Albums Seen Hurdling Output Gap in England

By GRAEME ANDREWS

LONDON—At the current rate of progress, albums sales in the U. K. will overtake single production in 1969. The gap between output of 12-inch and 7-inch disks has been narrowing all year. The latest government trade figures show that September's output of both types of records topped 4 million, with LP's climbing by 6 per cent to account for 92 per cent of the total output of singles. Statistics also indicated that Beatles, CSC Slate Studio

LOS ANGELES — The Beatles and Capitol, Silver, Cosby, Corp. (CSO) will build a $500,000 8-track recording studio in the company's soon-to-be-built 12-story headquarters in Beverly Hills.

Roy Silver, CSC president, will meet in January with Ron Kass, who directs music activities of the Beatles' Apple Corp., to wind up the financial and management plans of the studio. The Beatles approached Silver and Art Mogull, president of Tetragrammaton Records, with the idea of building a recording studio where the music moguls would have more sophisticated equipment.

Instant Report

System for Pubs

NEW YORK — A data reporting system designed to give music publishers instant access to computer analysis of sales and accounting figures is being introduced by Copyright Services Bureau, Ltd., in cooperation with International Telecomputer, Inc.

WASHINGTON — The American Congress has never been particularly interested in, or concerned about the struggles of the performing arts to reach full expression and fair monetary return in this country. While appropriating millions in subsidies for oil, railroading, farming, weaponry and air transport, Congress has been largely indifferent, or painfully parsimonious, when it comes to survival of the arts and the artists.

The incoming 91st Congress may find things changed. The legislators, who are also family men, have been compelled to hear the voices of the new black American youth and the new white American youth flooding the country with their music.

By MILDRED HALL

West Jumps as Wild Musicland

By ELIOT TIEGEL and BRUCE WEBER

LOS ANGELES — The West Coast's expanding involvement in the music business is illustrated by the large number of record labels and production companies which opened here and in San Francisco this past year.

This city, over the past four years, has been growing more important as an innovator in pop musical styles, while San Francisco has been emerging as the nation's newest center for amplified pop bands.

A record 40 disk companies and 38 production companies, ranging from the small to the conglomerate, opened here in 1968. Of these companies, handful boast of being well-financed and operated by veteran record executives. These companies include Randy Wood's Ramrod Records, with Lawrence Wekel and his catalog and Tetragrammaton Records, operated by the Campbell, Silver, Cosby Corp.
"Bang-Shang-A-Lang" was a giant. The new single, "Feelin' So Good (S.K.O.O.B.Y-D.O.O.)" will be even bigger! And our hit album is still wailin' on the charts! Everything's Archie!

Watch "THE ARCHIES" in color Saturday morning on the CBS-TV network.
Atlantic Sales Up 85%: Firm Wins 23 Gold Disks

LOS ANGELES—Seven-inch disks inCTest and publication magazines are increasingly being used as a promotion tool for record companies.

In a throwback to the Saturday Evening Post offered readers a regular vinyl 45 r.p.m. single by Dick Martin and Dan Rowan. And in its present issue, the Apple single of Mary Hopkin's hit, "Those Were the Days," is featured. The current issue of Holiday magazine ties in a cover story on Los Vegas. A new 12-inch disk of material from Lin Reindau's "Casino De Paris" is also offered. The unusual aspect of this new involvement with music is

RCA TO HIKE ALBUM PRICES

NEW YORK — RCA Records will increase its album list prices effective Feb. 1. The new prices for labels manufactured and distributed by RCA will be $4.98 for present $4.79 list, $5.79 will list for $5.98, and $6.79 will list for $7.98. Distributor prices will be discounted from the new figures. Adjustments average under 4 percent.

Motown Rolls Out Triple Play With Triple Header

NEW YORK — The Motown Records combine has hold on the top three positions on the "Hot 100" chart for three consecutive weeks. The latest expansion is expected to be, with the addition of the next two singles: Gaye's "I Heard It Through the Grapevine," and "For Once in My Life" on Tamla, and Diana Ross and the Supremes on "Love Child" on Motown. "Grapevine" and "Love Child" have already passed the one million mark.

Motown's impressive score on the "Hot 100" chart this week

London Kicks Off January Program

NEW YORK — London Records will be kicked off at a meeting Jan. 7 at New York's Hotel Commodore. Helmed by Herb Goldharm and Warwick, the London group will aid sales and distribution manager and sales and ad manager, respectively, and the entire home office sales and promotion staff.

The London promotion session will be the company's regional sales and promotion conference for representatives from around the country, with the emphasis being put on London's new lineup, which includes Mutual Distributors, Boston Eastern Distributors, Warwick, Raymond Rosen and Universal Distributors, New York, Philadelphia, and London Records Distributing Corp., the firm's factory-owners; Chicago, Manhattan branch, Representives of H. L. Lieberman, Minneapolis, are also expected to attend.

The January sales program for London will incorporate 14 LP's, covering virtually every field of music, including country, rock'n roll, and rhythm and blues with the newly acquired Sire line. The release plan for London is handled by John Hightower, the new general manager. The two-hour program presentation will be followed by a question-and-answer session for London's sales and promotion executives. The program is devised especially for visits with all the company distributors in each individual market. All markets will have been covered by Jan. 17. A further year's coat will be given.

January meeting will be a special presentation in Cleveland Jan. 9 to personnel on the Midwest Decca branches handling London and London group product. These branches are in

March Builds S. F. Studios

SAN FRANCISCO — Mercury, which moved into offices here new last summer, has begun construction of its studios at Mission Street building.

The building, to be completed by Feb. 1, 1969, said Bob Sarpen, Mercury's office administration (Continued on page 59)

Firms Circulate Vinyls

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Atlantic Gets British Group For Hefty Sum

NEW YORK — For the second time in a week Atlantic Records is laying a hefty sum on the table for the acquisition of a British group. Latest acquisition is Cartoone, for a reported six-figure bracket. A few weeks ago Atlantic shell outted a record $200,000 for Led Zeppelin.

Cartoone, whose first album will be issued on Atlantic in January, is a self-contained unit of four boys in their mid-20's. They are Derek Creagan, lead singer and bass guitar; Mike Alig, lead guitar; Charlie Moovers, rhythm guitar, and Chuck E. Coiffls, drums. The London-based group produces the music.

Mascari Buys 50% Of Stereo Sonic

CHICAGO — Ed Mascari, former professional manager of the Mercury Records publishing firms, has purchased half interest in the.Sprite Corp. from Ed Cedy. Heading a new record label, Ivanhoe Records, Mascari and Cedy are now searching for artists — primarily young artists looking for a break — in the business. Publishing affiliate will be Bob-Cor Music. The entire operation is moving into new quarters Jan. 15.

booths on page 2

Executive Turntable

Nick Albarano will join Stereo Dimension Records as national sales and promotion manager for the Los Angeles-based company. Prior to six years with Epic Records as regional sales and promotion manager in Chicago and other Midwestern cities, Albarano had been with Epic as records for regional sales and promotion manager in Chicago and other Midwestern cities. Prior to his stint with Epic, Albarano had been with Capitol, Accord, and Benson and Sheet Music. Stereo Dimension, Albarano will also work in advertising and product development.

ALBANIA

Robert Grant has joined Tandridge Electronic Video Recording Division, for Marketing. He’ll be responsible to Robert E. Brockway, president of the division, for creation and execution of marketing policies and programs of the EVR process.

Russell J. Chamber, formerly vice-president of finance at the Vendo Co., appointed to the newly created post of vice-president of finance and operations by Seeburg Corp. . . . Konitzman named a & supervisory at Tegumagram. He is also co-producer at Ibid, and joined Tegumagram as Eastern sales representative, and Carl Deune has been named Eastern promotional director . . . . Paul Tannen named Warner Bros. Seven Arts operations manager. Post was formerly held by George Lee, now vice-president and general manager of the company’s New York office. