Five Chains Ban Apple Album; Korvette ‘Bites’

By BRUCE WEBER

LOS ANGELES—The controversial John Lennon-Yoko Ono album, “Two Virgins,” will be banned by at least five major record retailers here. The E. J. Korvette stores, however, are planning to sell the album with the nude cover, but not in-store.

Sears, White Front, May Co., Broadway and Wallichs Music City, vice-president, said the chain might test-market the album in a special jacket to get customer reaction, but will not sell the album in any form. Tetragrammaton, which will distribute the album in the U.S. and Canada, plans to enclose the cover in an opaque envelope with cutouts for Lennon’s and Ono’s heads. Even in that state the album will be unacceptable, according to Herman Platt, record buyer of the 16-store May Co.; Paul Nebel, buyer for Sears, Roebuck; Jack Hampson, assistant record buyer at the 26-store White Front, and Caston.

The six-store Wallichs chain (Continued on page 4)

Finkel Sees Top Overseas Leaders on Int'l Confab

By GRAEME ANDREWS

LONDON — Coleman Finkel, executive vice-president of James O. Rice Associates, who is producing the International Music Industry Conference in the Bahamas in April, said, “We have just met with a number of leading industry executives. Basso included EMI group director of records L. G. Woods, Decca director W. W. Townsley, controller of BBC Radio 1 and 2 Robin Scott, CBS managing director Ken Glancy, Pye’s international chief Geoff Bridge, Beatles producer George Martin, publisher Dick James, Radio Luxembourg’s British chief Geoffrey Everitt, Laurence Seed, chairman of the Council of the Performing Rights Society, and independent promotion executive Tony Hall.

Finkel was also planning to meet and talk with other executives, including Bernard Ness of RCA and Leslie Gould of Philips.

After two days in London, Finkel flew with music industry leaders throughout Europe. He was accompanied by Billboard’s European director Andre de Velley and European editor Mike Hennerson. Finkel will meet leading music industry personnel in Germany, France, Italy, Switzerland and Holland. He is winding up plans for the all-industry conference sponsored by Billboard and Record Retailer which will also include delegates and speakers from Japan, the Far East and other countries.

Finkel, commenting on his meetings here, said, “I have seen 30 schools and 30 stores, there are 30 schools and 30 stores, and we are 30 schools and 30 stores.”

(Continued on page 10)

R&B Disks Swing to ‘Black Hope’ Tunes

By ELIOT TIEGEL

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

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

The message in Williams’ song is not to burn cities and start riots. “It’s the thought every black man had at one time—to be something,” Lanier said. “The song says, stop thinking and start doing something about your dreams.”

The titles of many of the new R&B singles typify the mood of many of the blacks today, such as “And Black Is Beautiful,” by (Continued on page 38)

IMPORTANT OF BEING LENNON

NEW YORK—David Ronfeld, divisional merchandise manager of the Korvette chain, explained his position on the “Two Virgins” album this way: “An artist of John Lennon’s stature is too important not to be heard. Appropriate arrangements are being made to handle the LP and sell it off our family trade.”

Canada Battle On Copyright

By RITCHIE YORKE

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

The recent threat by the Canadian Association of Broadcasters to boycott recorded music has so far remained only a threat. This followed a brief being submitted to the Copyright Appeal Board by record companies asking the board to hear the case on an annual tariff annually on users of recorded music.

(Continued on page 59)

Hard Rock Rolling to 4th San Francisco Trade Spot

By GEOFFREY LINK

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

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

Phillips figures are for “acid rock” only, and do not reflect top 40 or other types of music. At a “conservative estimate,” Phillips said, the dollar value of this industry here in 1968 is $4 million and “more likely is around $6 million. This could increase the wealth of the city by $8 million to $15 million,” he said.

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

The acid rock industry now comprises less than one half of 1 per cent of the city’s growth income, Phillips said, but grows 15 per cent.

Three Categories

Phillips breaks down the 1968 figures into three categories: live performances which grossed about $50,000; rock-oriented radio stations and (Continued on page 80)

Diana Ross and the Supremes with the Temptations in their first TV special

Tonight and every night...

The TV Event of the year...
Much more than a movie soundtrack! It's a total entertainment experience.
Longines to Acquire Cap. Direct Marketing: Gains Record Club

LOS ANGELES—Capital Industries, Inc., has agreed to sell its Direct Marketing Corp. to the Longines Corporation.

Once the terms are completed Longines' subsidiary mail-order operation, Longines, subsidiary of the Symphonette Society, will own the Capitol Record Club and its diverse holdings including electronic equipment, art prints, film processing and record box sets.

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

Ed Nath, president of the Direct Marketing Corp., will stay with the company, which will retain the name Capitol Record Club. He will have full fulfillment centers, a major financial investment in Thousand Oaks, Calif., and smaller facilities in Champaign, Ill., and nearby.

Tape Catalog

The sale also provides Longines the chance to be a tape catalog. Longines already sells home entertainment products.

A staff of 500 works for the Capitol club, formed 11 years ago and which at present represents 20 different companies and their markets. Longines will change the titles and some of the contracts are on an exclusive basis, those with MGM and ABC, but Warner Bros.-Seven Arts, for example, are on a nonexclusive arrangement.

Capitol Industries established the Direct Marketing Corp. last March. The mail-order company was a part of the firm's Mailing Program, guided by the then president of the record club, Alan Livingston.

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

Longines, established in 1857, as a watchmaker, has been very successful in the direct mail record mail-order business, which also includes ownership of the Columbia Club, a record mail-order subscription plan involving discounted albums selected from the Seinfeld Catalog.

While Capitol's club has just gotten into the multiple record box set business, with packages by Nat Cole, Jackie Gleason and Glen Campbell, the Longines Symphonette Society has been limited in its scope of products obtained.

The Capitol club's catalog will now allow Longines to create box sets of concerts with contracts with Capitol allow for this potential in the future. The Symphonette's mailing list is one of its major assets.

Longines' record club is located in Larchmont, N.Y. The mail-order operation is reported to have accounted last year for half of the company's fiscal 1968 sales. These sales, as reported in the annual report, totaled $522,765,925. This is an increase from the $478,439,000 year which totaled $41,754,000. Longines' consolidated sales last year were the largest in its history.

Tetra Dealing For Caster of 'White Hope'

LOS ANGELES—Tetagrammaton, closing in on the acquisition of the original cast album rights to the Broadway play, "The Great White Hope," Arthur Mogull, president of Tetagrammaton, Herman Le- win, the show's producer, and Howard Sackett, the attorney in the final stages of negotiation, will be the label's first original album. The show, words and incidental music will be recorded for a budget of $55,000, Sackett, who is also a director of recording and a member of an owners' group, has been retained to produce the album. James Earl Jones, who recently starred for his performance after the show's Broadway opening, will be starred on the album. A recording date has been scheduled for Jan. 20.

Woodley Asked to LBJ's 'Woodshed'

WASHINGTON—President Johnson has invited Woody Her- man to the White House Wednesday to join a dinner at the White House Wednesday (11) in honor of his Highness the Aga Khan, spiritual leader of the Is- lam, Spirit of the Ami of the state of Kuwait, Amir, a longtime jazz bat, requested Herman's pres-
Chesapeake Jumps to '69 at Meet

CHICAGO — The 1969 al-
bum product of Chess, Check-
er, Cadet and Cadet Concept rec-
ord companies will be unveiled to East Coast distributors Jan. 11 at the Americana Hotel in New York.

The four labels, subsidiaries of Chess, Inc., will be represented by Leonard Chess, president, and Matt Cooperstein, vice-president and general man-
ger; Richard Salvador, Eastern sales and promotion director;

Cap. Puts Big 'Zorba' LP Drive in Motion

NEW YORK—Capitol Rec-
ords is conducting an extensive campaign on the original cast album of the new Broadway musical "Zorba." Capitol cut the album after a New York tryout on Nov. 24. The first copies were pressed, packaged and released in a sealed gatefold with key

Ads in local newspapers insur-
reception of the album by
Nov. 29 on return of a coupon.
The same campaign was run dur-
g Boston tryouts, when Capt-
also started in radio ad-
vertising. For the official New York opening, the campaign concentrated on radio and
newspaper advertisements, including
full-page announcements of the album available on Nov. 29.

New Haven, Boston and New
York previews also signaled the opening of the display cam-
paign with streamer and easel-
cover displays. A de luxe in-
motion cart has been created for
Capitol's window campaign in the New York area. The cam-
paign features displays on the national distribution, de luxe press kit and de luxe seven-
disk box bound in, and de luxe press kits for reviewers.

For D.C., there has already been a recording for Capitol by Chuck Egan, Gordon MacRae, the Sounds of Silence, Lou Rawls, Nancy Wilson, Sandler & Young, and Cannonball Add-
derley.

Harmony Sets 3-Mo. Promo On 11 Albums

NEW YORK — Harmony Records has kicked off an ex-
tensive three-month marketing cam-
paign in conjunction with the release of its 11 new albums. This is the first time a program of this kind has been instituted in D.C. region.

A special binder has been created and will be sent out as part of the campaign. The binder will be distributed to more than 1000 readers. In addition, special order forms have been prepared and will be sent out. New ad-
vertising kits and picture cata-
logs will be available.

Featured in Harmony's new release are Burt Ives, Elvis Borme,
Lee Hazlewood, Johnny Hallyday, Jackie DeShannon, the King Family, Lou Monte, Claude King, Lawrence Welk, the Kagelmen, the Brothers, Frankie Laine, Doris Day, Frank Sinatra, Ferrante & Teicher, and Ray Price.

BMI Gains Sharp Hike In Fee Pact

NEW YORK — The BMI increase in its radio perform-
ingenvironment is more than 15 per cent in the new five-year pact with the

Executive Turntable

Stan Gorlikov, Capitol Records president, elected to the board of directors of Capitol Industries, Inc. He was also named to the board of directors of Capitol Records. Gorlikov was promoted to the presidency of the record company in late December. Tracy resigned as a Liberty Records producer to go on independent production. He had been with the label two and a half years. He will concentrate on producing Frost, Pinares, and the comedy team of Skiles and Henderson.

Tid Forsoni named national product manager for Warner Bros.

Dee Dreadon named general manager of Bubba Platt, platinum record sales manager. Lee Ivory joined the Lou Rawls music organization as director of public relations.

Benjamin marked senior vice-president, performing rights admin-
istration, for the East Coast, and Herbert Eisenman, vice-
president, performing rights administration, West Coast. Leo

Mrs. Theodore Zavin named senior vice-president, performing rights administration, of Broadway Music, Inc. In addition

Ronald Anton named vice-president, performing rights ad-
imistration, for the East Coast, and Herbert Eisenman, vice-
president, performing rights administration, West Coast. Leo

ingame music administration.

Robert Webb named head of the music publishing and arks

Benjamin joined the Fitzpatrick Corp., Los Angeles-based management firm to manage publishing. He was formerly with the Agency for the Performing Arts.

Riki D. Shrode appointed L.J. Productions, record, TV and film company.

Bill Thompson, executive assistant to Tom Smothers, ap-
pointed general manager of Kragen/Fitz Inc., the personal manage-
ment firm of Kragen, Smothers and C. Von Felten joined General Recorded Tape as tape development manager of the Sunnyvale, Calif., firm. Prior to joining GRT, it was with WEA, the Warner subsidiary.

Brian Williams joined the Fitzpatrick Corp., Los Angelesbased management firm to manage publishing. He was formerly associated with Memorex Corp. of Santa Clara, Calif. as product engineering manager.

Peter Burke appointed ASCAP recruiter for the West Coast office.

KITTY WELLS SAYS

Northern Cities Outdrawing Southern C. West Coast

NEW YORK—Some Nor-
thern cities are now outdrawing some Southern cities as markets for country shows, ac-

Ernest Tubbs and Joe and Rosanne Cash, according to a "large audience," the singer said.

She also noted that many of these states where these pedi-

Ernest Tubbs and Joe and Rosanne Cash, according to a "large audience," the singer said.

She also noted that many of these states were no longer the leading markets for country music, as was the case with California, Arizona, Texas, and Florida. But these states have been replaced by...
Check Yourself Out

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

Tony Bennett
- Yesterday I Heard the Rain
  CS 6765/14 KO 0526*/18 KO 0566/CQ 1044
- At Folsom Prison
  CS 6939/14 KO 0404*/18 KO 0401/CQ 1005
- The Ark
  CS 9699/14 KO 0479*/18 KO 0478
- The Chambers Brothers
- A New Time—A New Day
  CS 8671/14 KO 0464*/18 KO 0464/CQ 1037
- The Time Has Come
  CS 9222/14 KO 0379*/18 KO 0376/CQ 1020
- Leonard Cohen
  CS 9933/14 KO 0362*/18 KO 0362
- Ray Conniff
  Turn Around, Look at Me
  CS 9712/14 KO 0520*/18 KO 0521/CQ 1051
  Gift Set sp 3
- Tony
  CS 6616/14 KO 0424*/18 KO 0424/CQ 1012
- It Must Be Him
  CS 9955/14 KO 0352*/18 KO 0352/CQ 9771
- John Davidon
  Goin’ Places
  CS 9645/14 KO 0410*/18 KO 0410
- Phyllis Diller
  Born to Sing
  CS 9623
- Bob Dylan
- John Wesley Harding
  CS 9604/14 KO 0372*/18 KO 0372/CQ 9971
- Greatest Hits
- The Electric Flag
  A Long Time Comin’
  CS 9597/14 KO 0450*/18 KO 0450/CQ 1033
- Percy Faith
  Angel of the Morning
  CS 9706/18 KO 0466/CQ 1038
- Forever Young
  sp 17 (Gift Set)
- Flatt and Scruggs
- Nashville Airplane
  CS 9741/14 KO 0534*/18 KO 0534
- Kooper, Bloomfield, Stills
- Super Session
  CS 9701/14 KO 0520*/18 KO 0520/CQ 1075
- Peggy Lipton
  22 1406
- Johnny Mathis
- Those Were the Days
  CS 9701/14 KO 0045*/18 KO 0045/CQ 1039
- Gift Set sp 2
- Love Is Blue
  CS 9637/14 KO 0398*/18 KO 0398/CQ 1001
- The Millennium
- Begin
  CS 9663/14 KO 0526*/18 KO 0526

Jim Nabors
- The Lord’s Prayer
  CS 9711/14 KO 0536*/18 KO 0536/CQ 1052
-最 Me Goodbye
  CS 9620/14 KO 0440*/CQ 1090
- The Nice
- The Thoughts of Emerlist Davjack
  Z12 5204
- Laura Nyro
- Eli and the Thirteenth Confession
  CS 9639/14 KO 0526*/18 KO 0526/CQ 1091
- The Byrds
- Gentle on My Mind
  CS 9666
- Peaches and Herb
- Greatest Hits
  TES 40/1/14 J4014*/DB 74014
- Poro Seco
- Shades of Time
  CS 9650/14 KO 0476
- Ray Price
- She Wears My Ring
  CS 9733/14 KO 0540*/18 KO 0540/CQ 1058
- Gary Puckett and The Union Gap
- Incredible
  CS 9715/14 KO 0588*/18 KO 0588/CQ 1054
- Young Girl
  CS 9664/14 KO 0586*/18 KO 0586/CQ 1030
- Woman, Woman
  Woman, Woman
  CS 9704/14 KO 0374*/18 KO 0374/CQ 1028
- Paul Revere and The Raiders
  Something Happening
  CS 9685/14 KO 0466*/18 KO 0466/CQ 1026
- Marty Robbins
- I Walk Alone
  CS 9725/14 KO 0546*/18 KO 0546/CQ 1066
- Mango Santamarina
- Soul Bag
  CS 9653/14 KO 0436*/18 KO 0436/CQ 1093
- Pete Seeger
- Now
  CS 9717
- Simon and Garfunkel
- Bookends
  KCS 9259/14 KO 0420*/18 KO 0420/CQ 1011
- Parsley, Sage, Rosemary and Thyme
  CS 9636/14 KO 0327*/18 KO 0327/CQ 1017
- Sounds of Silence
  CS 9679/14 KO 0066*/18 KO 0066/CQ 1061
- Wednesday Morning, 3 A.M.
- The Grass Slick and The Great Society
- How It Was
  CS 9702/14 KO 0516*/18 KO 0516
- Small Faces
- Ogdens’ Nut Gone Flake
  212 52008/212 52009/218 52008/ZQ 1092
- O. C. Smith
- Hickory Holler Revisited
  9680/14 KO 0524*/18 KO 0524/CQ 1088
- Spirit
  212 44004/214 44004/218 44004/ZQ 1041
- Barbra Streisand
- A Happening in Central Park
  CS 9910/14 KO 0528*/18 KO 0528/CQ 1048
- Simply Streisand
- Free Again
  9937/14 KO 0134*/18 KO 0134/CQ 1062
- Jerry Vale
- This Guy’s in Love With You
  CS 9664/14 KO 0484*/CQ 1089
- Andy Williams
- Honey
  CS 9662/14 KO 0422*/18 KO 0422/CQ 1024
- Sound of Music
  GP 6 (Gift Set)
- Original Cast Albums
- Cabaret
  KOS 3040/18 KO 0022/CQ 991
- Camelot
  OS 2031/14 KO 0006*/18 KO 0006/CQ 1044
- Mane
  KOS 3000/18 KO 0016/CQ 8313
- Movie Sound Track Albums
- Chappucca
  OS 3230
- Funny Girl
  BOS 3202/14 KO 0034*/18 KO 0034/CQ 1052
- The Graduate
  OS 3180/14 KO 0030*/18 KO 0030/CQ 1010
- You Are What You Eat
  CS 3240/14 KO 0036*/18 KO 0036/CQ 1047
- Christmas Albums
- Tony Bennett
- Snowfall/The Tony Bennett Christmas Album
  CS 9739
- Anita Bryant
- Do You Hear What I Hear?
  CS 9529
- Charlie Byrd
- Christmas Carols for Solo Guitar
  CS 9385
- Johnny Cash
- The Christmas Spirit
  CS 6917
- Ray Conniff
- Christmas With Conniff
  CS 6918/18 KO 0128/CQ 314
- Percy Faith
- Christmas Is...Percy Faith
  CS 9377
- Eydie Gorme and The Trio Los Ranchos
- Navidad Means Christmas
  CS 9357
- Robert Goulet
- Wonderful World of Christmas
  CS 9724
- This Christmas I Spend With You
  CS 8876/CQ 5891
- Burl Ives
- Christmas Album
  CS 9728
- Mahalia Jackson
- Christmas With Mahalia
  CS 9727
- Steve Lawrence and Eydie Gorme
- That Holiday Feeling!
  CS 9602
- Johnny Mathis
- Merry Christmas
  CS 8021
- Jim Nabors
- Christmas Album
  CS 9631/CQ 9621
- The New Christy Minstrels
- Christmas With The Christy
  CS 9516
- Marty Robbins
- Christmas With Marty Robbins
  CS 9536
- Barbra Streisand
- A Christmas Album
  CS 9697/14 KO 0530*/18 KO 0530/CQ 1060
- Jerry Vale
- Christmas Greetings
  CS 9505/CQ 6922
- Andy Williams
- Merry Christmas
  CS 9620/14 KO 0130*/18 KO 0130/CQ 7712
McKuen's Creative Spirit Takes New Wings: Tracks, TV, Classics

By FRED KIRBY

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

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

He has recorded his "Concerto for 4 Harpsichords" with the London Arts Orchestra. It is planned as Warner Bros.-Seven Arts Records' first classical release. McKuen notes a change in film scoring and is more and more classical material is being used. He also cited several examples of prominent classical composers scoring films and called the results respectable classical offerings.

Other Films


McKuen recalls that Mancini encouraged him when both were under contract to a Hollywood studio several years ago. Mancini is "one of the few composers who writes lyrics for me."

McKuen said the main reason Mancini's soundtrack album "stalagmites" was recorded separately in a studio rather than just pulled from the existing film. He also noted that a difference in McKuen's soundtrack recordings is that he is called on to do the entire piece. "My own movie and record, where it stands on its own. "Joanna" is an example of that. "Joanna" was written in that style, to have the music is used as a character in the book."

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

LISTINGS FOR LABEL

The record labels carry listings for their own label, Stanley Records, which supplies discs on a mail order basis. "Blues, R&B, anything this limited distribution brought in an additional $100,000 last year. The albums are elaborated each month."

London Hosts Lunch Bowing on Cowesum

HOLLYWOOD—Touch's first original motion picture film, "Aloha Fling," introduced at a champagne and buffet luncheon at the West Coast Hotel, the same hotel that "Stevenson Street" was presented in. The film was the host by Herb Goldfarb, national sales and promotion manager for London Records, which distributes the Cowesum label.

Also attending were Jerry Hoff, West Coast ad representative for the London group; Gene Shively, producer of the album; and Mel Turco, London promotion man for the West Coast; underground FM programs, and hundreds of retail outlets specializing in underground product. Underground promotion: radio, record store, magazine, and daily newspapers, and promotional bands around the album, which opens in the center.

London's Los Angeles San Francisco stations; and other London regional sales and promotion representatives.

London's promotional campaign for the album includes books, signs, posters, honey pumpkin jackets, postcard tear mailings, leaflets advertising FM stations, and underground papers, and promotional bands around the album, which opens in the center.

Kitty Wells Says

* Continued from page 4

Wells and Johnny Wright, is that country songwriters continue to write songs which relate to the facts of life. "A song's lyric, Wells feels, is "vital to the quality of a song."

The artist indicated that since he occasionally did material with pop ideas, she relies mostly on songs with solid country orientation.

"The chief themes of country music these last few years, day," she concluded.
A Fantastic Soul Performance of The Beatles’ Masterpiece!

Wilson Pickett

"HEY JUDE"

Atlantic #2591
Produced by RICK HALL

ATLANTIC
MAGNOVAX AND SELMER IN AGREEMENT ON MERGER

NEW YORK — The Magnovax Co. of N.Y. & A. Selmer America, Inc. have agreed in principle on a merger. Details of the final plan were not available in the near future but will be submitted to shareholders.

EMI in a New Bid for ABPC

LONDON — EMI made a $87 million bid for Associated British Picture Corporations Dec. 3. This is the second time this year EMI has bid for ABPC.

‘Promises, Promises, A Hit on ‘Sophisticated Lady’’ — How It Happened

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

From the overture to the finale, the show offers something musical, musical, musical. The Bacharach style is based in the pop groove but it is rhythmically, from the standpoint of musical tunes, which is rare, indeed, in today’s musical theater. David knows all the way with his composing partner. His lyrics match the melodies and, in fact, give them added dimension. Bacharach and David have already taken a rating in the hit charts.

The rest of the production, however, fails to come up to the score. The show is far from a major hit, an adaptation by Neil Simon of the Billy Wilder-L.A. Diamond screenplay. For “The Apartment” substitutes schmaltz for cynicism. And, despite that Wilder and Diamond were brittle, Simon is soft, and it throws off center his version of a young man’s climb up the executive ladder by lending it a superiority the key to his apartment.

Jerry Orbach carries the brunt of the performance as the young man. He is convincing, as is the whole cast, and manages to make his dialog within the play and to the audience. Miss singing, too, is okay. Jill O’Hara, as the love interest, Edward Winter, and Hal David, as the producer and A. Larry Haines, as the neighbor-doctor who fields most of the pertinent questions in a serviceable manner. The production is tight enough on all counts to attract a crowd for a long time, and the UA cast will most assuredly help keep the memory of the show and the Bacharach-David achievement alive for a long time, still.

MIKE GROSS
(Ed note: Excerpts of review, as quoted in trade and/or newspaper critics are in the Talent Section.)

COSBY’S FIRST TETRA RECORD

LOS ANGELES — Bill Cosby’s initial album for his own company, Tetragramm Records, is due for release in February and will receive a $50,000 promotion-advertising budget. Most of the recording will be aimed at retail stores, radio stations and advertising in national consumer magazines.

Special material to retail outlets is included in the count displays and posters. Cosby will record the LP prior to working on several TV projects for NBC, including shooting of a one-hour special and possibly two specials to air by the fall of 1969. His next TV special will be aired April 21, a one-hour version of his special of a five-year contract with NBC.

KAPP ACQUIRES THREE PROPHETS

NEW YORK — First deal made by Sydney N. Goldberg since he took over as vice-president and general manager of Kapp Records is the acquisition of the Three Prophets. Under the direction of Kapp and Hal David, the group’s records will be produced by Carl Benmonde, Dan Beloff and Lou Douglas, the team which produced the Buckingsham and Shane’s. The group will be priced between $1.50 and $2 in advance.

APPLE INTO LOW PRICE

NEW YORK — Apple Records, the label recently launched by the Beatles and manufactured and distributed here by Capitol Records, will launch a low-priced 45 series of its music especially designed for the college market.

The new line will be expected to go on sale here Feb 1, under the Apple logo, and the price is expected to be priced between $1.50 and $2 each.

R&B DISKS SWING TO 'BLACK HOPLE TUNES'

* Continued from page 1

NICKIE LEE ON MALA, which his hit this fall

Harold Ballard’s new King chart single, “How You Gonna Know (When You Can’t Cut Your Process),” reflects the mood of wearing one’s hair in an “Afro” style.

The Supreme’s current hit, “Let’s Straighten It Out” causes a mother’s concern for a small child and hopes for a better future.

One of the first of the “black awareness” songs is “We’re a Winner” on ABC which dealt with striving ahead. The group has just released another message song, “This Is My Country,” on ABC.

The James Brown single has hit the most impact in the black community. His lyrics have been obvious in their intent,” said Cal Milner, operations manager of KOFJ, Los Angeles’ leading R&B station. Brown’s single was recorded in Los Angeles with another group of children from the Watts district accompanying him.

CHAVEZ PRODUCTIONS IS SET UP ON COAST

NEW YORK — A new management firm, Chavez Productions, has been established in Mexico City. The new organization is Tony Chavez, who hosts a local show, Jack George, who has been booking tourists in Canada for the past two years, will be in charge of public relations. Initial act for the agency is Life, a four-piece soft-rock combo.

Cap Industries’ Cash Dividend

DETOIT — The Handleman Co., for the first six months and second quarter ended Dec. 31, 1968, has reported continued improved sales and earnings, according to David Handleman, president.

Sales reached $314,177,814, a 21 percent increase from the $258,189,839 for the same period a year ago. Gross profits for the six-month period reached a high of $1,775,039, an increase of 23 percent from $1,452,767 in the corresponding period in 1967. Its $1,437,432. Per share earnings were up 24 per cent to 57 cents, against 46 cents a year ago. For the three months ended Dec. 31, 1968, sales climbed to $178,117,127, up from $151,245,892, a 15 per cent gain. Earnings for the three-month period reached $1,012,724 or 32 cents per share up 21 per cent from $831,098, or 26 cents per share reported last year.

Automatic Radio Net, Sales Soar

NEW YORK — Automatic Radio Manufacturing Co., scored a 17 per cent increase in after-tax earnings on a sales gain of 35 per cent for the fiscal year ended Sept. 29. For the year totaled $33,665,200 compared with $24,481,225 a year ago. Last fiscal year, 1967, restated to include the recent acquisition of Wallin Industries.

After-tax earnings (reflecting the provision for the 10 per cent corporate income tax) were $17,677,730 or 76 cents to 79 cents per share, compared with $1,983,000, or 49 cents including 8 cents of non-recurring income) per share last year.

Auto. Retailers Peak Earnings

LOS ANGELES — Automatic Retailers of America, music and vending food service and restaurant franchise operator, reported peak earnings for fiscal year due the federal income tax surcharge which took 18.5 per cent of the $2,000,000, or 74 cents per share.

For the fiscal year ended Sept. 27 was $477,060,000 and a net gain of $2,166,216 per share of $2.95 and a full conversion share of $5.89.

This compares with 1967 figures of total income at $414,190,000 and a net gain of $2,166,216 per share of $2.95 and a full conversion share of $5.89.

Cap Industries’ Cash Dividend

NEW YORK — The board of directors of Cap Industries, Inc., has voted to declare a cash dividend of 16 cents per share on its common stock. The dividend is payable on Jan. 31 to shareholders of record Dec. 16.

This is the second cash dividend declared by the company. The first dividend was declared in February 1968 as a result of the acquisition by the company of Audio Devices Inc., merger, Capitol Industries Inc. and Kapp Records, Inc., for per share in July 1968, and a 2 per cent stock dividend was declared.
‘Soulful Strut’
Young-Holt Unlimited

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

SOULFUL STRUT

YOUNG-HOLT UNLIMITED

It’ll walk out of your store!
**Mendes, Symphony Strike Latin Beat**

NEW YORK — Sergio Mendes & Brazil '66 scored strongly on two sold-out Philharmonic Hall performances Dec. 1. The program included a rare appearance by the A & M artists with a symphony orchestra.

They performed three numbers with the Washington National Symphony under Lloyd Geissler, associate conductor.

As the program which has recorded for RCA and Westminster records, Mendes and his Lai-

The LAI 

The Bella Guys, a band which has recorded for RCA and Westminster records, performed three numbers with the Washington National Symphony under Lloyd Geissler, associate conductor. The New York Philharmonic, which has recorded for RCA and Westminster records, performed three numbers with the Washington National Symphony under Lloyd Geissler, associate conductor. A concert by the New York Philharmonic, which has recorded for RCA and Westminster records, performed three numbers with the Washington National Symphony under Lloyd Geissler, associate conductor. A concert by the New York Philharmonic, which has recorded for RCA and Westminster records, performed three numbers with the Washington National Symphony under Lloyd Geissler, associate conductor. A concert by the New York Philharmonic, which has recorded for RCA and Westminster records, performed three numbers with the Washington National Symphony under Lloyd Geissler, associate conductor. A concert by the New York Philharmonic, which has recorded for RCA and Westminster records, performed three numbers with the Washington National Symphony under Lloyd Geissler, associate conductor.
Tonight... Takin' Care of Business*

starring...

Diana Ross and the Supremes
with the Temptations

in their first TV Special

TCB*

Monday December 9
NBC-TV
8 PM, EST—7 PM Central
In Color

Available Now from your Motown Distributor

Motown MS 682
The original Sound Track from TCB
The Fool is Four.

Four persons with mouths and minds who make fantastic sounds.
Three of them are Dutch.
One’s a Briton.
Their names are Sea-moan, Yosha, Mar-eye-ka, and Barry.
That’s not the way you spell them, it’s the way they sound.
Except of course British Barry.
The Fool does everything, separately and together.
They’re fashion designers, painters, poets, musicians, boutique innovators, and dancers.
They did some costuming for the Beatles, and later became their business partners.

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

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

A Product of Mercury Record Productions, Inc.
13 East Walker Drive, Chicago, Illinois 60612
A Conexco Corporation
JUST LISTEN TO
THE BEGGAR'S BANQUET
THE ROLLING STONES
JUST LISTEN TO
THE BEGAR'S BANQUET

THE ROLLING STONES
**Apples Ring Bell as Electronics Group**

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

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

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

Two percussion numbers with unusual openings followed: "Dance With Simon up in the opening and "Program," which begins with radio dial switching. A Taurus Taurus Taurus Taurus Taurus for the latter was the inability to get FM. Meaning AM stations had to be tuned.

"Fantasies," from the second album, was the program of the week in an impressive way. In this, Simon also spoke as well as sang. Here the oscillator's variety was shown off to good advantage simultaneous jangle and other sounds. Effective use of pure electronic devices can pose problems, but Silver Aeons were not afraid to stand well in hand.

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

FRED KIRBY

**Dionne Warwick Displays Much Heart and Soul**

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

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

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

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

LEISURE
TIME
TIPS
by: Larry Finley

Another step forward by North American Leisure Corp. was made with last week's announcement of the formation of Viva and Bravo Record Companies, Snuff Garrett Productions, and several important music publishing concerns, including Equities Corporation. With Genega holding a 55% interest in NAL and the new company, NAL will operate at a profit of 45%, one can see the real importance of this move to NAL. Under the new formation, Snuff Garrett and Ed Silvers, Viva and Bravo will greatly expand the scope of their operation which will insure NAL distributors and dealers a continued supply of fine product on SUPER STEREO B NAL cartridges.

The growth of the cartridge industry was evidenced by any party in roll mode at the Recquet Club in Palm Springs. The writer personally counted twenty-five persons with thumping factory-installed 8-track units in their cars, three with 8-track units installed after their car was purchased, and three with 4-track units. With sixteen out of twenty-five having units, the increased pace that they had lapped at the decks. This shows why there is such a great 8-track cartridge business in Southern California, which undoubtedly the leading market for players and tapes in the United States. Since the introduction of the 8-track units a year or two years, an equal, if not a greater percentage will prevail all over the country.

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

Several writers have inquired from this column as to the working of the NAL incoming WATS line. The answer is, that from any party in the United States with the exception of New York State, that NAL can be dialled directly without any charge to the party making the call. This is a new service offered by the telephone company that permits the subscriber (NAL is this case) to pay a monthly fee for all incoming calls. If any one who would like to know the name of your nearest NAL distributor, just dial 800-000-0000 and be immediately connected to NAL with the phone in New York. If you are a distributor or can qualify as a new distributor, dial the same number and NAL's Customer Relations Department will be happy to tell you of our policy and arrange for a sales representative to call on you.

EDITORIAL

A Case Vs. Pirates

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

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

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

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

Phonogram Cassette Sales in Italy Soar

By MARILYN TURNER

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

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

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

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

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

Playtape's Clifton Plant Swings Into Full Operation

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

HEART OF PLAYTAPE’S OPERATION is its in-the-cartridge duplicator system. With 12 machines being used, each operator mans 5 units. The prewound, preblanket blank cartridges are recorded at four times the normal playback speed. Each tape is monitored during the record function to prevent possible distortions and errors.

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

Tape CARtridge

Disk Distrib 80% Of ITCC Sales

By HANK FOX

NEW YORK—Some 80 per cent of International Tape Cartridge Corp.’s CARtridge sales now emanate from record distributors. So said ITCC’s director of marketing Paul Adams, who together with the company’s President Jim Ellis, has revamped ITCC’s entire marketing goals and has restructured its marketing sales force. “Many automobile manufacturers are leaving stockware,” Adams said. “This became apparent to me while I was at Capitol.” Adams, prior to joining ITCC, was Capitol’s East Coast tape cartridge sales manager.

The problem of over-supplying parts distributor and dealer don’t know the music business,” Adams explained. “And as price and competition became more fierce, they began concentrating on more equipment and installations.

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

Under ITCC’s new management, the sales department has been reshuffled, with emphasis on music men. The company’s new national sales manager, Tom Mala, came to ITCC from Capitol as did low Midwestern regional manager Ray Cook. Boston sales representative Ed Sauter, Northeastern regional manager Andy Danzico and Southeastern manager Harris Rogers. ITCC’s Chicago regional manager Vincent Fudini joined them from Connecticut Records.

To get a better understanding of the record distributor’s function, ITCC appointed David Zechu, formerly Baltimore distributor of Militia Merchandising, as Mid-Atlantic regional sales manager. And Ralph Aslett, an ex-Malverne Distributors salesman, will cover the New England, upper New York and Connecticut area. ITCC has also tapped Tony Lenz, former record and tape merchandiser at Saver’s, as national merchandising manager.

WB-7 SETS UP TAPE WING

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

RECORD’S NEW HOME tape CARtridge rack holds up to 48 tapes (12 on each of its four shelves). The rack, Model 82 T, features a walnut wood finish and carries a suggested list price of $14.95.

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

Condioning Process To Prevent Rejection. A "hump" is employed to minimize the cartridge reject rate, all Playtape cartridges are inserted prior to duplication in conditioning devices. Each unit is run once, the machine exercises the tape, scrapes the surface for irregularities and vacuums any dust on the tape.
Proudly Announces the Formation of Its Newest Subsidiary

INTERNATIONAL TAPE CARTRIDGE OF CANADA, LTD.

Gary Salter, Vice President and General Manager

Now duplicating the following labels in Canada:

<table>
<thead>
<tr>
<th>Label</th>
<th>Distributor Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buddha</td>
<td>Modern Tape Cartridge Corp., Ltd. 1175 Finch Ave., West, Downsview, Ont. Contact: A. Salter Phone: 416/630-8494</td>
</tr>
<tr>
<td>20th Century-Fox Sound Tracks</td>
<td>Select Music 133 W. 5th Ave., Vancouver, British Columbia Contact: Vally Roy Phone: 604/372-9388</td>
</tr>
<tr>
<td>Starday</td>
<td>Van Deusen Brothers 19528 123rd St., Edmonton, Alberta Contact: Bill Maxim Phone: 403/462-0440</td>
</tr>
<tr>
<td>Mobile Fidelity</td>
<td>Electrical Supply 312 Williams Ave., Winnipeg, Manitoba Contact: Lynne Oliver Phone: 204/943-9494</td>
</tr>
<tr>
<td>Jad</td>
<td>Carl Salter &amp; Associates 160 Columbia St., N., Waterloo, Ont. Contact: Carl Salter Phone: 519/378-5110</td>
</tr>
<tr>
<td>Audio Fidelity</td>
<td>Stereo Tape Product 1060 Dufferin Court Rd., Toronto, Ont. Contact: Sam &amp; Norm Bernstein Phone: 416/577-3514</td>
</tr>
<tr>
<td>Vee Jay</td>
<td>All Disc Distributors 146 Neville Park Toronto, Ont. Contact: Tony Phone: 416/101-8948</td>
</tr>
<tr>
<td>Stop</td>
<td>Magic Music A Finch St., W. Willowdale, Ont. Contact: Rudy Hinter Phone: 416/222-5843</td>
</tr>
<tr>
<td>Hickory</td>
<td>Canada Record (Forgues) Ltd. 97 Montre de Moulin Ville de Laval, Quebec Contact: Roland Forgues Phone: 514/663-4760</td>
</tr>
<tr>
<td>Itos</td>
<td>Maritime Record Sales, 188 Mountain Rd., Moncton, New Brunswick. Contact: BillMitton Phone: 506/389-1341</td>
</tr>
</tbody>
</table>

All inquiries and correspondence should be directed to:

INTERNATIONAL TAPE CARTRIDGE OF CANADA LTD.
1175 Finch Ave. West, Downsview, Ont.
Attn: Mr. Gary Salter
The complete, exciting Lear Jet Stereo 8 product line of automotive stereo players, home stereo players and complete home unit systems and portable stereo 8 players is distributed in Southern California by

JET STEREO DISTRIBUTORS, INC.
825 W. Washington Boulevard
Monterey Park, California 91754
phone (213) 724-5400

The Sweetest Sound Ever...
Our cassettes all play the same tune ...PROFITS.

When we say Berkshire Cassettes move, we mean it. They jump right off the rack and into the buyers' hands. Proof? Re-orders, re-orders, re-orders! Get our extensive catalog of latest releases... and remember, it keeps growing.

Berkshire STEREO CASSETTES
1305 S. STRONG AVE., COPIAGUE, N.Y. • 516-893-1000

PHOTO REPRINTED FROM AMERICAN RADIO HISTORY

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

Lease-A-Tape Planning Nationwide Franchises
By BRUCE WEBER

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

Curtis, who envisions opening locations across the U.S., will own Lease-A-Tape's first two operations, a Chevron (Standard Oil) station in Thousand Oaks and a Texaco outlet in Van Nuys. Investment in each location will be about $1,500.

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

Available to members are five units: an 8-track player with FM radio, a straight 4-track, a 4 and 8-track compatible and a Midget 8, a small unit for glove compartment use. The units will cost between $40-$175, and members can exchange tapes at any Lease-A-Tape operation for $1.50 per tape. A number can purchase a tape for $5.50.

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

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

WINCO MAKES 4 & 8-TRACKS

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

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

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

DECEMBER 14, 1958, BILLBOARD
Service Key to Tape Village

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

About two years ago, Jim Davenport and Larry Weingardt discussed opening a small auto-tape center in the North Denver area. After months of planning, the store was opened in July 1966. Progress was slow, but soon the duo was realizing substantial gains from the market. Faced with the problem of demand exceeding supply, they moved into a new facility in Lakewood in the summer of 1967.

The new location, containing 3,000 square feet, is carpeted, walnut-paneled, and includes a unique customer lounge area, listening booths and a theft-proof rack, which houses the current Billboard chart tapes for rapid tape accessibility.

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

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

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

As to area competition, which is limited in the Denver region, the pair recognizes that a thriving business depends upon successful pricing policies. "To effectively capture a good portion of the market, we have priced our tapes at our rear list. However, the customer accepts this and we compensate for it by stocking a complete selection of all hot tapes. People will pay the price if they can purchase what they want as fast as the tapes are available from the manufacturer," Weingardt said.

"We have an exclusive "Buy nine—get one free" club—which, in effect, amounts to approximately a 10 per cent discount on each tape purchased, and also a sale bin of slow moving tapes priced accordingly from 99 cents to $4.95."

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

MAIL THIS COUPON TODAY

HOW TO WIND 700 CASSETTES IN 8 HOURS

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

RD-7B, for loading blank cassettes, priced at $654.00.

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

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

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

LIBERTY TAPE Duplicating
A Subsidiary of Liberty Records, Inc.
THE SHURE VOCAL MASTER SYSTEM HAS SOLVED TOUGH ON-LOCATION PROBLEMS FOR:

THE 5TH DIMENSION

THE ASSOCIATION

SPANKY AND OUR GANG

SERGIO MENDES & BRASIL '66
READ HOW...

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

Distributor Sales Department
SHURE BROTHERS, INC., 222 Hartrey Avenue, Evanston, Illinois 60204
THE SHURE VOCAL MASTERED SYSTEM IS ON-LINE TO SOLVE PROBLEMS.

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

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

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

SPANKY AND OUR GANG

SERGIO MENDES & BRASIL ‘66

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

- Eliminates feedback (four unique anti-feedback filters)
- Vocals can be heard over the instruments
- Six individual microphone channels plus independent master volume control (vocalists and instruments can be balanced for perfect blending)
- Six individual bass and treble controls—Each microphone channel can be tailored to the needs of individual users
- Provides recording studio quality and control... in live performances
  (a) Individual bass and treble (boost and cut) for each microphone channel
  (b) Built-in selective reverb with separate full bass and treble control of reverb signal

- 300 watts of usable vocal power
- Speaker columns specially designed for optimum vocal reproduction and projection (voices heard distinctly from front row to back row, from side to side and top to bottom of large auditoriums)

Unparalleled reliability and ruggedness:

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

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

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

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

Distributor Sales Department
SHURE BROTHERS, INC., 222 Hartrey Avenue, Evanston, Illinois 60204
**THE SHURE VOCAL MASTER HAS ARRIVED ON-LINE FOR PROJECTS!**

**PROJECTION & VOICE POWER!**

- Never before... such penetrating power!
- Never before... such control of vocal effects!
- Never before... such control of feedback!

**ESPECIALLY DEVELOPED FOR VOCALISTS!**

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

**PROJECTS YOUR VOICE! BE HEARD—RIGHT TO THE BACK OF THE ROOM!**

In every measurement of effective sound power, both in laboratory and in actual performance, the VA300 is superior in every respect to any other sound system for projecting the vocalist. With this system, the people in back will hear well without the people in front being overwhelmed. Actually, in subjective listening tests, musical instruments often dropped noticeably and drastically in sound power as you moved away from the stage while the VA300 amplified vocals were heard well all the way to the back of large auditoriums!

**BE HEARD—OVER THE INSTRUMENTS!**

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

**GREAT SOUNDS! DIFFERENT SOUNDS!**

Now you're no longer chained to the limitations of a musical instrument sound system, an inadequate built-in "house" system, or a P.A. system designed for speaking voices. You can compensate for different room acoustics, different instrumental backings, different balances when group singing, You can invent new sounds. You give yourself the same degree of control and security as when you're in the hands of a recording studio sound engineer who balances and mixes you into the total sound from your own separate tape track.

**RUGGED AND RELIABLE!**

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

**PENETRATING POWER IS THE KEY TO VOCAL PROJECTION!**

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

---

**SHURE BROTHERS, INC.**

222 Hartrey Avenue, Evanston, Illinois 60204
READ HOW...

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

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

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

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

SPANKY AND OUR GANG DREW STANDING OVATIONS

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

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

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

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

Distributor Sales Department
SHURE BROTHERS, INC., 222 Hartrey Avenue, Evanston, Illinois 60204
NASHVILLE — Musicians and singers are finding steady income from playing a single market here, with residuals to sweeten the pot.

"We've reached the point now where it's hard to keep up with the demand," said President of Custom Jingles of Nashville, the largest of the local enterprise.

Custom Jingles alone handles several sessions every week now, and Willis said he has to be selective.

Willis, a member of the Willis Brothers group which records for RCA, is also a member of the old Oklahoma Wranglers who originally recorded with Buck Williams, writes and produces most of his own jingles.

Some of the others are merely adaptations of jingles cut in other cities, and done with the Nashvillians.

The Nashville Sound does not necessarily mean country, Willis said, "we cut jingles for 40 kids, gospel or good music sound, as long as the Nashville components are there to make it distinctive.

Scale Is High

The scale is high for a single session for both singers and musicians. The AFL-CIO scale guarantees each musician $36 an hour, plus one-third of scale each hour. A typical jingle is 90 seconds.

Since an average session is about two hours the musician would normally receive about $144 an hour for a single two-hour's work. Singers are averaging considerably more, they said, at least the $250 range, based on the number of stations interested.

Custom Jingles has been handling such accounts as Newport, Ford, Flying Colors, Lipton, Pepper, Chevron, Whirlpool, Wilson Meats, Lava and Louisiana Cotton.

Each of the three winning stations will receive a special "Gay Nineties" letter as a special recognition from the Country Music Association.

In addition to the winners, 21 others received honorable-mention citations. The station and the individual responsible for the winning entry are: WLBS, Centerville, Miss., Dixie Duncan; WMTS, Murfreesboro, Tenn., Ed. Ettie, Ornawa, la., Neil Ingle, KAND, Corbin, Ky., Tom Carter, WATC, Ashland, Ky., Mike Todd; KJBC, Midland, Tex., Keith Warden; KGEN, Cal., Pete Norum; WCY, Malone, N.Y., Rick Carson; KGEK.

The art of jingle writing is not yet a commercially recognized craft, but it is being used by virtually every station.

Sterling Cok, John Dollar; WBCA, Bay Minette, Ala., Dave Scott; WJAM, Marion, Ala., E. H. Huntley; KRD, Phoenix, Ariz., Bob Penz; WBVB, Saint Pauls, N. C., Coleman O'Neal; WBHG, Lynchburg, Va., C. Wayne Campbell, WTFT, Fred-ericktown, Mo., John W. Billingsley; KBLE, Raleigh, N. C., Antone Bauck; KMAD,illah., Dustin Spivey; KSTL, St. Louis, Mo., Guy Morgan; WYMO, Yanke, KYMO, Marshall, Mo., Joe Harris; KKKK, Lafayette, La., and WJCL, Wright, Bethel, Ohio.

Bill Ward submitted the winning presentation for KBBQ, Bill Peters for WHPL, and Bob Young for WHSO.

Galbraith Sets Talent Agency

NASHVILLE — A talent agency designed to service country music stars has been formed here by Rob Galbraith, who has been associated with the management of well-known recording artist Clifford Curry.

The firm, known as Alice Artists Talent Agency, is the first of its kind on the city's music row.

Galbraith, in addition to his work with Curry, has been associated with such acts as Van & Titus, and Jahn and the Whale. He announced the exclusive representation of Robert Knight and the Crichton Murray Cartoon Show, both of which are on the radio charts.

Russell Named Songwriter of Year by Nashville Association

NASHVILLE — Bobby Russel, whose past year included "Honey" and "Little Green Apples," was named Songwriter of the Year at the annual awards banquet.

Russel was a member of the past year's Hit Parade of the World's Most Recorded Songwriter, which was presented May 1 at the Opry House.

Russel's songs "I Can't Help Myself," "Wind Beneath My Wings," and "The Lonesome Road" were among the hits honored.

Russel, who is a member of the Nashville Songwriter's Association, was named the Songwriter of the Year for the second consecutive year.

They showed a serious effort to carry out the intentions of the NSAI, "Some of the songs which receive most airplay were those which showed excellence in writing without having attained commercial success," he said.

An example of this was "Today We Die Again," by Merle Haggard, the "B" side of his latest single, "Clyde," which received a substantial number of votes. Other leading vote-getters were Dallas Frazier, last year's winner, and James Webb, who wrote such hits as "By The Time I Get to Phoenix," and "Wichita Line- man."

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

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

Jeannie Seely
1st Country Female DJ to Do Army Show

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

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

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

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

Early guests on her program include Ernest Tubb, Jack Greene, Don Ruby, Ray Price, and Loretta Lynn, Charlie Louvin, Jim Ed Brown, Stu Phillips, George Hamilton IV and the Four Guys. Lt. Don Heitzler, representing the Third Army, also did a series of interviews for his “Way Back Jamboree,” a country music show circulated throughout the Southeastern United States, featuring the same artists. The show originated by an Army spokesman said all of the artists agreed to the use of the spots and interviews for the recruiting drive.

SOUTHERN ALBUM SERVICE

We know the needs of the music business.

COMPLETE RECORD JACKET SERVICE

From design through printing, fabricating, prompt delivery.

Brochures, inserts, creative sales promotion materials of all kinds, catalogs.

Solving the jacket problems for you, the album producer, featuring personal service, and quality.

CONVENTIONAL OR UNI-JAKS

Call or write
Betty Cox, Manager
Paul Office Box 202,
Nashville, Tenn. 37202
615/254-1022

WAKEFIELD MANUFACTURING, INC.
PO BOX 6037, DEPT DEP PHOENIX, ARIZONA 85008

CUSTOM RECORD PRESSING
PRECISION PRODUCT
RAPID SERVICE
COMPETITIVE PRICING
PHONE 602-252-5644

Nashville's Leading Specialists In
MUSIC ROW
PROPERTIES
And commercial real estate
Dobson & Johnson, INC.
J. C. BRADFORD BLDG., NASHVILLE, TENN. PHONE (615) 254-5941

Fastest Climbing Country Record
Waylon Jennings

'YOURS LOVE'

RCA 47-9642

Written by
HARLAN HOWARD

Published by
WILDERNESS MUSIC CO.
913-17th AVE., S., NASHVILLE, TENN.
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2 BORN TO BE WITH YOU</strong></td>
<td>Sonny James, Chart 2271</td>
<td>Capitol</td>
<td>10</td>
</tr>
<tr>
<td><strong>STAND BY YOUR MAN</strong></td>
<td>Tammy Wynette, Epic 10099</td>
<td>Columbia</td>
<td>9</td>
</tr>
<tr>
<td><strong>YOUR SQUAW IS ON THE WARPED</strong></td>
<td>Loretta Lynn, Decca 33292</td>
<td>Sun-Ray</td>
<td>5</td>
</tr>
<tr>
<td><strong>WHERE LOVE USED TO LIVE</strong></td>
<td>David Houston, Epic 10094</td>
<td>Columbia</td>
<td>9</td>
</tr>
<tr>
<td><strong>I'VE GOT YOU ON MY MIND AGAIN</strong></td>
<td>Rock Owens &amp; His Buckaroos, Capitol 2500</td>
<td>Blue Book, BMI</td>
<td>8</td>
</tr>
<tr>
<td><strong>I TAKE A LOT OF PRIDE IN WHAT I AM</strong></td>
<td>Merle Haggard &amp; The Strangers, Capitol 2399</td>
<td>Blue Book, BMI</td>
<td>7</td>
</tr>
<tr>
<td><strong>I WALK ALONE</strong></td>
<td>Marty Robbins, Columbia 44463</td>
<td>RCA</td>
<td>11</td>
</tr>
<tr>
<td><strong>PLASTIC (ARMY DAD)</strong></td>
<td>Hotchkiss, RCA Victor 47-6561</td>
<td>Columbia</td>
<td>10</td>
</tr>
<tr>
<td><strong>SMOKEY SMOKES THE BAR</strong></td>
<td>Hank Thompson, Dot 17143</td>
<td>Decca (Barnes Valley, BMI)</td>
<td>9</td>
</tr>
<tr>
<td><strong>LET THE CHIPS FALL</strong></td>
<td>Charley Pride, RCA Victor 47-6562 (Jack, BMI)</td>
<td>BMI</td>
<td>11</td>
</tr>
<tr>
<td><strong>LITTLE ARROWS</strong></td>
<td>Lesley Lee, Decca 33380 (Dutchie, BMI)</td>
<td>BMI</td>
<td>12</td>
</tr>
<tr>
<td><strong>THE CARROLL COUNTY ACCIDENT</strong></td>
<td>Jerry Lee Lewis, RCA Victor 47-6565 (Westen, BMI)</td>
<td>BMI</td>
<td>6</td>
</tr>
<tr>
<td><strong>THE BALLAD OF FORTY DOLLARS</strong></td>
<td>Tom T. Hall, Mercury 72503</td>
<td>Newkeys, BMI</td>
<td>5</td>
</tr>
<tr>
<td><strong>WHEN THE GRASS GROWS OVER ME</strong></td>
<td>George Jones, Columbia 10233 (Sure-fire, BMI)</td>
<td>BMI</td>
<td>12</td>
</tr>
<tr>
<td><strong>ANGRY WORDS</strong></td>
<td>Tennessee Ernie Ford, Columbia 46655</td>
<td>Westar, BMI</td>
<td>12</td>
</tr>
<tr>
<td><strong>BALLAD OF TWO BROTHERS</strong></td>
<td>Ray Price, Columbia 70291 (Tenn., BMI)</td>
<td>BMI</td>
<td>7</td>
</tr>
<tr>
<td><strong>THE TOWN THAT BROKE MY HEART</strong></td>
<td>Bobby Bare, RCA Victor 47-6564 (Newkeys, BMI)</td>
<td>BMI</td>
<td>8</td>
</tr>
<tr>
<td><strong>YOUR SWEET LOVE</strong></td>
<td>Waylon Jennings, RCA Victor 47-6562 (5)</td>
<td>BMI</td>
<td>5</td>
</tr>
<tr>
<td><strong>WHEN YOU ARE GONE</strong></td>
<td>Glen Campbell, RCA Victor 47-6564</td>
<td>BMI</td>
<td>13</td>
</tr>
<tr>
<td><strong>AGE OF WORRY</strong></td>
<td>Billy Walker, Monument 1096</td>
<td>BMI</td>
<td>7</td>
</tr>
<tr>
<td><strong>SATURDAY NIGHT</strong></td>
<td>Webb Pierce, Decca 33288 (Tuesday, BMI)</td>
<td>BMI</td>
<td>8</td>
</tr>
<tr>
<td><strong>PLEASE LET ME PROVE (My Love for You)</strong></td>
<td>Marty Robbins, RCA Victor 47-6562</td>
<td>BMI</td>
<td>5</td>
</tr>
<tr>
<td><strong>HAMMER AND NAILS</strong></td>
<td>Jimmy Dean, RCA Victor 47-6565</td>
<td>BMI</td>
<td>6</td>
</tr>
<tr>
<td><strong>SHE STILLS COMES AROUND (To Love What's Left Of Me)</strong></td>
<td>Jerry Lee Lewis, stools 2186 (Sativa, BMI)</td>
<td>BMI</td>
<td>12</td>
</tr>
<tr>
<td><strong>IN THE GOOD OLD DAYS (When Times Were Bad)</strong></td>
<td>Delia Paton, RCA Victor 47-6567</td>
<td>BMI</td>
<td>7</td>
</tr>
<tr>
<td><strong>SHE WEARS MY RING</strong></td>
<td>Ray Price, Columbia 46625 (Acuff-Rose, BMI)</td>
<td>BMI</td>
<td>11</td>
</tr>
<tr>
<td><strong>THEY DON'T MAKE LOVE LIKE THEY USED TO</strong></td>
<td>Lyle Arnold, RCA Victor 47-6567 (Tenn., BMI)</td>
<td>BMI</td>
<td>4</td>
</tr>
<tr>
<td><strong>I WANT ONE</strong></td>
<td>Jack Bonds, Dot 17149 (Tenn., BMI)</td>
<td>BMI</td>
<td>5</td>
</tr>
<tr>
<td><strong>MY SON</strong></td>
<td>Jan Howard, Decca 30470 (Stellen, BMI)</td>
<td>BMI</td>
<td>11</td>
</tr>
<tr>
<td><strong>DADDY SANG BASS</strong></td>
<td>Johnny Cash, Columbia 4-4489 (House of Cash, BMI)</td>
<td>BMI</td>
<td>2</td>
</tr>
<tr>
<td><strong>THREE FINGERS, TWO ARMS AND A JUKE BOX</strong></td>
<td>Johnny Cash, Columbia 46624 (Tenn., BMI)</td>
<td>BMI</td>
<td>35</td>
</tr>
<tr>
<td><strong>IT'S ALL OVER BUT THE CRYING</strong></td>
<td>Hank Williams Jr., MGN 4240 (Hargis, BMI)</td>
<td>BMI</td>
<td>16</td>
</tr>
<tr>
<td><strong>WHITE FENCES AND EVERGREEN TREES</strong></td>
<td>Artie Kinkade &amp; Tony George, Capitol 2288 (Blue Crest, BMI)</td>
<td>BMI</td>
<td>34</td>
</tr>
<tr>
<td><strong>WOMAN WITHOUT LOVE</strong></td>
<td>Johnny Darrell, United Artists 50481 (Franklin, BMI)</td>
<td>BMI</td>
<td>38</td>
</tr>
<tr>
<td><strong>FLATTERY WILL GET YOU EVERYWHERE</strong></td>
<td>Lynn Anderson, Chart 29-1059 (Greenback, BMI)</td>
<td>BMI</td>
<td>3</td>
</tr>
<tr>
<td><strong>THE STRAIGHT LIFE</strong></td>
<td>Bobby Darin, United Artists 50461 (Vocal, BMI)</td>
<td>BMI</td>
<td>8</td>
</tr>
</tbody>
</table>

**Billboard Award**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TAKE MY HAND FOR A WHILE</strong></td>
<td>George Jones &amp; Brenda Cross, RCA Victor 47-6567</td>
<td>BMI</td>
<td>9</td>
</tr>
<tr>
<td><strong>MILWAUKEE HERE I COME</strong></td>
<td>Jimmy Jones &amp; Brenda Cross, Master 1235 (Sure-fire, BMI)</td>
<td>BMI</td>
<td>12</td>
</tr>
<tr>
<td><strong>I WAS WITH RED FOLEY</strong></td>
<td>Lula the Drifter Jr., MGM 14002 (Mawes, BMI)</td>
<td>BMI</td>
<td>6</td>
</tr>
<tr>
<td><strong>EVER CHANGIN' MIND</strong></td>
<td>Don Gibson, RCA Victor 47-6566 (Acuff-Rose, BMI)</td>
<td>BMI</td>
<td>4</td>
</tr>
<tr>
<td><strong>ROSES TO REND</strong></td>
<td>Bobbi Bleske, RCA Victor 47-6567 (Acuff-Rose, BMI)</td>
<td>BMI</td>
<td>6</td>
</tr>
<tr>
<td><strong>DONT WORRY ABOUT THE MULE</strong></td>
<td>Glenn Barber, Hickey 1157 (Acuff-Rose, BMI)</td>
<td>BMI</td>
<td>4</td>
</tr>
<tr>
<td><strong>WHERE I'M DREAMIN'</strong></td>
<td>Warner Mack, RCA Victor 47-6568 (Hill &amp; Range, BMI)</td>
<td>BMI</td>
<td>11</td>
</tr>
<tr>
<td><strong>WE NEED A LOT MORE HAPPINESS</strong></td>
<td>Wilburn Brothers, Decca 33266 (Second Row, BMI)</td>
<td>BMI</td>
<td>8</td>
</tr>
<tr>
<td><strong>LESS OF ME</strong></td>
<td>Bobby Gentry, Columbia 23514 (Bethwood, BMI)</td>
<td>BMI</td>
<td>4</td>
</tr>
<tr>
<td><strong>SARDINE</strong></td>
<td>Duane Eddy &amp; Glen Campbell, Capitol 2324 (Bethwood, BMI)</td>
<td>BMI</td>
<td>1</td>
</tr>
</tbody>
</table>

**End of Billboard Special Report**
New! From Greene Country

“Until My Dreams Come True”
“We’ll Try A Little Bit Harder”

JACK GREENE

A Division of MCA, Inc.

Published by Blue Crest Music
Written by Dallas Frazier

www.americanradiohistory.com
INTERNATIONAL HIT!!

"PLEASE LET ME PROVE" (MY LOVE FOR YOU)

MERCURY #72856

DAVE DUDLEY

 Dudley like you can't believe!


Billboard Special Survey
For Week Ending 12/14/68

Enjoy Hospitality in a Resort Atmosphere

Hot Country LP's

WICHITA LINEMAN
Glen Campbell, Capitol ST 102 ($)

HARP VALLEY H.T.A.
Jamey C. Riley, Plantation PLP 1 ($)

GENTLE ON MY MIND
Glen Campbell, Capitol T 2697 (M); ST 2699 ($)

BOBBIE GENTRY & GLEN CAMPBELL
Glen Campbell, Capitol ST 2926 ($)

WALKIN' IN LONELAND
Sonny & Cher, RCA Victor ESP 4009 ($)

JOHNNY CASH AT FOLSOM PRISON
Columbia (No Mono); CS 9297 ($) 27

THE TWO OF US
Bobbie Gentry & Ben原来, RCA Victor LPM 4039 (M); LSP 4029 ($) 11

MAMA TRIED
Merle Haggard, Capitol ST 2972 ($)

SONGS OF PRIDE...CHARLEY THAT IS
Charley Pride, RCA Victor LPM 4041 (M); ESP 4041 ($) 13

THE ROMANTIC WORLD OF EDDY ARNOLD
RCA Victor LPM 4002 (M); LSP 4002 ($) 28

HONEY
Harvey Goldsmith, United Artists WAC 3642 (M); UA 5642 ($) 32

BY THE TIME I GET TO PHOENIX
Glen Campbell, Capitol T 2591 (M); ST 2591 ($) 51

A NEW PLACE IN THE SUN
Glen Campbell, Capitol the Movies ST 2607 ($) 31

THE BEST OF EDDY ARNOLD
RCA Victor LPM 3564 (M); LSP 3564 ($) 86

A TIME TO SING
Harry B. Smith, MCA (No Mono); SE-4540 ($) 14

NEVER IN LAME
Conway Twitty, Decca DL 75092 ($) 9

SILVER LITTLE ONE
Glenn Campbell, Capitol T 2579 (M); ST 2579 ($) 13

THE BEST OF MERLE HAGGARD
Capitol (No Mono); SMAD 2991 ($) 16

BLUE RIBBON COUNTRY
Various Artists, Capitol ST 3092 (M); LPS 3092 ($) 11

SOLID GOLD '68
Curt Anderson, RCA Victor LSP 4061 ($) 1

THE GEORGE JONES STORY
Morton Mars 3157 ($) 11

SOUTHERN BOUND
Kenny Price, Sonora LPS 1214 ($) 1

BEST OF COUNTRY DUETS
Various Artists, RCA Victor LSP 4062 ($) 2

THE GUITAR PLAYER
Jack Owens and His Buckaroos, Capitol ST 2994 ($) 6

UNDO THE RIGHT
Johnny Cash, Columbia DL 1001 ($) 10

ALABAMA WILD MAN
Jerry Reed, RCA Victor LSP 4009 ($) 7

DO YOU BELIEVE THIS ROY CLARK?
Cass 2590 ($) 2

MAKE MINE COUNTRY
Charley Pride, RCA Victor LPM 2402 (M); ESP 2402 ($) 30

SUNSHINE AND RAIN
Connie Smith, RCA Victor LSP 4077 ($) 3

GOOD TIMES
Willie Nelson, RCA Victor LSP 4057 ($) 11

PROMISES, PROMISES
Lynn Anderson, Chart LP 1004 (M); CS 1004 ($) 47

NASHVILLE RECORDS PLAY THE NASHVILLE SOUND
RCA Victor LPM 4009 ($) 4

THIS IS MY BEAT
Sonny & Cher, RCA Victor LSP 4067 ($) 3

HAPPY STREET
Sonny Whitman, Imperial LP 12411 ($) 47

BORN TO LOVE YOU
Jimmy Newman, Decca DL 73090 ($) 2

NAT STUCKY SINGS
RCA Victor LSP 4070 ($) 5

MORE COUNTRY SOUL
Don Gibson, RCA Victor LSP 4053 ($) 7

ON TAP, IN THE CAN OR IN THE BOTTLE
Hank Thompson, Dot DL 30994 ($) 5
GLEN CAMPBELL GIVES EVERYBODY THAT CHRISTMAS FEELING (Capitol ST 2978)

and a special single:
I’LL BE HOME FOR CHRISTMAS b/w CHRISTMAS IS FOR CHILDREN (Capitol 2336)

Produced, arranged and directed by Al DeLory
R&B Comes of Age
As Musical Culture

By ED OCHS

Rhythm and blues, once the exclusive, almost quarantined territory of the black man, has finally surfaced from its original "underground" to become a part of the pop market. The novelty of black artists recording in the pop market has been a trend that continues to grow. R&B artists live in the limelight as they make history and create new trends.

Many believe that the roots of rhythm and blues go back to the early days of jazz. Others say that it started with the blues and gospel music. Still others believe that it was born out of the need for a new form of music that could appeal to both black and white audiences.

But one thing is certain: rhythm and blues has become an important part of the pop music scene. It has evolved into a genre that is enjoyed by people of all ages and backgrounds. Whether you're a fan of soul or rock and roll, there is something for everyone in rhythm and blues.

New Era

This formal acceptance of the black culture—that it can be imitated and communicated in definite terms through its music—has given rise to a new era of rhythm and blues. The R&B market has exploded, reaching new heights of popularity. The genre has become more diverse, incorporating elements from various styles, such as funk, soul, and hip-hop.

Rhythm and Blues is no longer confined to the black community. It has transcended cultural boundaries, becoming a global phenomenon. From Africa to Asia, from Europe to South America, R&B has gained a following around the world. This growth in popularity has been reflected in the sales of rhythm and blues records, which have surged in recent years.

In conclusion, rhythm and blues has come of age as a musical culture. It has evolved from its roots in the African American community to become a mainstream genre enjoyed by people of all races and backgrounds. As R&B continues to evolve, it will no doubt continue to captivate audiences with its unique blend of music and culture.
ROOTS
The Everly Brothers

WARNER BROS. - SEVEN ARTS, RECORDS INC.
BLUE NOTE'S ROBBY HUTCHERSON continues his pact with the jazz label, as label executives look on. Left to right: Frank Wolff, the director; Duke Pearson, producer and Blue Note artist, and Mel Friedmann, general manager and the label's chief executive. Vibist Hutcherson has been named a Grammy nominee for the second year in a row.

PERSONALITY PROFILE

KBCA's Slaughter: New Breed

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

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

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

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

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

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

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

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

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

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

Chico Hamilton's Son Establishes Purecane Mgt.

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

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

Hamilton has retained Marin Cohen as personal manager and Joseph Segal as business manager consultant. Regehr Public Relations will handle publicity.

The Purecane Organization will be located at 5445 Wishbone Boulevard, Los Angeles, and 321 East 45th Street, New York.
The Words: ROD McKUEN  The Music: ANITA KERR

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

HOME TO THE SEA

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

THE COMPLETE SAN SEBASTIAN STRINGS...

THE SEA
  (Album 1670)
THE EARTH
  (Album 1705)
THE SKY
  (Album 1720)
DELUXE 3-RECORD SET
  WITH BOOKLET
  (Album 1730)

THE ENTIRE SERIES ON WARNER BROS. - 7 ARTS RECORDS

Copyrighted material
HARTFORD—The problem with Top 40 radio across the nation is that everybody is copying everybody else, said Charlie Parker, program director of top-rated WDRC here. WDRC and WDRC-FM both program to the teen and young adult market, with WDRC-FM reaching audiences in New York State, on Long Island, and in Massachusetts, in addition to Connecticut.

"If you traveled around the country and listened to middle-of-the-road stations, few of them would sound like any other middle-of-the-road station." But this is not true of Top 40 radio stations. "I traveled over New England this summer listening to radio stations and discovered that every station either was 'more music or more power.' Everybody is using the same hack phrases and I certainly don't think this is good for the industry. If you go 30 miles from a station that would be difficult to recognize from a station in this town. It would have the same promotions."

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

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

Parker said he is constantly "freshening" WDRC's sound. This ranges from changing the jingles to new promotions. Yet, certain basics give the station an image so you can recognize it even if you leave the call letters out.

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

ARCHIE BELL & THE DRELLS
(There's Gonna Be A) "Showdown"
Atlantic #2583
Produced by Gamble - Huff

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

BEN E. KING
"Til I Can't Take It Anymore"
Atco #6637
Produced by Arif Mardin & King Curtis
"We have a strong affection for certain labels—and Monument is one because it nearly always comes up with a different kind of record that is always worth actually making."

DISC & MUSIC ECHO/ENGLAND

capt. ty herrington/chris noel

"when the green berets come home" 45-1115

"doll house" 45-1114

monument record corp. NASHVILLE/HOLLYWOOD
ARS POLONA
The exclusive exporter and importer of
Records
Phonograph Tapes
Recordings
Sheet Music
will participate in the MIDEM, the 3rd International Record and Music Publishing Market in Cannes.

Orders and enquiries to:
FOREIGN TRADE ENTERPRISE
ARS POLONA
Warsaw, Krakowskie Przedmiescie 7
POLAND
'Timid Soul'
Patron Needs Stereo 45's

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

A well-known Wurlitzer distributor, Bilotta is now programming a "Factory End of the Year" standard on the firm's stereo unit, a Crown Basketball game and Chicago's Hoggies Championship. Crown is a trade name for Taito Trading Co., Ltd., Osaka, Japan. Hoggies, in a consultant capacity recently, released the International Moscotope Corp., featuring Caliber Records, Ltd., Canada, and a Jukebox, an automatic jukebox. It is a photo machine called Photonic 60, and Plastics Limited, inc., a jukebox machine. The automatic record, which produces high fidelity, six-inch records at 45 rpm, in only 2 1/4 minutes. Zep-Ball and Ball Wall were on display at the Cointronix exhibit. Ball Wall, a counter piece, weighs 15 pounds, and measures 7 inches high by 23 inches wide. Other exhibitors displayed displays from Nutting Associates, Computer Wurlitzer, Roberto Melia, the Italian Scooter; Nutting Industries, IQ Computer; Standard Harley Metal Typer, Inc., the Standard Metal Typer, and Tape-Ation Corp., background music systems.

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

Munves, here representing Mike Musave Corp., showed a new set for quarter play: They were Bally's World Cup soccer game, the Sega Helicopter unit, a Crown Basketball game, and Chicago's Hoggies Coin Hop. Hoggies is a trade name for Taito Trading Co., Ltd., Osaka, Japan. Hoggies, in a consultant capacity recently, released the International Moscotope Corp., featuring Caliber Records, Ltd., Canada, and a Jukebox, an automatic jukebox. It is a photo machine called Photonic 60, and Plastics Limited, inc., a jukebox machine. The automatic record, which produces high fidelity, six-inch records at 45 rpm, in only 2 1/4 minutes. Zep-Ball and Ball Wall were on display at the Cointronix exhibit. Ball Wall, a counter piece, weighs 15 pounds, and measures 7 inches high by 23 inches wide. Other exhibitors displayed displays from Nutting Associates, Computer Wurlitzer, Roberto Melia, the Italian Scooter; Nutting Industries, IQ Computer; Standard Harley Metal Typer, Inc., the Standard Metal Typer, and Tape-Ation Corp., background music systems.

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

CHICAGO—The first of a proposed national chain of Fun 'n' Food centers is set for opening Dec. 20 in Fort Lauderdale, Fla. The centers, to be franchised under the direction of coin machine distributors, will combine fast food service and amusement machines. The project is the joint venture of John Bilotta and John O'Driscoll, Newark, N. Y. Bilotta, head of Bilotta Enterprises, Inc., Newark, and the Newark semi-pro baseball team, was here last week attending the amusement park show en route to baseball meetings on the West Coast. He said the centers, differing in design from arcades, would feature about 25 amusement devices, wall-to-wall carpeting and careful supervision. Special menus, including hamburger on English muffin, Hoggies, a submarine-type sandwich, and white and red hot dogs on a 10-inch bun among the fast food attractions.

Herb Alpert LP's


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

New Equipment

Manufacturers Supporting Denver Mechanics School

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

Miller emphasized that as many as five government agencies are now able to send students to the school. The school offers a course, with one, the Manpower Development and Training Administration. The agency which can send training is Veterans Administration, Rehabilitation Department, Welfare Department, the Department of Indian Affairs.

Muller said the agencies stand the course except in the case of the G.I. Bill. "There is little difference and the sponsors or students don't think much of it," he said. Tuition for 18 weeks is $750. Low-cost housing and board is available nearby. The course covers jukeboxes, amusement equipment and vending machines.

Several of the firms contacted here have said they will provide such help as model machines, training aids, slides and other training and teaching materials.

Iowa Tourney Meeting May Point to New Trade Group

Davenport, Ia., Illinois and Iowa operators and far away as 300 miles attended a meeting here recently to plan coin-operated billiard tournaments. The group may become the nucleus of a new State association, the meeting was co-sponsored by Atlantic Music, Chicago, and U.S. Billiards, Inc., New York. U.S. Billiards sales manager, Len Kurtch emphasized that the meeting portion devoted to the potential market by putting gambling into the United Kingdom. We have invested a lot of money in these establishments, which are expensively carpeted through-out, as a long-term business operation.

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

The old style amusement arcades used to stand out like a sore thumb and frequently caused annoyance to the tenants of which it was a part. The arcade is getting a far better image and this can be seen in its location into which, in the old days, would not have taken a coin machine establishment.

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

The arcades use mostly penny machines supplied by Scottie Arcades, with which Mecca has a link. From the big leisure and catering group, has entered the arcade field through its Euston group (an abbreviated compound of "entertainment" and "amusement").

Entum director William Marshall said: "We have killed off the old-fashioned image of the noisy, street corner amusement arcade and have brought re-speciality to the United Kingdom.

Among those attending: Howard Paul, Hornsby, Glenn Sears, Ed Carton, Jr. and Herb Wolf, Davenport; Don and Dennis Jacobson, Miller, Peter Lang- bech, Milone, Ill.; Mr. and Mrs. Orama Joseph Mehr and Ed Carton Sr., Rock Island, Ill.
DENVER

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

Tourney Meeting

Continued from page 42

Pete Kahler, Fulton, Ill.; Clar-
ence Hagen, Iowa City, Ia.; Leo
Miller, Cedar Rapids, Ia.; Mr.
and Mrs. Barney Barnhill, Fort
Dodge, Ia.; Ken Reis, Ames, Ia.
and Don Reis, Denison, Ia.
Representing Atlas Music
were Bill Phillips, Stanley Le-
vin, and Bob Vihon.

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

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

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

(Continued on page 49)

10 New Little
LP's From Garwin

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

Costs of New Christmas Singles

Distributed by AHM Distributor
201 S. Jersey St., Dept. M, N.Y.

OTIS REDDING

Produced by STEVE CROPPER
Atlantic 6651

WHITE CHRISTMAS

Produced by TOM DOWD
Atlantic 6653

THE CHRISTMAS SONG

Produced by RICK HALL
Atlantic 2576

Available from your local ONE-STOP
or ATLANTIC-ATCO Distributor.
THE SEEBURG GEM HELPS YOU MAKE IT... HELPS YOU KEEP IT... PROFITS, THAT IS!
THE NEW SEEBURG GEM
KEEPS YOU IN THE

FINANCIALLY...
THAT IS

Convenience-level record magazine, modular plug-in components and exclusive Seeburg Print-Out Income Totalizing System—all up front!

Up front to save time, service costs, tempers of your servicemen, and your collector!
The all-new Gem incorporates big selling features for every location and their customers. Features like...

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

*Seeburg Pioneered Dollar Bill Acceptor and 24- or 25¢ Play. The tested and proven ways to overcome skyrocketing costs and overhead. They stimulate more play, and more profits. Operator pre-selection for the highest override ratio in the industry!

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

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

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

*Tested and approved, Nationwide Consumer Testing Institute
KEEPS YOUR BOOKS IN THE BLACK

AUTOMATICALLY... THAT IS

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

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

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

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

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

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

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

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

**PLUS**
...years-tested, easy, service-free operation.
Route salesmen merely insert Income Record Form in the slot and pull the lever to receive cumulative cash income total and any other three (3) lines of information you desire.

The Income Totalizer System... accountable to no one but you! Let the new Gem help you make profits.
Tested and approved. Nation-Wide Consumer Testing Institute.
Contact your Seeburg distributor today.

www.americanradiohistory.com
Americom Pocket Disc: a Bulk Item?

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

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

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

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

“It’s the only way you can accommodate the patronizing gum vending machine and all types of vending equipment and naturally are drawn to the record vendor.”

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

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

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

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

NVA Eyes Problems

In Fla., New York

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

NVA co-counsel Don Mitchell said NVA hopes one of its lawsuits will result in a test case supporting NVA’s position that municipalities cannot charge license fees in excess of the maximum set by State law. “Florida’s new constitution just enacted supports our views strongly,” he said. “In Florida and all other areas, we’re hoping to work for the incorporation of bulk vending exemptions.”

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

Victor — Extra Capacity Top

Bargains from King’s One Stop

Get and hold the best locations with Victor’s Selectorama® Console & Different Styles

Schoenbach Co.

Manufacturers Representative

New, American Distributors

Schoenbach Co.

Get and hold the best locations with Victor’s Selectorama® Console & Different Styles

Schoenbach Co.

We Have 25C TITANS, MACHINES AND MERCHANDISE IN STOCK

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

Only $4.50 each includes new center rod. See your distributor for information or write us direct.

VICTOR VENDING CORP.
75-01 West Grand Ave.
Chicago, Ill. 60639

Schoenbach Co.

New Vending Equipment

Holds 30 more V-2 Capsules.

Can be installed on your present 77s, as purchased with your 77 machines.

Only $4.50 each.

Includes new center rod.

See your distributor for information or write us direct.

VICTOR VENDING CORP.
75-01 West Grand Ave.
Chicago, Ill. 60639

Get and hold the best locations with Victor’s Selectorama® Console & Different Styles

Schoenbach Co.

Manufacturers Representative

New, American Distributors

Schoenbach Co.

