New York—At press time it was reported that an agreement has been reached whereby Pickwick International will acquire Heilicher Bros., giant Minneapolis-based distributor, and its rock-jolishing wing, J. J. Marsh. The transaction is believed to involve a transfer of stock.

It is understood that the Heilicher brothers, Amos and Dan, will continue to manage the operation.

The move implements Pickwick’s policy of diversification. Cy Leslie, Pickwick president, was unavailable for comment.

Atlantic Via WB Into New ‘Stage’

New York—The first step in the alliance between Warner Bros.-Seven Arts Pictures and its $17 million acquisition, Atlantic Records, will lead to Broadway. The picture company has become a backer of “Her First Country Music,” Ervin Drake’s musicalization of George Bernard Shaw’s “Casanova & Cleopatra,” and the original cast album rights have been turned over to Atlantic Records. This will mark Atlantic’s initial venture into the Broadway cast album field.

Theatrical Arts will control the score to the musical, too, having just agreed to Music Publishers’ Holding Corp., the music publishing wing of the picture company. Drake has written both the words and the music.

This musical, which is scheduled for Broadway in the fall, will star Leslie Uggams and Richard Kiley, Joseph Cates, and Henry G. Fowles are the producers.

Miss Uggams clicked on Broadway last season in “Halleyjah,” her first musical.

Redding Records Ride Hot Streak

New York—Otis Redding, who died in a plane crash last December, is achieving the success that eluded him during his lifetime. This week, Redding’s Volt record of “Dock of the Bay” passed the one million sales mark and went into No. 1 on the Hot 100 chart. It marks

(Continued on page 12)

Bell Ringing Out Aim Co.

New York—Bell Records will set up a music publishing and record producing firm, Aim Music, within 30 days. Aim Music will be operated separate from the Amy-Mala-Bell Records complex. Larry Ullat, Bell president, said a professional manager of the new operation will be hired shortly.

The coming move that includes a new West Coast office, Ullat has just signed a deal with Wesley Rome to produce country music albums.

Aim will administer the copyrights that fall under split publishing deals with Don Schreiber of Papa Don Productions, the Goldwax Records operation in Memphis, and Bell for

(Continued on page 12)

Direct Booking Tired in South

By ED O’CHES

New York—A breaking away from major talent agencies in favor of direct booking with regional agents is being tested in the South by Buck Ram, songwriter and director of the Platters, Ram, known for his development of new talent, is booking the Platters and other groups for Southern concert dates through a link in Greensboro, N. C. Ram hopes

(Continued on page 12)

Decca Entering Cassette Derby

New York—Decca Records is moving into the cassette market this week. Decca’s open 16 cassettes and will follow with a release schedule of an unspecified number. The label is also leaving its schedule open for the release of cassette “specials” as called for.

The opening release, according to Sidney N. Goldberg, Decca’s sales vice-president, covers a wide variety of musical styles because “we’re not

(Continued on page 12)
Mancini's "Party"
New Victor singles from the United Artists movie "The Party"

HENRY MANCINI
who scored the film, plays the title tune
"THE PARTY"
c/w "Party Poop" #9483
Watch for Hank's new Victor album of his music from "The Party" coming in April.

and
Vic Damone
sings the new Mancini ballad from "The Party."
"NOTHING TO LOSE"
c/w "Goin' Out of My Head" #9488

RCA
**Livingston Mapping New Vistas As President of Cap. Industries**

By ELIOT TIEGEL

LIVINGSTON — Acquisitions, finances and the selection of executive manpower will fall into the domain of Alan Livingston in his new capacity as president of newly formed Capitols Industries, Inc.

The new corporation's executive team has already set up a joint-run Capitol Records and Audio Devices, the two companies which joined under the Capitol Industries banner last week.

Livingston plans as "little introduction" to the daily operations of the three firms, he will focus on the new corporate umbrella: Capitol Records, Audio Devices, and the Capitol Direct Marketing Corp. Capitone Devices, a tape duplicating subsidiary of the company, will be run within Livingston's concern. But since Capitone is an independent venture, it will, however, as a host of other topics, he said. But it will be defeated.

Livingston, who was formerly president of the record company's parent company, was now stepping away from that operation. He hopes to step into the limelight of the presidency's responsibilities so the new president will be left cold in his new post. Livingston plans to continue his tasks with the company in obtaining original cast properties and marketing in films.

3-D Lens

Although the company has no plans for domestic film production, it does have a substantial investment in a 3-D lens. The company, which has been seen by this firm in the past but has not talked about it with any investors in the lens or its application to the film industry. Concerning expansions, Livingston says the logical areas for Capitol Records to broaden itself are in music publishing, rock jobbing firms, record pressing facilities, custom record services, and the pressing field.

A new corporate image will have to be established, since "from the first day on, people are now buying Capitol," he said.

**Marketing Setup**

Livingston also spelled out the details of the marketing for Capitol Direct Marketing Corp. It is the outgrowth of the Capitol Record Company which sells via mail order and under a credit system for the tape-recording systems. TV, cameras, luggage, typewriters and even single-channel recorders are available.

This established manufacturer has "opened the doors to the direct marketing operation," Livingston said.

The Tower building home base to the company's record label, will retain its association with records, but not the corporation. Resolution of last week are whether new labels or reference tunes will be applied to records.

Corporately, the company's new marketing campaign will include the leisure time and communications features which are part of the three companies (Glenn Wellin is board chairman and chief executive officer). Livingston will probably spend one week out of every four or five in New York.

**UA Winds Up Plans For Meet in Florida**

NEW YORK — United Artists' 10th anniversary plans are jelling as the company goes into high gear before its national sales convention to be held in Hollywood, Fla., Wednesday through Saturday (13-16).

Following the Wednesday evening welcome cocktail party, which will be a morning sales presentation of UA's entire roster of labels. A second sales meeting and general business meeting of the promotion seminar will be held Thursday. On Friday, the corporation will feature a series of private meetings with individual distributors, to be ended Saturday morning by the anniversary convention terminals.

With much of UA's promotion directed at its film parent company's new movie, "Here We Go Round the Mullberry Bush" featuring the Spencer Davis Group and Alannah Wood and Traffic, the company will present a special screening on Friday.

As part of UA's entertainment round, a Thursday night party and dance will lead into a two-hour show featuring some of UA's key artists. Among the talent performing will be Bobby Goldsboro, the McCoys, Millie Jackson, Lewis, Johnny Darrell, Anthony and the Eagles, Fred Cash, Pat Cooper, Carols Montoya and the Thad Jones-Mel Lewis Orchestra.

Also on the program will be the company's new British artist, Sandy Denny; the Valerie, Chicho Avellanet and Bobbi Martin.

**KJH Sees Red-Puts Ban On Blue Product & Spots**

LOS ANGELES—KJH, the city's top station, wants nothing to do with "blue" advertising in its playlist or in its paid spots.

The station, after airing four 10-second spots plugging comic Murray Roman's controversial album "You Can't Beat People Say I Love You," rejected 18 additional 10-second spots, saying they were unacceptable with its advertising policy.

KJH's rejection of KHI's spot promotions "related to the product the station considers to be in poor taste and offensive."

**Koussevitzky Award Sept. 10**

MONTREUX, Switzerland—The Koussevitzky International Recording Award will be presented at a ceremony at the Montreux Musical Festival at the Chateau de Chillon on Sept. 10 will be the Montreux Festival. As though the two awards will remain separate, they will be judged jointly. The grant of the Koussevitzky Award is designed to fit today's new laws of morality, a spokesman said.

While the album's theme rules out any radio exposure for the award's Arthur Moell, in president of Tetttagrammon Records, be deemed as a direct marketing campaign Monday (4) in both the consumer and trade press, with the album's new morality—language.

**NEW BB POST FOR WARDLow**

NEW YORK—Willie (BB) Wardlow has been named West Coast creative director for Billboard Publications. As publishing director, Wardlow will focus the Bisel projects in the phases of the firm's business in the Western states. He will report directly to the publishers in their editorial, advertising and marketing programs.

Wardlow was West Coast general manager for Billboard until this appointment. Before joining Billboard in 1964, he had been affiliated with Capitol and Columbia Records.
HIGHLIGHTS OF THE WEEK IN

Billboard

AUDIO RETAILING

FINAl FIGURES on sales to dealers in 1967 are disappointing. As the trend at year's end was up.

CLASSICAL

CD jenter ROUNDUP: Columbia releases classical gap, but RCA still maintains over-all lead.

INTERNATIONAL

28 RECORDINGS were awarded prizes at the 11th International Festival du Son, which opened in Paris Thursday.

MUSICAL INSTRUMENTS

THE MUSIC INDUSTRY is being called on to help soothe our sensitive cities.

RADIO-TV PROGRAMMING

Complete details of programming battles shaping up in both Los Angeles and San Francisco. Plus Programming Aids list.

TALENT

JOHN CARY's syndicated TV show developing as showcase for talent in all music fields.

TAPE CARTRIDGE

STEREOVIDE OF CANADA sets up distribution channel geared to non-record outlets.

COMPLETE PHOTO COVERAGE OF THE GRAMMY AWARDS WINNERS

PAGES 14, 16, 18

FEATURES

Stock Market Caption

That's the Way We Do It

CHARTS

Back-Selling Classic LPs

Best Billboard Albums

'68 Billboard Single #1's

RECORD REVIEWS

Album Reviews

 Singles Reviews

78

LETTERS TO THE EDITOR

Discs on Education

I have been watching with great interest the current transition of the industry toward the "Grammy Cash Award Contest" and would like to take this opportunity further to help people understand this extremely helpful project which should appeal to record salesmen to undertake the role of educating the public about the advantages of stereo records to play on mono phonographs.

The information that retailers pass on to consumers on this subject is often confusing, due to the misunderstanding that exists at the consumer level that a mono record in all stereo market is so close at hand, the F.B.I. 5 for a national campaign to be waged in high gear is necessary. The Federal government's "Signaling Out Columbia Records will continue to distribute in every retailer's store a list of information statements in side of all albums sold. We have distributed two million of these this far.

You know in our industry we so often throw brickbats and complaints, we forget the truth that it's a pleasure to see full co-operation towards the desired end being achieved. I am sure.

Cline Davis

President, CBS Records

5 Sue Cameo For $1.6 Mil.

NEW YORK — Former Cameo-Parkway employees have filed individual and collective suit alleging $1,600,000 in damages against Cameo-Parkway Records in State Supreme Court.

New York, March 1 — Clive Davis, named as Manager, by an informal agreement, to co-manage the multi-million dollar business. The company, owned by experienced in the music business. Davis must be named as Manager, by the former executive, to co-manage the company.

To be named as Manager, by Davis, is the former executive, who was a co-manager of a company, which has been dissolved by the company.

The court has been told that the defendant, who has been named as Manager, by Davis, has been dissolved by the company, and that the company will be named as Manager, by Davis, as a co-manager of the company.

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The court has been told that the defendant, who has been named as Manager, by Davis, has been dissolved by the company, and that the company will be named as Manager, by Davis, as a co-manager of the company.
Johnny sings
today's greatest love songs.

I Say a Little Prayer,
By the Time I Get to Phoenix,
The Look of Love,
Don't Go Breakin' My Heart,
Here, There and Everywhere,
Never My Love,
Moon River,
Walk On By,
Venus,
Love Is Blue.

Songs like these and a singer like Johnny. The perfect combination.
It has to be a hit from both sides.

Johnny Mathis
Love Is Blue

And don't forget...
JOHNNY MATHIS
UP, UP AND AWAY

including:
Misty Roses
When I Look in Your Eyes
The More I See You
I Won't Cry Anymore
Far Above
Cayuga's Waters

On COLUMBIA RECORDS
**Store Play Cues Viva’s Success**

NEW YORK — Viva Records has established its Midnight String Quartet, on the Top LP’s chart with virtually no radio airplay.

The key to Viva’s success has been in-store record play. “It’s more important than ever,” said Viva’s vice-president Ed Silvers, “because it’s at the point of sale. We’ve tested this method for more than one and one half years.” Viva, through its test marketing, has developed system for pre-testing its product through radio stations across the nation and has built an entire marketing program around in-store record play.

We’ve adopted some of the marketing concepts used by companies such as Procter & Gamble, who spend millions on consumer promotion.” Silvers said. “We use total marketing keyed to making an impact. Everything must hit at once—not be spaced out.” Backing up its in-store play is concentrated display promotions geared to present product to the public on a grand scale using as little prize as possible.

“We’re continuously out in the field at the dealer level and convince the dealer of the disk’s potential sales,” he continued. “We have had virtually all dealers play our first Midnight String Quartet LP, on a concentrated basis. If he was convinced. But when it caught on, stores played out that album and its three follow-up LP’s automatically. As a result, Silvers explained, “we now have a store image.

**Must Be Policed**

But the efforts must be policed. “We spend much of our efforts on those getting across the nation checking and re-checking our promotions.” Silvers noted that in-store merchandising with concentrated airspace does not always work.” This refers to some of our product as well as that of competitors. “The product is not there, millions of dollars can be spent in vain. Our present disk is an accurate barometer for us.”

Because of Viva’s success, other record companies are trying to catch on, and stores, seeing a three-year chart which started to sell itself at airplay. Korvettes, for one, now sells its own disk. “If we have to buy time in succession, so will. We has become a major outlet for us,” Silvers said.

**Sam Phillips Named Head Of Holiday Inn**

MIDTOWN — Sam Phillips, founder of Sun Records and discoverer of Elvis Presley, has been appointed general manager of Holiday Inn. Phillips, who has been managing the hotel for the last two years, will hold his position until December 31st.

**Buddah Records’ Marty Thau presents the Lemon Pipers with the Billboard Hot 100 Award for the group’s hit record, “Green Tambourine.” Neil Bogart, right, Buddah Records’ general manager, accept the award with a funny party held recently at New York’s Bitter End for the Lemon Pipers.**

**Sale of Mellin’s Firms for $1.6 Million Hit by Discord**

NEW YORK — The sale of Robert Mellin’s U. & publishing operations for a reported $1,600,000 hit a snag last week. According to Mellin, who came to New York from his current base in London to close the deal, prospective purchasers, whom he did not identify, disagreed on the terms of payment.

Mellin, who plans to return to England Monday (1) where he’s been involved in music

**RECORD REVIEW**

**Cream of Jazz On Riverside**

NEW YORK—Dealers with a good jazz clientele will find a lot of good product in the release of 11 Riverwside albums, distributed by ABC Records. They are two packages by Thebanmam, which includes one by Bob Thiele and Clark Terry, two by Wes Montgomery, two by Bill Evans, and two by Don Sebesky. Plus, Joe Pass, Sonny Rollins, Charlie Byrd, Yusef Lateef and Sergio Santamaria and Odette.

The material has been mastered from tapes of Bob Thiele and the sound, generally, is excellent. It is indeed fortunate that these fine jazz performances are being made available.

The value of these albums is enhanced by informative liner notes, written by Ralph F. J. Gleason, John F. Sewed and Frank Folsky.

PAUL ACKERMAN

**Manager Gets A Talent Cues From Queue**

NEW YORK — Talent is where you find it. So when Don Paul, professional manager of ESP/London, was standing in a movie queue he paid close attention to a hippie group of young people, including the throng outside. The busker, Don Partridge, did such a great act that people speculated that he was probably better than any other recording session. Working with Partridge were three mini-skirted girls who collected tips.

Paul chatted with Partridge and discovered he was the local where he cut two sides. One of these is “Rosie” on Columbia, currently-pressing for an album. The label has scheduled the tapings in Las Vegas later this month before regular parting, and a select celebrity audience.

Recently signed to the label under a two-LP shot, Rickles has been getting top exposure on national television during the past six months.

**Graduate Warms New Sales Honors for Simon & Garfunkel**

NEW YORK — Simon and Garfunkel’s entire Columbia Records catalog is getting a sales spur because of extensive exposure as writers of the score for the film “The Graduate.” The duo, who wrote the album of “The Graduate,” the duo’s first film score, which was used in more than 200,000 copies since its release three weeks ago.

Also getting top sales sales is Simon and Garfunkel’s latest single, “Scarborough Fair,” a cover from one of the songs from the score. The team’s last two albums, “Sounds of Silence” and “ Parsley, Sage, Rosemary, and Thyme,” have been averaging 150,000 sales each and also selling in excess of $1 million, according to retailers.

Currently on their second national tour, Simon and Garfunkel have appeared before SRO audiences in Manchester, Edinburgh, London and Birmingham. On March 18, they will perform in their cross-country tour in the U. S.

**EXECUTIVE TUNETABLE**

**Chet Atkins has been appointed RCA division vice-president, artists and repertoire, Nashville. For the past 11 years, Atkins has been manager of RCA’s country & western department, and the appointment takes effect immediately.**

**Norman Racusin, RCA Records division vice-president and general manager, “reflects our intent to draw even more heavily on Atkins’ executive abilities as we enter the most dynamic period of our industry’s history” Atkins will report to Steve Sholes, division vice-president in the pop and A&R department, who appointed Atkins to a country A&R contract in 1947.**

**Joe Berger has been appointed national album sales manager for Verve and Verve/Forecast Records. In making the appointment to Joe Schorbaum, label manager for Verve and Verve/Forecast product, Berger comes to Verve after a four-year stint with Capitol, where he held the position of national sales manager for both albums and singles. He has also been affiliated with Capitol, Mercury and United Artists Records and has been appointed vice-president in charge of sales at Strum Drum, Inc., Chicago-based musical instrument importer. Sackheim formerly headed Don Noble & Co.**

**Larry Williams has joined Venture Records as a producer. Venturers, a sub-label for MGM subsidiary Joe Price, former Capitol press relations man, joins the Los Angeles office of Iver Associates as public relations man.**

**Stan Bly has been named West Coast representative for Bell Records. He will operate from the label’s new Los Angeles office. Bly was general manager of the West Coast promotion arm of Bell Records for five years. Donald Van Gorp has been promoted to assistant director of national promotion. In his new post, Van Gorp will assist Don England, director of national sales, Van Gorp, who joined Columbia in 1963, has been a district manager, head of sales planning and special projects for the Marketing Department.**

**John Davies has been named director of national album promotion for United Artists Records. Davies will handle promotion for UA and all the firm’s labels. Davies was formerly a promotion executive with Kama Sutra and an independent promotion man. David Briggs signed a production contract with Pennsylvania Records, the first of five producers Arthur Mogul, Tetra- grammaton president, plans to sign. Briggs is currently producing the label’s first album, a Murray Roman comedy LP.**

**Bert Rogal has been named head of the personal management department of Fred Stuart Associates of Los Angeles. Rogal was formerly with KHI-TV and had his own management agency. Fred Reifca has been named manager of the Quebec Records and Empire Records, where he had been sales manager. He succeeds Jean Desosiers.**

**Steve Frank has joined Neil C. Rhen, a business management firm. Frank was manager of the royalty department of MGM Records. S. Karshat is the new field sales manager for the Greene-Warner production department. Herbert Altman has been appointed public relations-sales promotion manager for the Dancole Corp.**

**Ernie Maresca has been named general manager of the Schwartz-Greenberg publishing operation. Paul J. Weber has been appointed head of Ampex Corp, magnetic**

**(Continued on page 12)
RED HOT SOUL ON ATLANTIC-ATCO

Chart Buster!
THE SWEET INSPIRATIONS
SWEET INSPIRATION
Atlantic 2476
Produced by Tom Dowd & Tommy Cogbill

Blockbuster!
ARTHUR CONLEY
FUNKY STREET
Atco 6563
Produced by Tom Dowd

Soul Buster!
BILLY VERA
JUDY CLAY
COUNTRY GIRL-CITY MAN
Atlantic 2480
Produced by Chip Taylor & Ted Daryll
for Blackwood Music, Inc.

Busting!
ARCHIE BELL
& THE DRELLS
TIGHTEN UP
Atlantic 2478
A.I.F. Production
**Transcontinental Wraps Up Buying of 3 Distributors**

NEW YORK — Transcontinental Investing Corp., subsidiary Transcontinental Music Corp., has closed the acquisition of Recordwagon, Inc., Merchants’ America, Inc., and Pioneer Distributing Co. The three firms are distributors.

Also finalized last week was the acquisition of Somerset Corp., a major mail-order operation in Massachusetts.

Over the past two months TIC announced agreements to acquire six such companies. According to Robert K. Lifton, president and chief executive of the remaining two, Tip Top and the Monkees, are both expected to legitimize their operations by the end of the month.

**MONKEYS’ DISK CITED BY RIAA**

NEW YORK — The Monkees’ Colgems single, “Valleri,” from the album “More Tamba,” has been certified by the RIAA for a gold record. Manufactured and distributed by RCA Records, the Colgems single hit the one million sales mark within three days of its release.

This marks the 10th gold record for the Monkees in six months, for singles and for albums.

**Market Quotations**

As of Closing Thursday, March 7, 1968

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**OVER THE COUNTER**

As of Closing Thursday, March 7, 1968

| GAC  | 22%  | 10  |
| FOC  | 11%  | 11% |
| JBL  | 18%  | 17% |
| LALT | 17%  | 17% |
| MCM  | 12%  | 11% |
| MOC  | 31%  | 9%  |
| NLM  | 71%  | 6%  |
| OQT  | 6%   | 6%  |
| PKW  | 12%  | 12% |
| TEP  | 2%   | 2%  |
| TEMA | 10%  | 10% |

*Over-the-counter prices do not include the ‘bid’ (as opposed to ‘asked’). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.*

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

**MCA Net in A 15% Jump**

NEW YORK — MCA Inc. reported a 15 per cent increase in net earnings for the previous year. Net income for 1967 was $15,680,140 or $3.20 per share, compared with $2,76 per share for 1966.

Cross revenues for 1967 totalled $159,718,000, up 23 per cent from $128,151,000.

**RCA to Hold Latin Paley**

NEW YORK — RCA Records, a division of the Latin American Record Corporation, plans to hold the future of the Latin-American market this week in Buenos Aires, Argentina. The convention’s agenda also includes a special “leg” of its annual convention for Latin stockholders of the record March 20, 1968, with a similar dividend of 20 per cent of stock on convertible preferred stock to stockholders of record March 20, 1968, payable April 1, 1968.

**Handelman’s 9-Mo. Net Up**

Détroit — Handelman Co. reported net income of $726,880 for the nine-month period ended Jan. 31 as compared to $719,648 for the corresponding period of last year. Sales for the nine-month period were $24,083,511.

**25-Cent Dividend Declared by RCA**

NEW YORK — RCA declared a 25-cent per share dividend on common stock, payable May 1 to holders of record March 18, 1968. RCA also declared dividends of 87 cents per share on the cumulative preferred stock and $1 per share on the $4 cumulative convertible preferred stock.

**Laine to Be Host**

NEW YORK — ABC Records’ Frankie Laine, currently in South Africa, will host the opening of a new Sears, Roebuck store in Philadelphia, Saturday (23). Laine will open at the Latin Casino in Cherry Hill, New Jersey, Monday (18), featuring songs from his latest album, "To Each His Own," and the single taken from the L.P. "I Found You."
THE OLYMPICS
the team that scored with "Old Time Movies"
makes the winners' circle again with
LOOKIN' FOR A LOVE
KP-6003
Produced by J. W. Alexander

www.americanradiohistory.com
Cap. Broadening Premium Dept.

LOS ANGELES—Capitol is expanding its promotion into non-record products. Newly hired account executives, who are assigned to develop the non-music items for premium accounts.

This new venture, coming at a time when Capitol's Consumer Products program is becoming better established, has several advantages to offer.

Among the first products being contract manufactured for Capitol are Philadelphia brand candles, inexpensive but efficient promotional items of value to the distributor. The top selling price of $1.98 for a 12-ounce candle is accompanied by a series of gift cards, a battery, a briefcase, fine line markers, a hardcover book and a series of executive gifts.

Capitol's involvement in the record premium market will var-garily been with custom-designed albums through Harry Mynatt's department. Devery works under Mynatt, but his goal is to seek new avenues of a musical nature.

All new items will be available for clients within 30 days. There will also be an executive harmonica, using a Hohner model already being distributed by the company's special products division.

Devery is also going into the wallet business, with a patent pending pocket card model.

KJH Bans Blue Product & Spots

*Continued from page 3*

...with Top 40 music—but not with Top 10 music. The 10 shows include Campbell, Silver, Cosby Corp., and the material is "artistic and informative.

Silver labeled the action by the "censorship board" at the station "stupid" and "cruel.

"We sent a copy of the album to the station along with our promotional spots at least one week before airing," he says.

Langdon Chi Concert Booker

CHICAGO — A new pop concert agency has moved into competition here.

The challenger is Jim Langdon, 28, from the Southwest, whose three brazen Button with "Brass in the Night" and the Peter Knight Singers with "Voices in the Night."

In general, the music on the five-hour "Don't Touch That Sound System" release displays an overabundance of musicians on the scene. Most of the music is exciting; most full of sound grandioso.

CLAUDE HALL

802's ARONS SEeks NAT'L EXEC BD. POST

NEW YORK — Max Arons, president of Local 802, American Federation of Musicians, will run for the seat of executive board at the upcoming AFM convention in June at Atlantic City. Arons is known for his stand on the issue of the New York local—the largest in the union—and he is represented on the national body.

Arons, whose recent successful negotiations with the Philharmonic, Metropolitan Opera and the New York Philharmonic among others, has been an official for 20 years. As an attorney, he has functioned in many key areas of the local, pressing the musicians' position. These areas included the preservation of the trial board, executive board and various other activities. He has been a delegate to the FM since 1939.

Sydney Nathan, a Pioneer Record Exec, Dead at 64

*Continued from page 3*

Ivy Joe Hunter, "Sixty-Minute Man," Billy Ward and the Dominoes, and Lonnie Johnson, "Good Rockin' Tonight," Wyntone Harris, Thelma Houston, James Brown and 1940's King was regarded by many as the largest independent operation in the nation, with a network of 32 distributors.

Nathan loved the business. He continued recording and other recording and talent development, though his personal illness and failing health had managed his company to the brink of disaster. Nathan was a rock 'n roll talent scout who has signed such R&B artists as the Five Royales, the Del-Satins, the Midnighters, Otis Williams and the Charms, Little Willie John and the Platters. In this era of the pop, he was among the first to sign up artists such as "The Twist" (Hank Ballard and the Midnighters) and "Honky Tonk" (Bill Doggett).

Found James Brown

In 1956, a record executive James Brown, who is a giant among black artists, was delighted to find a potential in such acts as Otis Redding, Trini Lopez, Joe Jackson and Al Green.

Nathan also had other labels for the over-all King operation, including King, Queen, Deluxe and Bethlehem. Nathan himself wrote many hit records. He personally noted such songs as "Kansas City," "Papa's Got a Brand New Bag," "Money, Makeup and Shoes" and "I'll Sail My Ship Alone." He was a great country standards writer, a writer he used the pseudo- nom, Louis Marn. His publishing operation, Louis Music, with its subsidiaries J and C Music, for Jail and Church, and Argo, a new record label, was set up for a series of country standards.

