and solidarity among the main French record companies have been stepped up in the wake of MIDEM when the promotion chiefs of the 10 music labels met recently in Paris to discuss mutual problems.

Reporting on the meeting, Andre Arroup, promotion chief of Philips, said: "Though efforts to bring the heads of the main record companies together have until now met with no success in the past, we have now succeeded in doing this on the promotional level.

"Today promotion is as important for record sales as artistic production, and disk jockeys, radio and TV producers have tremendous power to influence the market. Individually we are weak, but together we can work more effectively and achieve better results."

"Our first decision is to cut down free disk service to people who have no connection with newspapers and who have no influence on sales and we plan to discuss with the groups meeting to talk over the matter."

The Special Report

This move has a special significance in France where bitter competition among record companies in the past has often affected the progress of the industry as a whole.

Represented at the meeting were Arditi, ARISE, EMI, DixieAZ, Pathe-Marconi, Philips, CBS, Barclay, Vogue, Festival, RCA and Polydor.

Another sign of closer cooperation within the French industry was the stand at MIDEM of the Centre d'Information et de Documentation Musical which is an organization created by the Syndicat National de l'Industrie du Disque et du Commerce Photographiques (SNICOP) as a public relations office for the French record industry.

Neither Barclay nor Vogue are currently members of SNICOP, but both companies are actively collaborating with member companies to support the public relations operation.

Delyse Shifts Distribution to British Decca

LONDON—Delyse has signed a new distribution deal with Decca. Delyse, Envoy and the company's new subsidiary, EMI, have ordered from Selecta, Decca's distribution subsidiary.

But Delyse's change of distribution does not affect Delyse's overseas business. EMI will continue to handle the distribution of labels other than Decca, provided those labels hold an appropriate licensing agreements. And Delyse president, Ira Pedler will continue to be pressed by EMI.

The new seven-year contract with Decca involves a joint percentage system on control on pressing and distribution and Delyse the "widest possible rights on repertoire and production."

Delyse intends to double its catalog during the next 18 months. Specialized recordings from major labels outside the U.K. will be added to the catalog. And from April the company will release at least five new albums plus six children's records monthly.

Brazilian singer Ellis Regina, who shone in the opening inter- national contest, has been signed by impresario Bruno Cesar at the recent appearance at the Olympia Theatre, Paris.

Jimmy Philips of KPM, London, who was involved in negotiations during the run of MIDEM and Gerald Benson, director of Pan-Mass, Ltd., London, had sold all the material he brought with him by the end of the week.

Estimated cost of MIDEM '68:$300,000

Arctic Montgomery of the British Music Publishers Association, 221 of whose 335 members were represented at MIDEM, announced: "We shall all be back next year."

Tom Jones' triumph at the MIDEM Foundation's Gala rewarded the disastrous British gala.

Paul Bencher sold Franco's "The Second Life of Melancholy" and "The Love of Love" for $450 G. U. S., Spain, Italy and Germany.

The Czechoslovakian delegation reported that a definite decision has been made this year's Braniborska Pop Music Festival would be held from June 13-16 and support had been promised from record companies in Britain, Germany, France, Spain, Sweden, Norway, Holland, Poland and Yugoslavia.

For MIDEM 1969 Bernard Chesney will take over all the Mar- tinique Hotel, offering 459 offices to performers attending at MIDEM '69 will top 4,000. For MIDEM 1970, the Palais des Festivals will be ex- tended.

The Non - Stop Shows of MIDEM '68, designed to bring attention to up-and-coming artists, failed to attract sufficient mem- bers to the Cafe Jeune Cocteau in the Palais des Festivals. A new formula for the shows is being studied and next year they will be held in the Martinez.

Following criticisms of the over-bunched telephone system, Cherry will install an additional switchboard for internal calls next year and will offer service for offices with phones linked directly to the Cannes exchange, for outside calls.

The success of Paul Mauriat's "Love Is Blue" instrumental in the States, inspired to sendmaterial to Posters along the Cote d'Azur, Cannes; during MIDEM, resulted in brisk sales of songs by "Love Is Blue" writer, Pierre Cour and Andre Popp. Song was last year's Lescar 101 Paris Eurovision entry as sung by Vaski.

Unions Pose Boycott Of S. R. Fest Stations

CARNAC — Local artist unions have protested the sudden exclusion of Venezuelan singer Mirla Castellanos from the Festival of San Remo after she was promised participation in the event. Angered artists have promised to boycott any radio or television station and other media, which transmits the event.

Mass Castellanos traveled to Italy in November sponsored by her record label (Velvet) and Radio Caracas Television, which has contended for sending her monthly pay check called for in her Caracas Television con- tract.

The singer had even bought the dresses in San Remo she would wear on her appearances and that she only waited to be assigned the song she was to interpret in the Festival when she was told there was no song for her.

The situation is not clear to many local newspaperman who feel that either she was accepted or rejected to begin with. Presumably she should have been told of her chances a long time ago.

The boycott will probably have no effect since Radio Caracas Television and Radio Trophi- vizo and radio the event and will probably convince the Union of the harshness of the measure.

But local artists insist that the Venezuelan singer was wronged and have also considered the possibility of bringing Italian artist's from Venezuelan stages as a retaliatory meas- ure. Meanwhile, cooler TV and radio executives are expecting an explanation from the Festi- vals officials.

Aussie Record In Low Price With Harmony

SYDNEY—The Australian Record Co. (ARC), Australian agents for CBS, will enter the low-price LP field next month with a new Harmony label.

The records will sell for $2.80, and will compete with Festival Records' 'Corlander, EMI's Regal, Philips' Verve Gold and RCA's Camden labels.

Harmony will be separate from ARC's World Record Club disks and include material previously issued in the regarinet price $5.90 Columbia (issued here on a CBS label) and Coro- nel. They will be released here possibly in both stereo and monaural versions.

The song which the company would not go into any special promotional campaign.

(Continued on page 29)

P-S.'s Garcia on Trip

NEW YORK—Provi Garcia, Peer-Southern's Latin manager, will be busy for a one-month business and good- will tour throughout South and Central America. Ms Garcia will meet with advertisers and writers in Peru, Colombia, Mexico and Brazil.

February 10, 1968, Billboard
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R/S 3003

THELONIOUS MONK
MIGHTY MONK
R/S 3000

THELONIOUS MONK
MONK'S MUSIC Featuring
JUPH COLTRANE
R/S 3004

CHARLIE BYRD
GUITAR ARTISTRY
R/S 3005

BILL EVANS
LIVE AT THE VILLAGE VANGUARD
R/S 3006

ODETTA
SINGS THE BLUES
R/S 3007

MONGO SANTAMARIA
EXPLOSION
R/S 3008

CLARK TERRY / THELONIOUS MONK
CT MEETS MONK
R/S 3009

SONNY ROLLINS
THE FREEDOM SUITE
R/S 3010

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R/S 3011

THIS IS WES MONTGOMERY
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MARCH
11 more Riverside Albums

APRIL
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CBS Planning Push on U.S. Acts

LONDON — A host of major CBS acts from the U.S. are coming to Britain for concert tours over the next few months and CBS here is planning special campaigns to boost album sales while the artists are here. First of all this is for Maurice Chevalier, currently on a world tour. He will be in the U.K. from Feb. 11-28. To coincide with the visit CBS will release a new LP, which has been recorded in Paris and titled “His 80th Birthday.” Arriving on the same day as Chevalier is Tim Rose who will be here for a month’s tour plus TV dates. His latest album “Tim Rose” will be released during his visit as well as a new single “I Got a Loneliness.” Manitas de Plata arrives Feb. 20 for a 10-day concert tour followed by TV dates in March. The new album will be released when he arrives and his last LP “Manitas et Les Siens” will be reissued while he is here.

Tony Bennett will be here in March for concert and TV dates. CBS is planning an intensive campaign on Bennett material for March, in the first of special monthly promotions for particular artists. Bennett has several concerts in London plus appearances in Manchester, Glasgow and Leeds. To tie in with this CBS have engaged Glenn Carter, Johnny Cash and other country artists, May has been set aside as country week in the month featuring the label’s entire country catalogue.

Other CBS artists due to tour here later are Simon and Garfunkel, Longines and Polka Dots, the Glass Family, Brothers and Tommy Makem (April 7 to May 12), and the New Christy Minstrels, also due in April.

Gott Austrian Contest Rep.

HAMBURG — Polydor announced that Karel Gott, the Czech pop singer under exclusive contract to Polydor, will represent Austria at the gala staging of Grand Prix Eurovision de la Chanson on April 6 in London. Polydor said Gott signed the contract for the appearance at a ceremony in Prague. He will sing a composition by Udo Juergens, the 1966 Eurovision winner. It is the first time that an East bloc artist has represented a Western country in pop music competition.

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FEBRUARY 10, 1968, BILLBOARD
Detroit

June Ian appeared in concert Friday (25) at the Masonic Auditorium and Sunday at the State. Donald Webb opened Friday (2) at Cobo Hall, including 14-piece orchestra and vocalists in the big-stable of artists. Roberta Phillips appeared in the Louvin Brothers' show at the State.

2 Transplant LP's Bought

JOHANNESBURG — Gallo of Africa and Biplacigots Ltd. has bought the world rights to two albums on the heart transplant operation recorded by Dr. Christian Barnard, head surgeon on the transplant team.

The "LP. "Human Heart Transplantation," released for medical men on the operation, including information on selection, precautions, tissue collection, and how the operation is performed.

Aside from the album's appeal, standard of today, there is an historical attraction for collectors. Pressings for the records are being negotiated in Europe and the U.S.

Italian Concert is 'Muito Bene'

CANNES — Although featuring 13 artists, the Italian gala at MIDEM had the merit of limiting itself to 90 minutes, a feat for most of the acts to perform two songs.

The evening suffered from some of the electrical mechanical failures which characterized some of the earlier galas and the audience received the professional but "jazz" performance with enthusiasm.

Domenico Modugno proved the biggest novelty of the evening which also featured Mimi Ruzza, Paco Lattis, Elio Lanzelli, Booty Bice, Sergio Endriga, Claudio Villa, Little Tony, Jimmy Fontana and Ornella Vanoni.

From the Music Capitals of the World

Detroit

Marvin Gaye, and Every Mother's Son... Who's Your Girl! is currently performing at the West Grand Cookbook Lounge, and James Carr has just closed there... CELK Channel 9 plans to begin a weekly taping of "The College on the Air" at 20 Grand Driftwood Lounge, to be televised on ELE.

Anetha Franklin will perform her first Detroit concert Friday (23) and Saturday (24) in the Detroit Arena. With her will be Erma Franklin and the Young-Hole Unlimited, and Al Williams will present the "Memorabilia" concert at the Masonic Auditorium on Sunday (25) with the Detroit Symphony Orchestra...

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From the Music Capitals Of the World

Continue from page 29


BRUCE WEBER

THE BRITISH SUBSIDIARY OF OLGA RECORDS SEEKS POP, FOLK, AND JAZZ MATERIAL, AND FINISHED PRODUCTION MASTERS FOR RELEASE IN U.S., SCANDINAVIAN COUNTRIES, GERMANY AND FRANCE.

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International News Reports

The Irish River's Dovers single, "The Unicorn," from the album "Irish River's Dovers," is out this week. On March 17, they open a four-week engagement at the Village Vanguard, New York. The group are: Mel Morgan, guitar; Pat McGreer, lead vocal; Andy Egan, accordion; and Lizro, vocals. The band is based in London and Paris, France.

SANTUZJ

Tony Bennett (CBS Columbia) is at the Carlyle Hilton Hotel (Burling Morris) (MGM), at El Flamboyan Hotel.

ANTONIO CONTRERAS

TORONTO

Roster of Steve's country label,odee, continues to grow with the addition of veteran artist Dallas Harris, with "Survival of the Fittest. He and his own composition "Shes Gone," and a new single, "Growin' Brothers. With one in Million. Harris will be joined by Dylan's "It Ain't Me Babe." Asc is recording for Sire Records.

The Kingston Trio and Buffy Ford performing for five nights. "Every Mother's Son. MGM arrangers. The show is on Thursday (13) for three nights. The Beacon Street U.S.A. another MGM set, opens a third week at the Los Angeles Cheetah Club, 23 and 24 and the Scene Feb. 26 through March 10. "Boogie Woogie" playing two months of concert and radio-TV shows.

Voy Dan & His Trio playing a four-week engagement at the Cafe Sahara. Steve De Pez and friends at the Hall of Fame Cafe (10). The First Edition, Republic, open two weeks at the Carousel in Omaha, Neb. after a date at the Blue Room in Columbus, Ohio. "I Never Knew When" McGainer headlines for two weeks at the New Club, Feb. 25 through March 10.


The British subsidiary of Olga Records seeks pop, folk, and jazz material, and finished production masters for release in U.K., Scandinavian countries, Germany and France.

KIKI MORGAN

Canadian Variety show, "Pit 'N' Whistle." London Recording's national recording manager Adrian Bloddeon and Jacques Desville, sales and promotion manager, classical division, were in Toronto with a new product presentation for the Ontario branch. Bloddeon and Gary Kauri, national sales and promotion manager for the Mercury-Philips lines, attended the recent meeting of Mercury and affiliated labels in Chicago. Fred (Pete) Altdridge, head shipper with London Records' Ontario branch, is among staff members receiving long-service pins, after 15 years with the company.

International recording artist Vicky (Philips in Germany, Poly- down in France), whose "Amor et belle" is big for RCA Victor in French Canada and has just been released in English across the country, spent two weeks in Canada last week. Vicky performed at two nights, one at the Signal in Montreal, and the other at the Queen in Winnipeg. Vicky also performed in Toronto at the Riviera Ballroom. In addition, a third night was scheduled at the Queen in Montreal. Vicky is a very popular singer in her native Canada, and is also popular in the United States. Vicky is a very popular singer in her native Canada, and is also popular in the United States.

The Irish River's Dovers single, "The Unicorn," from the album "Irish River's Dovers," is out this week. On March 17, they open a four-week engagement at the Village Vanguard, New York. The group are: Mel Morgan, guitar; Pat McGreer, lead vocal; Andy Egan, accordion; and Lizro, vocals. The band is based in London and Paris, France.