We Have 25C TITANS, MACHINES AND MERCHANDISE IN STOCK

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

Only $4.50 each includes new center rod. See your distributor for information or write us direct.

VICTOR VENDING CORP.
75-01 West Grand Ave.
Chicago, Ill. 60639

Schoenbach Co.

New Vending Equipment

Holds 30 more V-2 Capsules.

Can be installed on your present 77s, as purchased with your 77 machines.

Only $4.50 each includes new center rod. See your distributor for information or write us direct.

VICTOR VENDING CORP.
75-01 West Grand Ave.
Chicago, Ill. 60639

Get and hold the best locations with Victor’s Selectorama® Console & Different Styles

Schoenbach Co.

Manufacturers Representative

New, American Distributors

Schoenbach Co.

We Have 25C TITANS, MACHINES AND MERCHANDISE IN STOCK

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

Only $4.50 each includes new center rod. See your distributor for information or write us direct.

VICTOR VENDING CORP.
75-01 West Grand Ave.
Chicago, Ill. 60639

Schoenbach Co.

New Vending Equipment

Holds 30 more V-2 Capsules.

Can be installed on your present 77s, as purchased with your 77 machines.

Only $4.50 each includes new center rod. See your distributor for information or write us direct.

VICTOR VENDING CORP.
75-01 West Grand Ave.
Chicago, Ill. 60639

Get and hold the best locations with Victor’s Selectorama® Console & Different Styles

Schoenbach Co.

Manufacturers Representative

New, American Distributors

Schoenbach Co.

We Have 25C TITANS, MACHINES AND MERCHANDISE IN STOCK

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

Only $4.50 each includes new center rod. See your distributor for information or write us direct.

VICTOR VENDING CORP.
75-01 West Grand Ave.
Chicago, Ill. 60639

Schoenbach Co.

New Vending Equipment

Holds 30 more V-2 Capsules.

Can be installed on your present 77s, as purchased with your 77 machines.

Only $4.50 each includes new center rod. See your distributor for information or write us direct.

VICTOR VENDING CORP.
75-01 West Grand Ave.
Chicago, Ill. 60639

Get and hold the best locations with Victor’s Selectorama® Console & Different Styles

Schoenbach Co.

Manufacturers Representative

New, American Distributors

Schoenbach Co.
Vending and Coin Machine News

Coinmen In The News

Continued from page 43

like wise is to buy new equipment for route expansion. Home from Vietnam is Chuck Morrison Jr., son of veteran route operator Chuck Morrison. The younger Morrison, who will join his father on a coin machine route, is another of months verite bank, school, father you own younger PiROchio Licorice Peauts, Má.

BINGO MECHANIC WANTED

Must be experienced. Legal ter-

Bingo Mechanic

All Machines

ready for Location

home page 44

Continued from page 43

bloom, school, father you own younger.

Continued from page 43

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

Patron Needs Stereo 45's

Continued from page 43

In describing the "timid soul" patron, Bilotta said: "A lot of people patronize public locations regularly but they are shy about walking up to a jukebox to take pictures because they are not familiar with contemporary music. This is why we program a section of the box especially for this kind of patron. "I do not think all records need to be stereo. But definitely a portion should be stereo because the timid soul is generally a connoisseur of music. He appreciates quality sound.

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

- Continued from page 43

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

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

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

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

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

Also introduced was Rowe Stereo Round. The unit of sound with optional side-panel speakers on the machine includes auxiliary optional wall speakers which are designed to pair with the box.

The standard 50-watt amplifier has been improved to develop 25 per cent more power.

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

Steelmade Switch

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

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

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

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

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

Steelmate Switch

Coming Events

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

Dec. 5-10-National Vending '69 Exhibition, Greater's House, London.

English Amusement Palaces
Lure Over Million Patrons

In Blackpool the Golden Goose looks out over the ocean, located atop the Central Pier, in the center of the resort's fast-redeveloping promenade, where it actively competes with En-

tam's enterprises on the North and South Piers.

North Pier's Golden Gate carto has taken over Black-

pool's biggest automatic amusement area, attracting more than one 
million visitors a year. The Beachcomber on the south 
shore houses dozens of new autom-
matic games, including what 
is believed to be the first quick-
draw gunfight machine to be seen in Britain.

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

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

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

Father Hughes

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

Wurlitzer School
Set for Milwaukee

MILWAUKEE—Nearly 50 
jukebox mechanics from 

parts of the Midwest are 
expected to attend the Wurlitzer 
Service Seminar to be held here 
at the Sands Motel Dec. 9-13

This is the first time, accord-
ing to local Wurlitzer distrib-
utor, Harry Jacobson, United 
Inc., that a Milwaukee site has 
been selected for this regional 
service school. Operators and 
key service personnel from 

Michigan, Minnesota, Illinois, 
Wisconsin, Iowa, Ohio and 
Indiana are slated to take part in 
the week-long training session.

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

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

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

Fischer

with patented steel reinforced honeycomb playfield

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

100 Series 56" x 101"
90 Series 52" x 91½"

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

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

FISCHER MFG. COMPANY, INC. TIPTON, MO. 65081 Phone: 816-433-5531

December 14, 1968, Billboard

Fun in the Sun

Fun in the Sun

Fun in the Sun
Audio Retailing

Musical Isle Computer Systems Help To Revolutionize Rack Jobbing

By EARL PAIGE

CHICAGO—The giant IBM 1130 computer and its bank of complementary equipment, a large section of the office of Musical Isle Record Corp., here is often referred to as "the toy." Occasionally, a less than dignified nickname is given to it, but everyone connected with the giant rack-jobbing firm, including many of its varied accounts

are convinced computerization is rapidly revolutionizing record and music retailing.

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

"It is often an eye-opening experience for a buyer or store manager, for example, to see only 1 per cent of c&w when he may be devoting 10 per cent or more of his inventory to that category.

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

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

The firm's accounts vary widely, from complete self-service departments in such stores as Community Department Stores, to small independent retail outlets like such as One Octave Lower and Skipped Disk in Chicago's Old Town. Other accounts include Goldblatt's, F. W. Woolworth, W. T. Grant, Waxson's Stores, Ben Franklin, Toad Hall, Chapman's and Steinben-Dorin.

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

This includes:

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

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

- Complete use of all types of fixtures, including the firm's specially designed rack for pre-recorded CARRidges, cassettes and reel-to-reel tape.

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

CONSUMER, BROADCASTING AND STUDIO DISTRIBUTION WANTED

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

(Clever, these Americans)

A sound of profit is yours with the new Telex Encore. Customer-pleasing sound. 50 to 18,000 Hz. Usable response. Light weight. Molded tough Cyclac plastic. Foam filled removable vinyl cushions. Full color impact packaging. Call or write Telex.

Contact Rick Monney, Consumer
Fast Banker, Broadcast/Industrial

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

Monogram Augmented Rack Jobber Grow

CHICAGO—More rack jobbers will adopt computerized systems, more independently operated dealers will want rack jobber services and rack jobbers will improve the primary link between manufacturers and retailer. Those conclusions were reached by William Salstone, who believes the phase-out of manual rack jobs is going to greatly broaden their inventories and add more services.

In August, Bill was in this store here last week the veteran head of M. S. Distributors, Musical Isle Record Corp., predicted the distributor as we know him today is about to fade out. Most manufacturers will establish depots with a staff and handle receivables and ship directly to rack jobbers. Most independent dealers have already set up rack jobbing wings.

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

... EDP methods will revolutionize tape cartridge and cassette merchandising. Whereas the automatic market has been the important factor, we'll see a turn around with the record retailer becoming the chief marketer of tape. A year ago it was insufficient to have one tape rack and 100 titles; now our buyers want multiple racks with 500 titles in each.

... We do not believe tape will make a buying stamp of any number of stores. This is the foreseeable future. Of course, in 10 years we may be listening to music on something as small as a spool of thread.

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

... We will always be a place for the independent record dealer, or 'mom & pop' stores. Though we fail to understand largely because of dead stock—many ended up in inventory in the basement. The modern rack jobber can put sophistication into his inventory and make it a dealer's disposal.

... It is also predicted that many more outlets for records will be opened. Musical Isle, for example, is leasing a chain of Tractor Supply stores, which have recently expanded into general merchandisers.

"Records are an ideal item for many of these stores. This is because there are two initial areas of contact for young customers with disposable income when they enter stores—sporting goods department and the record section.

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

Salstone said there is no question but what the phase-out of manual LP's allowed rack jobbers to expand. We expanded to 6,000 titles and went heavily into tape. Sure, we don't have deep inventory in 2,000 of these titles, but we have them and this wasn't true in the mauldural days when 700 titles meant 1,400 pieces of the same item.
41 Records Awarded "68 Prizes at Germany's Gala

By WOLFGANG SPAHR and URSULA SCHUEGRAP

BERLIN—A total of 41 classical recordings, out of 110 nominated, were awarded the German Record Prize 1968, in a ceremony at Charlottenburger Castle held during the Record Gala of Classical Music here, Nov. 1-12.

In addition, a newly inaugurated award, sponsored by the German record industry, was given to the 15-year-old Canadian pianist, Robert Heyde, who defeated three evening classical concerts, promoted jointly by the West German Association of the Record Industry, with the major Aria-Eurodisc, Schallplatten, Gramophone, Elektro, Metronome, Phonogram and Telede, and the West Berlin radio and TV station, Radio Free Berlin.

Concerts Sold Out

All three concerts—symphonic, chamber, and symphonic—were sold out and were taped in color, with Arno Arntz of Swedish TV directing the opera and symphonic recordings and Klaus Lindemann directing the chamber music evening. Klaus Lindemann was conducting a 140-minute program consisting of the highlights of the three concerts for transmission over the Eurovision network. The West Berlin concert audience will hear all three evenings in full and there will be full sound recordings broadcast over the West German radio network.

After the opening ceremony in the presence of Klaus Schuetz, mayor of West Berlin, when the German Record Prize awards were announced, the opening concert, devoted to opera, featured Mischa Maisky, Stiviva Gezzi, Edith Mathis, Jean Carlyle, Taddei, Boeheim, Rudolf Schock and James King, singing Mozart, Weber, Wagner, Richard Strauss, and Verdi. The Radio Symphony Orchestra of Berlin was conducted by Hephzibah Menuhin.

The second evening concert was of chamber music with outstanding performers in Daniel Barenboim, Jacqueline du Pre and the Juilliard Quartet.

The symphonic concert featured London's New Philharmonia Orchestra, led by Sir John Barbirolli, with solists Grumiaux, Maurice Andre and Martha Argerich.

Hailed by Borsig

The classical gala, one of the most important record promotion events of the year, was acclaimed by Franz Borsig, managing director of Radio Free Berlin who told Bildhobby: "We are entitled to take great pride in our work on the record industry. It allowed us to bring to West Berlin a greater number of international artists than there are in the whole of Germany during the annual 15 weeks. We shall definitely continue to hold these galas. The next will be a pop gala on March 15 next year which will be televised live and in color and repeated on television. The next classical gala will be held in 1970."

And Guenther Braunlich, secretary of the West German Association of the Record Industry, said: "All our member companies are extremely happy about the success of the gala and we have had excellent co-operation from Radio Free Berlin."

AWARDS

Symphonic Music

Brahms: Symphony No. 3. New Philharmonia Orchestra; Dinu Lipatti. Columbia Recording.

Beethoven: Piano Concerto No. 5. Van Cliburn, Moscow Soloists; Svetlanov, Moscow Radio Symphony Orchestra. Decca.


Chopin: Piano Concerto No. 2. Emil Gilels, Moscow Soloists; Svetlanov, Moscow Radio Symphony Orchestra. CBS.

Debussy: Nocturnes. BBC Symphony Orchestra; Sir Adrian Boult. Decca.


Classical Notes

Pianist Arturo Benedetti Michelangeli made his New York Philharmonic debut on Thursday, 12. The program was conducted by Carlo Maria Giulini makes his New York Philharmonic debut on Thursday, 12. The program will be repeated on Friday, 13. Saturday, 14, and Monday, 16. Sonylax, Verdi: Requiem on Saturday, 13. Bari-bassine Norman Treigle.

4 3 BOOKS FOR VOX RELEASE

NEW YORK—Three Vox books are scheduled for release this quarter as the result of the completion of Beethoven’s chamber music. The final three in the four-volume set, in addition to the previously issued sets on piano duets and solos, will be "The Pianoforte" by Frank Glazer. Glazer also performed the music in the recent Piano Quartet in a box of Brahms complete piano quartets.

3 BOXES FOR VOX RELEASE

NEW YORK—Three Vox books are scheduled for release this quarter as the result of the completion of Beethoven’s chamber music. The final three in the four-volume set, in addition to the previously issued sets on piano duets and solos, will be "The Pianoforte" by Frank Glazer. Glazer also performed the music in the recent Piano Quartet in a box of Brahms complete piano quartets.
LIVING MUSIC

PARIS — Harmonia Mundi has acquired distribution in France of the classical productions for the new Societé des Enregistrements de Musique Vivaldi (Living Music Recording Company), which has been formed under the patronage of Pierre Boulez to foster contemporary music. The first recording by the company took place Nov. 28 and 29 at the Davot Studios in Paris, when the Musique Vivaldi ensemble of Diego Masson, who is artistic director of the company, recorded "Lamento II," by Luciano Berio, under the direction of the company's conductor, Luciano Berio, under the direction of the company's conductor.

Living Music Norway in Concert Spotlight

NEW YORK — Norwegian music was expertly performed by an outstanding Norwegian opera company at Carnegie Hall Monday (2). The first half of the American Artists, concerts by the New York Philharmonic Orchestra, as well as by the New York Philharmonic Orchestra, as well as by the Norwegian artists, shows that standout reputation, too, was in his grasp as he led a stirring performance of Brahms' "Symphony No. 4."
B. J. THOMAS IS EVERYTHING!

Scepter believed in B. J. Thomas:
THE RECORDING ARTIST
THE PERFORMER
THE STAR
and
now he's on
his way with
his latest LP
ON MY WAY
SPS 570

B. J. THOMAS IS EVERYTHING!

HOO KED
ON A
FEELING

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

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

SCEPTER
Musical Instruments

More Space Available For 1969 NAMM Show

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

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

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

Alfred Selections

PORT WASHINGTON, N.Y. — Alfred Selections has announced the release of six new piano publications. They are: "Christmas Holiday," by Ward Palmer, suggested list $1.25; "Easy Christmas Carols," by Allan Small, suggested list $1; "The Christmas Carol Songbook," by Allan Small, suggested list $1.50; "Eternal Hymns," by Allan Small, suggested list $1.50; "Families Motets in Sonata Style," by Allan Small, suggested list $1.25.

Original Music

NEW YORK — A marked preference for "accordian" arrangements for original compositions for their instruments has been reported to the NAMM advisory committee. Robert Keyworth, representing the Guitar and Accordion Manufacturers Association; Ken Ingram, National Band Instrument Manufacturers Association; Walter Benson, National Association of Electronic Organ Manufacturers; Edward Armitage, National Association of Musical Merchandisers; and Foster Lee, staff director of NAMM, have been asked to make arrangements for the "Magic Touch" merchandising program.

Room Service For NAMM

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

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

Jan. 21-22 will be the date of the first NAMM seminar in Dallas at the Marriott Motor Hotel.

NAMM SETS SALES TALKS

BULLETIN FOR THE SHEET MUSIC TRADE

Brand new sheets on their way to you.

DON'T CRY MY LOVE
(The Impressions)

SUGGESTION: THE music of the year...

BIG BEATLE BONANZA!! Dealers unite... this is the hottest Beatle Book yet. The new white-on-white Beatle Book that can help you get 100% more for the same money that are making musical history... and mine! We have just received the most requested songs from coast to coast.

BIG BEATLE BONANZA!! Dealers unite... this is the hottest Beatle Book yet. The new white-on-white Beatle Book that can help you get 100% more for the same money that are making musical history... and mine! We have just received the most requested songs from coast to coast.

EASY... \DO\ PRUDENCE IN THE MARRIOT...THE SUPREMES...THE OLBADA...I WILL

There are twenty-two GREAT NEW SONGS, including the latest hit, "This is the Band," and such new ones that are making musical history... and mine! We have just received the most requested songs from coast to coast.

Billboard Music 1968/1969

30TH BIRTHDAY OF FIDELITONE

The Touch of Magic - 14 lb.

GOLD MARK ASSOCIATES

PUBLIC RELATIONS

New York—Beverly Hills—London
**International News Reports**

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

**From the Music Capitals of the World**

---

**LONDON** The British record industry seems for a week. Christmas was scouted for a second increase in purchase tax. The forecast is based on a recently announced report by the Jenkins Navy, which gives rise to a rise in tax rates on all products. As a result, sales recently hit a peak of 10 per cent. Almost universal reaction within the industry is that the tax hike is too late to flatten the season boom already an overflowing berries, the only double album set and the Rolling Stones long-awaited "White Bird." Author. The increase adds 5.25 per cent to the price of each record; the price increase to be a budget album, 11 cents to a full-price popular album and 12 cents to a classical album. The principal voice heard in the industry is that the new year is in, it will be on display, tobacco, gasoline and the spending power which may be repressed against record sales.

**MICHEL INKER BY GOSKONZET**

**MADRID**— Spanish singer Miguel Bejar has signed with Goskonzert, the Russian concert booking agency, for a marathon tour of the Soviet Union beginning in May 1969 and probably continuing until the end of the year.

The booking follows a trekked of Bejar's concert tour just completed by the singer who gave 52 recitals and made his first concert tour in the Soviet Union. The tour is expected to offer the Soviet door to other Spanish artists. He was accompanied by Ricardo Ceratto and his Quartet artists the Walkkisch, Digno Garcia, Jean-Claude Pelletier, Leo Manz, Andrea Barri, the Kyriakos, the Mertens Brothers and Jess and June.

---

**JOHANNESBURG** Solomon King started a three- week South African tour recently. The legendary jazzman leads the AcE Group of Cardhiff, which is the leading British dazzling to box set for Camer musical Instruments in the U.K., and launches another new British phonograph, the Gramophone, to the benefit of the industry.

*Margins Cut* In the attempt to get record dealers' profit margins on a turn over have been cut by over 4 per cent by a higher purchase import restriction and planned interest 180 days later. The new law applies only to imports worth £120 or more.

If the new cash deposit rule supersedes the previous system, the ACR Group of Cardiff, which is the leading British dazzling to box set for Camer musical Instruments in the U.K., and launches another new British phonograph, the Gramophone, to the benefit of the industry.

---

**U.S. Canada Talks Concluded by Fazaq**

**BRUSSELS**— World Music and Palette Records president, Felix Fazaq returned to Brussels after two week's visit to the U.S. and Canada. He returned which he concluded a number of deals and had talks with performing rights organizations. In New York Fazaq and his associates held a two week's meetings with record company executives and negotiated deals involving Palette and another company.

---

**Tremeloes Make Rio TV Date**

**RIO DE JANEIRO**— British group the Tremeloes appeared on the popular television program, "RC 68," making their first Brazilian TV appearance. The Ember-AZ and Ember Ariola records of the group are re-called by the record company.

---

**Distrib Deal Set Up By Ember's Kruger**

---

**BILLY FORREST JOINS TRUTONE**

**JOHANNESBURG**— Billy Forrest, manager of the well known and reputed Trumbour Records, has joined Trutone Records as record pressing manager. The former head of the Phillips pop music director Clunie Clark is currently in the States and Australia.

Forrest will also record for Trutone as a solo artist using the name "B.B. Forrest." The former Trumbour manager is the author of a successful single, "Lips," using this pseudonym, earning the African gold award (for 25,000 copies sold).
Did the fact that we created Dynapak, the world's first no-return cartridge, saddle us with the responsibility of designing a no-return cassette, too?

Damn right.

So we did.