Nathan handled many of the recording sessions himself, in his studio, and personally played drums on sessions

The funeral here Thursday (7) was attended by a large number of industry people, artists and friends. Go James Rhodes Music, Decca Records, A&M Records and many others.

It is known that Nathan had been active in the political campaigns and political organizations.

Also present at the funeral were James Brown and other King artists such as Solomon Burke, Dee Carter, Little Jimmy Dickens, and CBS and Decca Records, A&M Records, and others.

Also present at the funeral were James Brown and other King artists such as Solomon Burke, Dee Carter, Little Jimmy Dickens, and CBS and Decca Records, A&M Records, and others.

They were instrumental in producing Big 5 Productions, Inc., an independent record production company.

First artists signed by Big 5 are the Showmen, a boy group, to be recorded by Larry Tamlby, one of the Standells.

Deca Sales Pace Swings With Pkgs.

*Continued from page 4*

wick album push for March with further emphasis after the initial excitement. For example, country singer Jimmy Dickens is spotted for a second pressing. No other releases feature music, but England's Val Donian and others are signed to the Brunswick label, debut albums will feature Negro comedians Stappy White, T. Jone Walker and Rocky Roberts and the Airdales.

A first-time item for Decca is the pairing of Brenda Lee with Pet Fountain. Also, Little Jimmy Dickens is again in the beginning with the company that is heralding as a "new sound."

Also in March releases are such artists as Bert Kwok, who is signed for Capitol, Red Mack, Rod McKuen, Ron Elif, and Charles, Little Jimmy Dickens is spotted for a second pressing. No other releases feature music, but England's Val Donian and others are signed to the Brunswick label, debut albums will feature Negro comedians Stappy White, T. Jone Walker and Rocky Roberts and the Airdales.

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The Capitol TAKES 6

*Continued from page 8*

Moor: Top Plant—Earl Ball; Top Album—Billy Armstrong (third year in a row); Top Bass—Herbert Ross; Top Top Ten Pin—Herman Weiden; Top High Style—Billy Gyson; Top Ties—Red Rhodes; Top Lead Enterer—Tommy Gaile (third year in a row); Top Top Ten Pers—Funk and Roll; Top Top Ten Person—Billy Gyson, "Melody Ranch." Founders Award: Composer Eddie Miller; Directors Award—Bill Ezell, Armed Forces Radio; TV Serv—Top Nightclub—Palamon (third year in a row).

II

10 MARCH 15, 1969 BILLBOARD
OTIS REDDING

(SITTIN’ ON)

"THE DOCK OF THE BAY"

A Certified Million Seller!

Otis’ new album

THE DOCK OF THE BAY

featuring Otis’ great previously unreleased performance of "OPEN THE DOOR"

Volt #419

Distributed by ATCO RECORDS
Redding Is Riding High

*Continued from page 1*

the first single of Redding's ever to hit a million, and according to Atlantic Records' sales executives, the following week's Volt line, sales are continuing at a strong pace.

Redding is also setting new sales marks with his album product. His newest effort, "Dock of the Bay," which was issued about two weeks ago, had a retail of 70,000 copies of any of his LP's. One of the previous bestsellers has been the "Dock of the Bay" LP, called "Open the Door." It has been such a strong play that there is a possibility Volt Rec-

ords may issue it as Redding's next single.

Since Redding's albums spurted shortly after his death, his albums are among the best-sellers on the market. soaring in the week and with the hit of the song "Dock of the Bay," Atlantic has achieved the newly issued "Dock of the Bay." The interest in Redding's career since his death has grown in the last several months and TV. Virtually every important music magazine has written about Redding and its feature for distribution on the college circuit.

Atlantic Via WB-7 in B'way

*Continued from page 1*

Historical assignment. The original cast album, however, was released by Columbia Records even though Miss Lippig is contracted to the Atlantic label. Bailey's appearance is so musical was in "Man of La Mancha." He's starred in the original cast album of that show released by Kapp Records. "Her First Roman," will be played in Musical. The first was "What Makes Sammy Run," which Co-Atlantic Records released an original cast of that score, too.Atlantic executives are already working out plans in conjunction with WB-Seven Arts representatives for an all-out push on the cast. It's con-

sidered a top venture for At-

lantic since it puts into the composer's Broadway race with such major labels as RCA, Columbia and Capitol, which have had dominating seasons during the past year and because it is the first joint effort with its new parent company.

WB-Seven Arts is also in-

volved with the forthcoming pro-

duction of "Leonard Sillman's New Faces of 1968." It's due to open on Broadway May 2. In this instance, however, the original cast album rights have gone to the picture company's other disk subsidiary, Warner Bros-Seven Arts Records. The songs will also be published by MIPC. The producers of "New Faces" are Jack Kollins and Casars Palace (Nathan S. Jac-

obson, president).

Regional Booking Is Being Tried in South

*Continued from page 1*

set up regional contacts throughout the country.

Ram said, "Big agencies only concern themselves with letting the new, up and coming groups plop along without the proper introduction with smaller agencies, I can be sure that will never happen. All their energies to bookings the acts for concerts and club dates." He has been appearing in the South for three years as well as in Europe.

Currently musical director and artist consultant for Personnel Promotions, Los Angeles and New York, Ram said that by eliminating the big agency, who, in turn, would sign on a regional contract, we save 15 percent off the cost of the act, simply by finding our own agents, doing away with the middle man and booking indi-

vidually," Calling New York "jaded" where only the big acts command the fee ask. Ram has pioneered the South with heavy radio and many repeat ap-

pearances.

Bell Is Ringing Out Aim, Production and Pub Firm

*Continued from page 1*

Dale Hawkins, Dallas producer. Utah estimated that there were over 200 copyrights already available.

But the publishing company will be signing more writers, making demonstration records, and generally promoting the publishing companies today are forced to produce masters. Aim will produce and master artists too, without consultation with Bell Records.

The deal with Wesley Rose, head of Hickory Records and GBK Music, is limited for the most part to country music.

Deca in Cassette Derby

*Continued from page 1*

sure what will sell in cassettes," said Goldberg. He said that the pattern of 4 and 8-track stereo tape has already taken shape with 8-track out-pacing 4-track. Also, Goldberg said sales on this track have been centered on country and rock music while 8-track sales have been going to a broader range of music including good music, sound and scores and classical. "The pattern for cassette is already set," said Goldberg, "should be set by the end of the year.

Featuring Deca's first cassette release are Bert Kaempfert, Guy Lombardo and his band, Deca's first cassette release, "Big Band and Vocal Hit-Races," recorded especially for FM. Thoroughly Modern Miller, a recording of the show itself, as it does all its tap products.

Misticor Names Bron in Europe

NEW YORK — Misticor Rec-

ords product advertising will be under deal just concluded by Misticor Records president, Milton Tall.

The deal includes both Misticor's and its affilia-

tes in Europe. Bron is responsible for est-

ablishing Gene Pitney, as well as the restains of Misticor's European names. He will direct all artist activities in the United States and the last week in New York, setting up plans for the new operation.

March 16, 1968, BILLBOARD

Standard Bearers in Comeback

*Continued from page 1*

"Laura," "You Wanted Someone to Play With," and very recent-

ly, "To Each His Own." Laine's newest disk is "I Don't Want to Set the World on Fire." That's a lot of Laine even since days of "Mole Train," "I Believe," et-

Phil Harris

Phil Harris, who had a smash many years ago with Grean's "Night and Day," was recently "I Found You," by Gordon Jenkins and produced by Tuitt Camara, whom Harris rates a one out of four on the chart. Part of the London group. Walt Maguire of the London Group is considering one of the potential of some of the old standard names and he is releasing more such product. One is a single by Les Paul on Phon-O-Phonics.

Margaret Whiting hit the comeback trail last year on London with "Wheel of Hurt," and she has had several good selling disks since. Patti Page has surfaced with a solid one with "Gentle on My Mind." on Columbia.

The Platters, with "With This Ring," b.w. "Washed Ashore," and Eddie Fisher with "Games That Lovers Play" b.w. "People Like You" are also in the cur-

rent strong sellers. Don Shore is also in there trying, this time on Rich Light Project 3 label, and Teresa Brewer is pitching on Shelby Single-

ton's last effort. Dead or Alive, Ella Fitzgerald, not too active in singles for a long time, has a strong one with the Billy Walker country song, "I Taught Him Everything He Knows."

Personal Appearances

Many of the aforementioned artists of course, remained very solid in the personal appearance field, despite de-

signed on record sellers. Vaughn Monroe, for instance, works more than 40 weeks a year on this circuit.

Independent producer and arranger, Ken Santen, says that despicably today are coming a broad range of material. They are "not the right type of material can still make it big." "When you drive around on disks, he or she becomes very attractive to TV promoters for despicably, because unlike so many of the new groups the older acts are solid in the world, with the ex-

ception of talents like the Beal-

tles, Arthad Franklin, Sonny and Cher and several others, the average group lip- synchs or needs psychedelie lighting or other devices to mask their lack of talent.

"Despite this failing, the mu-

sic is still changing and there is authentic talent," gram said.

Top Chart Titles On CARtrides

*Continued from page 1*

accounts this week for 25 of the 131 the Top LP's titles have been released on the cassette configuration. RIAA seal-awarded records on the chart this week are represented on the charts. Star performer LP's available in cassette numbered 17 (45 percent).

Executiveunable

Charlie Foxx, half of the Inez and Charlie Foxx act on Dynamo Records, has been named executive producer for both Musicor Records and its affiliated Dynamo label. Foxx comes to Musicor after serving in the same capacity with another producer, also produced "Soul Teacher" for Dynamo, featuring Sam, Irv and Tom (formerly the Diplomats). He'll headquarter at the New York office and will supervise all 18 production and promotions activities at Musicor Records.

Bud Stebbins, formerly in personal management, has been named promotion manager for the firm's new Communications Department. Stebbins has been appointed national promotion manager for Imperial Records. ... Don Paulsen joined Richard Greash Associates as account executive. Paulsen, who previously was in the capacity of Charleston Public Relations, will work closely with the teen fan press.
CONGRATULATIONS TO ALL OF THE
COMPOSERS AND PUBLISHERS WHOSE
PERFORMING RIGHTS WE LICENSE AND
WHOSE MUSIC WAS AN INTEGRAL PART
OF 32 OF THIS YEAR’S 48 COVETED
NARAS AWARDS

- Best Record of the Year
  Song of the Year
  Best Performance by a Vocal Group
  Best Contemporary Single
  Best Contemporary Group
  Performance
- Best Performance by a Chorus
  UP, UP AND AWAY
  Recorded by the Fifth Dimension and
  by the Johnny Mann Singers
  Composer: Jim Webb
  Publisher: Johnny Rivers Music
- Album of the Year
  Best Contemporary Album
  Best Album Cover—Graphic Arts
  Best Engineered Recording
  BE THREE'S LONELY HEARTS
  CLUB BAND
  Composers: John Lennon
  Paul McCartney
  George Harrison
  Publisher: Apple Music Inc.
- Best Instrumental Theme
  Best Original Score Written for a
  Motion Picture or a Television Show
  MISSION: IMPOSSIBLE
  Composer: Lalo Schifrin
  Publisher: Brum Music Company
- Best Score from an Original Cast
  Show Album
  CABARET
  Composers: Fred Ebb
  John Kander
  Publisher: Sunbeam Music Corp.
- Album of the Year — Classical
  Best Opera Recording
  WOZZECK
  Recorded by Pierre Boulez conducting the
  Orchestra and Chorus of the
  Paris National Opera
  Composer: Alban Berg
  Publisher: Universal Edition/Presser
- Best Male Vocal Performance
  Best Contemporary Male Solo
  Vocal Performance
  BY THE TIME I GET TO PHOENIX
  Recorded by Glen Campbell
  Composer: Jim Webb
  Publisher: Johnny Rivers Music
- Best Country and Western Song
  Best Folk Performance
  Best Country and Western Recording
  Best Country and Western Male Solo
  Vocal Recording
  GENTLE ON MY MIND
  Recorded by Glen Campbell and
  by John Hartford
  Composer: John Hartford
  Publisher: Glaser Publications
- Best Country and Western Female
  Solo Vocal Performance
  I DON'T WANNA PLAY HOUSE
  Recorded by Tammy Wynette
  Composers: Billy Sherill
  Glen Sutton
  Publisher: Al Gallico Music Corp.
- Best Rhythm and Blues Recording
  Best Rhythm and Blues Female Solo
  Vocal Performance
  RESPECT
  Recorded by Aretha Franklin
  Composer: Otis Redding
  Publisher: East Publications
  Time Music Company
  Redwal Music Company
- Best Rhythm and Blues Male Solo
  Vocal Performance
  DEAD END STREET
  Recorded by Lou Rawls
  Composers: Ben Raleigh
  Isaac Hayes
  Publisher: East Publications
  Pronto Music, Inc.
- Best Rhythm and Blues Group
  Performance
  SOUL MAN
  Recorded by Sam and Dave
  Composers: David Porter
  William Bell
  Publisher: East Publications
- Best Album Notes
  SUBURBAN ATTITUDES IN
  COUNTY VERSE
  Written and recorded by
  John D. Loudermilk
- Best Sacred Performance
  HOW GREAT THOU ART
  An album recorded by Elvis Presley and
  containing these BMI-licensed works:
  HOW GREAT THOU ART
  Composer: Stuart K. Hine
  Publisher: Mattel Music, Inc.
  FATHER ALONG
  STAND BY ME
  SO HIGH
  BYE AND BYE
  RUN ON
  Composer: Elvis Presley
  Publisher: Elvis Presley Music, Inc.
  WITHOUT HIM
  Composer: Miriam LeFevre
  Publisher: LeFevre Sing Music Co.
  WHERE COULD I GO BUT TO
  THE LORD
  Composer: J. B. Cates
  Publisher: Stamps Baxter
  CRYING IN THE CHAPEL
  Composer: Artie Glenn
  Publisher: Valley Music, Inc.
- Best Gospel Performance
  MORE GRAND OLD GOSPEL
  An album recorded by Porter Wagoner
  and the Blackwood Brothers Quartet and
  containing these BMI-licensed works:
  BAN K STRAGGLERS
  TELL YOUR CHILDREN
  Composer: Anne Bym
  Publisher: Warden Music Co., Inc.
  YOU'RE NOT HOME YET
  Composer: Hank Cochran
  Publisher: Pamper Music, Inc.
  THERE'S NO NEED FOR
  A HEAVEN
  Composer: Leenee Mann
  Publisher: Nashavannah Music, Inc.
  BEAUTIFUL WINGS
  Composer: Mal Talls
  Publisher: Cedarwood Music
  Publishing Co., Inc.
  GOD WALKS THESE HILLS WITH ME
  Composer: Jeff Glass
  Marvin Hughes
  Publisher: Valley Publishers, Inc.
  THIRTY PIECES OF SILVER
  Composer: Oddil McLeod
  Publisher: Acuff Rose Publications, Inc.
- Best Instrumental Jazz Performance
  Small Group
  MERCY, MERCY, MERCY
  Recorded by the Cannonball
  Adderley Quintet
  Composer: Joe Zawinul
  Publisher: Zawinul Music
  CORPORATION
- Best Instrumental Performance
  CHET ATKINS PICKS THE BEST
  An album recorded by Chet Atkins and
  containing these BMI-licensed works:
  LOVELY WEATHER
  Composer: Natalie N. Lima
  Publisher: Peer International Corp.
  HOW INDESTRUCTIBLE
  Composer: Antonio Carlos Jobim
  Van Cliburn
  Norman Gimbel

ANNA
Composers: R. Vatro
F. Giordano
William Engvick
Publisher: Hallis Music, Inc.

BATTLE HYMN OF THE REPUBLIC
AY AY AY
Arranger: Chet Atkins
Publisher: Atkins Music

ALL
Composers: Nino Oliviero
Ray Jessel
Marian Grudeff
Publisher: E. B. Marks Music Corp.

EL PASO
Composer: Marty Robbins
Publisher: Elvis Presley Music, Inc.

I WISH I KNEW
Composer: Wayne Moss
Publisher: Womwood Publishing Co.

- Best Classical Choral Performance
  (Other Than Opera)
CATULLI CARMINE
Composer: Carl Orff
Publisher: B. Schott's Söhne
Associated Music Publishers
NARAS in N.Y.: Star-Studded Affair

How would you like these members for your band? From left: Irv Jerome of Bell Sound Studios, Milt Gabler of Decca, Teo Macero of Columbia, Paul Robinson of RCA, and Ernie Altschuler of RCA.

Emcee Steve Allen, left, and Tony Randall, right, converge on winner Tom Morgan of Capitol Records.

From left: Emcee Steve Allen, Nathan Weiss of Nemperor, Gary Burton, RCA artist, and Beatles producer George Martin.

Duke Ellington won a special trustee award from the National Academy of Recording Arts and Sciences, as well as a Grammy. Here he is with Tony Bennett, left.

George Simon, executive director of NARAS, goes over last-minute details with emcee Steve Allen, right.

John Berg of Columbia Records congratulates Bob Cato of Columbia Record and vice versa. They won Grammys for art direction on album cover.

Lana Cantrell and Frankie Valli present Jerry Wexler, right, of Atlantic Records with an award. Wexler made three trips to the stage.

Leopold Stokowski, right, presents a Grammy to John McClure, Columbia Masterworks A&R director.

Clive Davis, president of CBS Records, accepts a Grammy Award from songwriter Jerry Herman, left.

Tom Jones, who records for Parrot Records, presents Capitol Records' Tom Morgan with a Grammy.

Accepting an award for RCA Records is Roger Hall. Behind him is Morton Gould, the presenter.

Two presenters, among dozens crossing the stage at the New York Hilton Thursday (29) were Janis Ian and Arlo Guthrie.
Warner Bros. - Seven Arts Records, Inc.
CONGRATULATES ITS PERENNIAL CHAMPION

Bill Cosby
upon winning the NARAS award
for an unprecedented 4th straight year
BEST COMEDY RECORDING

1964 - I Started Out As A Child
1965 - Why Is There Air?
1966 - Wonderfulness
1967 - Revenge
Nashville Rings Out With NARAS Awards

RCA Victor's Chet Atkins receives his award from Decca's Bobby Lord.

Decca's Owen Bradley, who directed the orchestra, chats with WSM, Inc., president Irving Waugh.

Roger Miller watches Joe Tex do an imitation of Roger Miller. In the foreground, Bobby Bare. Directly behind Miller, Dr. Thor Johnson, director of the Nashville Symphony.

Capitol's Ferlin Husky hands Grammy to Columbia's Johnny Cash and June Carter, who were married shortly afterward.

John Hartford picks up one of four Grammys from George Hamilton IV.

Don Light, right, presents award to James Blackwood for the Blackwood Brothers and Porter Wagoner.

Hi Records' Willie Mitchell, left, and Jim Stewart, Stax and Volt, Memphis.

RCA Victor's John D. Loudermilk receives Grammy from Red O'Donnel, right.

Capitol's Charlie Louvin, Congressman Richard Fulton, Wade Pepper.

RCA Victor's Archie Campbell, Chet Atkins, Mrs. Chet Atkins.

MARCH 16, 1968, BILLBOARD
THE NEW COLONY SIX

I WILL ALWAYS THINK ABOUT YOU

72775

FANTASTIC AIR PLAY

51,760 SOLD IN CHICAGO

THINK ABOUT THAT

www.americanradiohistory.com
Highlights at West Coast Gala

Irving Townsend, Los Angeles chapter president, toasts Chris Farnum, executive secretary of the West Coast NARAS operation.

Pete King, NARAS national president, welcomes West Coast members to the 10th annual Grammy Awards dinner.

Here's a trio of Grammy winners: Glen Campbell, left, Bobbie Gentry, and Lalo Schifrin.

Angel's Bob Myers with Grammy for classical music album featuring Ravi Shankar and Yehudi Menuhin.

Presenter Henry Mancini offers award to Karl Engemann, representing Capitol Records artists.

"Up, Up and Away" songwriter Jim Webb, fourth from the left, with members of the Fifth Dimension and producer Marc Gordon, right.

Newsmakers at Chicago Dinner

Photographer Don Bronstein, left, a former Grammy winner, chats with Ken Nordine, emcee; local promotion man Earl Glicken, and Arthur Prysock.

Chicago NARAS executives, from left: David Carrol, A. B. Clapper, Ken Nordine, and current president Lew Green.

Mr. and Mrs. Marshall Chess of Chess Records.

High point of the evening in Chicago came when Capitol Records branch manager George Gerkin accepted Sen. Everett Dirksen's Grammy and took a leaf from the senator's book on protocol in doing so.

MARCH 16, 1968, BILLBOARD
“grammy” awards to Capitol & Angel artists!

CANNONBALL ADDERLEY: Best Instrumental Jazz Performance, Small Group or Soloist with Small Group — "Mercy, Mercy, Mercy."

THE BEATLES: Album of the Year—"Sgt. Pepper’s Lonely Hearts Club Band" • Best Contemporary Album—"Sgt. Pepper’s Lonely Hearts Club Band."

GLEN CAMPBELL: Best Vocal Performance, Male—"Phoenix" • Best Contemporary Male Solo Vocal Performance—"Phoenix" • Best C&W Recording • "Gentle On My Mind" • Best C&W Solo Vocal Performance, Male—"Gentle On My Mind."

SEN. EVERETT M. DIRKSEN: Best Spoken Word, Documentary or Drama Recording—"Gallant Men."

BOBBIE GENTRY: Best New Artist • Best Vocal Performance, Female—"Ode to Billie Joe" Best Contemporary Female Solo Vocal Performance—"Ode to Billie Joe."

LOU RAWLS: Best R&B Solo Vocal Performance, Male—"Dead End Street."

RAVI SHANKAR & YEHUDI MENUHIN: Best Chamber Music Performance—"West Meets East."

PLUS...


Best Album Cover, Graphic Arts—PETER BLAKE & JANN HAWORTH for "Sgt. Pepper."
FROM ZABADAK TO KANADU

THE LEGEND OF KANADU

#66287

... a legend in its own time

DAVE DEE, DOZY, BEARY, MICK & TIER

the legend soon to transfer from the top of all the English charts to the top of all American charts
Musical Instruments

Industry Is Asked to Help Soothe the Troubled Cities

CHICAGO — The music industry, with industry-at-large, has been called upon to help develop meaningful leisuretime activities this summer in the nation's rapidly parcelling cities.

The call came during the recent conference of the President's Youth Opportunity Council, chaired by Vice-President Hubert Humphrey.

Co-ordinating musical instrument industry participation in the Council program to soothe summer restlessness is the American Music Conference (AMC). The AMC was appointed to the President's task force, with AMC President James M. E. Mixter (vice-president of Baldwin Piano and Organ Co.) acting as industry delegate.

The primary challenge issued to industry by the Youth Opportunity Council was the location of jobs for 500,000 so-called 'hard-core disadvantaged' youth and young adults.

The Youth Opportunity Council will soon hold another conference specifically to determine what contribution music, the arts and other fields of entertainment can make to the summer effort.

The music industry has been asked to participate in terms of making available instruments, music and music teachers to local groups, particularly via YMCA and VISTA, the Job Corps and other related agencies.

Instruments

It was suggested that manufacturers and dealers help develop music projects in their communities through a campaign to locate instruments for donation. Conference leaders hoped dealers would find cooperative assistance in this effort from such organizations as magazines, periodicals and the Jaycees.

It was also suggested that dealers help in difficulty locating agencies through which to help contact their mayor's office. Most of the larger cities are forming Mayor's Youth Opportunity Councils for co-ordinating youth co-operators to act as liaison for all local resources.

National Music Week May 5-12

CHICAGO — The 45th observance of National Music Week will occur May 5-12 under the sponsorship of the National Federation of Music Clubs.

Slogan for this year's week: "Music—a Keystone of Living." The poster which will be displayed throughout the country during week displays prominently this quote by Leonard Bernstein: "These days a boy can play Bach or Elvis and not one bats an eye."

Dealers may obtain the posters at 10 cents each from the National Federation of Music Clubs, 600 S. Michigan Ave., Chicago, Ill. 60605.

Merle Lemon To Ovation

NEW HARTFORD, Conn. — Merle Lemon has joined Ovation Instruments division, Kansas City, and will make a series of public appearances and hold guitar clinics as part of a national promotion program for Ovation dealers during the coming months.

The versatile guitarist, arranger-composer, lecturer and composer on guitar and bass, who recently designed and will also represent Ovation in a sales and promotion capacity in Ohio, western Pennsylvania and West Virginia.

Barth-Feinberg Expands in S.E.

ATLANTA — Barth-Feinberg, an instrument wholesaling subsidiary of Pickwick International, Inc., has expanded its distribution facilities here and has appointed a new sales representative for Memphis.

The company's warehouse at 1250 Collier Road, N. W. here has been enlarged to accommodate an efficient service, said company Vice-President Eugene Minkoff.

The new Memphis representative is Martin H. Hahn, who will service the Mid-South.

Barth-Feinberg will exhibit at the National Association of Music Merchants regional meeting March 17-18.

Mandolin Book

CHICAGO — "There has been a strong upsurge of interest in the mandolin," said M. M. Cole's Shepard Stern, "so we are releasing a carefully written and edited book covering this instrument." Modern Mandolin Method has 32 pages of photos, diagrams and directions with selected diagrams such as "America," "Old Black Joe," "Down in the Valley," selections from "La Traviata" and "La Cucaracha."

GUITAR CLINICANS RAOUl, LONDONORTH, left, and Buddy Fite are conducting a series of clinics for Sunn Musical Equipment Co. Fourteen such sessions have already been conducted by Sunn dealers in Washington, Oregon, California, Utah, Oklahoma and Texas. Many more are being scheduled throughout the country.

SPACE-SAVING drum display fixture in use at 14 Jenkins' stores in the Kansas City, Mo., area was designed by Frank Burgard, the company's display director.

Independent Producers Enter Instrument Endorsement Game

By BRUCE WEBER

LOS ANGELES — Musical instrument manufacturers, led by Sunn Musical Equipment Co., are now signing independent record producers to contracts under which equipment will be used and endorsed in recording sessions.

This new promotion gimmick, coupled with Sunn's increased spending in all promotional areas, has given company sales quite a boost, according to promotional and artist relations director Jay B. Munger. Munger has been signing acts and project endorsement contracts for some time.

Sunn recently signed Jimi Hendrix and the Lemon Pipers to five-year product contracts—the promotion-prone amplifier manufacturer has added a unique twist to the signings game.

Record producers joining the Sunn Rooster Club include Milt Okun, Dave Hasking, Charles Green and Brian Stone. All promise to support Sunn and give "lip service" to its equipment when cutting record sessions with rock acts. Munger has made equipment available to the independent producer at recording sessions in hopes of exposing his amp line ($435 to $1,055) and p.a. systems.

Commercials

In another promotional drive, Munger has recorded commercials by the Who, rock group under a Sunn endorsement contract, plugging Sunn equipment and the group's newest album.

The single will be distributed to Sunn dealerships to tie in with radio station spots.

Plans include doing record endorsements with the Buckinghams, Don and the Good Times, the Kinsmen, the Lemon Pipers, the Alibus and Jimi Hendrix, all using Sunn amps.

By signing Hendrix, Munger feels Sunn will be able to reach the "underground" recording artists. "The underground is an untapped equipment market," he feels, "and we can't reach them unless we prove that our equipment is professional and is being used by 'underground' musicians."

Munger also announced that Sunn is giving $3,500 in equipment to Synanon, narcotics rehabilitation center in Santa Monica, Calif.
Endorsement

Jimi Hendrix has signed a 5-year product endorsement contract with Sunn Musical Equipment Co. . . . Sunn has also signed the Alls (support group for Don Ho) and the Lemon Pipers. Buddy Greco has offered verbal endorsement of the Coral electric sitar.

Ask Sam About Mike

LEARN WHY THE “POP” SUPPRESSING SHURE UNISPHERE® IS THE OFFICIAL MICROPHONE ON TOUR FOR SAM THE SHAM, THE PHARAOHS & THE SHAMETTS

One of the toughest problems in “hard” rock is the breath blast and “pop” that come from belting a tune too close to the microphone. Not so with the new Shure Unisphere “ball” type microphone. It tames “pop” so the audience hears more of the lyrics. And, it controls feedback in the bargain. Who could ask for more from a microphone? Certainly not Sam the Sham. If you’re in a singing group, get over to your Shure dealer . . . or write:
Shure Brothers, Inc., 222 Hartley Avenue, Evanston, Illinois 60204

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STRIKING BASS SIMULATOR KEE-BASS

Plugs into any instru-
ment amplifier
Expressions allow bass sounds and vocals. Feedback both
perception. Two full
simulators. Portable
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RHEEM MUSICAL INSTRUMENTS

7 Octave Range • Solid State • Bass Fuzz • 142 electronic sound combinations • Gig bag key board • 4" B and 16" tabs • Full range variable vibrato • Dual channel stereo input • Electronic swell foot pedal... Retail for $660.00

When Answering Ads . . . Say You Saw It in Billboard

22

MARCH 16, 1968. BILLBOARD
A new rock and roll combo direct from Hamburg with The Mersey Beat: now one million lady madonna children at your feet wonder how you manage to make ends meet see how they run

THE BEATLES
LADY MADONNA
AND
THE INNER LIGHT

A Fab new release out now on

Capitol Records 2138
'Gary Show' Artist Showcase

NEW YORK — "The Gary Show," now being taped for national syndication, is going in for record names in all fields. The 90-minute variety-talk series, which is being produced by Scrappy-Howard-WGN Continental Productions in association with Joseph Cisla Enterprises are showcasing pop artists, rhythm & blues groups, country singers and in all fields.

Half of the first 13 shows have already been taped at the Great Room of the Hilton Plaza Hotel in Miami Beach and among the pop names appearing in the first group are: Johnny Mathis, Edan Arts, Tony Martin, Della Reese, Kay Starr, Jimmie Rodgers, Susan Barenberg, Matt Monro, Danny Daniels, Tommy Leonetti, Kaye Stevens, and others.

Among the rock & rhythm artists are the Buckinghams, Boz Scaggs, Leadbelly, James Brown, The Shondells, the Four Saints, Wayne Cochran & the CC Riders, Blood, Sweat & Tears, the Arrows, Peaks & Herb, and Jesse Ferguson & the Gospel Singers.

Country Group

Heading the country group are Buck Owens, Glen Campbell, Johnny Cash, Jack Greene, and Jan Howard, Leroy Van Dyke, Don Bowman, and Ferlin Husky. The jazz field is represented by Lionel Hampton, Woody Herman and Erroll Garner.

Comedy names as well as novelty recording acts are also being booked on the show.

The show is being booked from Miami Beach and New York. Sheldon Shultz, formerly with the "Tonight Show," is rounding up talent in New York, and executive producer Sheldon Cooper, and Joe Cisla are lining up names in Miami Beach.

Gary is not leaving all the singing to the artists. The RCA Records artist sings three or four numbers on every show. Johnny Cover is the leader of the orchestra, which is composed mainly of the same sidemen he uses on the "Jackie Gleason TV Show."

Conley Leave on A Tour of Europe

NEW YORK — Arthur Conley, the rhythm & blues singer famous for "Lonely Avenue" (Monday 11) for a series of concerts, television appearances, and recording work on his new single, "Funky Street." Phillips Colpix's conley's manager has arranged the month-long tour co-ordinated with Atlantic Records.

Conley will make television appearances in Germany, France, Italy, Great Britain, Holland, Sweden, and Denmark. Accompanying Conley on the tour will be Conley's seven-piece band, and Twigg Lyndon, representative of Walden's management firm.

Havens Dramatic Soulful In Local Debut on Coast

LOS ANGELES — New York based vocalist-guitarist Richie Havens made his local debut at the Troubadour Feb 27. The Verve-Forecast artist was accompanied by Joseph Price on table drums and Paul Williams with his "ovation" electric guitar. Havens' playing appears to be Havens' greatest asset.

Havens' voice is not elegant; it is dynamic and soulful. His projection was better on some numbers than others. "Mary, Mary," the Watch Tower" was fine, as was "From the Bottom." His renditions of "The San Francisco Bay Blues," "Go Bless the Man," "I Left My Heart in San Francisco" had a new lyric, written by a "teacher." The jazz numbers also were sung in Konrad's familiar style.

Ellington also was excellent with a series of his big numbers featuring the famous "exploring" micians in his orchestra. Leonard, a Verve artist, opened the show.

FRED KIRBY

Manager Linke Salute Slated

NEW YORK — Jerry Vale, Columbia Records artist, presented a 15-song program Feb. 27 at the Century Plaza Hotel that was lop-sided in its repertoire and was performed in a stylish manner. To his credit, Vale did what he does well—lash tunes from Broadway shows and material from motion pictures. For example: "Sunrise, Sunset" from "Fiddler on the Roof," "Impossible Dream" from "Man From La Mancha," "My Cup Runneth Over" from "1 Do," "Somewhere My Love" from "Dr. Zhivago," and "Born Free and Easy." Although many songs in his act suffer from the overemphasized voice, the film, in America, the back side was being promoted, not the film title, but the act. Relax, jumpers began to flip the single as people saw the movie and began the line to the ticket window.

"When the record became such a success," Vale pointed out, "I realized that it would be nominated for an Oscar." In July, the singer and songwriter set another record for another movie: this time a pure musical. Vale has begun working with several of the songs on his album while working on a new show. He was asked to do a series by Warner Brothers, which would be the first of its kind. Vale is known for his success, "the score was strong enough to win the top prize. The single was released in England three months prior to the film. In America, the back side was being promoted, not the film title, but the act. Relax, jumpers began to flip the single as people saw the movie and began the line to the ticket window.

JOHNNY MATHIS, left, promotes his Columbia Records album, "Up," at a listening party in New York, in the company of Frank Campana, center, Columbia’s promotion manager; and Abe Goldstein, manager of the Fifth Ave. store.

Lulu Protest "Sir Snubbing"

By ELIOT TIEGEL

Lulu feels the frustration is more pronounced for Mark Lon, who wrote the movie, and Don Black, the lyricist, who was really more disappointed for them, she says.

Apparently many British music tradexters felt the song would be an easy Oscar qualifier, with its creators being told by their colleagues that the song was strong enough to win the top prize.

The song was written in England three months prior to the film. In America, the back side was being promoted, not the film title, but the act. Relax, jumpers began to flip the single as people saw the movie and began the line to the ticket window.

While Vale's performance was gracefully fluid, his act dramatically paced.

His reading of "Love Me With All Your Heart," "This Is My Song," "Al Di La" and "Somewhere My Love" were sensitive and excellent.

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My deepest thanks to the members of NARAS

Warmest wishes,

Bobbie Gentry
fever tree is coming closer.

Reprise’s First Edition and Aaron Williams & Freddie begin a college tour on Thursday 23 at Southeast Missouri State College. Other dates are Barnet College, Friday 23; Lamar State College of Technology, Saturday 24; University of Dubuque, May 3; William Penn College, May 4; Northern Central (Ill.) College, May 8; Carlton College, May 11; and Grand Rapids Junior College, May 27.

Smokey Robinson & The Miracles, Capitol artists, play the University of Pittsburgh on Friday 23.

Linda Ronstadt & The Stone Ponies, Capitol artists, appear at the University of Pennsylvania on Saturday 23.

Tower’s Juke Holmes plays the University of Rhode Island’s coffee shop, March 27-27.

RCA’s Glenn Yarbrough performs at Augsburg College on March 30.

Capitol’s Bobby Gelette played the University of North Carolina on Wednesday 6.

The Serendipity Singers of United Artists at Marshall College on Thursday 21.

J. Walker & The All Stars played Willerforce University on Saturday 9.

Neil Diamond performs at Tennessee Technical University, Friday 22 through April 3, his concert.

RCA’s Rod McKuen reads and sings at San Diego State College on Saturday 23.

The Magnificent Men, Capitol artists, perform at Washington & Jefferson University on Friday (15); St. Vincent’s College, Saturday (16); Wesley College, Saturday (23); St. Francis (Pa.) College, March 29; and Beaver College, March 30.

Jane Morgan is Effective In Stand at the Belt Forum

NEW YORK—Jane Morgan, with an expanded version of her record hit, proved effective at cavernous Belt Forum opening a three-night stand Friday with a unique early microphone setup. She was seated in an engaging Doodletown Pipers.

Miss Morgan’s, ABC Records artist, was at her best in an Edith Piaf medley, which began and featured “No Regrets,” and followed “Mireille.” But, there were other high spots, such as her coupling of “Ten Centa Dance” and “Big Spender,” and Jacques Brel’s poignant “L’Amour.” Her latest ABC single. She also sang two of her former hits, “What Now My Love” and “Fascination.”

Most of the Doodletown Pipers numbers were in the program’s final half hour and were done in the epic group’s breezy TV style. The best of these were a bossa-nova medley, a “Hang on Sloopy” medley and a series of vignettes titled “Only in America, Movies.” The group’s top serious numbers were “By the Time I Get to Phoenix,” “Chico: The Belt Forum, which can seat more than 10,000, was set up with three runways all used by Miss Morgan to try to project intimacy. “There was a good-sized audience in spite of inclement weather. Miss Morgan used five different microphones before finding one that worked properly. The mike problems cut down on the effectiveness of her early numbers. Belt Forum is part of the new Madison Square Garden.

FRED KIRBY

Generation, a Psychedelic Club, to Bowl in ‘Village’

NEW YORK—The Generation, a new psychedelic club with a sound system custom-tailored by Hanley Sound, will open April 2 at the site of the old Village Bowling Club. The new owner of the Village Bowling Club (now an independent bowling alley), has added a new LP, “Feelin’ Good,” and the single from the album, “Evil Woman,” are more feathers in Rawls’ well-plumed hat, and his recording of “Dead End Street” recently earned him a Grammy award for the “Best Rhythm and Blues Solo Performance” by a male vocalist.

MARCH 16, 1968, BILLBOARD
The star and the single to shake up the charts!
Meet England's...

Wayne Thomas

And his first on ABC Records...

“I’ll be yours”
b/w “What shall I do”
ABC 11058

Orchestra conducted by Alyn Ainsworth.
Produced by Bill Landis for Tito Burns.

www.americanradiohistory.com
New Albums for March

VICTOR

*Available on Stereo 8 Cartridge Tape*
'SOUP' PROMO IS SUPER FOR PAT LUNDY

NEW YORK — Pat Lundy, Columbia Records vocalist, is getting top exposure on 1,400 radio stations as a result of her special "soup" sound promotion. The "Soup" tag was originally developed by Miss Lundy's press representative, Jay Letzig, to highlight the singer's style which mixes "soul" and "soft pop." Both the combination promotion tag and the artist have now been picked up by "The In Sound," a syndicated radio show which has set an interview with Miss Lundy and will also illustrate the singer's "Soup" groove through spins of "Does She Ever Remember Me of You?" from her new Columbia album "Soul Ain't Nothing." But the "Soup" show is a public service series presented by the U. S. Army.

CONCERT REVIEW

Classical & Rock Jell as Elephants, Symphony Fuse

NEW YORK — A young rock group appeared with the American Symphony at Carnegie Hall on Thursday (29) and the "experiment" worked. Playing the first pair of 10 teen-age concerts sponsored by the Samuel Rubin Foundation, the Elephant's Memory, an eight-member group, performed "Secret Saucy Thoughts of Suzy," which was based on a theme from Brahms' "Symphony No. 4." The orchestra joined in at the end.

The selection followed the playing of a movement from the symphony under Joseph Eger's direction. A light show was included in this and in the final selection, excerpts from Mussorgsky's "Pictures at an Exhibition." The Elephant's Memory joined in at the end here also as it did in Ibsen's "Fugue in G Minor" and in excerpts from the second movement of Ives' "Symphony No. 4." Dancers participated during Haydn's "Macedonian Mountain Dance" and in excerpts from Khachaturian's "Gayne."

Rock can have a place with a symphony orchestra as these concerts demonstrated and, if the group is as good as the Elephant's Memory, the programs can be entertaining for youth. The group was among those in collaboration with New York's Board of Education, were repeated on March 1 and Tuesday (5), with other pairs of performances Tuesday (12) and Friday (15).

MIKE HENNESSEY

Moody Blues Stages Well-Paced Concert

PARIS — The Moody Blues, who recently returned to the top of several European charts with "Nights in White Satin" after a period in limbo, appeared at the Paris Olympia in a Europe No. 1 Musicorama concert Feb. 26. With the whole of the show to themselves, the Moody Blues paced their program well and, aided by the immense versatility of Mike Pinder's mellotron, achieved a wide variety of musical sounds. Since their reorganization more than a year ago the Moody Blues have evolved and matured into a highly polished musical group with a fresh approach to composition and a rich range of textures and tone colors.

The first half of the program featured the group's more orthodox material such as "Fly Me High," Sonny Boy Williamson's "Bye Bye Bird," and a superb interpretation of the old Eric Burdon hit "Don't Let Me Be Misunderstood."

But the highlight of the first set was a new number lead guitarist Justin Hayward (who wrote "Nights in White Satin") called "What am I Doing Here."

In the second half of the concert the Moodies featured tracks from their album "Days of Future Past," and scored heavily with "Nights in White Satin," which has a powerful, oratorio-like quality about it.

It is significant that an audience conditioned to expect temperature-raising stage antics from English and American groups were not in the least dismayed by the Moody Blues' concentration on music and singing.

This group has which is so much powerful and original music in it that the lack of visual stimulus is no handicap to communication.

---

MOONLIT RECORDS
NASHVILLE/HOLLYWOOD

THE STRAWBERRY ALARM CLOCKS, in the Midwest to plug their new Universal City single "I'll Be With The Guru," stopped for an engagement in Cincinnati last week, and took time out to visit discjays Roy Cooper and Joe Sansom of Cincinnati station WSAI, who were among the first in the territory to kick off the new release. Squiring the group around the territory was Lee Fogel, of Summit Distributing of Cincinnati.

---

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MARCH 16, 1968, BILLBOARD
warner bros. seven arts extends congratulations to its esteemed associate Mr. Jerry Wexler grammy award-producer best rhythm and blues recording of 1967 "Respect" on atlantic records
KRLA is encouraged.

"When your radio station is your first job, you've got to be a little bit strict with your own music tastes," Cox says.

KRLA's leaning toward album cuts, Cox feels, could prove one reason why the format has the capability of selling records... for better or for worse. Some critics, then, say the format has a success over itself by relying too much on a single hit.

**Trifled Influence**

The departure of KFMB from the music scene has tripled the influence of the renamed station to Cox, since they comprise a major segment of Los Angeles sales. When the station cut an 11-minute track by the Chambers Brothers, the station received irate letters, according to Cox, who underscores that with, "You can't cut a production in half..."

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**WABC-FM in New Progressive Rock**

NEw YORK — WABC-FM bowed a new progressive rock format last Saturday (9) at 9 a.m. The station, which is the successor to a New York area station with a format of the same name, says it will go on the air sans personalities at first, and although details last week were not set, the announcement indicates that personalities may be added later.

The new WABC-FM, a stereo operation, gives New York two progressive rock outlets. The other is WNEW-FM, also stereo. Both WABC-FM and WNEW-FM simulcast part of the other's programming, and hit the same AM counterparts. WABC-FM will be making the transition from stof the available, at midnight to 9 a.m. or 1 p.m., but eventually will go full-time stereo. Sklar says, "it's a lot to do..."

Sklar says that the station is now up to 960 tracks, and either one of the top ten tracks, or one gets an album track together... you get a tune on. Album tracks have special significance to Cox, since they comprise a major segment of Los Angeles sales. When the station cut an 11-minute track by the Chambers Brothers, the station received irate letters, according to Cox, who underscores that with, "You can't cut a production in half..."

**KYA Bows Battle With KFRC**

SAN FRANCISCO—KYA, the Avco Broadcasting outlet here, has taken aim at KRC General Manager, a new format, which is now expanded from 30 to 60 selections, an extensive new library of Golden Gate Greats. The new compilation system is highly complex and designed to give the station's market a station a faster, more accurate, and honest picture of what's happening in the music market today. Both singles and albums, and every song will be on KYA's music list, since much of today's record business is in its music market, according to Cox.

In an internal Avco Broadcasting memo, Starr recently made this statement to KYA's studio personnel, "And request that we observe a station operating, and request that we observe a station operating, and request that we observe a station operating,

"It's time for us to face the music, and face the music, and face the music, and face the music, and face the music..."

**Nelson King Back in Air**

CINCINNATI—Nelson King, former king of the country music jockeys before his retirement from the scene some six years ago, is re-entering the fold, this time to be heard 6 to 9 a.m., five nights a week, on Schwartz's WCLU, with headquarters in Covington, Ky. King is just returning from a vacation which would again put it on the air, the station, which has been active, is on a format that King, "that King's staying with the station..."

**Radio Bids to Rule Pop Airwaves**

LONDON—Radio Luxembourg is making a bid to rule the pop airwaves with its new progressive rock format and formula to begin March 31. A star team of disk jockey talent is lining up for the onslaught. It includes Alan B. Murray, Jimmy Savile, Tony Blackburn, Jimmy Carlson, Tilly, Simon James, and Pete Brady.

Luxembourg's London manager, Jean-Phillipe Everitt announced that "we have dropped the shows of 15 and 30-minute duration in favor of presentation lasting at least one hour."

**Editors' Note**

"This column is intended to show the make-up of key programs and music directors have picked around the nation. The column, in addition to including many more radio stations, as well as other programming forms such as easy listening, progressive rock, and small, independent formats, nearly emphasized established artists; in fact, an attempt will be made to feature those records that could go all the way if given radio exposure. BIGGEST HAPPENING (record by new artist or act which reports itself in all major markets that could go all the way if given radio exposure), BIGGEST LEFTFIELD HAPPENING (record by new artist who has not had a hit already but has had respectable sales and entries). Smaller markets will be covered, as well as large.

**HOT 100 RECORDS**

COLUMBUS, Ohio WCOL deejay Mike Adams—Best Leftfield Pick is "Here's to You," by Hamilton Camp, Warner Bros.

EL PASO, Tex.: KELP program director Charlie Russell—Best Pick is "Gonna Have a Good Time Tonight," by the Jamie Lynn Group, Laurie.


PHILADELPHIA: Music director and air personality Dean Tyler—Best Pick is "Funky Street," by Arthur Conley, Atco; Best Leftfield Pick is "I Love You," by the People, Capitol, and the People's Music.

**Luxembourg Bids to Rule Pop Airwaves**

Nigel Hunter

LONDON—Radio Luxembourg is making a bid to rule the pop airwaves with its new progressive rock format and formula to begin March 31. A star team of disk jockey talent is lining up for the onslaught. It includes Alan Brown, Peter Murray, Jimmy Savile, Tony Blackburn, Jimmy Carlson, Tilly, Simon James, and Pete Brady.

Luxembourg's London manager, Geoffrey Everitt announced that "we have dropped the shows of 15 and 30-minute duration in favor of presentation lasting at least one hour."

With the establishment of permanent British Standard Time, Luxembourg will beam English transmissions daily from 7:30 p.m. until 3 a.m., which means the station will be on the air a full hour after France BOC Radio has closed.

New bulletins will be broadcast on the hour from 8 p.m. to 1 a.m. by former pirate radio jockey Tony Murphy. He will operate from the Grand Duchy as head of the Horn subsection, and is assisted by Don Wardell, who is the Luxembourg's London office as chief of press and news service.

Tony Murphy’s new show will be broadcast on the hour from 8 p.m. to 1 a.m. by former pirate radio jockey Tony Murphy. He will operate from the Grand Duchy as head of the Horn subsection, and is assisted by Don Wardell, who is the Luxembourg's London office as chief of press and news service.

Everitt stated there would be no..."
Going great on Gold Standard!

ALABAMA: Joe Rumore's Record Rock
Birmingham

ARIZONA: ARC Inc.
Phoenix

CALIFORNIA: Record Merchandising
Los Angeles

COLORADO: Action Record Dist.
Denver

CONNECTICUT: Globe Record Dist.
E. Hartford

FLORIDA: Tone Record Dist.
Hialeah

GEORGIA: Southland Record Dist.
Atlanta

ILLINOIS: Allstate Record Dist.
Chicago

KANSAS: Pioneer Record Dist.
Wichita

LOUISIANA: Delta Record Dist.
New Orleans

MASSACHUSETTS: Mutual Record Dist.
Dorchester

MICHIGAN: Cadet Record Dist.
Detroit

MINNESOTA: Allstate Record Dist.
Minneapolis

MISSOURI: Choice Record Dist.
Kans City

NEW MEXICO: Lance Record Dist.
Albuquerque

NEW YORK: J.S. Record Dist.
Albany

OMAHA: Robert's Record Dist.
St. Louis

OKLAHOMA: B & K Record Dist.
Oklahoma City

OKLAHOMA: Delta of Memphis
Memphis

TENNESSEE: Delta of Memphis
Memphis

TEXAS: Big State Dist.
Dallas

UTAH: Billinis Record Dist.
Salt Lake City

ALASKA: Pat's One Stop
Richmond

WASHINGTON STATE:
Consolidated Record Dist.
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BILLY JOE BURNETTE

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"JUST OUTSIDE THE DOOR"

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Radio- TV programming

By CLAUDE HALL

Ray Roberts, the all-time personality at WQXL, Atlanta, has been appointed production director of WRKO in Boston. George Granger, who came from WPTV in West Palm Beach a month or so ago, takes over the all-night show. 

In Chicago, ABC Radio has appointed M. G. Dionne to succeed Dave Kell in the morning position. 

Dave Ross has been appointed program director of GM's KBRA in Lebanon, Pa. He succeeds Don Hiers as music director. Rest of staff includes Alex Houston, Nick Allen, Gene Scott and Dean Todd. Ross also says, "Our second ser- vice at WLAK is second to none and we intend to mention it in Vox Job." I guess that means his new recording re- cords. The P. O. Box is 827 and the Zip Code is 33802.

Johnny Mathis, the country mu- sic singer (not the other one), has joined WFAA in Dallas, N. C., as a deejay. Mathis is a Little Darlin' Record artist. His new re- lease is, "Paint Me a Picture of Happiness." His performing deejay is Dan Daniels of WFAA in Dallas. The program is out with an Epic Records release of "Is That All There Is?"

John Rode has left WRKO in Boston to go with WMCA, New York. Car- ron, Conn. -- WRKO is the No. 1 station, according to a Hooper F. Gross report. 1967, J. J. Jeffery, afternoon drive personality, has joined the ABC network's 31 Stories Check Knopf, registered 333. Gary Martin has 35.6 the bill, Drake, a. Al Bishop, who has just taken over as manager of WVAB, St. Petersburg, Fla. 24541, has this to say about recent records: "I've been very busy trying to get albums and singles service from the various companies and distributors. Al- though the promotion men in these companies have to have a lot of the people in the business, the coop- eration I've gotten has just been fantastic. Particular thanks to Ahe Guard of General Distributors, Bill Turner and Mary Webster of Capitol Records, Russ Schwartz Brothers, Bernie Block of Decca, Tom Potter of RCA Victor, and, of course, Danny Davis

Luxembourg Bids to Rule Pop Airwaves

exclusive contracts, and initial agreements would run for 13 weeks.

Luxembourg is in a commanding position regarding pop radio entertainment at present. The BBC is hardstrung by needed time restrictions imposed by the Musicians Union, the impossible responsibility of keeping up with all things music and a chronic shortage of funds.

Both ships of the last survi- ving British Liner Mauretania went off the air March 2 and 3 for routine maintenance. and explanation, and were towed from their anchorages off the Isle of Man and Stonehaven, and towed to land by Dutch tugs.

Caroline chief Ronk O'Ra- thur's wedding was February 21. The couple were to be married in two weeks. But generally it's be- lieved that last year's Marine Officers Ball, which drew 500 in attendance and events have finally defeated the last pirate and its transmission- workers. If this proves to be the case, Luxembourg's only rival is the BBC with its many problems and handicaps.

Radio-TV Editor

for Mercury and Merree Distributors. These people were so helpful on the phone that it really made my first few weeks much easier. Here. And all assistance from the other companies will be greatly appreciated. We will be highlighting mostly new releases in albums and singles -- the best. Hot 100 and easy listening. I cer- tainly hope, in an upcoming issue, you will be able to salute these people and companies. They are such a fantastic job -- we'll be out of business without their help.

Don Williams has joined KSTT in Davenport, Ia. He's been at WQNE in Dayton as Johnny Midnight the past year and a half and says, "I have been fortunate enough to shed that pseudonym and am now using my actual real- life name." Walt Reinen is now in the 9 a.m.-1 p.m. slot at KFIZ in Fort Worth, replacing Bob White who switched over into sales. Robin had been with KXOF in Fort Worth in the 5-9 a.m. drive slot for the past six months and prior to that had been Gentle- man Jim for WPGR and McGin- nis for WQVL. Both in Washing- ton. The KFIZ line-up now looks like this: George Irwin in 5-9 a.m., Walt Robin in 9 a.m.-1 p.m., Saez Gordon 1-3:30 p.m., Randy (Big R) Robins 7-midnight, and Jim Dye all night. PJ's and Wanda Hames sit in on weekends.

(KRLA, KJH: Battling to Grab 'Old' KFWB's Top Audience)

has nothing to do with KFWB's program switch. Nonetheless, the station is paradoxically "loosening up" its exposure for records while maintaining Boss 30 playlist. The "loosen- ing up" means not repeating the same titles as often as in the past since new disks on the playlist may number up to one dozen titles, Jacobs says. Jacobs says he and program- ming consultant Bill Drake have been studying the declining influence of rock stations around the U.S. for the past year.

Strengthens Position

As a result of the national influence of rhythm and blues and easy listening outlets, KJH has decided to strengthen its position as the leading mass appeal station. We are going to be more selective in our music than we have ever been," Ja- cobs notes. "In addition, I have estab- lished a "criterion of sound" which will sway its decisions on whether to accept new records. "We are making more subjective judgments, we are not going with records which seem to be objectionable, which we feel don't appeal to the necessarily mean anything to the mass audience. We have to listen to records in a vacuum, absent from the sales stand- point."

Rock radio stations, Jacobs feels may have alienated the mass audience, in part at least, by being too conscious of hits and fades. "Some acts like Johnny Rivers and others, have a broader appeal base. We would trade off the more popular any day," he says. Previously, Jacobs comments would be lined with references to "the kids." Now, his think- ing seems to be away from the teen crowd and to older ears -- an audience KFWB was trying to entice with its blend of rock and middle of the road sounds.

Since KJH works with a short playlist, if it programs an of- fensive record or one with minority status, the tune-out percent is high. Jacobs believes this is the reason single receives RIAA gold certification before it's in the stores, whereas normally mean anything to KJH.

The station has been playing advertising with the Beatles "Revolver" LP over one year ago. Jacobs notes, adding that comments the station avoids LP material. Jacobs notes, adding that comments the station avoids LP material.

In April, the station will be the first to offer "Exclusive Kenneth Pot Speaks and station music co-director Betty Merker-Gurley is on the playlist which is aired Wednesday evenings.

Tommy Reno is back with the KRO General Station co-stations, which explains, also able to keep his fin- ger on the pulse of so many markets.

MARVEL 16, 1968, BILLBOARD

KRLA, KJH: Battling to Grab 'Old' KFWB's Top Audience

PERSONALITY PROFILE

Audie Deejay Puts Spice Into Breakfast

By JOCK VEITCH

SYDNEY—"A breakfast man needs much more music to get by in this town," says Gary McNair, the owner and breakfast announcer of 2UE Here. try to give my listeners an equal mix- ing of music, news, sports, and advertisements, and occa- sionally I'll drop the advertise- ment. It's a must.

It's a mixture that pays off. McNair and Anderson are the only two Australian radio and TV use, show he has "excellent," although it's not as good as it was in the past spot and is consistently several points ahead of his rival on six and seven commercial stations that serve Sydney's 2,500,000 people.

Gary is a former radio news man who turned deejay in 1959 and joined 2UE as a newsman after several years outside work at 2SM. "I still think like a newsman," he said. "Anytime I hear of a big local news story my first instinct is to grab a tape re- corder and run.

He still reports on local jobs occasionally and last year 2UE let him roam Japan for six weeks. In Hong Kong he attached himself to the police cars and followed them on a series of investigations. "It was exciting, especially when they were so punka and so efficient," he said. "We'll play a top hit and then a couple of upcoming records. I don't really have to worry about that much be- cause the station picks them. I like all sorts of music and I... (Continued on page 36)
A $1,000,000 BREED

The American Breed

headed for their second straight
gold record with

"GREEN LIGHT"

# 821

Published by Four Star Music Co., Inc. - Written by Tucker-Ninez

Acta Records, Hollywood 28, California (A Division of Del Records)
KYA Bows Battle With KFRC

The station will promote its evergreen call letters and the fact that it has been part of the community since 1926. With its blend of singles and album tracks, KFYA will seek to merchandise the 18-35 audience, with the underlying theme that the city's adults "belong with the station."

Selectors
Starr and Gary Schaffer will select songs for the playlist, which will be made up on Tuesday and aired Saturday morning. Sharon Nelson, a programming secretary-co-ordinator, will seek to provide more research of record sales for the survey. The stations plan adding significant records to the playlist on a daily basis — when the situation arises. A fast rising title from another market, so a song which appears to have gained favor with the Bay Area audience, or a single being played on KFRC but not on KFYA would fall all into this category.

Prior to the new format going into effect late last week, KFYA's rock concept was "rather loose," according to Starr. Psych. Sounds were being aired throughout the day. "Eleven minutes of 'underground' sounds at 7:30 in the morning is a little hard to take," Starr says. Henceforth, pop/hippest interpretations will be programmed in the evenings. A major hit recording will be played "often," with equal information being tabulated during daytime hours for airplay and on the weekends.

STATIONS PLAYING PROGRESSIVE ROCK

EDITORS NOTE: The following is a list of additional stations programming progressive rock (underground music) records to be added to the list in Billboard March 2 issue, page 22.

PART TIME

WCLV-FM — Program director Bob Conrad, 1305 S. Center Road, Cleveland, Ohio 44124. 11:15 Tuesday to 6:30 am. Saturday.
Phone: (216) 449-0900.

WBAI-FM — Daybreak Bob Foust, 30 East 39th St., New York, N.Y. Phone: 672-2388. Midnite to wee hours daily.

WHIM-FM — Dominick Siella. Show operated by Real Rock Productions with hearings at 240 Lexington Ave., N.Y. Phone: (212) 640-0626. Show heard Saturday midnight to dawn. Uses guest interviews.

WISE-FM — DeeJay Johnny Devereaux, Box 3022, Philadelphia, Pa. 11:15-7:30 am. Monday through Friday.

FULL TIME

KLZ-FM — Program director Max Floyd, 131 Sper Boulevard, Denver, Colo. 80217. Phone (303) 624-2711.

WDBS — Program director Paul R. Conroy, Box 4742 Duke Station, Duke University, Durham, N.C. 27706. Phone (919) 643-8111. College station that mixes progressive rock records in with regular top 40 format.


PART TIME

WCLV-FM — Program director Bob Conrad, 1305 S. Center Road, Cleveland, Ohio 44124. 11:15 pm. Friday to 6:30 am. Saturday.
Phone: (216) 449-0900.

WBAI-FM — Daybreak Bob Foust, 30 East 39th Street, New York, N.Y. Phone: 672-2388. Midnite to wee hours daily.

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WISE-FM — DeeJay Johnny Devereaux, Box 3022, Philadelphia, Pa. 11:15-7:30 am. Monday through Friday.

WOPA-FM — General manager Al Michel, 408 S. Oak Park Avenue, Oak Park, Ill. 60302. (312) 848-5760. Scorpio hours "Sounds of the Monday through Friday and a 9-ninth Sunday show called "Scorpio."

WONE-FM — Student Services, Michigan State University, East Lansing, Mich. 48823. (517) 353-4444. Network of four campus stations at MSU. "Dream Machine" show carried daily 10-10 pm from telephone requests; progressive rock only played on this show.

Starr hopes to provide instant exposure to requests on the weekends, with emphasis on oldies.

Among the new plans are attempts to rack KFYA's format with another station's FM sister, KOTT-FM, presently in an automated pop standard mode.

Starr says he plans exploiting the distinct vocal sounds of each personality, . . . trying to create a different sound image from KFRC.

Hopefully, this difference will be generated through KFYA's new artists Gary Schaffer (6-10 am); Gary Schaffer (10-2 pm); Johnny Holiday (2-6 pm); Tom Campbell (6-10 pm); Tom Saunders (10-2 am) and Russ Syracuse (2-6 am).

Aussie Deejay Puts Spice Into Breakfast

Take an interest in what I'm playing, but you couldn't call me a top expert.

His day gets off to a good start so far as the ratings go. He begins work at 5 am., half an hour before ratings are counted. But at 5:30 am. he is well ahead of the rest.

"I send out calls at that time of day," he said. "I'm the one who does, I understand. I talk to policemen, ambulance men, butchers, market women and I get a lot of loyal listeners that way. Taxi drivers particularly use me because they want to know about arrivals and departures. I've got a direct line from Central Ambulance and I use it. I've got a lot of accident reports. That becomes important and quite a good item when the morning goes on because it affects traffic."

"We dropped routine traffic reports some years ago because we found that by the time motorists heard the reports they were generally too late to be of use."

"I don't drop advertisements too often, of course, because they keep us in business. But occasionally I feel I can do it. With a lot of people the advertiser want to come back. In fact, we've lost no customers by doing it."

Gary lives in the out Sydney SEDLACKY, ALLIANCE, with his five children. He rises at about 5:30 am. and gets to the studio about 6:40. He reads the papers and has a cup of coffee before he goes on the air.

Then he drives home and has breakfast. "I have a lot of work and a lot of time to do," he said. "I spend most of the time around my swimming pool, myself."

"I see a lot of them. The children are between the ages of two and five. They're very young and they plan to use it."

"We have regular conferences, of course, and we try to put up and change things so that all of us think it's necessary. But it's all very friendly."

Yesteryear's Hits

Change-of-place programming from your library's shelves, featuring the disks that were the biggest in the land 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's charts of those years.

POP SINGLES—5 Years Ago—March 8, 1963

1. Walk Like a Man—Four Seasons (Tea Jay)
2. Our Day Will Come—RUBY & THE ROMANTICS (Kapp)
3. You Are So Beautiful—Valerie Harper (Capitol)
4. The End of the World—Shelby Harris (Beverly)
5. Rhythm of the Rain—Cascades (Valiant)
6. Baby Boy—Dion (Columbia)
7. Hey Paula—Paul & Paula (Capitol)
8. Bless Me Lord—Vesla McNeil—Eydie Gorme (Columbia)
9. What Will My Mary Say—Johnny Mathis (Columbia)
10. She's So Fine—Dailene (Aqua)

R&B SINGLES—5 Years Ago—March 16, 1963

1. That's The Way Love Is—Bobby Blue Bland (Aqua)
2. Hey Paula—Paul & Paula (Philips)
3. Walk Like a Man—Four Seasons (Tea Jay)
4. Our Day Will Come—RUBY & THE ROMANTICS (Kapp)
5. You've Really Got A Hold On Me—Margaret Wilson (Cameo)
6. Baby Boy —Dion (Columbia)
7. Rhythm of the Rain—Cascades (Valiant)
8. Walk Right In—Roopshot Singers (States)
9. Send Me Some Lovin'—Sanz Cooke (MFS)
10. Mama Didn't Lie—Jan Bradley (Chess)

POP SINGLES—10 Years Ago—March 17, 1958

1. Tequila—Damas (Challenge)
2. Sweet Little Sixteen—Chuck Berry (Chess)
3. Summer Rain—Roy Orbison (RCA Victor)
4. I Can't Get To You—Chuck Berry (Chess)
5. Twenty Million Miles—Four Preps (Capitol)
6. The Longest Time—Frankie Avalon—Ferris (RCA Victor)
7. You're Breaking My Heart—Cindy (Warner Bros.)
8. Who's Sorry Now—Connie Francis (Columbia)
9. The Twelfth Of Never—Big Three (ABC-Paramount)
10. Billy and Me—Don Hall, Morey Berson (Epic)

POP LP'S—5 Years Ago—March 16, 1963

1. Songs I Sing and Country (Jimmie Driftwood, Billy and Earl Smith, Patsy Montana) (ABC-Paramount)
2. The Very Best of the Celebrity—Allan Sherman (Warner Bros.)
3. Music—Peter, Paul & Mary (Warner Bros.)
5. The Story—Soundtrack (Warner Bros.)
6. My Son, the Celebrity—Allan Sherman (Warner Bros.)
7. Richard Chamberlain Sings—(RCA Victor)
8. Frank Sinatra Sings—Frank Sinatra (RCA Victor)
9. Themes—Andy Williams (Columbia)
10. His Favorite Things—Charlie Byrd (Verve)

Yesteryear's Hits

Yesteryear's Hits

March 16, 1968, Billboard
What do Bing Crosby, Cab Calloway, and “Where The Rainbow Ends” have in common?

P.I.P. records

A very uncommon record label making big news in the music world.


CAB CALLOWAY ’68 (6801) — The Broadway star’s hit album featuring “Hello Dolly”, “Rich Man”, “Cabaret” and others. Shipping NOW.

WHERE THE RAINBOW ENDS — Smash European Instrumental by Tony Hiller now moving up on rock and good music stations. (8902) “RAINBOW” album shipping April 1.

These are the distributors of the uncommon record.

D.J.s write for free samples to Bobby Ragona / Sales & Promotion. A Division of Pickwick International Inc. PICKWICK BUILDING, LONG ISLAND CITY, N. Y. 11101

www.americanradiohistory.com
Jim Goua has joined KBCA, Los Angeles, in morning and Sunday evening slots. He has resumed his two-hour interview specialty-a former feature on KBIG-FM in Los Angeles when he was with that station two years ago. Bill Brugh, decky with WSGI in St. Charles, Ill., new records for Portrait Records, a new label in Elmhurst, Ill. Blough says I left "a very fine artist and decky, Roy Stingley, who is also passenger director for WJJD in Chicago," in my recent article on singing deckies. I apologize, Roy.

Red McVALUE, associated with KORC, Las Vegas, for the past two years, has returned to Los Angeles as morning man for KFI; he was on various Los Angeles stations in the late '50s and early '60s.

Don Kolivas, Palm Springs, now VP of production and decky Bill Loucks needs stereo albums. Loucks says the 34-000-watt signal covers Indianapolis and most of the southern part of Chicago. The lineup at WCTR is Ashland, Ky., a country music station, former director Chuck Belkman, Mike Todd, Ron Martin, and T. Douglas Gosse on weekends. The 5,000-watt Connie B. Gay station is managed by Ken Stephens, who reports that business has been increasing steadily.

Mary Ray, a veteran decky at WFLA, Tampa, has passed away of a heart attack. . . . Decky Dave Diamond, with KRC in San Francisco, has been signed to do two roles in "The Outsiders" TV series. . . . WGOJ at 71 West Bridge Street, Oswego, N. Y., 1,000 watts, is bowing a country music program and needs records. Send to C. F. Harris, assistant station manager. . . . Nick Kolivas, decky with KFQD in Anchorage, has joined KVTA-TV, same city, as production manager.

Don Sundeen, formerly Donnie Dave at KJLP in El Paso, Tex., is now program director of rambunctious KCOH in Houston. Says he feels he has a "sleeping giant" on his hands. . . . Bob Lee has been named program director of KIMN, the Hot 100 ruler of Denver, by Ross Bobbey, the new music director. . . . Paul Correa is in charge of the military service and back with WMSG, Huntington, L. L. N. Y. he's doing two daily shows—noon to 2 p.m. and 4-6 p.m.

JIMMY JACOB WILL DESTROY YOUR MIND

MONUMENT RECORD CORP. NASHVILLE, HOLLYWOOD

Vox Jox

* Continued from page 34

In Sales and Plays #6128

** KING'S NEW STAR "FLICKERS" CHARLES VICKERS

"LOST MY FAITH IN YOU" "DO ME GOOD" Moving up! Up! Up!

In Sales and Plays

KING RECORDS, INC.

** BEST SELLING R&B SINGLES

* Star Performer—LP's registering greatest proportions spaced progress this week.

This Week

Title, Artist, Label, No. & Pk.

Weeks on Chart

1 6TH SONG (On) THE DOCK OF THE BAY 7

2 WE'RE A WINNER Impressions, ABC 1073 (Chad, BMI)

3 I MISS IT WHEN IT RAINS Temptations, ABC 623 (M, 365/355)

4 I THANK YOU Stax & Sons, Stax 241 (East, BMI)

5 (Sweet, Sweet Baby) Since You've Been Gone 6

6 WHAT'S A LIAR Sesame Street, Unzel 3052 (Jesse, BMI)

7 THERE ARE NO TANGENTS Howard Tate, Verge 1073 (Roger, BMI)

8 MAN NEEDS A WOMAN James Carl, Goldstar 332 (Rick, BMI)

9 STOP Howard Tate, Verge 1073 (Roger, BMI)

10 THERE'S A LIE James Carl, ABC 1143 (Temptations, BMI)

11 LOST Jerry Biber, Mercury 72264 (Double Diamond/Downbeat/Black, BMI)

12 DANCE TO THE MUSIC The Isley Brothers, LA 10256 (Twin Tone, BMI)

13 SWEET INSPIRATION Sweet Inspirations, Atlantic 4746 (Prep, BMI)

14 LOVE, LOVE, LOVE Otis & Carla, Stax 244 (Prep, BMI)

15 UNDER THE MOON James Carl, ABC 1164 (Temptations, BMI)

16 (I CAN'T HELP) MYSELF The Comets, ABC 625 (M, 365/355)

17 IF YOU GO Away, Baby, Atlantic 4746 (Prep, BMI)

18 IT'S A LONG WAY PLEASE James Carl, ABC 1164 (Temptations, BMI)

19 I'M SORRY The Isley Brothers, LA 10256 (Twin Tone, BMI)

20 THERE IS A MERRY LANDING The Soul Brothers, ABC 625 (M, 365/355)

21 I'M FREE Of Course, Atlantic 4746 (Prep, BMI)

22 WHAT A DAY IN THE LIFE The Beatles, Apple 1203 (EMI-Capitol, BMI)

23 (I CAN'T HELP) MYSELF The Comets, ABC 625 (M, 365/355)

24 I'M SORRY The Isley Brothers, LA 10256 (Twin Tone, BMI)

25 THERE IS A MERRY LANDING The Soul Brothers, ABC 625 (M, 365/355)

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30 THERE IS A MERRY LANDING The Soul Brothers, ABC 625 (M, 365/355)
DIONNE WARWICK in Valley of the Dolls

As performed by Miss Warwick in the 20th Century-Fox movie. 33,000,000 people will see Scepter’s full-page advertisement on Dionne’s Valley of the Dolls in the March 19, 1968, issue of LIFE MAGAZINE.

See you at NARM in sunny Florida.

THIS IS THE ONLY ALBUM IN WHICH DIONNE WARWICK SINGS VALLEY of the DOLLS!
NEW YORK — This year's Grammy Awards narrowed the gap between RCA and Columbia in over-all winners since the NARAS instituted the award. RCA still has an edge of 43-22 for the 10 years. The two awards won by Luciano Pavarotti, the Italian tenor, was a new label to the listings: CBS. If combined with Columbia's total, that figure would be 24. Columbia won six of the 10 awards, and tied with RCA in addition to the CBS pair.

Angel's chamber music award for Yehudi Menuhin-Ravi Shankar "West Meets East" brought that label's total to four. However, the eight awards won by RCA-Columbia would bring the Angel/Capitol total to 12. Also cited in the over-all listings are Decca with two and Deutsche Grammophon with one. The DGG award was for "Wezeichk" in 1965, making recordings of that opera winner twice in a three-year period.

Price Steal
Soprano Martina Arroyo's Price award for "Prima Donna, Volume 2" gave the RCA artist the winning "Vocal Soloist Performance" for five consecutive years. Miss Arroyo won an over-all award in 1960 and was featured in the opera winners on RCA in 1962 ("Aida"), 1963 ("Aida, Butterfly"), and 1964 ("Carmen").

The instrumental soloist award in 1966 went to Vladimir Horowitz for his Columbia album, "Horowitz in Concert," was his fifth such award in six years, all for Columbia albums. His string was interrupted when he won the 1956 award went to RCA's Julian Bream for "Baroque Guitar." Previous winners in this category were Decca guitarist Andres Segovia, RCA pianist Artur Rubinstein, and Capitol guitarist Laurindo Almeida (twice)."}

Stravinsky Second
Igor Stravinsky and the Columbia Symphony performed music from his ballet "Firebird" in 1962 in London. In the second time in the orchestral category, the Columbia album of Stravinsky's "Firebird & Petrushka Suites," Columbia, which has its long program for recording that composer's works, also was the label for Stravinsky's 1962 "Firebird" winner.

The Boston Symphony, however, heads the orchestral winners with five awards, three under Erich Leinsdorf and two under Charles Munch, all on RCA. The other orchestral winners have been Columbia's Vincenzo Scotti and the American Symphony on Columbia, Fritz Reiner and the Chicago Symphony on RCA, and Felix Slatkin and the Hollywood Bowl Symphony on Capitol.

Choral Tie
For the second consecutive year, the RCA "Choral Tie" went in a tie, this time between two Columbia sets: Mahler's "Symphony No. 8 with Leonard Bernstein conducting eight soloists, the London Symphony, and Orff's "Catulli Carmina" with Robert Pace, the Toronto Symphony, and the Philadelphia Orchestra conducted by Eugene Ormandy.

In the choral category, RCA has scored five times in the past, and Columbia, Capitol, Angel, and London, once each. Other vocal choices include those of Bela Bartok and the Chicago Symphony, with Kathleen Ferrier, Karl Böhm, and Sir Peter Pears.

RCA has the lead in chamber music awards with six, including two for solo awards. To the trio of violinst Jascha Heifetz, violinist William Prim and pianist Roman Pisker. Heifetz and Plasigiosa also toured with pianist Jacob Lateiner for an award. Other RCA chamber winners were the Julian Bream Consort, the Boston Symphony Chamber Players, and Rubenstein for the same album as soloist. Other chamber winners have been the Juilliard String Quartet (Columbia), Hollywood String Quartet (Columbia), and the Pro Musica (Decca) and Almeda (Capitol).

This year, with orchestra category, since combined with the soloist award, violist Ivano Stern won three awards on Columbia. Winning twice each for RCA were pianist Van Cliburn and Rubinstein. Pianist Sviatoslav Richter gained a Grammy in the "Vocal Soloist" category.

Sponsored Albums
Columbia's Mahler Symphony No. 8 package which was planned as a sister CBS label for classical album of the Young Philharmonic, its fifth album award, the third produced by John McClure. Other Mcclure produced was Bernstein's "Symphony No. 3" with Bernstein conducting the New York Philharmonic, and "Stravinsky Conductors," winner besides Frost was the producer for the other two Columbia winners, both featuring Horowitz. RCA's other previous album awards went to Bernstein, "Requiem," with Benjamin Britten conducting the London Symphony Chorus and Orchestra, and the John Guonlychaw producer, and Ives' "Symphony No. 1." with Morton Gould conducting the Chicago Symphony on RCA, Howard Scott produced.

The engineering award to Columbia for "The Greatest Works of the Great Gustavus Mahler" with conductor Jiri Sedlack and Rudolph Blesh as engineer, was that company's second Grammy in the award. There in the past RCA won five times, and Decca won four.

Other opera winners were Mozart's "The Marriage of Figaro," on RCA, Puccini's "Turandot" on RCA, Puccini's "Madama Butterfly," on RCA, and "Die Walk"ere on London.

LEOPOLD STOKOWSKI conducts the Chicago Symphony in an RCA recording session Khatchaturian's "Symphony No. 3" at Chicago's Medinah Temple. Howard Scott was the Red Seal a/s producer. The Red Seal pressing will be the first for the symphony.

Koussevitzky & Montreux Awards Set Sept. 10
- Continued from page 2

A three-man jury, meeting in Montreux this year, will select the award. Previous winners have been Edgard Varese, Wil- old Lutoslawski, Ingvar Lind- halm, Peter Maxwell Davies and Olivier Messiaen.

The Montreux Award, which is being initiated this year, will be organized by the Mon- treux Music Festival at the insti- tution of Roland Gelat, as- sociate publisher of High Fidel-

Award to Britten
LONDON — Composer-con- ductor Benjamin Britten has been awarded the fifth annual London Song Prize for con- temporary musicians. He is expected to receive the Danish award, worth £7,312, in Copen- hagen in May. Previous re- cipients of the Song Prize have been Igor Stravinsky, Leonard Bernstein, Birgit Nilsson and Winifred Walsch. The Montreux Award was presented this year to the London Symphony Orchestra for their "Mozart's Marriage of Figaro," conducted by Benjamin Britten. The London Symphony Chorus was performed by the John Cushiaw producer, and Ives' "Symphony No. 1," with Morton Gould conducting the Chicago Symphony on RCA, Howard Scott produced.

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SANDOR KONYA, tenor, right, goes over a score with Is Horowitz, Decca's classical a/s director, during a recording session of Verdi and Wagner art songs for Decca Gold Label.

Donors of a short-lived "Most Promising Classical Recording Artist" award were London's Marilyn Horne and RCA's Peter Serkin.

The awards, which will not be divided into categories, will be given three outstanding rec- ords. In addition, a Citation for Distinguished Achievement will be presented to a musician, engineer, or producer, who has contributed significantly to the art of recording.

Gelat is chairman of the 11- member jury for the award. Other members of the Interna- tional panel are: United States, Irving Kolodin, associate editor of Saturday Review; Czechoslovakia, Ivan Vostick, professor of Music at Charles University, Prague; Great Britain, Edward Greenfield, record/music critic of the Gramophone and the Guardian; France, Armund Panigel, founder of Discques magazine, and French record/er commentator; Germany, Kurt Blaskop, associate editor of HiFi magazine; Holland, Klaas Posthumus, fe- ture editor of Luister magazine, Italy, William Weaver, founder of Discoteca magazine and in Italian record commentary; Japan, Kenji Tsunori, mu- sician's critic of Asahi Shimbun, Sweden, Bengt Pil- jel, editor of Muiskvyr magazine, and Switzerland, Gabriel De Agostini, music/record critic of La Suisse.

MARCH 16, 1968, BILLBOARD
There just weren't enough Grammies to go around.

Because in two categories Columbia Masterworks tied with two other Columbia albums.

So the committee had to cough up eight Grammies for us. Which probably makes this the Best Grammy Story of the Year. (Do they give a prize for that?)

And now you've got eight good reasons for stocking and featuring all of these albums.

Best Classical Performance — Orchestra

Stravinsky Conducts The Rite Of Spring by The Philadelphia Orchestra

MS 7011

Best Opera Recording

Wozzeck by Pierre Boulez and The Chicago Symphony Orchestra

CBS/S2 21 0002 (A 2-Record Set)

Best Classical Instrumental Soloist Performance

Horowitz in Concert by The Philadelphia Orchestra

M25 751 (A 2-Record Set)

Best Engineered Recording — Classical

The Greatest Sound of Brass by The Philadelphia Orchestra

M25 751 (A 2-Record Set)

TIE:

Album of the Year — Classical

Mahler Symphony No. 1

CBS/92 21 0002 (A 2-Record Set)

TIE:

Best Classical Choral Performance (Other Than Opera)

Leonard Bernstein Conducts Mahler Symphony No. 3

MS 7017

The Sound of Genius on CBS and Columbia Records.
Pianist Van Cliburn will be soloist with Howard Mitchell and the Washington National Symphony April 11. The reviewer for Saturday Night calls the pro-
gram "a fine one" and "an unusual program need-
ary to the soloist with large repertory." The con-
cert will be at 7:30 tonight in the Mayflower Opera-
house, 1200 Connecticut Ave. N.W. Conduc-
tor Mitchell Larner will conduct the works of
Carlo Gesualdo, Vittorio Gui and César Franck.
Van Cliburn will also appear at the Colorado Music
Festival here April 20 at 8 p.m. and April 21 at
7:30.

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ary to the soloist with large repertory." The con-
cert will be at 7:30 tonight in the Mayflower Opera-
house, 1200 Connecticut Ave. N.W. Conduc-
tor Mitchell Larner will conduct the works of
Carlo Gesualdo, Vittorio Gui and César Franck.
Van Cliburn will also appear at the Colorado Music
Festival here April 20 at 8 p.m. and April 21 at
7:30.
The Rascals / Once Upon A Dream

EASY ROLLIN' • RAINY DAY • PLEASE LOVE ME • IT'S WONDERFUL
I'M GONNA LOVE YOU • MY HAWAII • MY WORLD • SILLY GIRL
SINGIN' THE BLUES TOO LONG • SATIVA • ONCE UPON A DREAM

Atlantic 8169/SD-8169
Decca and The Stripper

OR

How Bambi Peel likes the way our March releases stack up.

"You know how it is in my business," she says, "the same kind of music night after night. When I buy records, I like to get all different kinds."

That's where Decca comes in to help you—to sell her.

We have the greatest selection of product to satisfy all your customers, not just some of them. Everything from rock to romance to country/western, from classical to pop. Something for everybody. So you rarely miss a sale.

Although Bambi prefers pop and jazz, she occasionally buys some of our soft, romantic music. "When I want to relax after working at the same old grind," she explains.
Here's a full-scale promotion on the incomparable Nat King Cole and his timeless catalog of unforgettable music.

NEW! A Deluxe Stereo Set of His Most Memorable Performances. With a Special Commemorative Offer — 3 Records for the Price of 21*

NEW! The Record-Matic
A revolutionary merchandising fixture! Handsome. Compact. Permanent! Yours FREE with the purchase of any 25 Nat King Cole albums! The Record-Matic holds 25 albums, flips product automatically, stops and starts at the flick of a finger! Gives customers a full view of each album cover. A Capitol exclusive! (This is a limited offer, so contact your CRDC rep right away!)

NOW! For your Record-Matic, choose from these unforgettable Nat King Cole best-sellers!

The Record-Matic will soon be available through your local CRDC Distributor as a regular accessory line product. *Optional with dealer
Country Music

Country Acts Help Palsy Raise Record $250,000 in a Telethon

NASHVILLE—Country music artists, giving their time free, joined forces with pop singers and network stars to raise a record $250,000 in a 36-hour television marathon here for Cerebral Palsy.

Among those who entertained in the program, headed by Tree Music's Jack Stagg, were Cher, Atkin, Jerry Reed, Roger Miller, Glen Campbell, Bobbie Gentry, Bob Dylan, Snooky Lanson, the Osborne Brothers, Jordanaire, Hambone Somers, the Kingston Trio, Sayers, Lonesome Rhodes, Billy Walker, Sammi Smith, Charlie Louvin, Sgl. Bill Bedford, the Floyd Sisters, the Marijohn Singers, Lorenz Mann, Terri Lynne, the Wilkins, (who had just signed a recording contract with Reprise), Roger Williams, Danny and the Juniors, Dionne Warwicks and network personalities Cameron Mitchell, David Carney, Rosmary Prinz and Monty Hall. Several sports personalities including Johnny Unitas, John Gary, Al, and Jimmy Mason and the Vanderbilt basketball team also took part.

The money raised exceeded last year's total by some $100,000. Most of the bookings were booked for their part in the show; artists here gave their time and talents free.

Among the first large contributors was pop Capitol, Ferlin Husky, who gave $1,000. This was matched later in the telethon by other music personalities, who were among the heaviest donors.

The all-night, all-day show was televised by WSMA-TV. It was produced by Elmer Alley. The telecast raised the second highest amount of money of any telethon in television history, surpassed only by New York's.

Hugh Rodgers Sets Up Firm

ATLANTA—Hugh Rodgers, formerly with the Arnold Agency here, has formed his own talent and booking firm and is expanding into the country and college fields.

Margie Whitaker, who also had been with the Arnold Agency, has been added to the agency department. She is trying to sign "name artists" and is traveling extensively now buying and placing talent into clubs, mostly in the Southeast.

Rodgers heads the country club department, working primarily with college and sports groups. He will also do business for fraternities and university concerts.

Rodgers is adding a line up locations around the nation for bookings. He has signed Jimmy and Louise Teig, a family of seven who record on Bell Records. They are now playing the Florida circuit.

COUNTRY MUSIC ARTISTS attend the official opening of the Southern regional showroom of Ampeg in Nashville. Left to right: Roy Wiggins, Ampeg regional manager; Everett Hull, Ampeg president; June Carter, Johnny Cash and Billy Grammer.

Newlyweds Johnny Cash & June Carter made an unusual appearance. They wanted Margie Perkins, wife of Cash's longtime associate Luther Perkins, at their wedding. She was busy with the Ampeg opening here. Ampeg agreed to let her off if the newsmarried would come to the official opening of the instrument firm. The FHC stages were opened in concert in Denver, topped $5,000 at the box office. The FHC's next show will be on April 30th at the Municipal Auditorium in Nashville.

Hugh NASHVILLE—The April-Blackwood division of Columbia officially opened its Memphis office area here with its signing of Bobby Darin. Jack Grady, associate producer of the Memphis-Nashville office, said other writers would be added to the company's country, rhythm and blues fields.

Neal Anderson, vice-president of April-Blackwood for Great Spoon, professional manager, were at the opening, along with the staff writers, adm from the Nashville area and "prospective signees from the South.

Among those under contract at the signing were Ken Henry, John Reed and Judy Thomas, who have been working in Nashville in lining up new writing talent.

Grady's biggest search for country concerts, including the company under contract with another publisher.

A separate office may be opened in Memphis within the next few months, depending upon the success of the talent search in this area.

James Picks—James Clicks; Makes Chart for 13th Time

NASHVILLE—Sonny James, who has now reached the top of the Billboard magazine charts and has been in the top ten for a consecutive time, says selection of material in recording sessions is on stage is the "secret of his success.

James has a 14 top song, but the real secret of his continued success is the giving of "Young Love" at that time was big in both in the pop and country fields.

In 1964, giving his arms directly toward country and pop, he recorded "The Year You're Gone." This was followed by "True Confession," "Baltimore," and "You're the Only World I Know," all of which went to the top.

He continued his string with "I'll Keep Holding On." "Behind the Tear," "True Love's a

Dori Bought by S&S Promotions

OKLAHOMA CITY — S & S Promotions, a country booking and production firm, here, has purchased the Nashville booking agency in the Salt Lake City area. Dori will be a sub division and a Western division office of S & S.

S & S is a division of thetel music owned by S & S, and is operated by President Ken Nelson, former salt Lake City., owner of Ken Nelson Promotions, who has also formed two division, Adamson and a three man staff to manage the booking of club circuits in the Western States.

The nationally merged companies now have under their collective labels, the Buckaroos, the Midkates, Freddy Carr, Dick Rich, Penny Starr, Durwood Hardoby, Johnny Appleseed and Dewey Knight.

March 16, 1968, Billboard

CMA Mails a Survey of Nation's Country Stations

CMA also announced a new album of country music designated specifically for service—duty personnel. It has been arranged for distribution through the exchange and ships and military establishments in countries and at sea.

The special album is part of the U.S. Armed Forces Radio and Television Service. It fulfills a demand for country music and other country features and serves as a reminder to the artists at an extremely reduced price.

NASHVILLE—Mrs. Jo Wary, executive director of the Country Music Association (CMA), suggested the mailing of the annual survey of country radio stations across the nation. Hartford estimated the information compiled by the survey is utilized by CMA membership in their activities. The data is released to ad agencies and to CMA organizational members.

Currently more than 400 radio stations in the U. S. broadcast country music full time, while some 1,200 carry it on a part-time basis.
DALLAS FRAZIER has a new country smash!

"THE SUNSHINE OF MY WORLD"

A great piece of material!
A great performance!

Capitol

PUBLISHED BY: BLUE CREST MUSIC, INC.

www.americanradiohistory.com
<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>37</td>
<td>THE SON OF HICKORY HOLLER'S TRAMP</td>
<td>Johnny Crawford</td>
<td>RCA Victor 47-9492</td>
<td>13</td>
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<tr>
<td>38</td>
<td>MY BIG TRUCK DRIVING MAN</td>
<td>Kitty Wells</td>
<td>RCA Victor 47-9437</td>
<td>8</td>
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<tr>
<td>39</td>
<td>THERE AIN'T NO EASY RUN</td>
<td>Dave Dudley</td>
<td>Mercury 72779</td>
<td>3</td>
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<tr>
<td>40</td>
<td>SMOKE SMOKE SMOKE SMOKE</td>
<td>Tex Williams</td>
<td>RCA Victor 47-9423</td>
<td>5</td>
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<tr>
<td>41</td>
<td>NOTHING TAKES THE PLACE OF LOVING YOU</td>
<td>Charley Jackson</td>
<td>Columbia 44416</td>
<td>11</td>
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<tr>
<td>42</td>
<td>WELCOME HOME TO NOTHING</td>
<td>Johnny Dollar</td>
<td>Mayfair, BMI</td>
<td>4</td>
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<tr>
<td>43</td>
<td>EVERYBODY Gotta BE SOMEWHERE</td>
<td>Johnny =, CMA Victor 47-9425</td>
<td>First Star, BMI</td>
<td>10</td>
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<tr>
<td>44</td>
<td>THAT'S WHEN I SEE THE BLUE (In Her Pretty Brown Eyes)</td>
<td>Jim Reeves</td>
<td>RCA Victor 47-9425</td>
<td>2</td>
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<tr>
<td>45</td>
<td>SUNDOWN MARY</td>
<td>Billy Walker</td>
<td>Monument, BMI</td>
<td>3</td>
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<tr>
<td>46</td>
<td>GREAT PRETENDER</td>
<td>Loretta Lynn</td>
<td>Panam, ASCAP</td>
<td>10</td>
</tr>
<tr>
<td>47</td>
<td>LITTLE WORLD GIRL</td>
<td>George Hamilton IV</td>
<td>RCA Victor 9385</td>
<td>13</td>
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<tr>
<td>48</td>
<td>MOODS OF MARY</td>
<td>Tammy &amp; The Glitter Brothers, MGM</td>
<td>BMI)</td>
<td>1</td>
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<tr>
<td>49</td>
<td>SAY WHAT'S HAPPENING</td>
<td>Betty Sue</td>
<td>RCA Victor 47-9430</td>
<td>1</td>
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<tr>
<td>50</td>
<td>A THING CALLED LOVE</td>
<td>Tammy Lynn</td>
<td>Victor 47-9448</td>
<td>6</td>
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<tr>
<td>51</td>
<td>LOUISVILLE</td>
<td>Lynn &amp; Ron Davies</td>
<td>Motown, BMI</td>
<td>11</td>
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<tr>
<td>52</td>
<td>YOUR LILY WHITE HANDS</td>
<td>Johnny Carter</td>
<td>Imperial 45048 (T.M.) (Blue Echo, BMI)</td>
<td>2</td>
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<tr>
<td>53</td>
<td>ME &amp; MRS. JOHN SMITH</td>
<td>Johnny &amp; Louie Smith</td>
<td>Capitol, BMI</td>
<td>5</td>
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<tr>
<td>54</td>
<td>AN OLD BRIDGE</td>
<td>Jean Shepard</td>
<td>Capitol 2083</td>
<td>6</td>
</tr>
<tr>
<td>55</td>
<td>COUNT YOUR BLESSINGS, WOMAN</td>
<td>Jan Howard</td>
<td>Capitol 2059</td>
<td>2</td>
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<tr>
<td>56</td>
<td>SET ME FREE</td>
<td>Charlie Rich</td>
<td>Epic 10287</td>
<td>2</td>
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<tr>
<td>57</td>
<td>ATLANTA GEORGIA STRAY</td>
<td>Sunny Curtis</td>
<td>FCB 30</td>
<td>5</td>
</tr>
<tr>
<td>58</td>
<td>YOU WILL VISIT ME ON SUNDAYS</td>
<td>Charlie Louvin</td>
<td>Capitol, BMI</td>
<td>2</td>
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<tr>
<td>59</td>
<td>SHE WENT A LITTLE FARTHER</td>
<td>Tammy Wynette</td>
<td>RCA Victor 72774</td>
<td>4</td>
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<tr>
<td>60</td>
<td>DESTINATION ATLANTA, GA</td>
<td>Cal Smith</td>
<td>MGM 72774</td>
<td>11</td>
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<tr>
<td>61</td>
<td>ONLY A FOOL</td>
<td>Ned Stiller</td>
<td>Capitol 2047</td>
<td>5</td>
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<tr>
<td>62</td>
<td>ALABAM</td>
<td>Guy Mitchell</td>
<td>Starday 628</td>
<td>4</td>
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<tr>
<td>63</td>
<td>I CAN SPOT A CHEATER</td>
<td>Johnny Tillis</td>
<td>MGM 13888</td>
<td>2</td>
</tr>
<tr>
<td>64</td>
<td>ANOTHER PLACE, ANOTHER TIME</td>
<td>Jerry Lee Lewis</td>
<td>Petsley, BMI</td>
<td>2</td>
</tr>
<tr>
<td>65</td>
<td>STORYBOOK CHILDREN</td>
<td>Waylon Jennings</td>
<td>Capitol, BMI</td>
<td>4</td>
</tr>
<tr>
<td>66</td>
<td>WANDERIN' MIND</td>
<td>George Jones</td>
<td>Capitol, BMI</td>
<td>5</td>
</tr>
<tr>
<td>67</td>
<td>WILD WEEKEND</td>
<td>Bill Anderson</td>
<td>Capitol, BMI</td>
<td>1</td>
</tr>
<tr>
<td>68</td>
<td>RAINBOWS ARE BACK IN STYLE</td>
<td>Slim Whitman</td>
<td>Imperial 6423 (Four Star, BMI)</td>
<td>1</td>
</tr>
<tr>
<td>69</td>
<td>MARY'S LITTLE LAMB</td>
<td>Carl Bell</td>
<td>RCA Victor 47-9446</td>
<td>1</td>
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<tr>
<td>70</td>
<td>CALIFORNIA SUNSHINE</td>
<td>Babe Graver</td>
<td>Monument, BMI</td>
<td>1044</td>
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<tr>
<td>71</td>
<td>WHAT A WAY TO LIVE</td>
<td>Johnny Bush</td>
<td>Epic 160</td>
<td>2</td>
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<tr>
<td>72</td>
<td>I JUST WASTED THE REST</td>
<td>Ollie Newton</td>
<td>Capitol, BMI</td>
<td>2</td>
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<tr>
<td>73</td>
<td>I'D BE YOUR FOOL, AGAIN</td>
<td>David Rogers</td>
<td>Columbia 44420 (Radio, BMI)</td>
<td>3</td>
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<tr>
<td>74</td>
<td>THE LAST GOODBYE</td>
<td>Doug Miller</td>
<td>Capitol 2113</td>
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<td>75</td>
<td>LITTLE GREEN APPLE</td>
<td>Moe Bandy</td>
<td>RCA Victor 47-9447</td>
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<tr>
<td>76</td>
<td>HAVE A LITTLE FAITH</td>
<td>David Newton</td>
<td>Epic 10291</td>
<td>2</td>
</tr>
</tbody>
</table>
AS A DUET OR SING

JAN HOWARD

SINGS

"Count Your Blessings
Woman"

DECCA RECORDS

www.americanradiohistory.com
GLE-NUMBER ONE

BILL ANDERSON

SINGS

"WILD WEEKEND"

DECCA RECORDS

DECCA RECORDS A DIVISION OF MCA, INC.

For Loving You
BILL ANDERSON & JAN HOWARD

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Mr. James Bell
WITH HIS FIRST C&W SMASH HIT

HE AIN'T COUNTRY
B/W A FRIENDLY PLACE TO CRY

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Phone: 214-528-2390

MARCH 16, 1968, BILLBOARD
Thank you NARAS!

Glen Campbell

Public Relations: Ivor Associates, New York, Los Angeles
Personal Management: Nick Sevano
Produced by: Al deLory
PARIS—The 1968 Grand Prix International du Disque was announced at the Palais d’Orsay, Paris, Thursday (7), on the opening day of the international convention which will be held in Paris. Some 50 records were awarded prizes in the various categories and the Accademie Charles de Gaulle, in its special mention of the Maurice Chevalier CBS album “80 Berges,” recorded in Chevalier’s 80th year. Awards were announced as follows:


Marek Weber: Balalajka. (Continued on page 57)

Phonogram Promotion Step-Up

By JOCK VEITCH

SYDNEY—Phonogram Records, distributor of Deutsche Grammophon and Philips Records in Australia, will add three new promotional men to handle the United States, Canada and European aspects of their distribution.

This follows the return of Paul Turner, the company’s top man from a world tour where he conferred with his company’s record executives.

“This move is virtually essential following the sales promotions by the boys overseas,” he said when talking to Sydney phonogram execs. “Much work into sales promotion we can’t afford to waste their efforts.” He added the Philips division and the Deutsche Grammophon division in Germany and conferred with Philip executives in England and the U.S. on his tour.

We plan to hire one man to promote our Deutsche Grammophon and PolyGram from Germany, another to move our Philip, Polygram and MGM material from Switzerland and to handle out MGM, Verve, and Mercury material from the U.S.,” he said. “They will work under me and Bob Cooley, our promotion manager.”

Col. of Canada’s Instant Carton

TORONTO—Columbia Records has introduced a new concept in a browser box—shipping carton which eliminates problems of assembly, unpacking or sorting. The angled, low-fronted box is decorated with simple, clean, colorful motifs and lettering, is packed with record jackets, and is packed behind the records, and the box is slipped into a protective sleeve covering four sides and the top forming the shipping carton. At the retail outlet, the box is simply removed and discarded, the record picker taken out and inserted in slots at the back of the box, and the self-service box is in place.

The new browser box-shipping carton was the idea of Columbia’s promotional manager, John Leresche, and is in use with the Ryko, Sony and Columbia’s new England flag albums.

Meanwhile, new versions of the song have been recorded in English by Mike Jagger, The Allman Brothers Band, the New Riders of the Purple Sage, and Janis Joplin.

The new staff will probably be appointed late March. Turner moved into his top chair at Phonogram early last year after Arthur Major moved to EMJ (Australia) Ltd., as deputy record manager. “I feel we’ve underpromoted a lot of good material in America, and I don’t mean as far as our marketing is concerned." We’ll get help from America, too. They’ve promised us, ‘Steam, displays, background material is run by the German side of the operation’ will also be helped along, he said. German phonogram sales were good but could be better.

“We sold 45,000 James Last LP’s last year and伯特・伯曼 sales without much effort on our part.”

And people don’t seem to be getting enough of Fritz Schulze-Reichel. Even his own "Crazy Otto" records are still selling. It’s a triumph of the marketing department. Because we will be to convince the Australian public that Verge is no longer a cheap label. Phonogram Records acquired the label last year from Aotourus who used it to reissue a lot of old jazz material which sold for $2.80.

Spraphon Launches Jazz Record Club

PRAGUE—Following the impressive sales growth of jazz albums released through its record club, Spraphon has started a special jazz record club which issues two or more albums every three months. The club will also offer an additional album every three months which will be released only if subscriptions reach a total of 1,500.

Spraphon has achieved sales of up to 7,000 copies for jazz albums released through its record club, whereas if these records were distributed through the dealer network in the normal way it is thought they would only reach 200 or 300 per hundred.

The club has achieved sales up to 7,000 copies for jazz albums released through its record club, whereas if these records were distributed through the dealer network in the normal way it is thought they would only reach 200 or 300 per hundred.

Response to the first releases of the jazz record club has been overwhelming, with 500 people responding to the club’s advertisements for subscriptions for a Woody Herman LP, and Ornette Coleman’s “Chappajua Suite,” offered as an optional album, drew more than 1,000 subscription requests in less than one week after it was released.

Of the 12 albums which will be released by the jazz record club in 1966, the majority will be by foreign origin, many of them drawn from the CBS catalog and from the Columbia masterlist.

Budget Prices Dip in Canada

TORONTO—The new budget price structure of last summer, which increased the price of 78s to $1.00, $1.98, to continue. RCA Victor returned the price cut. MCA Canada budget line to $1.98 effective Jan. 1. New MCA record was introduced, which has dropped the price back to $1.98 on its Harmony-Harmony, limited, and Lines and Records of Canada, will be put on the price of its Sunset, Wing, Impala, Banfi, Storyteller and Childline lines to $1.98, while dropping the $2.49 list on its Ace of Clubs, London B&B series, and French budget, which competition is less keen.

A Maxim programming executive. “For the $2.49 price frequently proved to be fictitious anyway,” he said. “Our competition is now at $1.98 at most dealers.”

The price increase just didn’t go off, but the price drop, “One prime factor being that Pickwick didn’t raise its prices.”

MCA ALBUMS ON U. K. MART

LONDON—The American MCA record company is launching its first four albums to the British market since it began its independent operations earlier this year. The first four albums include “Basis” in the Dad’s Big Band (Oxford) Orchestra, “Down to Middle Earth” by the Hobbits, “Another Country” by Bill Nelson and “Alive and Well” at the Whiskey” by Hugh Masekela. The company also plans to reissue two back catalog items, the Major label, “Romance Around the Clock” by Bill Haley and the Comets and Buddy Holly’s “Rave On.”

NEMS Picked By Jazz Fest

LONDON—NEMS Enterprises will represent the first world festival of jazz and popular music, Musica ‘68, to be held during July in Palma, Majorca. The appointment of NEMS follows discussions between the festival organizers, Pete Meade and Ronnie Scott and NEMS managing director, Vic Lewis.

The one-week program, planned as the first of its kind in the world, takes place July 22-27. More than 30 in-
BRUSSELS

André Previn and Beechwood has been nominated for an Aryan song, "I Am Not Sorry," by a Polish songwriter. The song was written by Jerzy Krause, a member of the Polish group "Bienen in Buiten." However, the song's success is uncertain due to its political content.

BRUNSWICK

Tony Barrow, former manager of the Beatles, has announced that he is leaving the company after five years. Barrow will form his own production company, P.R.C.

Clair Acquires 5 French Titles

BRUSSELS

Singer-songwriter Albert Clair has purchased five French records, including "Le Miroir Vert" by Dalida, "La Forêt" by Garance, and "Les Amoureux" by Tino Rossi. Clair plans to release them in the United States.

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Barrow Will Form P.R.C.

LONDON — Tony Barrow, who managed the Beatles, has announced that he will form his own production company, P.R.C. Barrow will leave the Beatles' management firm, NEMS, to pursue his own business interests.

NEVS Enterprises to Bow 2 Labels, NEMS and Oval

LONDON — NEMS Enterprises, the company that owned the Beatles, has launched two new labels, NEMS and Oval. The company's founder, Vic Lewis, has announced that the labels will feature new and upcoming artists.

Col of Canada Introducing A New Disk-Buying Service

TORONTO — Canadian record company Col has announced a new disk-buying service. The service will allow customers to purchase new releases and download them to their computers.

Wine Dealer's Tune to Be Irish Entry in Eurovision

DUBLIN — Wine importer John Kennedy has announced that he will enter a song into the Eurovision Song Contest. The song, "The Little People," will be performed by his company, Kennedy Wines.

INTERNATIONAL NEWS REPORTS

From The Music Capitals of the World

LEROY LEE,

of

Aryan

International News Reports

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Singer-songwriter Albert Clair has purchased five French records, including "Le Miroir Vert" by Dalida, "La Forêt" by Garance, and "Les Amoureux" by Tino Rossi. Clair plans to release them in the United States.

Kluger Acquires 5 French Titles

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Barrow Will Form P.R.C.

LONDON — Tony Barrow, who managed the Beatles, has announced that he will form his own production company, P.R.C. Barrow will leave the Beatles' management firm, NEMS, to pursue his own business interests.

NEVS Enterprises to Bow 2 Labels, NEMS and Oval

LONDON — NEMS Enterprises, the company that owned the Beatles, has launched two new labels, NEMS and Oval. The company's founder, Vic Lewis, has announced that the labels will feature new and upcoming artists.

Col of Canada Introducing A New Disk-Buying Service

TORONTO — Canadian record company Col has announced a new disk-buying service. The service will allow customers to purchase new releases and download them to their computers.

Wine Dealer's Tune to Be Irish Entry in Eurovision

DUBLIN — Wine importer John Kennedy has announced that he will enter a song into the Eurovision Song Contest. The song, "The Little People," will be performed by his company, Kennedy Wines.
The Beverly Theater has begun a program by which it will combine in a single program, on a single stage, a wide variety of musical styles and performers. The program, known as "The Beverly Book of the Month," will feature a variety of musical styles and performers, including classical, jazz, folk, and rock. The program will be hosted by a master of ceremonies, and will feature guest performers from all over the world. The program will be broadcast on a weekly basis, and will be available for purchase on a subscription basis.

In connection with the "Beverly Book of the Month," the German trade magazine "Foro Forum" will award its prize for outstanding contributions to the music industry. It will be presented by the editor of the magazine, Mr. Heinrich G. M. Stein.

A Followup

The classical music gala is planned as a follow-up to the record industry's highly successful "Gala Evening of the Phonograph Record" last autumn. The event will be coordinated by the industry's public relations organization.

From The Music Capitals of the World

CINCINNATI

RCA Victor's John Gary is due in town late Wednesday (13) to help co-host a special "Rock and Roll TV" variety program, "The Gary Show," Thursday night (14). The show will be a weekly feature on WCPO-TV, beginning at 7:30 p.m. The program series was produced at the Hilton Plaza Hotel and is being syndicated by Scripps-Howard Broadcasting Inc., Chicago. A host of guests has been lined up for the Gary show, with sessions including the orchestra.

The program of Arthur Ferrante and Louie Teicher is set for a single performance at Taft Auditorium here Saturday night (16) sponsored by WLW Radio in cooperation with Bridge Productions. Ork leader Lawrence Welk and some of his features on his TV show, Natalie Nevins and Joe Feeney, will make two appearances here: Wednesday 12th—one at Music Hall and the other in the Inn of the Seven Hearses hotel— for the American Cancer Society benefit for Fred Wilk is 62, the national cancer chairman. Incidentally, WLW Radio's "Big Band Swing" will hold the all-time record for a run of "dinner music" shows at Eden Gardens, made some six years ago when Welk and his musical crew pulled Chorus of $480,000. Single performance.

Vivienne Della Cieza, who joined AVE Broadcasting a year ago after a career in radio, TV and the metropolitan Opera, last week signed a new five-year pact as the feature of WLW's "The Afternoon Show," five days a week, Monday through Friday. Lawlis and the Fifth Dimension move into Cincinnati Gardens. "The Afternoon Show" will be a single performance Sunday night, March 11. A dance program featuring Porter Wag- oner and the Wagonmasters, Don Gibson, George Hamilton IV, Daniel Martin, Ray Price, Skeets Rhoades and Bill Monroe and His Blue Grass Boys. The Gardens is one of the world's largest and has a capacity of 60,000 people. The Gardens was sold for $30,000 and Miss Wood is accompanying Miss Della Cieza to the Gardens, a country artist in her own right.

DETOUR

Raymond Pannell has just closed at the 20 Grand Club with Billy Stewart and his revue being the center attraction at that spot.

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This year's program is designed as a showcase for classical music, to document the record industry's contribution to it. As it has been treated as a stepchild by the West German Bundestag in the last few years, the Bundesrat granted the record industry's request to hold a conference on the subject, which will meet in Hamburg next month. The Bundesrat will accord the same recognition to records.