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NEW YORK.—The International Tape Cartridge Corporation, has received a total of $4 million in purchase orders as a result of its first quarter sales incentive program, according to ITCC President Larry Finley. Finley said this record total in purchase orders for the first three months of 1968 represents orders for some 60 per cent of the firm’s distribution and that he anticipates the total figure to double once all of its wholesalers have pitched the program. The $4 million is figured at ITCC’s level when it bills distributors. ITCC’s first quarter sales incentive program, as exclusively reported in Billboard (Jan. 27 issue), calls for retailers to buy 100 tape cartridges, sorted titles to qualify in a window and/or in-store display contest offering major prizes. Distributor purchase orders due to date, Finley said, represents 4,299,000 units in 100 cartridge packs alone, and projects more than 11,000 window and in-store displays. Finley said the ITCC incentive program will pay off in more sales of the company’s cartridge product, but will “benefit the entire industry by promoting the cartridge concept directly to the consumer as a result of thousands of dealer displays.”

The displays, to be judged by the ITCC Black Cartridge will be constructed from material supplied by ITCC, heralding the Cent-ury-Fox “Dr. Dolittle” film, A&M records, and other labels in ITCC’s record company roster.

More Disney Titles to PlayTape

LOS ANGELES — Although Walt Disney Enterprises has stayed away from tape cartridge instructions, that policy will continue this year, a limited amount of children’s product has been made available to PlayTape in the fall 1967, and will continue in stock this year. The Disneyland player, considered a “toy item” by studio executives, retailing at $9.95 at Sears, Roebuck & Co. and carries the Disney label. Tape, sold in conjunction with the Disneyland player, sells for $1.99 for an LP, $1.39 for a children’s tape and $1.29 for a 45 rpm record. Although Disney made several prerel’d soundtracks available on 8-track through RCA Victor, it maintains a hands-off policy, according to Jimmy Johnson, president of the Disney record-publishing division.

“Because of our basic involve-ment in recording technology,” says John-son, “we don’t have to concern ourselves with the tape market, which is primarily adult-oriented. “But we are doing some soul searching here at the studio concerning the future of the in-dustry and Disney’s involvement in it,” he says.

He feels the tape cartridge field is “chaotic” and will con-tinue to be until the industry decides on one system.

Cassette System Makes Stand at AAAM Show

PHILADELPHIA — The cassette system, while at present having no significant share of the automobiles market, at-tempted a show of strength at the Automobile Accessories Manufacturers of America exposition, with the unveiling of some 4-cartridge manufacturers. Slot-loading is similar to the 4-L Cartridge and the method of inserting the cartridge into the player.

The Norelco Automatic Radio, Tenna and AIWA displayed units, and Mercury announced the inclusion of a slot-load cassette player in its spring equip-ment showing. For Automotive Radio and Tenna, it was their first entry into the cassette sys-tem. Both units are player-only types, featuring the Starr Sys-tem Operation. The machines function by simply inserting cassette, face forward. Playback automatic with a window insert, with the cassette popping out at the end of each side of program material. The unit shuts off automatically. No switches for either unit were dis-closed, but the cost is expected to be in the $100-$150 range. AIWA’s unit combines both playback and playback. Playback is stereo, while recording is limited to 2-track monaural. The unit also utilizes the Starr principle, but unlike existing cassette units, it provides no recording on prerecorded sound equipment currently on the market, the units feature an auto-matic Norelco’s guard system in conjunction with two prongs which when engaged block the rest of the cassette machine. When the prongs are removed, no recording is possible. How-ever, since the cassette in the Starr unit is inserted with the back facing outward. No protection. The Norelco unit features slide-in insertion, but length-ly, thus insuring record pro-tection. The unit will be avail-able in the spring 1968, but the player-recorder slot-load unit will be demonstrated in the three-slide-in cassette machines shown. Official of the company said the price will be be-low $80.

Pfanstiehl Gets Third Gauss Installation

TOKYO — The third installa-tion in Japan of Gauss high-speed tape duplicating equip-ment (120 inches per second) has just been completed at the Kyoto plant of Hitachi, Wil-liers. The installation is the third project of engineering and general manager of Gauss, now in Japan, who has completed the three Gauss installations in Japan that the company has the largest high-speed tape duplicat-ing capability outside of the U.S.

Other Gauss installations in Japan are Togy Kasei and TDK. It is expected that at least three, and possibly six more Gauss installations, will be made in Japan during the next six months.

All Gauss equipment is a plug-in head assembly fea-ture which permits change of format within one hour to 8-track, cassette, playtape, etc.

CRT Reports 6-Mth. Spurt

SUNNYVALE, Calif.—General Recordable Tape, Inc. report- ed sales of $2,721,630 and net earnings of $101,071 in the first six months of fiscal 1968 ended in December. Sales and earnings for this pe-roid exceeded the entire fiscal year ended June 30, 1967, when sales were $1,867,856 and net earnings $88,633.

General Recorded Tape pro-duces reed-to-reel tapes, and 8-track tape cartridges, home cas-settes and automobile tape play-ers. The company also makes instructional tapes.

Viva Realigns Its Tape Contracts

LOS ANGELES — Viva Rec-ords has realigned its tape affiliations. With dropping Winter Stereo-Pak and General Re-coded Tape. Viva is now con-tacted with Ampex for 4 and 8-track, reel-to-reel and cassette.

Your FIDELIPAC, TelePac CARTRIDGE ORDERS THRU TELEPAC DISTRIBUTORS

- HEAD CLEANING DURING CARTRIDGE CHANGES
- 4 Track—8 Track—Cassettes
- U.S. MADE LOADED BLANK CARRIAGES
- Custom Loading
- 4 & 8 TRACK LOADED

FURTHER INFORMATION

Cherry Hill Industrial Center
Cherry Hill, N.J. 08034

FEBRUARY 10, 1968, BILLBOARD
When it came to Stereo Tape Cartridges...

We took out all the Bugs

and a lot of the Cost!

QUIXONIC INC.

42105 Postiff Drive • Plymouth, Mich. 48170 • Area Code 313/455-0210
Phil Gernhard Asks Industry To Crack Down

**Continued from page 18**

After a promo works an area, the legitimate operator has a difficult time talking to groups. Gernhard is trying to interest industry leaders to battle this practice. He feels that disk jockeys should warn young performers about signing any contracts which call on them to shell out money. A bona fide producer does not seek money from the act.

Gernhard is also trying to get published in national consumer publications.

**Cotton Plants**

**Continued from page 18**

the Cafe au Go Go, was the Sodetrack. They played some good music, but their best effort was "Robin Dar," a haunting theme surrounded by windsound. Unfortunately, the group lacks musical direction; they weren't really working together.

**CLAUDIA HALL**

**Tape CARtridge**

**A Multiple Purpose Unit Made by Tenna**

CHICAGO — Tenna Corp. of Cleveland has introduced a compact home entertainment unit of the "bookend" variety incorporating television, AM-FM radio and stereo 4-8 track cartridge tape player.

Tenna claims that its unit, at $229.95, is the first on the market embracing TV, radio and tape player in one package.

The unit is called the Concerto and, according to executive vice-president Harvey A. Ludwig, is intended for newly marrieds, principally, for whom space considerations and value are important factors.

The Concordo, with two external speakers, has a 10-inch subwoofer. The speakers are 8 by 11 by 9 inches each.

The new product was shown for the first time at the Automotive Accessories Manufacturers Association show.

**Retailers Seek More Mr. Promotion on CARtridge**

**Continued from page 1**

But disparate opinions prevailed as to the extent of the buyers' active involvement in moving cartridge product off the retail shelves. Basically cartridge and related sales on the other hand, lamented about the death of consumer advertising at the manufacturer's level.

"Many dealers sell cartridges and players in spite of themselves," said one industry executive. "If the product is demanded, it can be sold. The inventory turnover is high. If the demand is slight, the product will sell itself. Fortunately, we have an ever growing number of accessory dealers, for the most part, are going along for the ride."

"It depends on the store," a manufacturer said. "Some are going all out, doing excellent business, while others just put the machines on a shelf and expect them to sell themselves."

"We've given a new concept in automobile entertainment," said one retailer, "we're supposed to develop that market, but it is not making any sales."

"We've given a new concept in automobile entertainment," said one retailer, "we're supposed to develop that market, but it is not making any sales."

However, tape cartridges have taken their place among the giants of the audio accessories industry. Dealers, who last year saw the tape cartridge concept as a fad, are now doing double takes. Success stories circulating through the Philadelphia Civic Center had opened many eyes and all exhibitors displaying cartridge product said they had written more business than they expected. Despite the confusion still apparent in the cartridge industry, auto accessory dealers are moving ahead in stock cartridge equipment. The accessories market represents the largest percentage of cartridge product sales of the total industry.

Some 30 exhibitors displayed cartridge equipment—4-track product accounting for the lion's share. Cassette records and players were also shown, but the emphasis was on cartridge units of the future (see separate story). And Muntz Stereopak was shown a box the half for the 4-track system.

The 8-track system currently appears firmly entrenched as the choice of the accessories industry. Only a few new units were displayed, but with endorsement from the Detroit automakers, the people responsible for accepting the 8-track configuration as the standard. Most equipment manufacturers have designed the 8-track system, and dealers are banking on the industry primarily to Muntz. But according to reports from dealers stocking sales and marketing people (especially on the West Coast), player and cartridge sales continue to expand. Retailers view the 4-track configuration as far from dying, saying that while its percentage of growth compared to the total cartridge market is shrinking, unit and cartridge sales are increasing.

The lack of cartridge promotion, on an industry-wide basis, however, is outwardly causing more concern than the way the configurations. But underlying this concern is the basic problem of developing promotion and advertising campaign launched by the cassette advocates and spearheaded by such industry groups as the National Retail Audio Merchants Association, who are concerned with their inventory investments and not making any sales. As the public, mainly through consumer newspaper and magazine advertising, and in-store displays, are being educated on the cassette system.

The realization of the expansion sights attained by the cassette manufacturers is spurring several 8-track manufacturers to bolster their future cassette and dealer sales promotion and advertising.

**DGG Steps Up Its Cassette Program With 10 New Titles**

HAMBURG — Deutsche Grammophon has released 10 new classical titles in an acceleration of its cassette program.

Grammophon is driving to establish leadership in classic music reproduction on tape, a field immediately challenged by the proliferation competition in the music cassette and music cartridge fields.

With the new releases, Grammophon is continuing its policy of adapting classical material to the music cassette format, in which the same master tapes are being used for transferring intact to the wax product.

The 10 new releases include excerpts from "Cavalleria Rusticana" (with the choir and orchestra of Leningrad's La Scala under Herbert von Karajan), Sergei Jaroff's Don Quixote Choir, excerpts from Mozart's "Magic Flute" (the new recording by Karl Bohm and the Berlin Philharmonic), "Pictures at an Exhibition" with Karajan and the Berlin Philharmonic.

**THE HOT Line**

**STEREO CARTRIDGES**

8 track • cassettes • 4 track

**RAMSEY LEWIS**

Artist of the Month

GRT GENERAL RECORDED TAPE, INC.
1286 Lawrence Station Road
Sunnyvale, Calif. 94086 • (408) 734-2910

**MR. DUPLICATOR...**

**GET OUT FROM BEHIND THE '8 BALL**

... with the new TelePro® '800' by TelePro, the utmost in degradable 8 track cartridge performance.

OVERCOME THE MAJOR PROBLEMS OF TAPE SPILLAGE • CROSS TALK • WOW AND FLUTTER

• WIDER PINCH ROLLER Provides excellent coupling to the capstan, withstands physical abuse and widely varying capstan force in different playback machines.

• NEW WIDER, LONGER TEFLON-PIECED FOAM PADS Eliminates mechanical noises and tape drag.

• COMPLETE RE DESIGN OF TAPE OPERATING PATH AND MOVING PARTS Assures dependable performance under the most severe cases of vibration, humidity and dust.

• NEW FRICIONAL SURFACE TREATMENT OF HUB & REEL Eliminates tape-scrapping and threading

WEILY DESIGNED COVER POST Provides tolerances tighter than those required by the Electronic Industries Association standard

A NEW CONCEPT IN ENCLOSE DESIGN when cartridge is pressed firmly together, all working elements are held in optimum alignment

YOU OWE IT TO YOURSELF TO SEE AND TEST THE NEW TELEPRO® '800'.

Broadcast Sales Dept.
Cherry Hill Industrial Center
Cherry Hill, N. J. 08034

FEBRUARY 10, 1968, BILLBOARD

Copyrighted material
WASHINGTON — Color TV will carry the home electronics to dollar volume record in 1967 despite the fact that total unit sales lagged slightly behind 1966's record performance.

Electronic Industries Association (EIA) figures just released include the estimate that sales for 1967 exceeded $5 billion.

Unit sales for the year were the second best in history behind 1966.

EIA reported that nearly half of the 10,632,507 total television dealer sales in 1967 were color sets. Some $5,223,600 of color units were sold. The 1966 total for television sales was 11,652,507 units.

Radios lagged behind the 1966 record performance as well.

Home radio sales of 12,401,116 units were a 4.5 per cent drop from 1966. Auto radios dropped only 5.2 per cent below 1966 to 8,898,581 units sold.

The EIA reported that portable and table phonograph sales showed their best year, despite the trends against records.

Ampex Corp. marketing manager for professional audio products; Goldberg and Ed Dittrich, Ampex national sales manager for professional audio products.

1967 Unit Sales Behind '66
But Dollar Volume Sets Record

The Playhouse Music Shops at 2221 West Alameda Avenue in Denver had its grand opening Jan. 6, gaining a store to house the company is reported phasing

put its exclusive distribution of Norelco color cameras under an agreement with Philips Broadcast for the past three years. The firm will expand its own manufacturing and sales. This firm plan introduction of new audio products lines, according to Visual President, James L. Truphse...