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

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

Simplicity is the keynote of its design.

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

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

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

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

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

DYNAPAK CARTRIDGES (manufactured in Canada)

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

LEAR JET STEREO 8 EQUIPMENT (Canadian distributor)

CONTACT: RON NEWMAN OR BOB KERR

At Canada's Largest Custom Duplicating Headquarters

Stereodyne, Ltd.

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

At present, Canadian TV stations are legally required to program 40 per cent of Canadian content, which also includes programs produced within the British Commonwealth countries. However, very little of this programming is programmed in prime time.

Industry spokesmen see legislation that would force stations to carry programming at least 15 per cent of Canadian content as an inevitability.

This, too, is creating friction between some local television companies. Company executives have been reluctant to speak out against their own programming policies, which are largely controlled by the parent company.

The situation between stations and record companies is still strained because of the competition for airtime.

**NICE TRY FOR DJ WADDELL**

**TORONTO** — Radio CKDM disk jockey Ron Waddell recently received a phone call that minutes non-stop on the air in an attempt to break the Canadian record for a wake-up show.

Waddell broke the record for longest continuous reporting a location but failed to top the Canadian record of 101 hours non-stop work conducted on behalf of the Department of Defence.

Waddell ended his marathon broadcast on doctor's advice.

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

**Colofont Buys All Records Supply**

**TORONTO — A large Canadian record company, All Records Supply Company, has been acquired by Columbia Records of New York, and Waddell has announced that the company will continue operation in the same manner with the same personnel.**

**DI'S GET JUMP ON TROTTERS**

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

However, there were seven people playing for CKFH, against only two for the Globetrotters, so the Globetrotters were somewhat hampered by having to ride two, three or four people.

**Wisegap Watchdog Set Up by CBC**

**TORONTO** — The Canadian Radio-television and Telecommunications Commission — a body formed to keep the government informed on the broadcasting activities in Canada like the FCC does in the U.S. — is setting up a monitoring system to catch and deal with cases of bias and other abuses in broadcasting.

**From The Music Capitals of the World**

**LACMINE, Que.** — Compco recently won several Lloyd E. Moffat Awards for Canadian talent in Canada for the first time by the Moffat broadcasting chain for records of five stations in Western Canada.


The other eligible recordings must be by Canadian artists and also recorded in Canada.

**S.T.O.P. Signs Pact With JLL**

**HAMILTON, Ont.** — Local group, the S.T.O.P., has signed a three-year booking contract for Johnny Milk, the talent from JLL in Canada with JLL Productions of New York. The group is touring the U.S. East Coast on a series of one-nighters.

Ron Perini, S.T.O.P.'s national promotional manager for Compco also reports that on the Western Canadian scene, Compco is responsible for five chart singles.

"This includes one on the newly formed independent label, 'Country-Rock,'" he added.

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

**TORONTO** — Arc Sound, a company in Canada that deals in the production of Canadian talent, is planning to enter the international market in 1969.

Arc's president, Bill Aitken, said, "We have developed a solid Canadian base from which we can project our sounds.

"Our production policy for next year calls for us to spend more money on recording than ever. And between 50 per cent of the artists we produce next year will be produced for export internationally."

"The remaining 50 per cent will be produced for Canadian consumption but all our artists will have an appeal that is possible in the international market," Aitken added.

With the release of four albums in two weeks time, Arc Sound has changed its name from Arc Records to Arc Sound. The four albums are "The Best of Julee Perini," "Our Man in Panama," "Best of the Best" and "Sincere."
There are as many people in NEW YORK STATE as in all of CANADA.

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

THESE ARTISTS ARE THE GOLD-RECORD ARISTOCRACY OF CANADA

CATHERINE MCKINNON - "ROTH SIDES NOW"
RONNIE HAWKINS - "HOME FROM THE FOREST"
THE TRAVELLERS - "THIS LAND"
THE CARLTON SHOWBAND - "HAPPINESS IS BEING IRISH"
DICK NOLAN - "MOVIN' OUT"
THE BROTHERS-IN-LAW - "THE PIG"
CTV CAST ALBUM - "A NIGHT OUT AT THE P & W"
THE MAJESTICS - "HERE COME DA JUDGE"
ANNE MURRAY - "WHAT ABOUT ME"

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

ARC SOUND LTD.
20 CRANFIELD RD., TORONTO 16, ONTARIO
PRESIDENT: PHIL ANDERSON • VICE-PRESIDENT: BILL GILLanders www.americanradiohistory.com
POLYDOR RECORDS CANADA LIMITED

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

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

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

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

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

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

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

Fred Exon
Managing Director
Disk-Storing Trays Bowed by Phonodisc

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

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

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

The trays which store records horizontally are available in different combinations and cabinets. An initial shipment of trays retailed at $7.95, 50 trays at $49.50 (with a wood top and base in cabinet style). Individual trays retail at 97 cents.

Producer promotion director Roger Stevens said that his company was “delighted at the tremendous response for this new product. We are readying a TV campaign to push the product nationally.”

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

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

Bell Gets U.S. ‘Feeling’ RTS.

TORONTO — Bell Records in the U.S. has picked up the American rights to the Canadian hit single, “Happy Feeling,” by the Happy Feeling. The disk was released in Canada on Barry, a Quality subsidiary.

Making the announcement, George Sutherland, Quality’s executive assistant, said that the record produced by Norman Petty, had been a hit in Alberta.

The Happy Feeling will appear on an upcoming Roy Orbison Canadian tour, visiting Winnipeg, Regina, Saskatoon, Edmonton, Lebbridge, Vancouver, Victoria and Calgary.

From the Music Capitals of the World

ELLINGTON LP ISSUED IN CANADA BY COMPO

QUEBEC — Compo has released a Duke Ellington album, “Duke Ellington North of the Border in Canada,” a project sponsored by a committee of members of the Canadian Association of Broadcasters and the Composers Authors and Publishers Association of Canada.

Featuring Ellington with Canadian musicians, performing world premiere compositions, it is the first album Compo (which manufactures Decca product) has been able to release simultaneously internationally, says Roy Smith, national promotion manager for Decca Canada.

The album was recorded in Toronto and has Ellington playing works by Canadian contemporary jazz writers, Ron Collier, Gordon Smith, for the biggest and best in talent:

Archie Mac donnell
director of public relations

Bill Arnold
representative for American and International talent
In French it’s “Pour Les Amants”
In English it’s “Don’t Ask Why”

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

DON’T ASK WHY

André Gagnon

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

“Don’t Ask Why”
“Pour Les Amants”
Question: "What do you give them when they have everything?"
Answer: "If you don't give them Herb Alpert's Christmas album, they don't have everything!"

Destined to be the #1 Christmas LP in Canada

Herb Alpert & The Tijuana Brass Christmas Album

Also available on prerecorded stereo tape

Manufactured and distributed in Canada by Quality Records Limited

380 Birchmount Road, Scarborough, Ont.
Telephone 498-5511-2-3-4-5
We Love helping good Canadian talent to make it big. Like Gordon Lightfoot, The Irish Rovers and Mars Bonfire, and Witness Inc. and The Northwest Company and The Purple Haze and The Cat and The Great Flood.

In fact, we love helping good talent from anywhere.

HOW ABOUT YOURS?

Compo-Canada

CANADA'S LARGEST RECORD MANUFACTURER

CONTACT LEE ARMSTRONG OR BOB CHISLETT

The Compo Company Limited, 2377 Remembrance St., Lachine 600, Quebec.
PHONE 514-637-5551; TELEX 01-20722, TWX 610-423-3984.
Dutch Govt. Hardening Line Vs. Veronica; Plans Sinking

By BAS HAGEMAN

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

The Dutch government has not signed the Strasbourg agreement outlawing pirate radio stations. Running Radio Veronica would leave the Dutch with no alternative to Radio Hilversum 3, the only station whose commercial spots are limited to just before and after its hourly news bulletins.

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

Owned by Verwey

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

Pye's Benjamin To Century 21

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

Benjamin will continue as Pye Records' managing director and will head up a new division for Pye's music publishing company, Welbeck, administered through Pye's managing director, Les Cooke. Les Cooke will assist Benjamin during the threemonth period of his new appointment.

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

EMI in a New Bid for ABPC

By MARILYN TURNER

- Continued from page 8

week day commercial TV programs.

EMI also controls the Grade Organization, a leading talent booking agency, and the ITA, a radio station. EMI produces talent to companies with agency interests controlling TV programs. EMI's activities could influence the choice of artists booked for TV programs.

EMI chief Sir Joseph Lockwood is confident that his company's growth will continue. EMI's distribution activities are consistent with the company's growth. EMI is controlled by the ITA.

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

It has played an important part in the growth of the Dutch pop music scene. The Verwey brothers said they would consider the station down if the Dutch government became a signatory to the Strasbourg agreement.

The government is believed to be considering action to close down the station well before the elections. The ban will be unpalatable and the government wants to avoid an anger to subside before the polls.

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

Mareco & Filipinas

Team on Yule Drive

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

Manual P. Villar, general manager of Mareco, and Luis P. Villar, general manager of Filipinas, jointly revealed that both companies will release and promote more than 120 albums by the time the Christmas selling period reaches its peak.

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

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

Last year Mareco issued 75 titles, all CBS releases, topped the list with 41 releases, followed by Capitol (11), MGM (4). Capitol also topped the LP releases with 19, followed by CBS (11), MGM (5), Kapp (2), and Roulette (2). Filipinas put out 45 LP's in the 1967 Christmas period.

The Villar label headed the LP releases with 27 albums followed by RCA Victor (16) and Mabuyau (5). RCA topped the LP releases with 27 albums, followed by Villar (5).

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

Publication is by a subsidiary company of RCA, Italy's state-owned radio TV corporation. RCA Radio-roncere-TV has in the deal an "official organ" of the country's radio and TV network.

Helmut Ebner, Phonogram's classical music director, told Billboard: "The principal interest Radio-roncere TV has in the deal is the chance it gives RAI to encourage and develop a taste for classical music in Italy. Phonogram distributes DG, Philips and Fontana classical records in Italy."

Sales Program

The way the special sales program progresses is by recording bearing both the DG yellow label and Dis-"cordere TV label, is released in music shops in Italy at the special price of $4.35 plus tax instead of the regular $6.77 plus tax. The Radio-roncere TV each week carries a half-page color advertisement announcing the new re-leases and sales which are still available.

Although average sales of the Dis-"cordere TV label have been 1,200, over-all classical LP sales at Phonogram have not been boosted by Britain's recent past over last year. One of the best sellers, with 2,120,000 copies, was "the thrill" program as of Sept. 30, was "The Guarnieri Takes Post With SIF"

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

Sales of Phonogram Scoar in 6 Months

Adagio of Albinoni and Other Masterpieces of the European Community (Continued on page 79)

Dutch Golden Harp Awards To 3 Artists

AMSTERDAM — Golden Harp awards for outstanding achievements in the field of light music during the last year were presented to singer Cory Brokken, lyricist Michel van der Pias, singer-actress Helen Thoen, and producer Wim Boo by the Dutch Light Music Conference (CONA), in Amsterdam, at a concert held in the Carlton Hotel, Nov. 18.

The awards were presented by Jan Mul, president of BUMA (the Dutch music publishers association) and by Mrs. Brokken is the producer of the popular TV show "Mambo" and will also be the producer of "Berry's" and "AVRO-TV." For her television work, she won the Eurovision Song Contest in 1957 with the song "Ne Al Los," which the French singer, Michel van der Pias, a journalist, and poet, who has written a number of successful cabaret songs and says he has achieved distinction as a producer of musical programs for radio and TV. The award was made to Herman Thoen as a tribute to his 60 years in show business.

New Budgets On Phonogram

MILAN — Phonogram, the Italian affiliate of the Philips-DGG group, reports sales for the period May 1 to Oct. 30 were 40 per cent above in pro-

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


The company also reported that "Best Sellers series" of reissues of past hits, singles, and releases written by Ennio Gheneaux Experience and Esther and Abby Ghasan.

Best selling cassettes included "Love Is Blue" (Philips), "Adriano "Beata" on Polydor, and "San (Claro) Mina's (Philips), and "Tutto Di Tramonto" (Mina), the "Duo di Pietro" (Philips), the "Hilltopper" (Philips), and the "Targa All Stars."
From The Music Capital of the World

Continued from page 62

BRUSSELS

Art

Armenian trumpeter Art Armanian starred in the Turnhout jazz festiva last week. Several acts appearing were Jack Sels, the Velvets, and Jean-Jacques Hart... Diana Ross and the Supremes flew into the Palace of Fine Arts Nov. 16, but declined a CBS offer for recording there. The Beach Boys were fixtures on the Palace of Fine Arts stage for a week. The Supremes have released a single, "Lamento" and "Romero and Juliet" which will shortly be explained. Graeme Connors has also released "I Love You" for the first time.

SAN FRANCISCO

Bill Graham staged his third annual Thanksgiving party attended by about 2,000 people.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.

Peek Yule Seen in U.K.
ARGENTINA
(Courtesy Escapar a la Fama)
This Last Week
1 THE NEXT "THE NEXT"
2 ITALIANO "ANTONIO"
3 CHINA "VEA"
4 PAPA "JEAN"
5 CASE "BRUNO"
6 11 BANDIT "JOSE"
7 11 BANDIT "JOSE"
8 BLACK "LUIGI"
9 BLACK "LUIGI"
10 BLACK "LUIGI"

BELGIUM
(Courtesy Homo Magazine)
This Last Week
1 THE GOOD, THE BAD AND THE UGLY "ERIC"
2 OUT OF THE BLUE "KLAAS"
3 A LO Visa "ARLIND"
4 THE BEATLES "JUNKY"
5 THE BEATLES "JUNKY"
6 THE BEATLES "JUNKY"
7 THE BEATLES "JUNKY"
8 THE BEATLES "JUNKY"
9 THE BEATLES "JUNKY"
10 THE BEATLES "JUNKY"

BRITAIN
(Courtesy Melody Maker) Denotes local origin
This Last Week
1 THE BEATLES "JOE"
2 THE BEATLES "JOE"
3 THE BEATLES "JOE"
4 THE BEATLES "JOE"
5 THE BEATLES "JOE"
6 THE BEATLES "JOE"
7 THE BEATLES "JOE"
8 THE BEATLES "JOE"
9 THE BEATLES "JOE"
10 THE BEATLES "JOE"

DENMARK
(Courtesy Melody Maker) Denotes local origin
This Last Week
1 TID KØBENHAVN "PETER"
2 TID KØBENHAVN "PETER"
3 TID KØBENHAVN "PETER"
4 TID KØBENHAVN "PETER"
5 TID KØBENHAVN "PETER"
6 TID KØBENHAVN "PETER"
7 TID KØBENHAVN "PETER"
8 TID KØBENHAVN "PETER"
9 TID KØBENHAVN "PETER"
10 TID KØBENHAVN "PETER"

FRANCE
(Courtesy Cercle Musical de documentation et de documentation du disque) This Last Week
1 LE TEMPS DES FRANÇAIS "JOHN"
2 LE TEMPS DES FRANÇAIS "JOHN"
3 LE TEMPS DES FRANÇAIS "JOHN"
4 LE TEMPS DES FRANÇAIS "JOHN"
5 LE TEMPS DES FRANÇAIS "JOHN"
6 LE TEMPS DES FRANÇAIS "JOHN"
7 LE TEMPS DES FRANÇAIS "JOHN"
8 LE TEMPS DES FRANÇAIS "JOHN"
9 LE TEMPS DES FRANÇAIS "JOHN"
10 LE TEMPS DES FRANÇAIS "JOHN"

HOLLAND
(Courtesy Philips Radio Veren)
This Last Week
1 DE TEGENSTAND "LINDA"
2 DE TEGENSTAND "LINDA"
3 DE TEGENSTAND "LINDA"
4 DE TEGENSTAND "LINDA"
5 DE TEGENSTAND "LINDA"
6 DE TEGENSTAND "LINDA"
7 DE TEGENSTAND "LINDA"
8 DE TEGENSTAND "LINDA"
9 DE TEGENSTAND "LINDA"
10 DE TEGENSTAND "LINDA"

ISRAEL
(Courtesy Israel Defense Forces Broadcast) Denotes local origin
This Last Week
1 THOSE WERE THE DAYS "ARMY"
2 THE BEATLES "JOE"
3 THE BEATLES "JOE"
4 THE BEATLES "JOE"
5 THE BEATLES "JOE"
6 THE BEATLES "JOE"
7 THE BEATLES "JOE"
8 THE BEATLES "JOE"
9 THE BEATLES "JOE"
10 THE BEATLES "JOE"

ITALY
(Courtesy Melody Maker) Denotes local origin
This Last Week
1 GIAPPONI "PIERO"
2 GIAPPONI "PIERO"
3 GIAPPONI "PIERO"
4 GIAPPONI "PIERO"
5 GIAPPONI "PIERO"
6 GIAPPONI "PIERO"
7 GIAPPONI "PIERO"
8 GIAPPONI "PIERO"
9 GIAPPONI "PIERO"
10 GIAPPONI "PIERO"

JAPAN
(Courtesy Original Confedure Co., Ltd.) Denotes local origin
This Last Week
1 MAESHI "MAYA"
2 MAESHI "MAYA"
3 MAESHI "MAYA"
4 MAESHI "MAYA"
5 MAESHI "MAYA"
6 MAESHI "MAYA"
7 MAESHI "MAYA"
8 MAESHI "MAYA"
9 MAESHI "MAYA"
10 MAESHI "MAYA"

NEW ZEALAND
(Courtesy of the C.I. Grand Musical) Denotes local origin
This Last Week
1 CURTAIN "WENDY"
2 CURTAIN "WENDY"
3 CURTAIN "WENDY"
4 CURTAIN "WENDY"
5 CURTAIN "WENDY"
6 CURTAIN "WENDY"
7 CURTAIN "WENDY"
8 CURTAIN "WENDY"
9 CURTAIN "WENDY"
10 CURTAIN "WENDY"

NORWAY
(Courtesy of the C.I. Grand Musical) Denotes local origin
This Last Week
1 MIT "PER"
2 MIT "PER"
3 MIT "PER"
4 MIT "PER"
5 MIT "PER"
6 MIT "PER"
7 MIT "PER"
8 MIT "PER"
9 MIT "PER"
10 MIT "PER"

SWEDEN
(Courtesy of the C.I. Grand Musical) Denotes local origin
This Last Week
1 JAGTIDER "CYRIL"
2 JAGTIDER "CYRIL"
3 JAGTIDER "CYRIL"
4 JAGTIDER "CYRIL"
5 JAGTIDER "CYRIL"
6 JAGTIDER "CYRIL"
7 JAGTIDER "CYRIL"
8 JAGTIDER "CYRIL"
9 JAGTIDER "CYRIL"
10 JAGTIDER "CYRIL"

PUERTO RICO
(Courtesy WRKO El Mundo) Denotes local origin
This Last Week
1 MUY BUENA "JOSE"
2 MUY BUENA "JOSE"
3 MUY BUENA "JOSE"
4 MUY BUENA "JOSE"
5 MUY BUENA "JOSE"
6 MUY BUENA "JOSE"
7 MUY BUENA "JOSE"
8 MUY BUENA "JOSE"
9 MUY BUENA "JOSE"
10 MUY BUENA "JOSE"

SINGAPORE
(Courtesy Radio Singapore) Denotes local origin
This Last Week
1 ACHIEVEMENTS "JIM"
2 ACHIEVEMENTS "JIM"
3 ACHIEVEMENTS "JIM"
4 ACHIEVEMENTS "JIM"
5 ACHIEVEMENTS "JIM"
6 ACHIEVEMENTS "JIM"
7 ACHIEVEMENTS "JIM"
8 ACHIEVEMENTS "JIM"
9 ACHIEVEMENTS "JIM"
10 ACHIEVEMENTS "JIM"
BOO ON YOU
by
BAZOOKA
BANG 559 A Cymbal-Tobin Production

LOVING YOU IS KILLING ME

FREDDIE SCOTT
SHOUT 238 A Big Kahoona Production

FROM THE GANG AT BANG/SHOUT RECORDS, DIVISION OF WEB IV MUSIC, INC.
1650 BROADWAY, NEW YORK CITY

ILENE BERNs — PRESIDENT
HAROLD L. BERKMAN — VICE-PRESIDENT AND GENERAL MANAGER
<table>
<thead>
<tr>
<th>Week Ending</th>
<th>Tape Packages Available</th>
<th>Tape Packages Available</th>
<th>Tape Packages Available</th>
<th>Tape Packages Available</th>
</tr>
</thead>
<tbody>
<tr>
<td>16 1 1</td>
<td>BIG BROTHER &amp; THE HOLDING COMPANY—Cherry Triangle</td>
<td>COLUMBIA (No. M807): CS 9700 (S)</td>
<td>RCA (No. 1024): CLP 3457 (S)</td>
<td>****</td>
</tr>
<tr>
<td>22 2 2</td>
<td>JOE FELICIANO—Feliciano! RCA Victor EPL 2557 (M). LP 35257 (S)</td>
<td>****</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>9 3</td>
<td>JIMI HENDRIX EXPERIENCE—Electric Ladyland (No. M33): CS 968 (S)</td>
<td>****</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>5 16 4</td>
<td>GLEN CAMPBELL—Wichita Lineman CREST (No. 75): CLP 351 (S)</td>
<td>****</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>11 4</td>
<td>STEPPENWOLF—The Second</td>
<td>WARNER BROS. (No. 45): CS 968 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>22 7</td>
<td>INDIAN SUMMER—In A Gadda Da-Vida</td>
<td>EMI (No. 30): CS 205 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>23 6 8</td>
<td>CREAM—Wheels of Fire</td>
<td>EMI (No. 30): CS 205 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>41 10</td>
<td>GLEN CAMPBELL—Gentle On My Mind</td>
<td>CREST (No. 75): CLP 351 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>4 8 10</td>
<td>CHAMBERS BROTHERS—The Time Has Come</td>
<td>COLUMBIA CLP 7771 (M). CS 9527 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>1</td>
<td>ANNE現在1</td>
<td>1049</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>16 9</td>
<td>JIMI HENDRIX EXPERIENCE—Are You Experienced?</td>
<td>****</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>10 13</td>
<td>BOBBY GENTRY &amp; GLEN CAMPBELL</td>
<td>CREST CLP 7796 (M). CS 9527 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>14 14</td>
<td>PETER, PAUL &amp; MARY—Live Again</td>
<td>****</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>12 17</td>
<td>SOUNDCRAFT—Funky Girl</td>
<td>COLUMBIA BLS 3223 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>17 15 16</td>
<td>ENCELMERT HUMPERDINCK—Without Love</td>
<td>PARLOPHONE (No. 75): CS 968 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>10 29 10</td>
<td>CHAMBERS BROTHERS—A New Time—A New Day</td>
<td>COLUMBIA CS 9687 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>4</td>
<td>31</td>
<td>ANITA FRANKLIN—Aretha In Paris</td>
<td>ATLANTIC 30 006 (S)</td>
<td>****</td>
</tr>
<tr>
<td>17</td>
<td>19</td>
<td>JEFF BECK—Truth</td>
<td>Ery (No. M818): CS 1647 (S)</td>
<td>****</td>
</tr>
<tr>
<td>8 24</td>
<td>BILL COSBY—200 M.P.H. Warner Bros. Seven Arts M6170 (S)</td>
<td>****</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>9 2</td>
<td>DONOVAN—Muddy Gundy Man</td>
<td>EMI (No. 30): CS 205 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>7 28</td>
<td>GARY PUCKETT &amp; UNION GAP—Incredible Columbia CS 9715 (S)</td>
<td>****</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>40 23</td>
<td>SOUNDCRAFT—The Graduate</td>
<td>COLUMBIA (No. M31): CS 968 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>7 25 24</td>
<td>STEVE MILLER BAND—Sailor</td>
<td>CREST CLP 7796 (M). CS 9527 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>34 27 25</td>
<td>SIMON &amp; GARFUNKEL—Bookends</td>
<td>COLUMBIA (No. M32): CS 968 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>27</td>
<td>26</td>
<td>C. S. RILEY—Hickory Troubled Revisited</td>
<td>COLUMBIA (No. M31): CS 968 (S)</td>
<td>****</td>
</tr>
<tr>
<td>10 22</td>
<td>JEANNE C. RILEY—Harper Valley P.T.A.</td>
<td>****</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>14 23</td>
<td>MOODY BLUES—In Search of the Lost Chord</td>
<td>Dream 145 1007 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>1</td>
<td>10</td>
<td>PONIC, HAROLD—Gone On Before</td>
<td>A&amp;M SP 4151 (S)</td>
<td>****</td>
</tr>
<tr>
<td>10 35</td>
<td>BARBARY STREESMAN—A Happening in Central Park Columbia CS 9711 (S)</td>
<td>****</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>50 43 31</td>
<td>JUDY COLLINS—Wild Flowers COLUMBIA (No. M32): CS 968 (S)</td>
<td>****</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>15</td>
<td>38 32</td>
<td>VOGUES—Turn Around, Look at Me</td>
<td>Mercury 65 684 (S)</td>
<td>****</td>
</tr>
<tr>
<td>41</td>
<td>33</td>
<td>STEPPENWOLF</td>
<td>WARNER BROS. (No. 45): CS 968 (S)</td>
<td>****</td>
</tr>
<tr>
<td>5</td>
<td>44</td>
<td>STEPHEN HARRI—The Yard Went On Forever</td>
<td>WARNER BROS. (No. 45): CS 968 (S)</td>
<td>****</td>
</tr>
<tr>
<td>15 11</td>
<td>CRAZY WORLD OF ARTHUR BROWN</td>
<td>****</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>15</td>
<td>41</td>
<td>JAMES BROWN—Live at the Apollo, Vol. 2</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>15</td>
<td>37</td>
<td>DEEP PURPLE—Shades of Deep Purple</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>27 40</td>
<td>JOHNNY CARL—At Folsom Prison</td>
<td>COLUMBIA (No. M807): CS 968 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>11 51</td>
<td>SIMON &amp; GARFUNKEL— Parsley, Sage, Rosemary &amp; Thyme</td>
<td>COLUMBIA CLP 583 (S). CS 968 (S)</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>23</td>
<td>36</td>
<td>SOUNDCRAFT—TRANSPORTS—Space Odyssey</td>
<td>WARNER BROS (No. M32): CS 968 (S)</td>
<td>****</td>
</tr>
<tr>
<td>51</td>
<td>47</td>
<td>GLEN CAMPBELL—By the Time I Get to Phoenix</td>
<td>COLUMBIA CLP 5921 (M). CS 968 (S)</td>
<td>****</td>
</tr>
<tr>
<td>19</td>
<td>42</td>
<td>DOORS—Waiting for the Sun</td>
<td>****</td>
<td>****</td>
</tr>
<tr>
<td>26</td>
<td>48</td>
<td>ANDY WILLIAMS—****</td>
<td>EMI (No. 30): CS 968 (S)</td>
<td>****</td>
</tr>
<tr>
<td>41</td>
<td>54</td>
<td>SERGIO MENDES &amp; BRASIL '66—Look Around</td>
<td>****</td>
<td>****</td>
</tr>
</tbody>
</table>

For Week Ending December 14, 1968.
Mr. Dealer...Time is running out-only 3 weeks left for the biggest 8-track cartridge deal of the year. Order now!

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

and here's an extra bonus for you!

Build a traffic stopper window display! You can win an Ampex 885 Stereo Sound Center. Ampex will provide you with all the point-of-sale materials... you provide the imagination... and be a winner!

plus!!!

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

Remember this is a limited time offer! Contact your Ampex distributor today. Right now! He's got all the exciting details!
CONTINUED FROM PAGE 70

TOP LP'S CONTINUED

<table>
<thead>
<tr>
<th>RIAA Million Dollar LP</th>
<th>Star Performer</th>
<th>On This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong><em>VA</em></strong></td>
<td><em>JOE FELICIANO</em></td>
<td><em>Vanillai</em></td>
<td><em>118,345</em></td>
</tr>
<tr>
<td>119</td>
<td>118</td>
<td>117</td>
<td>116</td>
</tr>
<tr>
<td>120</td>
<td>119</td>
<td>120</td>
<td>121</td>
</tr>
<tr>
<td>121</td>
<td>120</td>
<td>121</td>
<td>122</td>
</tr>
<tr>
<td>122</td>
<td>121</td>
<td>122</td>
<td>123</td>
</tr>
<tr>
<td>123</td>
<td>122</td>
<td>123</td>
<td>124</td>
</tr>
<tr>
<td>124</td>
<td>123</td>
<td>124</td>
<td>125</td>
</tr>
<tr>
<td>125</td>
<td>124</td>
<td>125</td>
<td>126</td>
</tr>
<tr>
<td>126</td>
<td>125</td>
<td>126</td>
<td>127</td>
</tr>
<tr>
<td>127</td>
<td>126</td>
<td>127</td>
<td>128</td>
</tr>
<tr>
<td>128</td>
<td>127</td>
<td>128</td>
<td>129</td>
</tr>
<tr>
<td>129</td>
<td>128</td>
<td>129</td>
<td>130</td>
</tr>
<tr>
<td>130</td>
<td>129</td>
<td>130</td>
<td>131</td>
</tr>
<tr>
<td>131</td>
<td>130</td>
<td>131</td>
<td>132</td>
</tr>
<tr>
<td>132</td>
<td>131</td>
<td>132</td>
<td>133</td>
</tr>
<tr>
<td>133</td>
<td>132</td>
<td>133</td>
<td>134</td>
</tr>
<tr>
<td>134</td>
<td>133</td>
<td>134</td>
<td>135</td>
</tr>
<tr>
<td>135</td>
<td>134</td>
<td>135</td>
<td>136</td>
</tr>
<tr>
<td>136</td>
<td>135</td>
<td>136</td>
<td>137</td>
</tr>
<tr>
<td>137</td>
<td>136</td>
<td>137</td>
<td>138</td>
</tr>
<tr>
<td>138</td>
<td>137</td>
<td>138</td>
<td>139</td>
</tr>
<tr>
<td>139</td>
<td>138</td>
<td>139</td>
<td>140</td>
</tr>
<tr>
<td>140</td>
<td>139</td>
<td>140</td>
<td>141</td>
</tr>
<tr>
<td>141</td>
<td>140</td>
<td>141</td>
<td>142</td>
</tr>
<tr>
<td>142</td>
<td>141</td>
<td>142</td>
<td>143</td>
</tr>
<tr>
<td>143</td>
<td>142</td>
<td>143</td>
<td>144</td>
</tr>
<tr>
<td>144</td>
<td>143</td>
<td>144</td>
<td>145</td>
</tr>
<tr>
<td>145</td>
<td>144</td>
<td>145</td>
<td>146</td>
</tr>
<tr>
<td>146</td>
<td>145</td>
<td>146</td>
<td>147</td>
</tr>
<tr>
<td>147</td>
<td>146</td>
<td>147</td>
<td>148</td>
</tr>
<tr>
<td>148</td>
<td>147</td>
<td>148</td>
<td>149</td>
</tr>
<tr>
<td>149</td>
<td>148</td>
<td>149</td>
<td>150</td>
</tr>
<tr>
<td>150</td>
<td>149</td>
<td>150</td>
<td>151</td>
</tr>
<tr>
<td>151</td>
<td>150</td>
<td>151</td>
<td>152</td>
</tr>
<tr>
<td>152</td>
<td>151</td>
<td>152</td>
<td>153</td>
</tr>
<tr>
<td>153</td>
<td>152</td>
<td>153</td>
<td>154</td>
</tr>
<tr>
<td>154</td>
<td>153</td>
<td>154</td>
<td>155</td>
</tr>
<tr>
<td>155</td>
<td>154</td>
<td>155</td>
<td>156</td>
</tr>
<tr>
<td>156</td>
<td>155</td>
<td>156</td>
<td>157</td>
</tr>
<tr>
<td>157</td>
<td>156</td>
<td>157</td>
<td>158</td>
</tr>
<tr>
<td>158</td>
<td>157</td>
<td>158</td>
<td>159</td>
</tr>
<tr>
<td>159</td>
<td>158</td>
<td>159</td>
<td>160</td>
</tr>
<tr>
<td>160</td>
<td>159</td>
<td>160</td>
<td>161</td>
</tr>
<tr>
<td>161</td>
<td>160</td>
<td>161</td>
<td>162</td>
</tr>
<tr>
<td>162</td>
<td>161</td>
<td>162</td>
<td>163</td>
</tr>
<tr>
<td>163</td>
<td>162</td>
<td>163</td>
<td>164</td>
</tr>
<tr>
<td>164</td>
<td>163</td>
<td>164</td>
<td>165</td>
</tr>
<tr>
<td>165</td>
<td>164</td>
<td>165</td>
<td>166</td>
</tr>
<tr>
<td>166</td>
<td>165</td>
<td>166</td>
<td>167</td>
</tr>
<tr>
<td>167</td>
<td>166</td>
<td>167</td>
<td>168</td>
</tr>
<tr>
<td>168</td>
<td>167</td>
<td>168</td>
<td>169</td>
</tr>
<tr>
<td>169</td>
<td>168</td>
<td>169</td>
<td>170</td>
</tr>
<tr>
<td>170</td>
<td>169</td>
<td>170</td>
<td>171</td>
</tr>
<tr>
<td>171</td>
<td>170</td>
<td>171</td>
<td>172</td>
</tr>
<tr>
<td>172</td>
<td>171</td>
<td>172</td>
<td>173</td>
</tr>
<tr>
<td>173</td>
<td>172</td>
<td>173</td>
<td>174</td>
</tr>
<tr>
<td>174</td>
<td>173</td>
<td>174</td>
<td>175</td>
</tr>
<tr>
<td>175</td>
<td>174</td>
<td>175</td>
<td>176</td>
</tr>
<tr>
<td>176</td>
<td>175</td>
<td>176</td>
<td>177</td>
</tr>
<tr>
<td>177</td>
<td>176</td>
<td>177</td>
<td>178</td>
</tr>
<tr>
<td>178</td>
<td>177</td>
<td>178</td>
<td>179</td>
</tr>
<tr>
<td>179</td>
<td>178</td>
<td>179</td>
<td>180</td>
</tr>
<tr>
<td>180</td>
<td>179</td>
<td>180</td>
<td>181</td>
</tr>
<tr>
<td>181</td>
<td>180</td>
<td>181</td>
<td>182</td>
</tr>
<tr>
<td>182</td>
<td>181</td>
<td>182</td>
<td>183</td>
</tr>
</tbody>
</table>

Additional columns include: 
- **Tape Packages Available**
- **ARTIST** Title & Label & Number
- **RECORD**
- **FREQUENCY**
- **USERS**
- **FEEL THE NEED**
- **RIAA Million Dollar LP**
- **Star Performer**
- **On This Week**
- **Last Week**
Harmony has the best salesmen of them all ...its product!

Once more, Harmony strikes just the right chord by offering outstanding new albums featuring top-name talent. When value is important—think Harmony. A product of Columbia Records.
EMI knows the record markets of the world...
When you think Sound... think Dubbings...

Dubbings Electronics is uniquely equipped to meet the growing demands of the entertainment industry for compact cassettes as well as other popular tape configurations. Combining know-how with the most modern automated editing, duplicating and loading equipment available, Dubbings can process more than 30,000,000 feet of tape per week... every inch of it perfect. If you need sound duplicating, follow the leaders, think Dubbings. Request a copy of our new facilities brochure. It contains the complete Dubbings story.

When you think Sound... think Dubbings...

Dubbings Electronics is uniquely equipped to meet the growing demands of the entertainment industry for compact cassettes as well as other popular tape configurations. Combining know-how with the most modern automated editing, duplicating and loading equipment available, Dubbings can process more than 30,000,000 feet of tape per week... every inch of it perfect. If you need sound duplicating, follow the leaders, think Dubbings. Request a copy of our new facilities brochure. It contains the complete Dubbings story.

A subsidiary of Consolidated Electronics Industries Corp.
"We Just Keep Grinding 'Em Out"

Our latest #1 L.P.
JIMI HENDRIX EXPERIENCE
Electric Ladyland

Want to know more about us? Ask:
JIMI HENDRIX • TOM WILSON •
WES FARRELL • VANILLA FUDGE •
BLUE CHEER • TRAFFIC • SOFT
MACHINE • MIKE JEFFERIES •
FOOL • BEACON STREET UNION •
PURPOSE . . . or ask our
Leaders • Gary Kellgren •
Jack Adams • Tony Bongiovi

Coming Soon.
* 12 & 8 Track Machine
* 16 & 24 Track Recording
* West Coast Studios

RECORD PLANT
12 & 8 TRACK
RECORDING STUDIOS
221 W. 44th St., N. T. N.Y.
Phone 581-7328

www.americanradiohistory.com
NEW YORK

Ex - Righteous Brother and MGM producer Taft last week returned from an "One Hundred Years" tour of Finland, where he meets "The Miracle in My Life," a Paramount movie that is currently playing in Finnish theaters. According to a recent press release, "The Miracle in My Life" was directed by Russian artist Tommy James of the "Jump" group and produced by Novosti, a state film studio. The film is about the life of the writer and composer of the famous Finnish song "Kuollut koiran tangot," which has become a national anthem in Finland.

Miller, "Sweet Dreams," 27.

"The Trout" Quintet of Schu- bert, and Bette's "Laurelsea," now available on RCA, are both sold hardly at all, Eberly said.

Eberly was generally pessimistic about the sales of classical albums in Italy. He cited a recent RAI show in which 92 per cent of Italians over the age of 18, who were being shown a music of the region, attended a concert, and 75 per cent never attended an opera. In another report, those questions could not even be answered. "You have to start with the statistics of the persons who have attended a concert," he said. "This is a small percentage, and so the scale is not always very good." And even if you could find the figures, the problems of hour were that "the concert season is very short, and there's your major problem." Eberly said that neither Phonogram nor DG had a large number of classical titles. But the Radio-corriere TV campaign, for example, was a good example of how to use a new campaign for classical music.

Baroque Period.

On the other hand, "Divertimento and serenata," by Haydn, "The Trout" Quintet of Schubert, and Bette's "Laurelsea," are now available on RCA, and are both sold hardly at all, Eberly said.

Eberly was generally pessimistic about the sales of classical albums in Italy. He cited a recent RAI show in which 92 per cent of Italians over the age of 18, who were being shown a music of the region, attended a concert, and 75 per cent never attended an opera. In another report, those questions could not even be answered. "You have to start with the statistics of the persons who have attended a concert," he said. "This is a small percentage, and so the scale is not always very good." And even if you could find the figures, the problems of hour were that "the concert season is very short, and there's your major problem." Eberly said that neither Phonogram nor DG had a large number of classical titles. But the Radio-corriere TV campaign, for example, was a good example of how to use a new campaign for classical music.

Baroque Period.

On the other hand, "Divertimento and serenata," by Haydn, "The Trout" Quintet of Schubert, and Bette's "Laurelsea," are now available on RCA, and are both sold hardly at all, Eberly said.

Eberly was generally pessimistic about the sales of classical albums in Italy. He cited a recent RAI show in which 92 per cent of Italians over the age of 18, who were being shown a music of the region, attended a concert, and 75 per cent never attended an opera. In another report, those questions could not even be answered. "You have to start with the statistics of the persons who have attended a concert," he said. "This is a small percentage, and so the scale is not always very good." And even if you could find the figures, the problems of hour were that "the concert season is very short, and there's your major problem." Eberly said that neither Phonogram nor DG had a large number of classical titles. But the Radio-corriere TV campaign, for example, was a good example of how to use a new campaign for classical music.

Baroque Period.

On the other hand, "Divertimento and serenata," by Haydn, "The Trout" Quintet of Schubert, and Bette's "Laurelsea," are now available on RCA, and are both sold hardly at all, Eberly said.

Eberly was generally pessimistic about the sales of classical albums in Italy. He cited a recent RAI show in which 92 per cent of Italians over the age of 18, who were being shown a music of the region, attended a concert, and 75 per cent never attended an opera. In another report, those questions could not even be answered. "You have to start with the statistics of the persons who have attended a concert," he said. "This is a small percentage, and so the scale is not always very good." And even if you could find the figures, the problems of hour were that "the concert season is very short, and there's your major problem." Eberly said that neither Phonogram nor DG had a large number of classical titles. But the Radio-corriere TV campaign, for example, was a good example of how to use a new campaign for classical music. 
**Billboard HOT 100**

*For Week Ending December 14, 1968*

**Star Performer**—Sides registering greatest proportionate upward progress this week.

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

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>QUICK JOEY SMALL (Run)</td>
<td>Joey Run</td>
<td>4009</td>
</tr>
<tr>
<td>2</td>
<td>CYCLES</td>
<td>John Lennon</td>
<td>5003</td>
</tr>
<tr>
<td>3</td>
<td>SON-OF-A-MOTHER MAN</td>
<td>Jackie &amp; thegliders</td>
<td>5006</td>
</tr>
<tr>
<td>4</td>
<td>GODDIE GODDIE CUMDROP</td>
<td>Sam the Sham</td>
<td>6009</td>
</tr>
<tr>
<td>5</td>
<td>KENTUCKY WOMAN</td>
<td>Dixie Cups</td>
<td>7003</td>
</tr>
<tr>
<td>6</td>
<td>IF I CAN DREAM</td>
<td>Dave Edmunds</td>
<td>7009</td>
</tr>
<tr>
<td>7</td>
<td>HANG 'EM HIGH</td>
<td>Dion &amp; the Belmonts</td>
<td>8009</td>
</tr>
<tr>
<td>8</td>
<td>A MAN AND A WOLF</td>
<td>The Beach Boys</td>
<td>8009</td>
</tr>
<tr>
<td>9</td>
<td>PUT YOUR HEAD ON MY SHOULDER</td>
<td>The Beach Boys</td>
<td>8009</td>
</tr>
<tr>
<td>10</td>
<td>LES CYCLES DE BELIZE</td>
<td>The Isley Brothers</td>
<td>9009</td>
</tr>
<tr>
<td>11</td>
<td>BALLAD OF TWO BROTHERS</td>
<td>Bo Diddley</td>
<td>9009</td>
</tr>
<tr>
<td>12</td>
<td>THIS IS MY COUNTRY</td>
<td>The Troggs</td>
<td>9009</td>
</tr>
<tr>
<td>13</td>
<td>STAND BY YOUR MAN</td>
<td>The Troggs</td>
<td>9009</td>
</tr>
<tr>
<td>14</td>
<td>GOING UP THE HILL</td>
<td>The Troggs</td>
<td>9009</td>
</tr>
<tr>
<td>15</td>
<td>PEOPLE</td>
<td>The Troggs</td>
<td>9009</td>
</tr>
<tr>
<td>16</td>
<td>SLOW DRAG</td>
<td>The Troggs</td>
<td>9009</td>
</tr>
<tr>
<td>17</td>
<td>MY SONG</td>
<td>The Troggs</td>
<td>9009</td>
</tr>
<tr>
<td>18</td>
<td>FIRE</td>
<td>The Troggs</td>
<td>9009</td>
</tr>
<tr>
<td>19</td>
<td>I PUT A SPELL ON YOU</td>
<td>The Troggs</td>
<td>9009</td>
</tr>
<tr>
<td>20</td>
<td>TALKING ABOUT MY BABY</td>
<td>The Troggs</td>
<td>9009</td>
</tr>
<tr>
<td>21</td>
<td>CROSSWIND TRAFFIC</td>
<td>The Troggs</td>
<td>9009</td>
</tr>
<tr>
<td>22</td>
<td>COME ON, REACT</td>
<td>The Troggs</td>
<td>9009</td>
</tr>
<tr>
<td>23</td>
<td>ROCKIN' IN THE SAME OLD BOAT</td>
<td>The Troggs</td>
<td>9009</td>
</tr>
<tr>
<td>24</td>
<td>I WALK ALONE</td>
<td>The Troggs</td>
<td>9009</td>
</tr>
<tr>
<td>25</td>
<td>READING NOT HERE I COME</td>
<td>The Troggs</td>
<td>9009</td>
</tr>
</tbody>
</table>

**HOT 100—A TO Z**

**BUBBLING UNDER THE HOT 100**

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, New York.
“Daydream”, “Summer In The City”, “Do You Believe In Magic?” Great songs recorded by everybody. But they’re just a preface to an incredible new series of songs now being written by one of the most creative composers of contemporary rock. And in the belief that nobody sings Sebastian like Sebastian, Kama Sutra proudly presents

JOHN SEBASTIAN
His first single. The first of the new songs.

She’s A Lady

KA-254

When the John Sebastian Song Book is recorded, this will be chapter one.

Produced by Paul A. Rothchild
A Product of Koppelman-Rubin Associates, Inc.
THIS TIME WE’LL LISTEN!

"KUM BA YAH"
(COME BY HERE)

THE LIGHT OF LOVE SHINES OUT OF THE ‘DARK CONTINENT’

TOMMY LEONETTI
SINGS THIS MOVING AFRICAN FOLK SONG THAT
EXPRESSES THE NEEDS AND HOPES OF THE TIMES.
N. Ertegun Turns Chief in Mann's Overseas Session

BERLIN — Neusha Ertegun, Atlantic Records' vice-president, who has charge of the foreign division, has come over to Berlin to confer with the head of a new LP by Herbie Mann and his combo during his three-week trip to Europe. Ertegun returned to the U. S. last week.

While in Europe, Ertegun also visited Atlantic's licensees in England (Polydor), Germany (Metronome), and Turkey (Melodi). He also conferred with executives of Deutsche Grammophon, which handles Atlantic in South and Central America, Japan, and Polydor in England and Holland, and met with Frank Foster, Atlantic Records' European representative, who is based in London.

The Herbie Mann album contains original compositions of Mann and William Fisher, including an untitled 20-minute selection. Fisher, who orchestrated the numbers for the combo and orchestra, also conducted the sessions. A spring release is planned.

Decca Opens Studio in L. A.

LOS ANGELES—Decca has opened a new 16-track studio in its office building at Universal Studios. Phil Yweng is the staff engineer. A second technician is expected to be hired. Decca's chief engineer, Wallace Barneke, helped design the facility which will be used by all the MCA-owned record companies and also will be custom-designed to suit Decca's needs.

In past years, Decca rented studio space for such acts as Earl Grant, Pete Fountain, Rick Nelson and the Irish Connection, who record here. The company owned its own studio years ago on Melrose Ave. in Hollywood, but this facility was closed down when the office moved out to the Universal Pictures lot in North Hollywood.

Disney into 'Bankland' as Disk for Promo Campaign

LOS ANGELES — Western Federal Savings & Loan has launched a major promotion campaign utilizing Disney records as a marketing tool. The savings and loan association is offering a variety of 45-rpm Disneyland records free to customers in seven Southern California locations.

Western Federal expects to give away between 15,000-20,000 records during a three-week span. It's the first time promotion- conscious Western Federal has used the entertainment industry as a source for its frequent sales campaigns.

In addition, Western Federal mailers are plugging the Disney product. Western Federal has planned a series of 60-second radio spots on 11 stations, including KFMB, KMPC, KPOL, KFTO, KXTA, KOST, KPAC, KGIL, KKOP, KNX, and KRGB.

The commercials will plug Western Federal and end with a 10-second spot announcing the free Disney records. The mailers will be in circulation in Southern California, Beverly Hills, Torrance, San Fernando Valley, Ingledwood and Orange County.

Disney records to be given away include five holiday selections: 'Favorite Songs of Christmas,' 'Christmas Songs for Children,' 'The Right One Before Christ- mas,' 'Silent Night,' and 'Other Christmas Carols.'

3 Records Rated Star Performers

NEW YORK — Printing errors in last week's "Hot 100" chart omitted "star performer" ratings on three records. Those disks deserving the "star" were Johnnie Taylor's "Who's Mak- ing Love," on Stax at No. 5, the Classics IV's "Stormy" on Imperial at No. 9, and Derek & the Dominoes' "Cinnamon" on Bang at No. 24.

In another error, a "star" was inadvertently given to the Archies' "Bang-Shang-a-Lang" on Calendar, which was listed at No. 24 when it should have been No. 22.

VIP's First Release

LOS ANGELES — VIP Productions, new label, will release its initial album, "Easy Jazz," through Blue Thumb Records. The album is by Lew Irwin and the Credibility Gap.

N. Ertegun Turns Chief in Mann's Overseas Session

BERLIN — Neusha Ertegun, Atlantic Records' vice-president, who has charge of the foreign division, has come over to Berlin to confer with the head of a new LP by Herbie Mann and his combo during his three-week trip to Europe. Ertegun returned to the U. S. last week.

While in Europe, Ertegun also visited Atlantic's licensees in England (Polydor), Germany (Metronome), and Turkey (Melodi). He also conferred with executives of Deutsche Grammophon, which handles Atlantic in South and Central America, Japan, and Polydor in England and Holland, and met with Frank Foster, Atlantic Records' European representative, who is based in London.

The Herbie Mann album contains original compositions of Mann and William Fisher, including an untitled 20-minute selection. Fisher, who orchestrated the numbers for the combo and orchestra, also conducted the sessions. A spring release is planned.

Decca Opens Studio in L. A.

LOS ANGELES—Decca has opened a new 16-track studio in its office building at Universal Studios. Phil Yweng is the staff engineer. A second technician is expected to be hired. Decca's chief engineer, Wallace Barneke, helped design the facility which will be used by all the MCA-owned record companies and also will be custom-designed to suit Decca's needs.

In past years, Decca rented studio space for such acts as Earl Grant, Pete Fountain, Rick Nelson and the Irish Connection, who record here. The company owned its own studio years ago on Melrose Ave. in Hollywood, but this facility was closed down when the office moved out to the Universal Pictures lot in North Hollywood.

Disney into 'Bankland' as Disk for Promo Campaign

LOS ANGELES — Western Federal Savings & Loan has launched a major promotion campaign utilizing Disney records as a marketing tool. The savings and loan association is offering a variety of 45-rpm Disneyland records free to customers in seven Southern California locations.

Western Federal expects to give away between 15,000-20,000 records during a three-week span. It's the first time promotion- conscious Western Federal has used the entertainment industry as a source for its frequent sales campaigns.

In addition, Western Federal mailers are plugging the Disney product. Western Federal has planned a series of 60-second radio spots on 11 stations, including KFMB, KMPC, KPOL, KFTO, KXTA, KOST, KPAC, KGIL, KKOP, KNX, and KRGB.

The commercials will plug Western Federal and end with a 10-second spot announcing the free Disney records. The mailers will be in circulation in Southern California, Beverly Hills, Torrance, San Fernando Valley, Ingledwood and Orange County.

Disney records to be given away include five holiday selections: 'Favorite Songs of Christmas,' 'Christmas Songs for Children,' 'The Right One Before Christ- mas,' 'Silent Night,' and 'Other Christmas Carols.'

3 Records Rated Star Performers

NEW YORK — Printing errors in last week's "Hot 100" chart omitted "star performer" ratings on three records. Those disks deserving the "star" were Johnnie Taylor's "Who's Mak- ing Love," on Stax at No. 5, the Classics IV's "Stormy" on Imperial at No. 9, and Derek & the Dominoes' "Cinnamon" on Bang at No. 24.

In another error, a "star" was inadvertently given to the Archies' "Bang-Shang-a-Lang" on Calendar, which was listed at No. 24 when it should have been No. 22.

VIP's First Release

LOS ANGELES — VIP Productions, new label, will release its initial album, "Easy Jazz," through Blue Thumb Records. The album is by Lew Irwin and the Credibility Gap.
New Albums for December

Archie and Lorene
Tell It Like It Is
Sp-4086

Jeeves & Wiggish Orchestra
The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091

Colgems
Otley
Cos-1121

The Piano Rolls and Voices
All Time Hits of the Past
Lsp-4050

The Gospel Truth
With Wendy Bagwell and the Sunliters
Lsp-3964

Love's a Woman's Job
Norma Jean
Lsp-4050

The Best of Floyd Cramer
Volume 2
Lsp-4091
Ertegun Hits Compatible Record

**CONTINUED FROM PAGE 6**

**WHAT'S IN A NAME? VARIETY & CONFUSION**

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

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

Atlantic Records: 

Stereo-intended for use on either stereo or monaural phonographs.

Capital Records: Its stereo record can also be played on modern monophonic equipment, safely and with excellent results. Today's improved record-playling equipment—mono as well as stereo—has improved light tone arms and flexible pick-ups that will not damage your stereo disk. Thus stereo records can now be purchased with assurance by owners of monophonic phonographs. They will prove to be very popular with modern plastic phonographs, and superb stereo sound when you later acquire stereo equipment.

Columbia Records: Stereophonic recordings are played on today's mono record players with excellent results. They will last as long as mono records played on the same equipment, yet will reveal full stereo effects.

Elektra: "Stereo—also playable on monophonic.

RCA: "RCA stereo records may be played on any modern phonograph, either monophasic or stereophonic. There has been reproduction on a mono player and full stereo sound on a stereo player."

WB: "This recording employs the Haeco-CSG System."

**WB’s ‘Moth Confesses,’ New Concept LP, Ready to Alight**

NASHVILLE—A new concept in communication will be unveiled by the National Bro. releases an LP, "The Moth Confesses," a condensed contemporary opera. The theme, taken from Percy B. Shelley's poem, is performed by the Neo-Philharmonic, a chamber orchestra comprised of members of the Nashville Symphony Orchestra. The voice of Don Gist is the narrator. The L.P. is arranged symphonically with a contemporary sound. The LP is cut for AM/FM stations and the album will appeal to younger listeners of both male and female stereo owners of symphonie music.

The "book" was written by Tupper Saunder who earlier created "The Wayward Bus" for RCA Victor. His symphony production records have been performed by various symphonies. The Nashville Symphony is scheduled to play the work in December.

**DISK MARKET'S SURGE AT YULE**

LOS ANGELES—Record store sales during the December Christmas week increased over normal, with 12 percent increase per cent increase over normal monophonic and stereo disk sales are 178 percent above normal.

Both are of the sales patterns revealed by Capitol Records department research. Although this type of sale is seasonal rather than real visual impact is of more importance in the December surge.

Thus, the retailing at leisure impact on record sales is limited to a short time period from November to December. It is the period that starts the season of buying gifts for the holidays.

**ATL-ACO 3:4 GOLD SCORES**

NEW YORK—Four gold records have been awarded by the Atlantic ACO artists by the RIAA last week. narcotics, demonstrate that more than $1 million and one for a million-selling single.

Prior to becoming associated with Atlantic, those remaining arrangements with Warner Bros. Glenn Snitcher, general manager of the Atlantic-Rose complex, is executive producer of the remaining arrangement with Warner Bros. Glenn Snitcher, general manager of the Atlantic-Rose complex, is executive producer of the remaining arrangements with Warner Bros.

Glen Snitcher told Billboard his engineering, did the mixing. Pierre Menard, a graduate of Fussford, is concert master for the Neo-Philharmonic. Saulsy, in addition to writing the music, arranges the lyrics and arrangements and playing the piano, the harp, the piano, and playing the piano, was the conductor.

Ertegun has devised its facilities so that it will be able to produce the CS disk for the consumer and also to produce the CS disk for the radio stations until the broad-casters are equipped to handle CS disk.

Atlantic has lined up with CS disk producers, and Ertegun "Holzer has devised the best compatible record." Other companies using the CSG technique are A&M, MGM and Warner Bros.

**CGS Claim**

The CGS claim is that stereophonic program material can be broadcast, recorded or played back in a manner which is heard monophonically from a monaural receiver or record playback system and in a balanced and quality as in the original live performance, without any aid to the directional character. Ertegun also pointed out that Atlantic, unlike many other companies, has not been appending any warnings to their ads concerning the playing of stereo records on monaural equipment.

"It isn’t a fact that Atlantic’s technique is unfeasible. It is simply that we have not had time to test it. We hope in time to test it out. "

**Winters/Rosen Into Disks; Plans Wings, Distrib Net**

LOS ANGELES—Winters/Rosen Productions, TV packag-er, and producer of the recent Atlantic-LW-B Special, is expanding into the record business.

A newly formed music division inclusion in the company, Winters/Rosen/Records: two music publishing forms. Both and Deneick as artist roster for the record company, and music publishing rights to all music and feature film soundtracks.

Based in Hollywood, Winters/Rosen/Records will have divisions in New York and London in January, and establish its own record distribution network in the U. S. and overseas in February.

Brothers and David Winters, partners, said the company will build an artist roster of un-known talent in the contemporary rock, jazz, rhythm and pop areas. Initial artists are Jean Paul Vignon and the band "Keystone Cops." The group is playing record stores around the country.

After forming a foreign sales organization and establishing an artist roster, Winters/Rosen will form a record division, said Rosen. "We will have the key role in all areas of music, feature films, record companies and television soundtracks."

Based in Hollywood, Winters/Rosen/Records will be in the studio to album cover, including mastering, although he can’t always be in the studio. "We'll also have special computer labels. He also has stores of material, including some songs, that have not even been heard publicly. His two ASCAP-published forms, San-yan Music and Editions Chan-son, own more than 700 copyrights.

McKuen also has done the English lyrics to Jacques Brel’s "Je T’aime" including the hit "If You Go Away." Many of these songs have not been made public yet. In adapting scores from Jacques Brel, he is trying to keep the flavor of the original, if it is applicable. He also said the songs may be changed, especially on the songs which have been adapted, based on the fields of Belgium, which might not have the meaning for American audiences.

A gold record is virtually assured for the set, which was made with Anita Kerr on Warner Bros.-Seven Arts. The set includes six albums with Miss Kerr, including the upcoming "Home to the Heart," and with other artists.

Rosen stated that the firm will be involved in syndicating the specialty TV program will be released for Ray Myers and the Shades, the songwriter's generation, and several other groups are in the works.

**MURPHY BILL TO AID ACTS**

LOS ANGELES—George Murphy, Rep.-Calif. will soon sponsor legislation to ob-tain royalties for record artists and authors.

The legislator's support was announced last week by Jay Hello, the represen-tative of the National Committee for the Recording Arts and Sciences (NACRS) (Rep.-N. J.) introduced the amendment during Congressional hearings on the proposed extension of the copyright law.
MOTOWN IS A SOUND INVESTMENT

JUST CHECK US, WE'RE

I HEARD IT THROUGH THE GRAPEVINE
Marvin Gaye

LOVE CHILD
Diana Ross & The Supremes

FOR ONCE IN MY LIFE
Stevie Wonder

CLOUD NINE
Temptations

I'M GONNA MAKE YOU LOVE ME
Diana Ross & The Supremes & The Temptations

MALINDA
Bobby Taylor & The Vancouvers

AND MORE TO COME

CHART POSITIONS FROM BILLBOARD'S HOT 100, DEC. 14, 1968.
A HIGH-STYLE SATIRE OF THE WORLD'S MOST FAMOUS NEWLYWED COUPLE.

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

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

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

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

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

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

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

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

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

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

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

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

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

MXS 3173 STEREO

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

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