A survey of industry executives argues that before the Bundestag that there is no difference between pop and classical music and that the leading world position of German recordings is a result of the industry's dedication to culture. The industry will therefore promote a 5 percent tax advantage as a producer of cultural goods, and the industry will try to present its contribution for this recognition despite its lack of success so far.

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50 Records Take Grand Prix In Paris; Chevalier LP Cited

**Continued from page 54**

P. PAUL GILSON
Collection "La Fine Fleur," by Luc Berinon.

P. ROLAND MANUEL
"Les Adieux de Gerald Moore," with Victoria de los Angeles, Ralph Vaughan Williams' *Schwerdtfeger* and Dietrich Fischer-Dieskau (Angel-Voix of his Maître).

INTEGRAL RECORDING
Bruckner's nine symphonies by the Bavarian Radio Orchestra and the Berlin Philharmonic Orchestra conducted by Karl Böhm (Deutsche Grammophon). hinge on his "Symphonie Fantaisiste" by the Orchestre de Paris conducted by Charles Munch (Voix de son Maître).

CLASSICAL SYMPHONIC MUSIC
Schoenberg's "Verklärte Nacht" (the Unfinished) by the Berlin Philharmonic Orchestra conducted by Karl Böhm (Deutsche Grammophon), conducted by Libor Pesek (EtoLE), conductor for piano, violin, string and wind instruments, by Z. Kornia, piano I, Stras, violin, and the Prague Chamber Harmony conducted by Libor Pesek (EtoLE), conductor for piano, violin, and the Berlin Philharmonic Orchestra conducted by Libor Pesek (EtoLE), conductor for piano, violin, and the Berlin Philharmonic Orchestra conducted by Daniel Barenboim (Voix de son Maître).

MODERN CONCERTO
Berger's Violin Concerto "In Memory of an Angel" by Josuk, and the Czechoslovakian Philharmonic Orchestra conducted by Karel Ancerl, and Benjy Links, conductor for piano, violin, string and wind instruments, by Z. Kornia, piano I, Stras, violin, and the Prague Chamber Harmony conducted by Libor Pesek (EtoLE), conductor for piano, violin, and the Berlin Philharmonic Orchestra conducted by Daniel Barenboim (Voix de son Maître).

CHAMBER MUSIC
J. S. Bach's eight sonatas for flute by Maxence Larrieu, flute; Rafael Payaza, harpsichord, and Wieland Kuijken, violin di piuma (Philips).

ENSEMBLE
"Concert pour deux princes au Chateau de Blois" by the Polyphonie Ensemble of the Paris-Opéra, and has Charles d'Ambois (EtoLE), conductor for piano, violin, string and wind instruments, by Z. Kornia, piano I, Stras, violin, and the Prague Chamber Harmony conducted by Libor Pesek (EtoLE), conductor for piano, violin, and the Berlin Philharmonic Orchestra conducted by Daniel Barenboim (Voix de son Maître).

SONG AND ORCHESTRA
Mozart's "Sonata in A minor," various duos and canons (Columbia) Mahler's "Le Chant de la Terre" by the New Philharmonic Orchestra conducted by Klengruber (Angel-Voix de son Maître).

PIANO
Schumann's Carnival op. 89 - Symphonic studies op. 83 and variations by Bruno Lederer (Philips).

GERMAN RUSCITO
LONDON
The Performing Right Society has donated $9,600 to the British Council for the first ever gramophone record of subsidizing records of works by British composers which may not at present be commercially available. The money is being contributed jointly by the composer, the author and publisher members of the PRS. and by the sales agents.

From the Music Capitals of the World

MARCH 16, 1968, BILLBOARD

Debut and Musidisc Into A Mutual Agreement Pact

PARIS—Musidisc has signed a contract with the American company Debut for distribution in France of all Debut albums. Debut will, in turn, distribute the Musidisc and Bel Air labels in the United States.

First releases in the U. S. will be two albums by the current Paul Mauriat Orchestra recorded four years ago on the Folk, and another by the Orchestra of the Metropolitan and the choir of the RCA-Italian opera conducted by G. Pretre (RCA).

RELIGIOUS MUSIC
Don Gustavo di Venosa: Responsoria et alia ad Officium Salmi Cantae by the Madrigal of Paris conducted by M. Verhoda (Valois); E. Bloch—Service Sacre (Avodah-Molodoh) by Robert Merrill and the choir of the Metropolitan Synagogue and Community Church, New York, conducted by Mr. Green, and York Philharmonic conducted by Leon Bern- cino (CBS).

ETHNIC MUSIC
Anthology of the music of Chad (Ocoro).

HISTORIC EVOCATION
The Century of Louis XIV (Guide Internationale du Disque).

JAZZ

DANCE MUSIC
"Mamma Too Tight" (Impulse).

FEMALE SOIRÉE
Jacqueline Durie: "Contre Jour" (RCA).

FIRST DISK
Jean Sommer: "Jardin de France" (MEYS).

HUMOR
Les Charlots: "Charlot-wp" (Vogue).

DANCE MUSIC
Ray Charles: "I Don't Need No Doctor" (Stateside-EMI).

FILM MUSIC
"Soy Mexico" soundtrack album (CBS).

BACKGROUND MUSIC
Paul Mauriat and son Grand Orchestre (Philips).

POPULAR MUSIC
Muriel Maza: "Pata Pata" (Reprise-Vogue).

MUSIC FOR RELAXATION
Organ music by Manuel Alejandro (Hisavos-Vogue).

PUBLIC MUSIC
Musique de la France (Owens de Toulouse (Philips).

CHILDREN'S RECORD
Petite Chanson de la France en Champs (Decca).

PHONOGRAPHIC ACHIEVEMENT

Murray married "Handle With Care." The first annual concert in memory of Sir Malcolm "Time and Money's Righteous Judge" Reardon, Lincolnshire, will be given in May by the Northern Sinfonia conducted by Rudolf Schwartz, who has been appointed musical advisor of the Record Industry Committee in any international activities. American-born Johnnie Miller will produce the next recording of Johnnie Miller's "Rolling Stones beginning Friday." The single album is a single album, which is closely associated with Isadora Duncan. The result is the final recording of Traffic, Nirvana and the Spencer Davis Group as well as being a recording artist in his own right. Next single, "Paddles on March 15 will be an adaptation of Handel's "Largo" with lyrics by dick jackson. Pete

Winding. The albums, most of which are stereo, will retail at 19 francs 95 centimes ($3.99).

Meanwhile, Musidisc is planning a world-wide release of the Debut and Musidisc in France, and will record for the first time, will be released in 4-track and 8-track cartridge form. The records will be released worldwide, with the exception of the United States, where the company has signed a contract with Decca to distribute in France. The records will be released in France, featuring such jazzmen as Miles Davis, Charlie Parker, Dizzy Gillespie, J. J. Johnson and Ki

Phase 4 Pitch in Paris by Decca, Ltd.

PARIS—British Decca has launched an intensive promotion campaign for Phase 4 Stereo albums with a reception and demonstration in the company's Paris recording studio.

A team from Decca's offices in London, Madrid, Milan, European sales office in France, Tony d'Amato, Phase 4 producer, pianist Ronnie Aldrich and Phase 4 engineer Arthur Bennett and Arthur Wilton, will be attending the demonstration.

A wall, which is not a window of "Luna's Théâtre" was played in the studio, Aldrich recorded first the left-right stereo track on the left-right track. After it was finished, the complete recording was played back and showed that people listening stereo records even though they still had a monaural program. And dealers are demanding the stereo records in order not to be left with a large amount of obsolete monaural stock.

"In the last year," he said, "the switch from monaural to stereo has been remarkable. A year ago stereo sales accounted for only 15 per cent of total sales; but today the figure is more than 30 per cent and increasing rapidly. People are buying stereo records even though they still have a monaural program. And dealers are demanding more stereo records in order not to be left with a large amount of obsolete monaural stock."

Mr. Bigard said that for a long time the efforts of record companies to produce better quality records had to some extent been negated by the competition among record player manufacturers to produce as cheap a machine as possible. But now that a reasonable, good stereo set-up can be bought, sales have increased to $100 the demand for good stereo recordings is likely to increase tremendously. Because people will be changing from poor monaural to excellent stereo—the gap will be dramatic and a great boost to stereo sales.

"Figures recently published by the French Syndicat des Industries Electroniques, the French Association of the Electronics Industry and the French Trade Association reflect the swing to stereo in France.

"In 1958 sales of high fidelity record players were 800,000, but today the figure is more than 30,000. The S.I.E.S. estimate that of the 6 million record players operating in France, about 200,000 are high fidelity stereo systems.

Our first year was devoted to build up our Italian line and launch or artists:

Christy, Fausto Gigliano, Nino Dlicant, Mike Liddell & g Atomi, Louisienne, Donatella Morati, Don Powell, Janet Smith.

Our second year was devoted to the intensification and extension of our activities, reaching our company's budget and taking defined and expressed in another prescriptive manner. Participation:

a) San Remo Festival
b) Castiglione (Singing-tour of Italy)

Festival of Rome

d) Movie soundtrack recordings.

Will you submit to your catalog and be part of this operation?


(Continued on page 55)
GREAT NEWS!

HAS OVER 10,000 including “COLD"

“AROUND THE WORLD” TO HOLLYWOOD:

Luxurious accommodations at the beautiful Century Plaza Hotel. Escorted tour of the Twentieth Century-Fox studios where you will see pictures being made.

A tour of MGM Studios, a full day at Disneyland, you will be guests of Danny Thomas and visit with Red Skelton at the taping of his show. Dinner will be at such famous restaurants as the Hollywood Brown Derby, the Bistro, Chasens, La Rue, the Hong Kong Bar and others. However, in order for you and your wife to get to Hollywood to enjoy this week, you will first be flown to New York City — then you will fly to Rome, then to Bombay, Hong Kong, Tokyo, Honolulu and on to Hollywood. In other words, you get a 15 day around the world trip to get to Hollywood for a full week of “Living Like a Millionaire.”

A VISIT WITH HERB ALPERT, VIA MEXICO:

Meet many of the A&M stars. The winner will also visit Herb Alpert and Jerry Moss at the A&M Studios in Hollywood, as well as enjoy two additional days at Twentieth Century-Fox Studios and Disneyland. First, A&M Records will fly the winners to Mexico City where they will spend 3 glorious days. Then they will fly to Acapulco for top accommodations and entertainment, then on to Tijuana. They will be met at the airport and driven to the bull fights in a Tijuana Taxi. After the bull fights, they will depart for Los Angeles where they will start three glamorous days in Hollywood, staying at the Luxurious Century Plaza Hotel.

A TRIP TO ROME TO SEE “DR. DOLITTLE”:

You and your wife are flown to New York City where on May 11th you’ll board the American Export Lines S.S. Independent Sun Lane Cruise, stopping at Lisbon, Gibraltar, Palma and then land in Naples on May 21st. The Fugazy/Diner’s Travel Agency has made arrangements to have their representatives meet the winners in Naples and drive him and his wife to Rome where they will see Dr. Dolittle. After the screening, some sightseeing and the return flight home.

See Your ITCC Distributor
SOMETHING WHOLESOME (OLONOMOND "OVERWHELMING THAT..." CONTEST TO CLOSE MAY 31, 1968

has an additional 60 days to reap the profits ever offered in the music industry.

Revision of Official Contest Rules for dealers now read that entries must be postmarked no later than May 31, 1968 and received by June 7th, 1968.

EXCITING PRIZES FOR YOU!
FREE!!...ALLAN JONES

SPANKING NEW 1968 MUSTANG:
A golden Buddah (the trademark of Budah Records) is really the prize, however it is the hood ornament of a brand NEW 1968 MUSTANG which comes with it. The MUSTANG is a two-door hardtop, automatic shift, with extras (heater, radio and, of course, a stereo eight-track tape deck, factory installed.)

FREE!!...ALLAN JONES

the famous singing star who appears at the most famous night clubs throughout the country. We're going to give Allan Jones away free to one of our dealers for a full day, with Allan autographing his new I.T.C.C./Scepter cartridge in the dealer's store with an ad paid for by I.T.C.C. announcing this event. That evening, Allan will sing his complete repertoire of songs in this new I.T.C.C./Scepter cartridge, including the song which he is most famous for... "DONKEY SERENADE", with our winning dealer inviting up to fifty (50) of his friends (and paid for by I.T.C.C.) to a hotel, restaurant or country club for a complete dinner and an evening of entertainment with Allan Jones.

ALSO

2. Braun amplifiers with AM/FM Multiplex and two Braun speakers plus an AUTOMATIC RADIO 8-Track home cartridge deck...
10. Beautiful Mini-Mod sets from Rachlin Furniture Company...
25. Eight-track stereo tape players (choice of 8-track home or car set) from AUTOMATIC RADIO...
100. MGM Music Machines, with an ample supply of Playtapes from I.T.C.C. ...
250. Musical Donkeys each with an autographed card from Allan Jones ...
100. Bottles of Tuvara Skin Perfume by Tuvache ...
500. Bottles of Jungle Gardenia Spray Mist...
100. sets of 12 I.T.C.C. 8 or 4-track cartridges, your choice.

663 5th Avenue
New York, New York
421-8080
Tape CARtridge

**Steriodyne Can. in Full Throttle On Duping, Pacts, Distribut Fronts**

**By KIT MORGAN**

TORONTO — Recently established Steriodyne Canada Ltd. has lined up its first promotions, with tape duplication, joint distribution, and record company contacts.

Steriodyne Canada is setting up a distribution network, concentrating on outlet builders, such as electronics, photography, and automotive supply stores, to assist record companies in reaching outlets not presently touched by the companies' own sales representatives. This move is somewhat contrary to the philosophy of the U.S. parent company, but Steriodyne executives here maintain that the present stage of development of the industry in Canada warrants the move to joint distribution agreements.

Steriodyne has signed a joint distribution contract with Trans-World Records, in which the company distributes its own titles in Canada. It also will market the full line of Select Records in Toronto, and other such deals are pending.

Within the month, the first French-Canadian talent cartridges and cassettes will be on the market through duplication by Steriodyne for the management's Select label, Denis Paris, D.S.P. Label, and Trans-World's French labels. Trans-World's initial release contains 35 different titles, as well as cassette, 10 of them being the most popular French-Canadian product from T-W's repertoire, and the remainder from U.S. labels represented by Trans-World, such as Verve-Front, Mainstream and Time. Initial release from the Select label will consist of 15 titles, five in 8-track and 10 in cassette form. Initial release on Paris' D.S.P. label consists of 10 titles on 8-track and cassette, and for distribution by London.

Steriodyne Canada has been distributor of the Lear Jet tape cartridge equipment, and will market the home entertainment units through several electronics equipment distributors across Canada, with the automobile units distributed on a direct basis to franchised dealers. Two dealers have already been appointed, Audi-Radish and Montreal Realio both in Montreal. (RCA Victor is licensed to produce the Lear Jet equipment in Canada under the RCA Victor name.)

The company has appointed Jim Owen as production manager, and Aurele Desjardin as Quebec district manager. Owen was formerly production foreman and pre-recorded tape division, Ampex of Canada. Desjardin was previously a sales representative with Ampex in the tape recorder and prerecorded tape field in the Quebec market.

**Avco Bowling Storage Case**

CHICAGO — A division of Dow Chemical Co., Avco, Inc. has introduced a new storage case for tape CARtridges played in automobiles. The unit will hold nine cartridges, 4 or 8-track.

"Lease tones end up in glove compartments and under seats, and if not eventually damaged, become targets for petty theft," said Avco vice-president H. J. Schwartz.

The case retail at $6.95. Avco, located in Excelsior Springs, Mo., has been a supplier of Lear Jet-Pak cartridges since 1963.

**Ariola to Release Hansa Repertoire on Cassette**

GUETERSLOH — W. German Ariola-Eurodisc has added the Hansa label to its cassette repertoire.

The first Hansa cassette release, by Inge Menzhin and the Hollies in "Evolution!"

A second Hansa cassette title is the "Grable Request Concerts."

**CES Expands to Allied Products**

NEW YORK — The Consumer Electronics Show (CES) has been expanded to include allied products such as pre-recorded tape C/E, cartridges, phonograph records, blank tape, pre-recorded open-reel tape, phonograph cartridges, batteries, stands and record cabinets.

The show, sponsored by the Electronic Industries Association (EIA) will be held at the Americana and New York Hilton hotels Feb. 6-10.

The first CES was held last summer and was limited to exhibitors of television receivers, phonographs, audio components, tape recorders and tape players.

One of the most successful segments of the ITCC promotion is the package of 30 "top name—top label" four and eight-track cartridges with a $2.99 suggested retail list price. Dealers who have accepted this program are discovering that this is a good traffic builder and readily establishes their store as "tape cartridge headquarters," selling not only the "top name" but regular cartridges at the regular suggested retail prices.

**TWA to HEAR ITCC PRODUCT TO WAIT BY**

NEW YORK — International Tape Cartridge Corp. last week concluded an arrangement with TWA whereby CARtridges will be played at the airlines departure gates in eight airports throughout the country. Plans call for a cart equipped with an Automatic Radio cartridge player and eight of the 30 tapes to be rolled up to TWA departure gates for the entertainment of waiting passengers at JFK, New York (to be equipped with two mobile units), Los Angeles International (5 units), and airports in Chicago (2), Washington, D.C. (1), Dallas (1), Baltimore (1), San Francisco (4), and Atlanta (1).

The promotional tie-in was made between S.W. Chambers, TWA's director of Terminal Services, ITCC's Larry Finley and AR's sales vice-president David Nager.

**Bornsteins' Distrif Firm**

**South's Largest Tape One-Stop 4 And 8 Track Stereo Cartridge Tapes**

One day service. Complete inventory in all lines. All orders shipped same day. Write, Phone, Wire or Call Collect.

**Tape CARtridges**

IMMEDIATE DELIVERY

World's largest catalog of stereo tapes, 8 and 4-track players, Car and Home *Cassettes* Pilfer-proof racks *Head Cleaners* *MONROE CARTRIDGE* 1100 E. Whalen St. Poughkeepsie, N.Y. 12601

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48 CASSETTE

ASK ABOUT OUR SPECIAL PACKAGING PROGRAM.

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**Stereo Tape CARtridges**

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Cash in on this booming industry! Rack dealers:

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**Cincinnati, Ohio 45216**

**DI-REC MUT**

**IA**

**RACK**

**DEALER**

**DISTRIBUTOR**

**Name**

**Address**

**City**

**State**

**Zip Code**

**March 16, 1968, Billboard**
Have you ever looked in back of the front money?

A not-so-little bit of information for all you record companies who have been losing money by getting cash in advance for the rights to duplicate and distribute your music in tape cartridges.

Front money isn't difficult to see through. You, the record company, sell your music rights to a tape duplicator for cash in advance. The duplicator then produces the music in tape cartridges and sells them through his own distribution outlets.

Good deal for the duplicator. Bad deal for the record company who is losing out on hundreds of thousands of dollars in distribution profits each year.

It might have been a good hedge a year or two ago when you didn't know if the tape cartridge industry would cut the mustard. But not today.

Stereodyne is a duplicator who gambled the tape cartridge business would make it. That's why we structured ourselves this way. When the record companies contract with us, they retain the rights to their music. They send Stereodyne engineers a master tape, and get back a completely packaged and saleable product.

These companies sell the tape cartridges with their own sales organization to their established distribution. They make the selling profit. The record companies we service already had a selling cost; adding tape cartridge sales to their force was nowhere as costly as giving the rights to someone else.

If you've been giving away your distribution rights, it's time you faced the music. The tape cartridge industry is here to stay, and current sales volume proves it. If you want to get the most out of it—and by most we mean profit—talk to us at Stereodyne.

We're not in the music business or retail sales. We do business with people who are. The record companies who have made us the largest independent tape duplicator.

And we concentrate on quality of product—the reason we invented the Dynapak cartridge. It's called the no-return cartridge because there is virtually nothing that can go wrong with it. We guarantee it.

Profit is a hard thing to find today. But, if you're taking "front money", you're sitting on top of a big profit opportunity in the music you already own. Get behind your own business. Let Stereodyne supply you with finished tape cartridges; the finest available in the industry. And let your distribution set-up take it from there.

Together, we can make beautiful music.

Stereodyne Inc.

2810 Elliott—Troy, Mich. 48084
(Area 313) 585-1649
TWX 810-232-1524
STEREODYNE LTD.
20 Beliva Road, Toronto 14,
Ontario, Canada
(Area 416) 262-3179
TWX 610-482-2673
Philips Appliances Bows Giant Cassette Recorder Promotion

TORONTO — Philips Appliances Ltd. has launched its biggest-ever cassette recorder promotion, to run nationally from the middle of this month to the end of April, centering on an album of four cassettes and two blank cassettes, at $39.95 value, only $19.95 with the purchase of a Philips cassette recorder.

The campaign includes a specially created color TV commercial with a comedy format, for concentrated airing on the CBC-TV network and CTV network stations, extensive print advertising, radio commercials, and window and in-store display units.

The cassette recorders were introduced in Canada by Philips in 1964, and the company estimates there are now about 100,000 units in use and on the market. “By the end of 1968 the number of cassette recorders in Canada should pass the 250,000 mark,” says R. J. Van Twist, product manager for tape recorders. (He estimates there are between 30,000 and 40,000 track cartridge units and 1,500 to 10,000 4-track systems in Canada.)

The repertoire available in cassette form has been limited and a drawback to cassette recorder sales in the past, but is growing rapidly now, Van Twist says. He estimates there are more than 40,000 musicassettes selections available in Canada now, and expects more than 1,500 on the market by the end of the year.

Musicassettes chosen for the cassette recorder promotion are Herb Alpert and the Tijuana Brass’ “Going Places,” “The Sound of James Last,” Engelbert Humperdinck’s “The Last Waltz,” and Ray Conniff’s “This Is My Song.” The Conniff cassette is from the first domestically manufactured releases from Columbia Records. These are packaged, two blank cassettes, in a compact, shelf-sized storage album for the promotion.

Philips markets four cassette recorder models in Canada, ranging from a battery-operated portable at $49.95 to a full stereo recorder and playback unit in teak cabinet with two speakers at $249.95. Additional models are expected to be introduced later this year.

Irish Tapes Into Blank Cassettes

NEW YORK — Irish Tapes, which specializes in a complete tape product line, has bowed a line of blank cassettes. The firm is a factor in supplying raw tape for both 4- and 8-track CARtridges to some of the major record labels. Marketing manager Sol Zigman said that Irish tape in bulk cassette form is also now being tested by several major tape cartridge duplicators.

“We’re getting into pre-loaded cassettes because of the competition in the field,” Zigman said. He said the new cassette will compare in quality with any cassette made, yet be competitively priced.

“We hope to put in excess of a million cassettes on the market by the end of the year,” he said. “The reason for this is that I estimate the initial requirements of the cassette field to be quite large. I don’t know how the industry will go after the initial push, but we’re taking orders for cassette tape, for example, from Japan.

“The cassette business is growing, but by the same token the open reel tape business is bigger than ever. Raw tape sales are constantly increasing. The tape industry is just now hitting its stride.”

He said that current experiments with quarter-inch video-tape could also open a whole new sales area, especially if manufacturers can produce a camera-taped cassette unit selling in the $500 range. Irish Tape, marketed through Morgan National Sales Co., is manufactured at Opelika, Ala. Zigman claims the Alabama plant is the second largest tape facility in the world. Irish tapes are distributed all over the world, including Europe, the Near East, and Africa.

Irish Tapes Into Blank Cassettes

NEW YORK — ITCC’s Sales Incentive and Promotional Display Campaign offering major prizes to dealers and distributors has been extended to May 31. Originally the cut-off date had been given as March 31. ITCC’s Larry Finley said the extension is being made to accommodate an unexpected surge.
BILLBOARD WILL BE AT NARM*

... with a Special 10th Anniversary Salute. Unprecedented, detailed editorial combine with pertinent market statistics for a complete chronicle of NARM and its growth to the greatest force in record merchandising ... from 12,000 outlets a decade ago ... to 35,000 strong today. March 23 Billboard will be significant ... be certain you're there. Closing March 13.

*March 17-22, Hotel Diplomat, Hollywood, Florida
In Reno
a hotel site next to freeway
on frontage road next to freeway off-ramp.
Millions of tourists pass this point yearly*

Reno's new freeway on Interstate 80 adjoins a superb hotel site within 1000 yards of casino center. Visible for miles in both directions! Fast, easy access to freeway and several arterials leading to airport, golf, skiing, Lake Tahoe major casinos, etc. Over 2,000,000 out-of-state vehicles passed this site in 1967, on main line New York-San Francisco. Freeway completion due approximately in same time estimated to build hotel. Other land also available. Phone (702) 322-9447, or write for basic facts. Let us show you this site.

Reno Urban Renewal Authority, City Hall, Reno, Nevada

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Quality Adding Cassette Duping

TORONTO — Quality Records has recently been given the tape duplicating in Canada, has completed modifications to its equipment to add a four-track and reel-to-reel production. First cassettes came off of the line March 1 for shipping beginning Friday 15, with an initial release of 32 cassettes from such quality distributed labels as A&M, RCA Victor, and Verve, and Bell, retailing at $6.98. A dealer display rack for cassette product is now being designed. Quality is also now distributing head cleaners for cassettes as well as 4 and 8-track cartridages.

Allied Record in Domestic Move

TORONTO — Allied Record Corp., which has been importing 8-track and cassette product from the U.S., has joined Columbia Records and Quality Records in the move to domestic manufacture. Duplicating in Canada, by Stereo Lynne, is part of Allied's expanded activity in the tape cartridge-cassette field. Initial release this month includes product from the Roulette, Pye and Bang labels, with negotiations with other labels being completed.

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From The Music Capitals of the World

TORONTO — Capitol Records in the U.S. has signed the young Toronto vocal group, The Sugar Shakes, contrary to previous announcement that the group was planning with Colgems. Producer Al di Lory is expected in Toronto this month to hear the group and work out plans for early recording sessions in Hollywood for an album.

Bobbi Curtola has switched to the King label in the U.S. with his latest single, his 19th for the Tartan label in Canada, and Tartan has switched to Century Records for Canadian distribution. Pairing in the U.S. is a new version of "Wildwood Days," backed by "Indian Love Beat," while in Canada it's "Indian Love Beat," and "Sunny." Curtola appeared on the TV 'Beat' "Out of Cleveland early in February visited Toronto for a week of promotion, then returned to Cleveland to tape another "Beat." His eighth LP is due out.

Major Minor Records in the U.K. has picked up "Gastight" by the Ugly Ducklings, a hit for Yorkville here last fall, for immediate release in Britain. RCA Victor's record division, now headquartered within the firm's general headquarters in Montreal, moves into separate, larger offices at 3333 Cavendish Road, Montreal, on April 1. The move "reflects the substantial growth of the record division within the company," says vice president and general manager George C. Harison. The RCA Victor Record Club is presently located at 3333 Cavendish.

*Continued from page 59.