Radio Electronics in Cincinnati held a “stereo festival” recently for the specific purpose of introducing its customers to the town’s new stereo FM station, WURN-FM, according to the company’s Marketing manager for professional audio products, Arrow Electronics, Inc., has been named by Ampex Corp., as franchise dealer for the metropolitan New York area, according to Leon Strohman, Arrow’s Marketing manager for professional audio products, Arrow will handle the entire Ampex line of professional audio recording equipment...

Raymond W. Kettledge, executive director of the electronic switching division of Bell Telephone Laboratories, delivered the commencement address at the graduation ceremonies of Illinois Institute of Technology June 26.

Norelco is expanding its radio department, because, according to manager, William B. Keyas, of “rapid growth experienced during the past year.”

The Camera Store, a new 30,000-square-foot building in Nashville, Tenn., is headquarters for its Norelco sales district. Lewis R. Bridges is district manager.

Sonotone Display Available

The company is offering to supply dealers with an unlimited quantity of free manuals, and the display, the company says, will last for years.

"It’s important to all distributors that they get the Sonotone cross-reference in the hands of their customers," said Sonotone distributor sales manager Don Grossman.

"It’s beneficial to those who use and buy Sonotone cartridges. It can mean a quicker turnover in Sonotone stock, plus more sales.

The Sonotone computerized cross-reference manual contains 6,600 cartridge listings broken down in two sections. The first section shows all Sonotone cartridges cross-referenced to competing cartridges. The second section lists all Sonotone cartridges referenced to phonographs.

NEW DEALER FOR AMPLEX in the New York area is Maurice Goldberg, president of Arrow Electronics, Farmingdale, Long Island (holding licenses in New Jersey, Pennsylvania, and Maryland). Goldberg is a former district sales manager for the New York area; Howard Winch, Arrow Electronics sales engineer; Leon A. Wurtman, Ampex Corp., marketing manager for professional audio products; Goldberg and Ed Dittrich, Ampex national sales manager for professional audio products.

494 of All Homes Have TV

WASHINGTON—The latest analysis of TV set ownership by the U.S. Department of Commerce indicates that as of June 1967 94.1 per cent of all households had one TV set or more.

The figure as of June 1966 was 93.4 per cent and as of August 1965 was 92.4 per cent. As of June last year 24.9 per cent of all U.S. homes had two or more TV sets. This figure in August 1966 was 22.6 per cent and was 19.5 per cent the preceding year.

Current penetration has jumped from 7.4 per cent in 1963 to 19.3 per cent as of June 1967.

Some 42.1 per cent of housewives have sets equipped for UHF reception according to findings of the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. It costs 20 cents per copy...

Sonotone System For Vietnam War

OKLAHOMA CITY — University Sound, a division of LTV Long Alec, Inc., has developed what it calls the world’s most powerful airborne speaker system capable of producing 1,500 watts to project a message downward 10,000 feet.

The firm expects that the system will be used in Vietnam for teaching and direction of ground troops.
RETAILER WILLIAM COOK and wife examined the new Columbia Masterwork audio line in Chicago recently. Cook owns Harbor Music Discount Center in East Chicago, Ill.

THE ROSE BROTHERS, Merrill and Aaron, were among the many dealers at the Masterwork exhibition in Chicago. Here attendants Gertrude Mix and Carm D'Alessandro talk up the line's features.

MASTERWORK'S Complete Symmetry audio line was described by port Carol Winter.

THE ROVER by Masterwork was demonstrated at the Chicago showing recently by Carm D'Alessandro.

> Scanning The News

* Continued from page 46

Denver, Houston, New Orleans and Atlanta), also at Philco-Ford, John F. Mathew to director of public relations; at Noreco Radio, Robert W. Peterson to Eastern regional sales manager, John C. sales manager and John A. Weigel to operations manager; John J. Kunzmann to director of purchases for the Waters Conley Co. Inc., Lewis C. Radford Jr. to national sales manager for Visual Electronics; at Califone-Roberts, John Mayer to newly created post of marketing staff assistant; Jack E. Burdfield becomes manager of advanced product development, a new position, at the Bogen Communications Division of Lear Siegler, Inc.; at Synvisco Electric Products, Inc., O. John Hayler is new manager of Synvisco Electronic Products. John Nowak has the new Chicago regional sales territory. Gay Hagerly heads the new Los Angeles sales territory. Joseph Lardere heads the new Philadelphia territory. Paul O'Connell heads the new Boston territory. Ludwig Ulick heads the new Dallas territory. John J. Davis takes charge of director of procurement and facilities planning. Les Pienkowski has been elected vice-president of the Mike Steinhil Co., Inc. and Joel J. Ziemer via election to executive vice-president of Symphonie Electronic Corp.
CADET/CONCEPT A SLIGHT DEVIATION FROM THE NORM

The deviation begins February 1 with
Rotary Connection
LP/LPS 312
2-Way Build-Up for Aznavour

LOS ANGELES—Monument is releasing an Italian language album by French vocalist Charles Aznavour while Reprise, which also releases the Blue Note Reissues.

Blue Note Reissues

LOS ANGELES—Blue Note is releasing 38 albums of its major catalogue on compact discs. The move comes as the jazz line enters the new year raising the hopes of its best half-decade in the period.

Sales manager Mel Feuerman reports consumer requests for stereo versions of the catalog titles which previously were only recorded monaurally.

Blue Note's sales strength is based on products by producers such as Donaldson, its first pop chart artist, plus Gene Vincent, The Everly Brothers, Frankie Avalon, Wayne Henderson, Jackie McLean, Hank B. Marvin, Gene Vincent, and Ray Charles. The Sound.

The 38 albums are: *What We Live For*, *Somebody Loves Me*, *Somebody Else's Fool*, *The Man I Love*, *The Man I Hate*, *The Man I Love* (UK).
The "Dolls" are Hot!
The #1 Box Office Attraction
The #1 Best Selling Book
Now on it's way to the #1 Soundtrack.

MUSIC FROM THE MOTION PICTURE SOUNDTRACK

Valley of the Dolls

CONDUCTED BY JOHNNY WILLIAMS - SONGS BY DORY AND ANDRE PREVIN

Unanimous "Picks" by All Trades.
L. David Sloane is giving Michele Lee the business. Breaking big on good music and Top-40 stations!

Michele Lee/“L. David Sloane”
On COLUMBIA RECORDS®

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**TOP 40 Easy Listening**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>THE LESSON</td>
<td>Vikki Carr, Liberty 56012 (A&amp;M, ASCAP)</td>
</tr>
<tr>
<td>2</td>
<td>TO EACH HIS OWN</td>
<td>Tony Orlando, Dot 19702 (Parrot, ASCAP)</td>
</tr>
<tr>
<td>3</td>
<td>LOVE IS BLUE</td>
<td>Paul Anka, Philips 40575 (Creme, ASCAP)</td>
</tr>
<tr>
<td>4</td>
<td>AM I THAT EASY TO FORGET</td>
<td>Engelbert Humperdink, Parrot 40242 (Impact, ASCAP)</td>
</tr>
<tr>
<td>5</td>
<td>GOING OUT OF MY HEAD / CAN'T TAKE MY EYES OFF YOU</td>
<td>744/2880, Capitol 504 (Tia/Lynn/Smoke/Swirl, BMI)</td>
</tr>
<tr>
<td>6</td>
<td>CARMEN</td>
<td>Ruth Ayres &amp; The Trinity Band, AM 890 (Crest, ASCAP)</td>
</tr>
<tr>
<td>7</td>
<td>LOVE IS BLUE</td>
<td>Tony Orlando, Dot 19702 (Parrot, ASCAP)</td>
</tr>
<tr>
<td>8</td>
<td>FUR PLAY</td>
<td>Julia Wohler &amp; The Rainbows Band, AM 826 (Crest, ASCAP)</td>
</tr>
<tr>
<td>9</td>
<td>CARMEN</td>
<td>Ruth Ayres &amp; The Trinity Band, AM 890 (Crest, ASCAP)</td>
</tr>
<tr>
<td>10</td>
<td>CARAVAN</td>
<td>Caravan, Capitol 1001 (Serenity ASCAP)</td>
</tr>
<tr>
<td>11</td>
<td>IN THE MISTY MOONLIGHT</td>
<td>Tony Orlando, Dot 19702 (Parrot, ASCAP)</td>
</tr>
<tr>
<td>12</td>
<td>IN THE SUNSHINE DAYS</td>
<td>Tony Orlando, Dot 19702 (Parrot, ASCAP)</td>
</tr>
<tr>
<td>13</td>
<td>KEEP THE BALL ROLLIN'</td>
<td>Al Martino, RCA Victor K 474 (Dolphins, ASCAP)</td>
</tr>
<tr>
<td>14</td>
<td>GLORY OF LOVE / GUESS WHO'S COMING TO DINNER</td>
<td>Vikki Carr, RCA Victor 4999 (Dolphins/Parrot/Calypso, ASCAP)</td>
</tr>
<tr>
<td>15</td>
<td>DON'T TELL ME HEART TO STOP LOVING YOU</td>
<td>Vikki Carr, RCA Victor 4999 (Dolphins/Parrot/Calypso, ASCAP)</td>
</tr>
<tr>
<td>16</td>
<td>THE OTHER MAN'S GRASS IS ALWAYS GREENER</td>
<td>Harry Connick, Warner Bros. 2097 (Hollywood, ASCAP)</td>
</tr>
<tr>
<td>17</td>
<td>WINDS</td>
<td>Al Martino, AM 882 (A&amp;M, ASCAP)</td>
</tr>
<tr>
<td>18</td>
<td>INSTANT HAPPY</td>
<td>Johnny Mathis, Sony 50000 (Parlophone, BMI)</td>
</tr>
<tr>
<td>19</td>
<td>I SAY A LITTLE PRAYER</td>
<td>Sergio Mendes, Atlantic 2472 (A&amp;M, ASCAP)</td>
</tr>
<tr>
<td>20</td>
<td>WE'RE A HOME</td>
<td>Les獠roff, Cram, Warner Bros. 2097 (Hollywood, ASCAP)</td>
</tr>
<tr>
<td>21</td>
<td>HOW WILL YOU ANSWER</td>
<td>Ed Ames, RCA Victor 5400 (United Artists, ASCAP)</td>
</tr>
<tr>
<td>22</td>
<td>WINDS</td>
<td>Al Martino, AM 882 (A&amp;M, ASCAP)</td>
</tr>
<tr>
<td>23</td>
<td>INSTANT HAPPY</td>
<td>Johnny Mathis, Sony 50000 (Parlophone, BMI)</td>
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<tr>
<td>24</td>
<td>COMET</td>
<td>Les獠roff, Cram, Warner Bros. 2097 (Hollywood, ASCAP)</td>
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<tr>
<td>25</td>
<td>CAN WE FLY</td>
<td>Les獠roff, Cram, Warner Bros. 2097 (Hollywood, ASCAP)</td>
</tr>
<tr>
<td>26</td>
<td>MISSION: IMPOSSIBLE</td>
<td>Lalo Schifrin, Del 19749 (Decca, BMI)</td>
</tr>
<tr>
<td>27</td>
<td>VALLEY OF THE DOLLS</td>
<td>Shon Meier, Scepter 12252 (RCA, ASCAP)</td>
</tr>
<tr>
<td>28</td>
<td>IN THE GOOD, THE BAD AND THE UGLY</td>
<td>The Warlock, RCA Victor 49425 (Epic, ASCAP)</td>
</tr>
<tr>
<td>29</td>
<td>IF MY HEART HAD WINDOWS</td>
<td>Tony Orlando, Dot 19702 (Parrot, ASCAP)</td>
</tr>
<tr>
<td>30</td>
<td>GREETING GRASS OF HOME</td>
<td>Harry Connick, Warner Bros. 2097 (Hollywood, ASCAP)</td>
</tr>
<tr>
<td>31</td>
<td>SOUL COOKIN'</td>
<td>(Alex Callin)</td>
</tr>
<tr>
<td>32</td>
<td>HANDS OF CRANE</td>
<td>Sergio Mendes &amp; Brasil 7000, Besse, Brazil (RG)</td>
</tr>
<tr>
<td>33</td>
<td>I'LL REST MY HEART ON YOU</td>
<td>Jack Jones, Columbia 44602 (EMI, ASCAP)</td>
</tr>
<tr>
<td>34</td>
<td>BY THE TIME I GET TO PHOENIX</td>
<td>Frank Sinatra, RCA Victor 49906 (RCA, ASCAP)</td>
</tr>
<tr>
<td>35</td>
<td>I'M AN OLD FASHIONED MAN</td>
<td>Frank Sinatra, RCA Victor 49906 (RCA, ASCAP)</td>
</tr>
<tr>
<td>36</td>
<td>I CAN'T HELP MYSELF</td>
<td>Tony Orlando, Dot 19702 (Parrot, ASCAP)</td>
</tr>
<tr>
<td>37</td>
<td>A VOICE IN THE CHORD</td>
<td>Al Martino, Capitol 2030 (A&amp;M, ASCAP)</td>
</tr>
<tr>
<td>38</td>
<td>MY WORLD IS SLIPPING AWAY</td>
<td>Les獠roff, Cram, Warner Bros. 2097 (Hollywood, ASCAP)</td>
</tr>
<tr>
<td>39</td>
<td>HOWOULD I BE SO WRONG</td>
<td>Tony Orlando, Dot 19702 (Parrot, ASCAP)</td>
</tr>
<tr>
<td>40</td>
<td>A WORKINGMAN'S PRAYER</td>
<td>Tony Orlando, Dot 19702 (Parrot, ASCAP)</td>
</tr>
</tbody>
</table>

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**BIG ADVANCE FOR BLUE CHEER**

CHICAGO—Philips Records has received the largest advance order for an LP by a new group, reports product manager Lou Simonas.

Though "Vincebus Eruptum," by Blue Cheer is not scheduled for release until Thursday (1), orders have hit the 30,000 unit mark. Most of the orders have come from the West Coast. Blue Cheese is a San Francisco act, the first signed under Phillips' just-instituted "New Establishment" product theme.

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**Suron Bows Label**

NEW YORK—Suron Productions last week bowed a record label—Gold Dust Records. Susan Rewis, president of the label, said the first release will feature Jesse Henderson with "What Happened (to All That Love)." The record was produced by Ronnie Savoy, A&R director of the production firm. Marge Mockahan is general manager of the label.