Grime with Glasses" and also acquired the record from Chess. CBS has launched a series of budget line pop albums featuring original turing tracks by Erroll Garner and Frank Sinatra.

AYNER ROSENBLUM
Goer 8
the total GO machine

Brand new—the GOER 8 solid state portable tape cartridge player brings stereo tapes out of the car and into the rest of your life.

Takes music along—to the beach . . . to a party . . . on safari! The GOER 8 is built to go. It's completely portable and automatic, yet it weighs only six pounds. It will hook up to household current or play on its own batteries. Its breakaway high-quality oval speakers with retractable cord give true stereo reproduction anywhere, anytime. Optional accessories are a 12-volt jack* which will fit into a car's cigarette lighter outlet, and a battery charger** complete with six Mallory Rechargeable Alkaline Cells and an extra battery tray.

A jet-age set for people who want music when and where they go. GOER 8—the total GO machine . . . from the total communications people, GOODWAY.

Private label, OEM and franchise distributor information available. Write Audio Products Division, 11401 Roosevelt Boulevard, Philadelphia, Pa. 19154.
**Final 1967 Dealer Sales Figures Show Radios, Phonographs Sagging**

WASHINGTON — The marketing director of the Electronic Industries Association (EIA) has revealed that it calls "definitive sales to dealers" and the figures show declining sales in most major merchandise categories.

Compared with 1966, table radio sales to dealers were down 16 percent, portable radio sales were down 5.6 percent, portable television receivers, in- and automobile radio sales were down 5.2 percent. The average drop rate of all sales was 4.8 percent.

Back-and-forth television receiver sales dropped the most of any category, 21.8 percent. Color television dealer sales were up 11.1 percent, the only merchandise showing a gain. In total, television sales were off 8.5 percent.

**Phonographs**

Portable phonograph sales were off 10 percent and console movement sagged 16.4 percent for a total phonograph average of 14.9 percent.

FM radio gained during 1967, with auto units up 35.5 percent over 1966; however, portable FM radios up 27.5 percent.

EIA noted, however, that sales to dealers were down 7.4 percent. This indicated that an upturn had begun and promised to carry into December. But for portable television, for example, registered only a 5.7 percent decline.

**TOTALS**

FM radio sales for December 1967 were down slightly over December 1966.

**RADIO**

<table>
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**TELEVISION**

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<td>$10,460,750</td>
<td>$10,460,750</td>
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**PHONOGRAINS**

Portable & Table | $3,879,167 | $4,316,309
Color | $2,546,492 | $2,672,465
Total Phonographs | $5,425,662 | $6,988,774

**20 Million in Educational TV**

EAST LANSING, Mich. — Educational television enrolled over 20 million students last year, with 19,232,584 in secondary, intermediate and elementary schools and school systems; 461,431 in colleges, universities, seminaries, institutes, and television stations and 99,107 in in-service training.

This was reported at the 14th annual National Compendium of Televised Education published by the Continuing Education Service of Michigan State University.

In the reporting period from July 1, 1966 through the year ending Sept. 1, 1967, saw a marked increase in the number of people and institutions using educational television.

Most enrollments at the elementary and intermediate levels were in science, English, social studies, music, and art.

In secondary schools, the most enrollments were in science, speech, physical education, mathematics, history, and business.

Thirty-Four States now have ETV in some form of operation. Some 578 closed-circuit systems were in operation, the smallest with one simple unit and the largest with 278 units.

While appearing in "Black Comedy" at the Hartman Theater in Columbus, Ohio, Jeremy Clyde made a personal appearance at the record department of Lazarus' downtown store. The Canned Heat met their fans March 1 at Disc Records Service Center in Cleveland. National Record Marts in Pittsburgh, Pa., co-operated with a Los Row-Right Dimension concert on March 28.

Bryce Haynes, secretary-treasurer and executive director of Phonographs, Inc., received a $3,000 grant from the playing Personnel Moves: Jack Dichtenberg to head technical-commercial operations of the Norelco Radio Department of North American Philips Co., Inc. Charles R. Dulaney to manage planning for Sony's consumer products; Fielding P. Hilgarp to become marketing manager of consumer products for Ampex International Europe, Africa and Middle East area; Arthur Eisenkramer to chief mechanical engineer of Symphonic Electronic Corp.; Robert T. Weichert to national sales manager for Monorod Consumer Products, Inc. Kenneth B. Blucker, a pioneer video engineer-video switching systems for Visual Electronics Corp., now joins Telix Communication Corp., a subsidiary of the Telix Corp., as national sales manager for consumer products, marketing division, head phones and head sets and Viking tape recorders. J. E. Hoelscher, Telix tape recorder division manager, was named Sales Director at Denver Sales Co., as district sales representative in the area including Denver, Boulder, Johnstown, Pa., Pittsburgh, N. Y., and Cleveland and Columbus, Ohio; Roy Knauss to vice-president of Ampex Corp. general sales representative of educational products; Gordon C. F☆ter to headcard executive, president of Wilber R. Driver subsidiary of Symphonolc Electric Products, Inc. at Symphonic Electronic Corp., an executive shaker that takes the helm at Thomas Q. Fisher from manager of marketing and distribution at a component brand product center, William F. Enneemen of Denver, to minister of private label sales to vice-president of private brand product center, Kenneth J. Freeborn from national sales manager to vice-president of marketing and distribution and Donald J. Cameron from vice-president manufacturing to vice-president operations; Robert D. Mueller becomes Tele- Phonics service manager; Albert C. Marquardt to regional sales manager at Salt of City, Ammonia and El Paso areas for Motorola Consumer Products; Clinton E. Frank, Inc., becomes the advertising agency for Motorola Consumer products division.  

MARCH 16, 1968, BILLBOARD
Read Billboard first thing each week... It shows.

You're "In" On The Big News

Billboard breaks the BIG stories first with the "inside" scoops on the world of music. It will help you keep up-to-date on the hottest in sound and the big names in the recording industry.

You'll find in-depth articles and regular columns of special interest on: Radio-TV Programming; Reports on Classical, Country, Pop, R&B, and Jazz Music; Audio Retailing—hints on inventory and store improvements; Tape Cartridge News, Vox Jox; and much more.

The Billboard Charts

Each week the entire record industry looks to Billboard's authoritative and accurate charts—

- Hits of the World
- Hot 100
- Hot Country Albums
- Hot Country Singles
- New Album Releases
- Top 40 Easy Listening
- Best-Selling Classical LP’s
- Best-Selling Jazz Records
- Breakout Albums
- Breakout Singles
- Best-Selling R&B Records
- Top LP’s

Read the reviews on new releases—tomorrow’s hits and star performers. In addition, many retailers use the charts as colorful, sales promotion displays.

Every Monday, Billboard helps you plan ahead.

See for yourself

Billboard will reach you by "jet" anywhere in the world. Fill in the coupon and mail today. Try Billboard. It's a great way to start each week, "in the know."

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Simply mail the coupon today and we'll bill you later—only $20 for the full year. Don't forget. Do it today while it's on your mind and the order coupon is handy.

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Cigarette and/or Music operations anywhere in the U.S. with volume over 100 cases of cigarettes or at least $2,000 a week music. All information confidential. Write Box 500
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Information Dept. Ace Pub. Co., 165 West 46th,
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MISCELLANEOUS
READ "SONGWRITER'S REVIEW" A new quarterly, six issues a year, No. 162, Spring 1964.

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT
CUSTOM RECORDS MADE, READY FOR MIXING. Also records promotion and distribution. Andy Revivo, 20 West 10th Street, New York 11, N. Y. 212-242-2019.

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SCHOOLS & SUPPLIES
R.K.'S FAMOUS IN WORK COURSE For the First Class Record Publisher. License in the short, most effective way. Course is directed to the complete manufacturer of the record. Tuition $500. Job

WANTED TO BUY
MASTER TAPERS AND NEW SONGS Wanted. Founder Records, 310 E. 36th St. Box 5456, New York 1, N. Y.

WANTED TO BUY

INTERNATIONAL EXCHANGE
ENGLAND
BEATLES, "MAGICAL MYSTERY TOUR" Picture Sleeve and Box Set. Copy is in mint condition. Price: Box Set, c/o B.I. 10015.

COLUMBIA

ORIGINAL SOUNDTRACK-The Graduate, O.S.T. (Box Set), Columbia, Price: $10.00.

JAYNE SOUTHO-Don't Leave Me, E.J. 1952, Price: $1.00.

JOHN ROMNEY/Two Plus Two Guitar Concert

CORNERSTONE
LAWRENCE CROOK-Died. He Taught Me. CR 3004

SLEEPS
JOHN JESTERS In Europe: DL 611, £5.00
Song for JOSEPH JARKAN, DL 410, £4.50
WHO'S AFRAID OF VIRGINIA WOOLF?, ORIG. REC., DL 410
ROXICHE MILLER SEXTET-Sunset. DL 408, £3.50
ROYAL JUKEBOX (England). DL 407, £3.00
ARMS AND THE MAN. DL 412, £3.00

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WM. R. KENNEDY'S SONGS & VIOZ.-The Great Western DL 14053, £1.00
TITANIC ORCHESTRA (Box Set). MD 40125, £1.50
LASSO, His Disc-Gypsy Romance. ML 13576

DYNVOICE
THE BOX CREME GENERATION-Music to The Box Creme Gen., Vol. 2, DL 2363, £5.00

ESP
FULL KUPPERS/GARY EYTON-No Deposit, No Return. JOS. 1035

JUBILEE
RIMARHA ANDO Sings International Favorites
ENDED STUART-Songs. JOS. 8011, JOS 8013

LONDON
DR. CHRISTIAN BERNARD Speaks of the First Workshop in England. JOS. 1065, JOS 1066

MELODIYA/ANGEL
GREEK PEER GENT SYM. NO. 1--Symphony Orchestra Symphony Orchestra (Box Set). JOS. 1066

ORCHESTRA DE LA BOLSA (Box Set). JOS. 1067

THOS. MOSER'S SYMPHONY No. 6--Mozart Symhony No. 40

TCHAIKOVSKY, ROMANTIC SONGS--Heroine. JOS. 1058

MERCURY
BACH, 5 SONATAS FOR CELLO AND PIANO-

THE EVERGREEN BLUES--D. Elevens, JOS. 1069

New Album Releases
ARCHIVE OF FOLK MUSIC
CHARLIE GRANT, MD 216
Champion Jack Dupree MD 217
COUNTRY BLUES. MD 218
RURAL JAZZ. MD 219
SONNY ROLLINS, MD 220
RUMORS. MD 221
OTIS SPANS. MD 222

ACO
DR. JOHN, THE NIGHT TRIPPER GRIS-GRIS. 223, £2.50
ATLANTIC
VARIOUS ARTISTS. (Super Nova. 224, £2.50

AMERICAN RECORDING
AURORA, NO

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FRANCIS MAZEREE-The Jazzman Talk. Rn.

RACH MONTANA: Variation, Arran, Bach.

JEROME ARTHUR HANSEN: Music of the Baroque.

DEBUSSY: ERLEZ, French Radio National.

ODYSSEY
ANCIENT INSTRUMENT ENSEMBLE OF BERKELEY-RECORDING: 17, £2.50.

PENN ABBEY GRAMOPHONE: ENSO. 016, £2.50.

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BUDDEN-SPRING NO. 1-Concerto

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ALL TOY DECK-PETER CULIFFE & Other

CARL HOFFMAN: 20th Century Symphony Orchestra.

RCA VICTORA
LAWRENCE JANE-Act II, PH 3942, £2.50

RCA RED SEAL
JOHN DODD-Plan of Music of Carl Michael Wegeler, Vol. 3, £5.00

R.B. LEDNEY, ROBERT WHITMAN: THE MIRACULOUS MANDARIN.

R.B. LEDNEY, ROBERT WHITMAN: THE MIRACULOUS MANDARIN.

R.C. BENNET-SPRING NO. 2-Concerto

MONTGOMERY, THE GREAT DECK-HERO JEAN, £2.50

ORIGINAL SOUNDTRACK-Filmeng Mende, £3.50

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SUPREME
THE SMOWBIRDS-Walkin' in the World. M 118

TOWER
Best of the Cellos by the BIG BLACK BAND

VANGUARD CARDINAL
ALFRED DELLER/MARK DELLER-Counterpoint

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VERVE
THE MOTHERS OF INVENTION-They're Only Human, £4.50

WARNER BROS.
The WATTES 12297 E. Rhythm Band, R 423

WILLIAM MAHER PHILHARMONIC REC.

MARCH 16, 1968, BILLBOARD
The Resurrection of Pigboy Crabshaw

the BUTTERFIELD BLUES band
<table>
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<th>No.</th>
<th>Title</th>
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<td>NOBODY BUT ME</td>
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<tr>
<td>21</td>
<td>13</td>
<td>GON'T OUT OF MY HEAD/ CAN'T TAKE MY EYES OFF YOU</td>
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<tr>
<td>33</td>
<td>44</td>
<td>4 MEN AND 2 SCARCE</td>
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<td>34</td>
<td>45</td>
<td>I'M GONNA MAKE YOU LOVE ME</td>
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<td>56</td>
<td>66 THE SUNSHINE OF YOUR LOVE</td>
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<td>64</td>
<td>90 LOVE IS ALL AROUND</td>
<td>Bobby V.</td>
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<td>53 MAYBE JUST TODAY</td>
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<td>61 IN THE MIDNIGHT HOUR</td>
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<td>42 MISSION: IMPOSSIBLE</td>
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<td>Jackie Wilson</td>
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**HOT 100—A TO Z—(Publisher-Licensee)**

**Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.**
TODAY'S MOST TALKED ABOUT ENGLISH GROUP!

TEN YEARS AFTER

TOP 40 SMASH!
PORTABLE PEOPLE
B/w
SOMETHING FOR THE UNDERGROUND
THE SOUNDS

1st LP
BREAKING EVERYWHERE!

STEREO DIS 18009

DERAM
A PRODUCT OF
LONDON

PRODUCER: MIKE VERNON
ENGINEER: GUS DUDGEON
The bright, instrumental, easy rock of the Bob Crewe Generation in this, their second documented album. Featuring "Saturday Night" and "Where Do I Go," this band is also heard on the early work of "Paul Revere & the Raiders." With "Night Whispers" and "Dance With Me," this album will delight rock lovers. Presented on vinyl.
RUSH ALBUM!
"BONNIE AND CLYDE"
MUSIC FROM THE ORIGINAL MOTION PICTURE!
THE GRRITTY ORIGINAL WORDS!
THE EXPLOSIVE ORIGINAL SOUNDS!
FROM THE FILM SCORE OF 1968!

STEREO
MUSIC INSPIRED BY
THE RIP ROARIN' ELECTRIFYING SOUND OF
BONNIE AND CLYDE
MUSIC COMPOSED BY CHARLES STRouse

ALBUM #1742

EXCLUSIVELY ON WARNER BROS. - SEVEN ARTS RECORDS
Copyright Still Confronts 
MOA at Washington Meeting

By EARL PAIGE

WASHINGTON — Over 52 officers and directors of the Music Operators of America (MOA) were to converge here late last week to present the MOA leaders, all of whom pay their own expenses with many traveling here from points as far away as Montana, California and New Mexico, a forum on developments in the pending copyright law revision measure, now before the House and Senate. An MOA-backed jukebox copyright measure passed in the House last April. The Senate Judiciary Committee is currently studying a counterpart measure.

Observers here expect the Senate to act on the House-approved bill this week. The measure will then face a delay in the House as the operators' group will be unable to get ad interim copyright protection for the works in the House. The Senate will then take up the House measure to raise the approval level to 51%. The Senate is expected to pass the measure, which would then be sent to President Ford for his signature.

CATV Wrinkle

Senators' rejection of a bill providing for interim protection may face delay because of the high-profile cable television (CATV) question and demands by educators to be exempted from the copyright of copyrighted material schools use today.

Complicating eventual floor appearance is the fact that the House-approved version, which was recently passed by both House and Senate, was not passed by the Senate.

A compromise between the Senate and House versions would have to be worked out before the measure could become law.

House Version

As passed by the House, the Copyright Revision Bill provides for:

- A simple method of payment, requiring only that operators file jukebox fees and serial numbers on a monthly basis. Copyrights are renewed every January. Ten days after that the Register will issue certificates of payment for all jukeboxes.
- Payment of money to songwriters.

(Continued on page CMW-2)

MINNEAPOLIS — The Music Operators of Minnesota (MOM) have formally organized following a series of recent meetings during which the group sought ways to gain an additional voice in the debate over the tax on sales to the State sales tax and discussed a possible suit to test the constitutionality of the law. MOM members feel generally that music operators are subject to discrimination by the 10% per cent sales tax passed last year in Minnesota.

'Vere getting hit right down the line, ' one music operator declared. 'We pay 8% per cent when we buy the machines, when we buy parts and again when we buy records. Now we're getting taxed on the take. It's too much.'

It was noted that the present sales tax penalizes the music operators in that the tax cannot be passed on to the consumer as is done in some businesses. The use of coins to play the machines makes for a "frightening" situation. It is pointed out. Thus, in many cases, the tax on music operators is higher than for others.

A possible suit to test the constitutionality of the Minnesota sales tax has not been ruled out. The organization has been in contact with the national Music Operators of America.

Ruling

Rulings issued in December clarified the tax position for the music operators. According to the Minnesota Department of Taxation, these clarifications concerning the constitutional denial of the following:

- The location of the sales, or the location where the sales are made, or the location of the business at the time of the sale, or the location where the sales are made.
- The purpose for which the sales are made for the purpose of providing the tax account number to the tax authority.
- The location of the business at the time of the sale, or the location where the sales are made.
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- The location of the business at the time of the sale, or the location where the sales are made.

(Continued on page CMW-4)

Elect Landis In California

PALM SPRINGS, Calif. — The California Automotive Dealers Council at its recent meeting here re-elected as president Clarence M. Lands, Canteen Food & Vending Service, division of Canteen Corp., Milbrae, Calif.

Other officers elected were: Claude Vreeland, Servomation Bay Cities, San Francisco, vice-president; Richard J. Gendron, Interstate Union Corp., Los Angeles, secretary; William W. Oates, Wic-D-O-Lok Co., Los Angeles, treasurer-secretary. Some 275 members and their wives were present.

Knowing Type of Crowd in Location

WILLIAMSBURG, Ohio - If each location were programmed according to the type of crowd that frequents it, the result would be a whole new approach to jukebox programming, according to an assistant program director at Our House.

Miss Sprague maintains a file of jukebox request slips that form the basis for keeping abreast of individual location needs. The request slips are helped by her pick-up programming trends and pinpoint specific older records to be pulled from the record library.

The big trend right now is the number of country artists going toward pop. We're getting a lot of requests for older Merle Haggard records. A lot of artists, such as Buck Owens, are recording songs that pass for pop today. It seems like requests for older records come in spurs. We have been getting a lot of requests lately for old Jim Reeves records.

In-person Requests

Miss Sprague said that quite often she is mystified at some requests. "I'm pretty sure we've had about six requests for Jim Leav" in to Your Day by Dale and Grace. I've switched into our whole route, too, so this isn't a song that is heard in any one certain location or any one type of location. I try to work as hard as possible on getting requests, and Jack Pierce, at Royal Distributing, One-Stop in Cincinnati, is a big help to me. He will look up the older numbers and tell me if they are available or not. If they are, he gets them for us. Being able to program older numbers is one of the big values of a jukebox. Whenever a person puts money in a jukebox they should be able to hear what they want. We have to try to get what they want if at all possible," Carolyn said.

Carolyn said she keeps a back file of at least two copies of any record that good play on the route. The records are filed in the library alphabetically according to artists' name.

"Sometimes I keep five or six copies of the record if it seems unusually well on the route and we could be getting more requests later on. In a number of cases a record is only in the back shelves two or three weeks when a request comes in for it."

MIAMI BEACH, Fla. — The board chairman, president, and executive vice-president of the Music Operators of America (MOA) will address the annual convention of Florida Amusement & Music Association (FAMA) to be held here May 24-26.

FAMA President Jim Mullin said that MOA president Bill Cannon will chair a seminar on Programming for Music Machine Operators. Chairman James Tolisano will head a panel discussion on the need for more and stronger local associations.

Fred Granger, MOA executive vice-president, will participate in the seminars and address the gathering.

The meeting will be held at the Newport Hotel Advance room and convention. All reservations must be made through the FAMA office prior to May 17. That office is located at 101 Pepper Building, P.O. Box 3122, Tallahassee, Florida.

Schedule

The convention schedule of events looks like this:

FRIDAY, MAY 24—Registration begins at 9 a.m. in the hotel lobby. The hospitality room opens at 7 p.m.

SATURDAY, MAY 25—Registration begins at 9 a.m. A business meeting will be held at 9 a.m. in the Constitution Room, ending at 11:30 a.m. Luncheon will be at 12 noon in the Pub. Seminars begin at 2:30 p.m. and continue until 5 p.m. A cocktail party commences on the mezzanine at 7 p.m. and a banquet begins in the Constitution Room at 8 p.m. There will be dancing.

SUNDAY, MAY 26—Breakfast will be served in the Constitution Room at 9 a.m. followed by a business meeting at 10 a.m. Luncheon will be at noon. Several activities are planned for the wires, including an excursion to the Lincoln Road Mall.
New Equipment

Transistorized sound effects offer a unique feature in this new gun game from Williams called "Aquas Gun." Targets consist of flying fish, and up and down shark and a moving, turning sea monster. Other features include 25 minimum/35 maximum shots; adjustable time feature; beat-the-score; individual lift-out coin trays; single, double or triple chutes. The machine measures 69-in. high, 26-in. wide and 35½-in. deep and weighs 320 pounds crafed.

Copyright Still Confronts MOA At Washington

*Continued from page CMW-1*

writers is taken out of the operators' hands and placed with the U.S. District Court. Any claims from creators must be made directly to the Court.

Penalty for false representation or misfit of certificates is $2,500.

The MOA leaders were to have heard a full report on legislation Sunday (10) from MOA legal counsel Nicholas Allen. Activities on Monday and Tuesday included morning calls on senators and representatives and MOA business sessions in the afternoon each day.

The directors' meeting was to be under the chairmanship of board president James Telliano, a Clearwater, Fla., operator.

MOA president William Cannon, Haddonfield, N.J., was to have covered his current campaign for better programming and more cooperation with record manufacturers. He was also to discuss recommendations for improving the MOA record company awards.

Chicago Card-Gaming execu-

tive vice-president, was to have discussed the new site for the annual convention, which this year will move to Chicago's Sherman House Hotel. The fall convention, Oct. 11-13, will furnish the industry a 50,000-

square-foot exhibit area, all on one level. This will be 18,000 more square feet than was available at the Pick Congress Hotel.

Plans also called for going over all the MOA convention details with, as Granger put it, a "tooth comb." To be ironed out are ways to utilize the added space; a refit of exhibit halls with an eye to better co-ordination of seminars, improving the registration desk procedures and arranging for a better flow of traffic at the banquet.

AI Denver, Lincoln Vending Corp., Brooklyn, was to have delivered a comprehensive evaluation report on last fall's con-

vention.

John Tuccino, Black Hills Novelty Co. and Automatic Vendors, Inc., Deadwood, S.D., was to report on the seminars, and William Anderson, Broom & Anderson Amusement Co., Logan, W. Va., was to have reported on last year's banquet.

The schedule called for Tolu-

sano to talk on the subject of having regional and State as-

sociations become MOA mem-

bers.

Other business details were to be the selection of a nominating committee and a committee on committees, the later of which is charged with appointing 12 committees to carry out MOA's 1964 activities.

During the gathering here it was anticipated that the number of committees will meet. One committee, the group organizing the 1964 convention seminars, will begin its activities quite early this year, Granger said.

Plans call for using an educa-

tional format in the 1964 sem-

inars.

Also new this year for MOA will be two luncheon meetings in May. One will deal with manufacturers of juke-

boxes and the other will deal with manufacturers of games. MOA has conducted similar meetings in other years.

Officers and directors of MOA are:

President, William Cannon.

Cannon Coin Machine Co., Hadden-


Kan.: sergeant at arms, Hal J. Shlian, Star Amusement Co., Gaffney, S.C.

Vice-presidents, Albert Den-

ver, Lincoln Vending Corp., Brook-

lyn, Frank Fabiano, Fa-

biano Amusement Co., Buchan-

an, Mich.; James K. Hufeter, Hufeter Vending Machine Co., Martinsburg, W. Va.; Henry Leyser, Associated Coin Amuse-

ment Co., Oakland, Calif.; Les Montott, Peoria, Ill.; Hatlan (Continued on page CMW-8).

New Equipment

United—Alpha Shuffle Alley

Under the United brand name, Williams Electronics, Inc., has intro-

duced a new six-player shuffle alley called Alpha. Like most of these games introduced lately, Alpha offers five ways to play (dual flash, flash, regulation, strike 90 and Tri). That latter play feature (Tri) is a 25-cent bonus idea. The first strike scores 200 points. The second strike scores 300 points and the third strike scores 400 points. Additional strikes score 400 until the sequence is broken.

DAVID ROSEN, Philadelphia distributor (second from left), shaking hands with another dealer. Italian consul general in Philadelphia, where a shipment of the Coinjokebox recently arrived from the incan
dent factory in Italy. Others pictured are Andrew R. Farmese, Philadelphia attorney and Italian community leader (left) and Paul D'Ortona, chairman of the Philadelphia city council.

Proven Profit Maker!

CHICAGO COIN'S ALL-STARS

2-PLAYER BASEBALL

• 15 BALLS— NO "OUT" TARGET
• PITCHER
• CURVE— SLIDER— STRAIGHT BALL

Write for complete 1965 Catalog of Phonograph, Vending and Games.
The WURLITZER AMERICANA II is ringing up new earnings records everywhere. Not only will it pay you a handsome return on your investment but... your stock goes up with the location! Why speculate when you can get a sure thing for your money?

WURLITZER AMERICANA II
THE WURLITZER COMPANY/North Tonawanda, N. Y./112 Years of Musical Experience
Vending News

New Products

Karl Guggenheim

A new capsule item capitalizing on the current subject of extra sensory perception consists of the Swinger Finger, a tiny hand with pointing index finger, a string for suspending the hand, and one of five different question sheets. Full instructions are printed on the back of each sheet. Question sheets cover love, careers, money, sports, and other topics.

Guggenheim has another 5-cent capsule item called Shlubs. These plastic figures are described as “big, slimy and nasty-looking.” They are stretchy, allowing children to pull on them and make those figures faces take on hideous expressions.

MacMan Enterprises

MacMan is the exclusive bulk vending industry broker for Tootsie Roll Squares, a candy product that is vended through gum wheels. Delivery on this product was scheduled to begin about March 15.

Penney King

Among new items from Penney King are Angle Rings, half in plastic and half in plated gold. This is a new concept. Displays contain 28 different rings.

Other items include High School Class Rings, for 10-cent vending; two jewelry mixes in Penney King’s V.I.P. series, one is mix No. 9 and the other mix No. 10. Both jewelry mixes come with display pieces.