Savoy, a former artist on MGM and Atlantic Records, produced "The Whole World Is A Stage" by the Fantastic Four for Ric Tic Records. Susan Rewis, who is on the label, said the first release will feature Jesse Anseas, as well as Savoy and Mimi Rewis. Suron Productions also produces Brenda Joe Harris and Shane Hunter for Revlist Records.

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**Billboard**

February 10, 1968
**SPOTLIGHT SINGLES**

*This record is predicted to reach the TOP 20 EASY LISTENING Chart* 49

**COUNTRY**

*This record is predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart*

**LORETTA LYNN—FIST CITY**

(Johnny Lee Lueras) The first female artist with another hit to be placed at #1 with this rockabilly oriented R&B/rock instrumentation. Flip: "Steady Killing Me" (Sun/297B). March 1966

**BILLY WALKER—SUN DOWN MARY**

(Fred. Fred Inver, Writers: Combines) Billy Walker has a surprising revival with this chart of rockabilly ballad. Follow-up to "I Can't Teach My Baby" with a more rockabilly sound and arrangement. Flip: "Oh, Marjorie" (Monroe 1965)

**JEANNE SEELEY—WELCOME HOME TO NOTHING**

(Prod. Fred Peters, Flip: "Yeah, Yeah" [Peters, Monroe 1965]) Jeanne Seeley’s hit single is a sparkling new edition of the classic rockabilly record featuring a more rockabilly sound and arrangement. Flip: "I'll Try to Love You" (Peters, Monroe 1964)

**TEX RITTER—BUMP TIDAL DEE BUM BUM**

(Fred. Ralph Loepp, Writers: Ritter/Loepp, BMI) Tex Ritter once again delivers with this new single on the Top 10. Clear material and exceptional performance is on this hit single. Flip: "I Can’t Get Away from You" (Ritter, Capitol 1977)

**MARGIE SINGLETON—WANDERING MIND**

(Prod. Marty Krofft & Larry Weiss, Writers: Singleton-Krofft Weiss, BMI) Young Margie Singleton is back in this most visible performance of her smooth and mellow voice. With a new and exciting sound and arrangement. Flip: "Your Conscience Speaks My Love" (Singleton, BMI 1968)

**CHART**

*Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart*

JOHNNY WILLIAMS—Look the Deaf Between Us (Carpetom, BMI) January 1967

BILL BROWN (Troy, BMI) Monument 1967

BILL ESSEFFER-Bomberg, Louisiana (Black 299), PAPB 299

DAVE KEELE—O’Dare (Peters, BMI 1967)

**R&B**

*Spotlights Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart*

BOBBY BYRD & JAMES BROWN—YOU’VE GOT TO CHANGE YOUR MIND

(James Brown) WVRR/Dean Beaton's, BMI) Brown and Beaton’s hit single is this year's major release. It's a growing, soulful vocal with loads of top sales potential. With this top selling hit. For both pop and r&b market, Flip: "I Love My Mind" (Brown, BMI 1967)

**CHART**

*Spotlights Predicted to reach the top 20 of the HOT SELLING R&B SINGLES Chart*

JOHNNY THOMAS & RUBY MUNGER—We Only Came One Trip (Grand 777), BMI

J. J. ROWLAND—Be My Love (Capitol 760), PGN 760

CLYDE OTIS—Do You Want to Be With Me (Brunswick 761), PGN 761

FRANKIE L. PHELPS (Studebaker, BMI) SOUL 319

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N.Y. 10036.

FEBRUARY 10, 1968, BILLBOARD
CHRIS MONTEZ

The Face I Love

B/W ONCE IN AWHILE • A&M 906
<table>
<thead>
<tr>
<th>ARTIST &amp; TITLE - LABEL &amp; NUMBER</th>
<th>TAPE PACKAGES AVAILABLE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOP BILLBOARD 40</strong></td>
<td></td>
</tr>
<tr>
<td><strong>WEEK ENDED FEBRUARY 10, 1968</strong></td>
<td></td>
</tr>
</tbody>
</table>

**STAR PERFORMER—** LPs on chart 15 weeks and going strong: annual projections indicate this week.

**ASSOCIATE BILLBOARD 40**

<table>
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<tr>
<th>ARTIST &amp; TITLE - LABEL &amp; NUMBER</th>
<th>TAPE PACKAGES AVAILABLE</th>
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<td><strong>WEEK ENDED FEBRUARY 10, 1968</strong></td>
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**Eellow AWARD sale for sales of $100,000 or more of July’s Top 1000**

**STAR PERFORMER**—LP’s on chart 15 weeks and going strong: annual projections indicate this week.

**ASSOCIATE BILLBOARD 40**

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<tr>
<td><strong>WEEK ENDED FEBRUARY 10, 1968</strong></td>
<td></td>
</tr>
</tbody>
</table>

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

Continued on page 58
ABC on Ampex Stereo Tapes

4-track Cartridge/8-track Cartridge
Open Reel/Cassette


...You hear more with Ampex Stereo Tapes
<table>
<thead>
<tr>
<th>ARTIST</th>
<th>Title</th>
<th>Label</th>
<th>Record No.</th>
<th>Sales</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>BEE GEES</td>
<td>Built to Last</td>
<td>RCA</td>
<td>4092</td>
<td>249,934</td>
<td>1979</td>
</tr>
<tr>
<td>BRIAN WILSON</td>
<td>The Smile Has Left Your Eyes</td>
<td>Capitol</td>
<td>SP-3717</td>
<td>54,434</td>
<td>1964</td>
</tr>
<tr>
<td>THE BEETLES</td>
<td>Yesterday</td>
<td>EMI-Capitol</td>
<td>1501</td>
<td>1,100,000</td>
<td>1965</td>
</tr>
<tr>
<td>THE BEACH BOYS</td>
<td>Surfer Girl</td>
<td>Capitol</td>
<td>SP-3400</td>
<td>371,123</td>
<td>1963</td>
</tr>
<tr>
<td>THE BEVERLY HILLS SINGERS</td>
<td>Run Jump Steam</td>
<td>Capitol</td>
<td>LGP-101</td>
<td>330,000</td>
<td>1964</td>
</tr>
<tr>
<td>THE BEVERLY HILLS SINGERS</td>
<td>The Man With the Golden Arm</td>
<td>Capitol</td>
<td>LGP-102</td>
<td>248,000</td>
<td>1964</td>
</tr>
<tr>
<td>BOB SEGER &amp; THE silver Bullet Band</td>
<td>Against the Wind</td>
<td>Capitol</td>
<td>K5050</td>
<td>1,100,000</td>
<td>1977</td>
</tr>
<tr>
<td>BOB SEGER &amp; THE SILVER BULLET BAND</td>
<td>Night Moves</td>
<td>Capitol</td>
<td>K5052</td>
<td>1,100,000</td>
<td>1976</td>
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<td>BOB SEGER &amp; THE SILVER BULLET BAND</td>
<td>Against the Wind</td>
<td>Capitol</td>
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<td>1,100,000</td>
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<td>1,100,000</td>
<td>1976</td>
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</tbody>
</table>

Compiled from National Retail Stores by the Music Industry Chart Department and the Record Market Research Department of Billboard.
“For Your Love” – The Yardbirds
“No Milk Today” – Herman’s Hermits
“Behind the Door” – Chér
“Pamela, Pamela” – Wayne Fontana
“Bus Stop” – The Hollies

These great hits have one thing in common. They were all written by Graham Gouldman...

and now he makes his Victor singing debut with his newest song...

“THE IMPOSSIBLE YEARS”

©/w“No Milk Today” #9453

RCA
Del Wood presenting one of her best, including "Storm Yonder," "Waiting for the Robins to Sing," and "River Rollin' Feathers." A novel sort of Tennessee Waltz is also here.

Here are some of the more popular and melodic works of Berlioz, Dvorak, Brahms, and other composers. The prolific works and the performances are all performed with great feeling by the Pittsburgh Symphony. The works are lively in the classic sense, but the performances are all heavyweights all the way.

This valuable new budget disk offers first the virtuoso solo of Saint-Saëns, "Symphonie Fantastique," and the second set of his famous overtures, including "Samson et Dalilah," "The Egyptian March," and "The Carnival of the Animals." The recordings are all made in the finest tradition of the Pittsburgh Symphony Orchestra, Op. 23. The late famous Polish pianist, Ignace Jan Paderewski, plays with great emotional intensity, and the orchestra is superbly conducted by Karl Böhm.

This brilliant pianist displays his amazing virtuosity on a number of instruments, and three of the tunes were written by him. His play on "Keroual" is marvelously "Keroualing." His love song, and his slow work on "In the Evening" is greatly moving.

A good overview to their previous chart album, "The Gloom Stompers' Last Call." This disk is loaded with great material. The extended versions of some old numbers such as "Your Last Tear," "I Can't Say," and "Boy Ride" are fresh with different voices. Mark Lind's "Waltz" also is done well.

Miss Lundy makes an impressive album debut after a good single release, "City of Stone." This LP is exactly what you would expect from a vocalist with a voice like hers, rich, vibrant, vocal. Included are Schuman's "I've Got a Little Secret," "The Captain's Bells," and "The Highlander's Farewell," and Alpert's "The Kelpie." Janet Jones' piano accompaniment is superb.
LADY SOUL—Aretha Franklin. Atlantic 8176. Price $3.17 (S) 

A hot artist with a hot album. Aretha Franklin has over the years become a natural woman who is a "natural" woman. This is her fourth album—unforking natures. For Aretha fans, this is a major breakthrough. The album is perfect for the listener who enjoys Aretha's unique voice and style. The album features a mix of soulful and pop tunes, each showcasing Aretha's mastery of her craft. A must-listen for any fan of Aretha Franklin.

INSTANT HAPPY—Don Ho. Reprise R 6203 (W). Price $3.49 (S) 

Don Ho continues to grow and "Instant Happiness" has just added to his fame. The people's assignment. Don Ho has been hailed as "Songs of God," the "White Silver Band," the "Home," and "Na Na Pali." All should get radio exposure, thus increasing the LP sales.

THE MANTOVANI TOUCH—Mantovani & His Orch. London LL 5926 (W). Price $2.99 (S) 

The Mantovani touch, precise and glowing, was never better than in this album. Its arrangements are colorful and original. Some include "Alma," "Imagery Over Dream," "What Now My Love?" and "Poppin' on a String." An album of pure delight.

LOVE, LOST & FOUND—Jay & The Techniques. Smash MG 27102 (W). S/S $1.99 (S) 

Starting off with their current hit "Streets of San Francisco," the Jays & The Techniques have a wealth of material. Jay & The Techniques have a wealth of material. Jay & The Techniques have a wealth of material. Jay & The Techniques have a wealth of material. Jay & The Techniques have a wealth of material.

SOMETHING ELSE BY THE KINGS—Reprise R 6279 (W). Price $3.49 (S) 

Still specializing in innovative flutes and modern harmonies, the Kings have released a series of brilliant albums. Reflections of the past, sounds of the future. "The Sun Also Rises," "Love Is Here at Last," "The Rainbow of Love," "What Now My Love?" and "A Love Story" also go good numbers in this 12-track album.

THE SON OF MICKERY MICKERING HOLLER'S TRAMP—Johnny Carroll. United Artists 3962 (W). S/S $3.49 (S) 

This is a solid package and it sports the strong singles, "The Son of Hickery Holler's Tramp," a great piece of material. Darrell milkshakes his impact with a tune, "Eye of the Storm," plus dealers will undoubtedly like this one.

BONNIE GUITAR—Don Dunlop. DLP 3840 (S). Price $2.99 (S) 

"Stop the Sun" is her current hit single, but it's on a kink such as "Women in Love," an uptempo ballad. Bonnie American right. The tune is "Women in Love." If "Women in Love" is a smart move, she has a voice as clear as a mountain stream and her performance on "Stop the Sun" is both refreshing.

Country

HEART TO HEART—Jane Shepard. Capitol S 2074 (S) 

In "Break My Wind," Jane Shepard has wrapped a vocal package of dynamics up in one song. A superlative performance and a potential hit single. "I Can't Help It" and "Rumors On" is smooth and mellow.

LIZ ANDERSON SINGS HER FAVORITES—RCA Victor LPM 2568 (S). Price $3.49 (S) 

Tasteful is the word for this album. The tourniquet is applicable to Miss Anderson's performance, to the choice of songs, and finally, to the production by Felton Jarvis. RCA is a long-time hit maker who's dealers will undoubtedly like this one.

FOLK COUNTRY

BORSCH AND BELL—DLP 5040 (S). Price $3.49 (S) 

"Break My Wind," "Women in Love," "Keep Your Eyes peeled," and "Don't You Ever" serve to put the folk country into focus. Borsch and Bell do a great job here.

MARGARET WHITING—Reprise R 6270 (W). Price $3.49 (S) 

MARGaret Whiting, who is a deft touch on a country song called "Almost Called Her Name," is a real breakthrough. "I'm Steppin' Out Tonight" is a new c.d.a. but released that will hit here. "I'm Steppin' Out Tonight" is a new c.d.a. but released that will hit here.

WILSON PICKETT—Atlantic 8176 (S). Price $3.17 (S) 

WILSON PICKETT's "Shaggers" is a tunesome, upbeat album. It's difficult to sit still on any of this material. He's hot on the runners, ... even the slow, stiffly, emotional "I'm Gone." His current hit single, "Don't Cry No More" combines a soulful-sounding flavor with the soul-searching vocal of Pickett.
CLYDIE KING
breaks both Pop and R&B with
I'LL NEVER STOP LOVING YOU

R&B: Breaking big in Louisville, Cincinnati, Dayton, Houston, Philadelphia, Milwaukee & Boston.
Pop: Breaking big in Cleveland, Cincinnati, Buffalo, Erie, Louisville, Dayton (#30) & Green Bay.

written & produced by Jimmy Holiday
The record with the built-in audience

When the largest radio audience in history (5 hours nightly on 63 stations throughout the United States and Canada) calls for her new album, we sure hope you have it. Dolly's fans can be violent when provoked....

and this is a provocative album!

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