Penney King also has a Trick Lock, a little padlock that does not require a key and comes in bright, assorted colors. It can be a feature item in penny machines.

Two rocket mixes consists of the 10-cent Monte Carlo Mix 166, containing decks of cards, two-dice cage, key ring, jumbo dice and other items, and the 5-cent Rocket Mix 2R, with such items as bouncing ball, baseball glitter ring, Ivory baseball, golf ball and other novelties.

Jewelry Mix 165, for 10-cent vending, contains such items as an African head with a black necklace painted in five colors. Another new mix is Penney King’s P10 Charm Series, consisting of 16 trinkets. Another in this series features gold-plated Calypso dancers with a display card and 20 dancer items.

CHICAGO—On the heels of a U.S. Commerce Department report, the total dollar sales of confection- ery and related products were up 7.8 per cent in 1967, most manufacturers expect that 1968 will be another good year.

The ninth annual management study by the National Confectioners Association (NCA) just completed disclosed that 90 per cent of the country’s candy, chocolate and chewing gum manufacturers surveyed expect sales to rise this year. Some 48 per cent are looking for profit increases and about 41 per cent expect profits to be static.

Some factors that might restrict expansion, the report indicated, are cost and supply of raw materials, tight skilled labor market, labor problems, import controls and the new minimum wage law.

Few if any confection manufacturers are making the machines as the prime eventual outlet for their products. An average of one in five of the firms said that supermarkets are their biggest eventual outlet; 13 per cent ranked confectioners stores as their major retail outlets, 12 per cent said drug stores, 9 per cent said small independent food stores, 4 per cent said department stores and 2 per cent said variety stores.

Christmas

Some 32 per cent of the firms said Christmas is the best candy holiday. Easter was at the top of the list from 23 per cent of the firms, Valentine’s Day by 13 per cent, Thanksgiving by 3 per cent, Mother’s Day by 2 per cent and Sweetest Day by 1 per cent.

Some 26 per cent of the firms said they planned to advertise on television in 1968, 24 per cent said radio, 18 per cent said magazines, 13 per cent said newspapers and 5 per cent said billboards.

Thirteen companies said they planned to introduce new bulk confections in 1968, 34 companies plan to introduce new bar goods, 12 companies want to introduce new penny candies, 21 companies plan to market new 5-cent and 1-cent specialties during 1968. Only two firms say they will introduce new chewing gum and four firms plan to introduce new salted and unsalted nuts.

Meanwhile, 14 firms said they plan to drop bulk items. 13 companies want to drop penny goods during the year, and one firm said it wishes to drop a salted nut line.

Import

Twenty-one companies, or 14.9 per cent of these responding to the NCA survey, said the import candy for resale. About 50 per cent said they do not, and 33.3 per cent did not answer this question.

The survey indicated that on the average, 53.2 per cent of the confectionery products are channeled through wholesale outlets.

About 60 per cent of the firms responding have national distribution.

New Equipment

Hamilton—New Rate Stamp Vender

Hamilton Scale Company has introduced a new stamp vending machine in its A30 series designed to handle all the latest postal rate increases and maintain the operator’s usual profit. The unit automatically vends from any stamp roll, offers a single and double vending selection in one cabinet, dispensing in two models three 6-cent and two 1-cent stamps for a quarter plus two 10-cent airmail stamp for quarter. Another model dispenses three 6-cent and two 1-cent stamps plus four 5-cent stamps, quarter values.

Coming Events

March 19—Florida Amusement & Music Association, District 5 meeting, site to be announced, West Palm Beach.
March 16-17—Mississippi Am- nautic Merchandising Association annual meeting, Buena Vista Hotel, Vicksburg.
March 22-23—Indiana Vending Council, Inc., annual meeting, Olympia Club, Fort Wayne.
March 22-24—National Auto- matic Merchandising Association Western Exhibit, Ambassador Hotel, Los Angeles.
April 2—Florida Amusement & Music Association, District 2 meet- ing, site to be announced, Jacksonville.
April 2—Missouri Coin Machine Council, Wayside Inn, Moberry.
April 4—National Automatic Merchandising Association regional management conference, Plaza Hotel, Kansas City, Mo.
April 6—Wisconsin Automatic Merchandising Council, annual meeting, Holiday Inn Central, Bish- lom.
April 6-7—Illinois Coin Machine Operators Association semi- nar, St. Nicholas Hotel, Spring- field.
April 18-19—Illinois Automatic Merchandising Council, annual con- ference, Hotel America, Washington, D. C.

VICTOR VENDING CORP.
244 137th St., Chicago, Ill. 60636

If your competition is giving you location trouble...

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

SELECTORAMA®
77-88 CONSOLE

With six different combinations to select from to fit any of your locations, vend a variety of merchandise and coin combinations. See your distributor for information and delivery dates.

CMW-4
CONFERENCE PROGRAM

CHICAGO—Beginning March 22, the National Automatic Merchandising Association (NAMA) will commence a series of regional management conferences to run two months throughout the country.

The meeting times and places: March 22-24, NAMA Western Convention-Exhibit, Ambassador Hotel, Los Angeles; April 5-6, Plaza Inn, Kansas City, Mo.; April 19-20, Hotel America, Washington, D.C.; April 26-27, Hotel America, Houston; May 10-11, Gideon Putnam Hotel, Saratoga Springs, N. Y.; May 17-19, Marriott Motor Hotel, Chicago; May 24-25, Marriott Motor Hotel, Atlanta.

The program, in this order, will unfold as follows:

FRIDAY

10 a.m. ... Registration
11:45 a.m.-12:15 p.m. ... "How to Train" on Hiring, Orientation and Training
2:20-2:50 p.m. ... Value of Profit Planning
3:30-5 p.m. ... "Evaluation of a Location and Preparation of a Bid Proposal."
4:45-5 p.m. ... "Evaluation Measures of a Bid Proposal."
5:30-5:50 p.m. ... "Vending Accounting Procedures."
8:05-8:50 p.m. ... "Keys to Building a Quality Workforce."

A discussion of the key factors to consider in hiring employees.

9:10-10 p.m. ... Hospitality Reception.

SATURDAY

9 a.m. ... Registration
9:30-10:20 a.m. ... "Upgrading Routemen Performance."
A workshop session to help supervisory personnel properly organize a route man's time to assure proper and efficient service and gain maximum use of his time.

10:30-11:45 a.m. ... "How to Make Public Relations Pay Off for Your Company." A nuts-and-bolts workshop presented to help individual operators to implement their own internal and external public relations activities.

1:30-2:45 p.m. ... Group Luncheon. "Realistic and Effective Cost Control Methods." A panel discussion by leading financial consultants, university professors and industry leaders.

All speakers and their part in the conference sessions are identified in adjacent columns.

---

**NORTHWESTERN model 60**

**BULK-PACK**

**BARBAGENS from KING'S One Stop**

**New England Shuffelboard Tournament**

**Mississippi In 2d Meet**

**CHARM THE KIDS**

**Say You Saw It in Billboard**

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Copyright Still Confronts MOA at Washington Meeting

*Continued from page CMW-2*

Wingrave, Emporia Music Service, Emporia, Kan.; Thomas...

All Machines Ready for Location

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Color: LEWIS, Call, Write or Phone...

Bally's

JAGI

**JUICY Cactus Juice BONUS**

Separate bonus for each player...

Double FREE BALL GATES

Standard Lower Free Ball Gate opens by "hit when hit" dial shutter. New BALLY'S. With FREE bonus at right! Angles open at touch of a side-shelf button, delivers ball to 5th shutter (or advances Cactus Junior Bonus and Adds 1,2, 200 or 300 to bonus). Double shut free ball adds to play appeal, stimulates "canned" repeat play, increases prize money collection after collection.

Tricky Skill Canyons Score 100 to 500

Flipper-Zipper closes flipper gap

Skill shot ball hangs against White Mushroom Bumper closes Mill Instrumensto out-Make holders the ball a bonus, bonus opener in the game's crazy style. Every flipper-zipper game has been included in Bally's latest...not only a maker.

The stamped of scoring action built into Bally DOGIES is corollary record-smashing collector of all the place. Get your share. Get DOGIES.

See your distributor or write...Bally Corporation, 7450 Belmont Avenue, Chicago 19, Illinois, G. U. S. A.

(Continued from page CMW-2)
New Equipment

Ditchburn Offers New Background Music Unit

CHICAGO — The Ditchburn Organization, Inc., formerly known in the U.S. as Ditchburn Vending Machines, Inc., has introduced a new background music system for the U.S. market.

The new system, called the Music Maker, utilizes endless-loop tape cartridges containing up to eight hours of music. Ditchburn says "three thousand miles" of pre-recorded music is now in its library, with such programs available as Latin American, cocktail lounge, Hawaiian, organ, film show, piano, continental, Chinese, mood, dance, pop hits, popular classics and funeral parlors.

Playback

The playback unit has built-in speakers with capacity for 16 extra speakers, a microphone for paging and announcements, separate microphone volume control, phonograph record input and radio input.

The unit has its own speaker with a separate on-off permit monitoring of the remote speakers.

Output is four watts to the speakers. The unit has solid-state circuitry. The equipment is built in Lancashire, England, by the Ditchburn Organization.

The Ditchburn Organization, Inc., is a wholly owned U.S. subsidiary of the Ditchburn Organization, Ltd., of London. The parent firm is publicly held and the stock is listed and actively traded on the London Exchange.

The parent company, directly and through subsidiaries, does business in 21 countries.

Change

Company spokesmen explained that the change in the name of the U.S. subsidiary was prompted by the introduction of the background music system.

"We felt that the new name would more accurately cover the varied interests of our manu-
factoring and marketing programs," a spokesman said. "We manufacture a line of compact vendors for cold drinks with and without ice, hot drink, snack and all-purpose vendors, and now we market the new Music Maker."

FOOTBALL DERBY

Competition • Lux • Standard

Tom-Tom • Billiards • American Golf

E. RENE RIEBER Automatic Games

Manufacturer

39 Ranch, Jura, France

Exclusive Representative for USA

Charles Raymond & Co., Inc.

311 New York, N.Y. 10016

Tel. (212) MU 9-0547

FOOTBALL DERBY

Competition • Lux • Standard

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Jukebox Draws Traffic

In K. C. Jones Store

By GRIFF LOWRY

KANSAS CITY, Mo. — Sutherland Distributing Co. has been working with department stores in an effort to locate jukeboxes in youth fashion departments. The latest installation was made recently in the Junior World Department at the downtown Jones Store. The Seeburg distributor is encouraging operators to come in and take over service of the installations.

Jackie Robinson, buyer at Jones Store, said the jukebox helps the department improve market-identification, gives the department a brighter look and more energetic atmosphere, has stepped up traffic, and helps hold traffic for longer periods.

"One of the eye-opening features for me is the way the jukebox holds traffic longer and encourages the leisurely browsing of displays. That naturally creates more business," said Robinson. "It is not unusual to see 15 or 20 young persons swarming around the jukebox on Saturdays."

Billboard's Hot 100 is the guide for selecting records for the unit. Five new records are added every two weeks. New releases are identified by the use of yellow strips on the labels. Ed Ames' "Who Will Answer?," almost anything by the Supremes, Elizabeth Bennett, Dickens' "I Am That Easy To Forgive," and Troy Keeyes' "Explosions" are among records currently getting top play.

The Junior World buyer regards the slim, modern designed silhouette of Seeburg's Photo Jet as ideally suited for a junior apparel area. She also gives the excellent service of the machine especial mention.

When the major downtown department store recently established a pre-teen shop in a slightly off-beat fashion area on the first floor a method of focusing attention of shopper on the new facility included jukebox management.

Then, Sutherland Distributing Co. suggested setting the jukebox outside the shop and using teen bopper traffic. "It worked like magic," said Miss Robinson.

Copyright Still Confronts MOA

SUTHERLAND DISTRIBUTING COMPANY

1920 McGee St., Kansas City, Mo.

HA 1-7446

Reconditioned Phonographs

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ROCK-OLA

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TERMS: 1/2 Dep., Balance Sight Draft or C.O.D.
With new exciting RoweVue.

The Step Ahead
Rowe AMI Music Master

Only jukebox with a built-in stool pigeon.

New Music Master has exclusive Rowe Alarm System. A burglar alarm that's loud as a fire siren! Goes off if the cashbox door is tampered with in any way. It's gas-operated. No batteries, no electrical system. And it's standard equipment.


Other Music Master exclusive features:
- Change-A-Scene front panels
- New 2-Wire Systems for remote volume and cancel control
- New, simplified Dollar Bill Acceptor
- 3-in-1 programming (Change from 200 to 160 to 100 selection)
- Patented Stereo Round sound
- Easy "Lift-Off" front door

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Buy a tape cartridge customer. $39.95*" suggested retail


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Spotlight Singles

**TOP 20 POP SPOTLIGHT**

Spotlighted to reach the top 20 of the HOT 100 Chart

BEATLES—LADY MADONNA/THREE LIGHT

- **Writer:** George Martin, John Lennon/Credit Paul (Writer: Harry Nilsson). A powerful blues ballad with a driving beat. It topped the chart and stayed there for 7 weeks. Reprise 1770

- **Writer:** Paul McCartney (Writer: John Lennon). McCartney's best selling of all time. Reprise 1336

- **Writer:** John Lennon/McCartney. A catchy ballad while McCartney was busy with the Pet Shop Boys. Reprise 1536

- **Writer:** Paul McCartney. A hit for the Pet Shop Boys. Reprise 433

- **Writer:** Paul McCartney. A hit for the Pet Shop Boys. Reprise 1336

**TOP 20 SPOTLIGHT**

Spotlighted to reach the top 60 of the HOT 100 Chart

**NANCY SINATRA—100 YEARS/SEE THE LITTLE CHILDREN

[Reprise 1770]

**LETTERMEN—SHERRY DON'T GO

- **Writer:** Joe Dowell, Archie Brown. A smooth ballad with a commercial appeal. Reprise 1336

**WHO—CALL ME LIGHTNING

- **Writer:** Al Kooper, Lou Snider. A hit for the Tokens. Reprise 1336

**NEIL DIAMOND—RED RIBBON/RED RIBBON RUBBER BALL

- **Writer:** Al Kooper, Lou Snider. A hit for the Tokens. Reprise 1336

**DAVID McWILLIAMS—DAYS OF PEARLY SCENES

- **Writer:** Al Kooper, Lou Snider. A hit for the Tokens. Reprise 1336

**special mentions

Spotlighting new singles deserving special attention of programmers and dealers.

- **FRANKIE LAINE—I'M IN THE MOOD

- **Writer:** Paul Anka. A hit for the Platters. EMI-102

- **JACK JONES—Brother Where Are You (Jessi Standard Bm, The Joyous, The Cluster, Etc). Written by Mandy A. Scott. Reprise 1336

- **BILLY JOE ROYAL—Don't Be Ashamed (Login, Barry. Written by Bob Elton. Reprise 1336

- **HENRY MANCINI & HIS ORCHESTRA—The Party (Theme), ASCAP. Written by Al Schmitt. Reprise 1336

- **BARRY GORDON—The Days of Pearley Scenes. Ager, BSA. Reprise 1336

- **BRIAN WILSON—Come With Me (Milton-Levant, Barry. Written by Brian Wilson and Steve Wing. Reprise 1336

- **LOUIS ARMSTRONG—The Life of the Party (Sonbest, Barry. Written by Louis Armstrong and Reprise 1336

- **NANCY WILSON—Face It Girl It's Over (Soder, Barry. Written by Nancy Wilson and Reprise 1336

- **MELANIE—Hey Good Lookin' (Tibbs, Barry. Written by Melba and Reprise 1336

**LUMINETS WITH GLEN FARRAH—A Hundred Man (Tarmac, ASCAP. Written by Glen Farrah. Reprise 1336

- **JOHN DENVER—Thank You For Being A Friend (Scher, Barry. Written by John Denver and Reprise 1336

- **WAYNE THOMAS—He's My Brother (Brown, Barry. Written by Wayne Thomas and Reprise 1336

- **LOUISE JONES—Got To Be A Better Love (Brown, Barry. Written by Louise Jones and Reprise 1336

**SYMPHOL—The Best Part Of Breakup Is (Barry. Written by Sympol. Reprise 1336

**ROBBY TAYLOR & THE TAMARACERS—Beneath Your Beautiful Mask (Ammank, Barry. Written by Robby Taylor and Reprise 1336

**ATLANTIC SOUNDS—A Great Man (Owen, Barry. Written by Owen and Reprise 1336

**ROYAL FIREFIGHTER—A Good Man (Williams, A. Written by A. Williams and Reprise 1336

**TOP 20 R&B

Spotlighted to reach the top 20 of the POP SELLING R&B SINGLES Chart

**WALTON JENNINGS & ANITA CARTER—I GOT YOU

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

**LEON ASHLEY—MENTAL JOURNEY

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

**ROY DRUSKY—YOU BETTER SIT DOWN KIDS, LET'S PUT OUR WORLD BACK TOGETHER

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

**LONDON—GRASSHOPPERS

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

**THOMAS—RED SHOVEL—TWENTY-ONE

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

**MCGEE—GRASSHOPPERS

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

**TOP 20 COUNTRY

Spotlighted to reach the top 20 of the HOT COUNTRY SINGLES Chart

**WAYLON JENNINGS & ANITA CARTER—I GOT YOU

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

**LEON ASHLEY—MENTAL JOURNEY

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

**ROY DRUSKY—YOU BETTER SIT DOWN KIDS, LET'S PUT OUR WORLD BACK TOGETHER

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

**LONDON—GRASSHOPPERS

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

**THOMAS—RED SHOVEL—TWENTY-ONE

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

**MCGEE—GRASSHOPPERS

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

**CHART Spotlighted to reach the top 20 of the TOP SELLING R&B SINGLES Chart

**INTRUDERS—COWBOYS TO GIRLS

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

**FREDDIE SCOTT—JUST LIKE A FLOWER

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

**CHART Spotlighted to reach the top 20 of the R&B SINGLES Chart

**R&B—BLUES—COWBOYS TO GIRLS

- **Writer:** Merle Matison, Bill Hoge. A hit for Walton Jennings and Anita Carter. Reprise 1336

**CHART Spotlighted to reach the top 20 of the R&B SINGLES Chart

**JUVE FEATURING EUGENE BROWN—Super Cat Take My Candy (Grand Castle, ASCAP. Written by Eugene Brown. Reprise 1336

**TONY BENNETT—BLUEBAY—41310

- **Writer:** John Lennon/George Harrison. Written by John Lennon and Reprise 1336

**DAVEY & THE HIDEOUT—WHERE HAVE YOU BEEN?

- **Writer:** Tommy James. A hit for Davey and Reprise 1336

**JOEY BRAWN—THEY'RE COMING FOR ME

- **Writer:** Joe Brawn. A hit for Davey and Reprise 1336

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**JUVE FEATURING EUGENE BROWN—Super Cat Take My Candy (Grand Castle, ASCAP. Written by Eugene Brown. Reprise 1336

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**JOEY BRAWN—THEY'RE COMING FOR ME

- **Writer:** Joe Brawn. A hit for Davey and Reprise 1336
Look what they're saying about the new single by THE WHO

"CALL ME LIGHTNING"

DECCA 32288

I try not to think of it at all. Do you? I mean think. Of it. All.

I listen and my feet leave me and dance weightlessly on her eyeballs in the eye of a needle.

It's like being bitten by a gopher; you know what I mean. Like very toothsome. And small. And furry.

Man they pasteurize the cream of my mind until it blows out vanilla.

If you don't understand, don't worry... because you'll understand "CALL ME LIGHTNING" is an immediate stone smash.
THE EXPRESSION OF COLOUR IS HERE!

"You Must Be a Witch"

Produced by Danielle Marmay for Lord Tim Productions

UNIVERSAL CITY RECORDS • A DIVISION OF MCA INC.
<table>
<thead>
<tr>
<th>Week</th>
<th>Date</th>
<th>Track</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Number</th>
<th>Weeks on Chart</th>
<th>Last Week</th>
<th>Peak</th>
<th>CASSETTE</th>
<th>TAPE PACKAGES AVAILABLE</th>
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<td>35</td>
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<td>ROLLING STONES</td>
<td>Flowers</td>
<td>London</td>
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<td>PS 369 (5)</td>
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<td>34</td>
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<td>7</td>
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<td>HERBIE MANN</td>
<td>Glory of Love</td>
<td>A&amp;M</td>
<td>LP 2003 (M)</td>
<td>SP 0025 (8)</td>
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<td>KL 1507 (M)</td>
<td>KS 3561 (E)</td>
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<td>75</td>
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<td>All Hits</td>
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<td>NYV 2004 (5)</td>
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<td>R 8134 (M)</td>
<td>50 8124 (9)</td>
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<td>More Than a Miracle</td>
<td>Kapp</td>
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<td>Fowl Play</td>
<td>A&amp;M</td>
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<td>LP 22-071 (M)</td>
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<td>Roulette</td>
<td>R 33555 (M)</td>
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<td>What the World Needs Now is Love</td>
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<td>BURT BACHARACH</td>
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<td>A&amp;M</td>
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<td>APOCOPOLIS</td>
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Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

A SHORT CUT TO THE BOOMING BUSINESS IN BRITAIN

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- Dealer views
- Talent reviews
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SOUND
IN THE
EIGHTH
DIMENSION

THE MOST STARTLING
NEW SOUND INNOVATION SINCE
STEREO RECORDING BEGAN

"PERSUASIVE PERCUSSION" ... the
first ... amazingly effective 2-channel,
widely separated stereo record.

"STEREO 35/MM" ... introducing the remark-
able clarity of 35 millimeter film recording.

"DIMENSION 3" ... which introduced the fantastic illusion of a
third center speaker ... 3 separate musical messages coming from
only 2 stereo speakers.

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NOW ... COMMAND INTRODUCES ... THE GREATEST ADVANCE
IN RECORDED SOUND SINCE STEREO BEGAN!
Through the miracle of 8-channel recording ... and 1 1/2 year's experimenta-
tion ... and the development of a special "mixing and mastering" technique ... COMMAND has broken the shackles of 2-channel and 3-channel
reproduction. For the first time—using a regular 2-speaker stereo phono-
graph, or component units—an orchestra can be heard with individual
instruments—and whole sections—seemingly heard not only on the left—
the right—and in the middle...

BUT ALSO. . . IN BETWEEN. . . IN FRONT OF . . . AND BEHIND.

THE RESULT ... A WHOLE NEW DIMENSION IN RECORDED
SOUND ... A DIMENSION NEVER BEFORE HEARD ON RECORDS

A LIVE "IN PERSON" ILLUSION THAT IS BREATHTAKING!
A NEW WORLD OF STEREO RECORDING...

"SOUND IN THE 8TH DIMENSION"

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**Album Reviews**

**Soundtrack**

**THE GRADUATE**: Original Soundtrack, Columbia CS 2390 (2)

Like the movie, a hit album. The highlights are the song, "Scarborough Fair/Cantico" and the performers, Simon & Garfunkel. The song by the duo is getting much action as a single. Their "Sounds of Silence" is here, too.

**POD**

**JUST TODAY**: Bobby Vee, Liberty LST 7354 (3)

Bobby Vee's brand of soft rock has been around for some years, and his current success with "Beautiful People" is a tribute to that style. A 24-track album, "Maybe Just Today," looks like a strong singles project. The has a disciplined style and incorporates the best features of the rock and standards singer.

**Classical**

**PROKOFIEV**: SYMPHONY No. 6—Moscow Radio Symphony (Rastislavomy). Melodija/Angel SR 40546 (1)

Completed in 1945 with a fourth section to his excellent Prokofiev recordings, this symphony on Melodija/Angel. The sonata, colorful "Symphony No. 6" imparts a unique performance from this fine orchestra. Rastislavomy and Prokofiev have produced chart success in the past.

**Guillot**: ORPHEO ED EURIDICE—Braunfels/Renishenchor Berlin, Erich Wolfgang Reim. (Newman). Angel SLS 3177 (1)

It takes a giant talent to swing the challenging role of Orpheus, and Miss Bumbry more than meets the challenge. A variety of voices is heard, and the opening is rich and perching, and her performance rings throughout. American's Ruther and Ruth-Neaggeto Parks are superb.

**Ravel**: DAPHNIS & CHLOE—Choral-Ambrosian Singers, newly recorded by the new Philharmonic Orch. (Frickebach de Burgos). Angel SLS 36471 (2)

Rafael Frickbach de Burgos adds another shining entry to his repertoire list of excellent Angel recording with this excellent recording of the complete "Daphnis and Chloe" ballet. The young Spanish conductor contrives his forces well and gets magnificent forces with the Ambrosian Singers and the new Philharmonic Orchestra.

**XENAKIS**: METASTASIS/PETROPAPOULOS—Kontaropoulos. Ececellence. SR 40049 (1)

Miss Xenakis' operatic career is moving swiftly ahead, and this LP of five fine songs by Schubert, Schumann and Brahms gives her the opportunity to shine in all her musical splendor. Her "Jesujoget" is charming. Highlight is the song from "Dichterliebe". An emotional, sensitive reading.

**Low Price**

**MOZART**: THE ABRUPTION FROM THE SERAGLIO—Artistic Artists/Erwin Schuller, Philharmonic Orch. Starker. Angel SR 40052 (1)

This first album devoted solely to the works of famous Xenakis presents these important works in topnotch fashion. Yui Tetsumako, Maurice Le Roux and the French National Radio Orchestra are excellent.

**Pop**

**PRETTY COUNTRY**: The Billy Vaughn Singers. Dot 25857 (4)

Beautiful choral versions of country music hits such as "All the Time," "Bubba," "My Yellow Moon," and "Give Me a Hand". Should get wide airing on radio.

**Pop**

**WE'RE ONLY IN IT FOR THE MONEY**: The Mothers. Verve VOS-01047 (5)

The Mothers continue to put on their audience in this, their third album. "Good Times" is now more mature and sound as a pastime pastime with a few "serious" original songs. "I Ethiopian Menace" is a fine one, which should sound as a pastime pastime with a few "serious" original songs. "We Want You to Be Loved" from the film "The Graduate".

**Classical**

**MUSORUGESKY**: BORIS GODUNOV—Radio-Symph. Orch. Moscow Chamber Orch. (Schulz). Angel SR 38101 (1)

From Petren is overpowering in the title role in these Boris'. highlights. "Godunov" in the Berliner Symphonic singer will be featured in this performance. Mark Rostlin handles Power's Monument well, while George Poljanich is supported as Mikhail Shuks. Alexander Makh-Forg wends together.

**BACH**: 2 SONATAS FOR CELLO & PERIOD—Starker/Silber. Mercury MR 90460 (1)

Starker and Silber put in a stirring effort filled with excellence of tone and posture of style. Dialogues between the two are brilliantly played, while Interludes light their technical forms.
MISSION ACCOMPLISHED

WINNER: Best original score... motion picture or T.V.
Best instrumental theme and

DOT RECORDS

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TALO SCHIFRIN

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The Stereo 8 Story
(March)

RCA Stereo 8 Cartridge Tapes

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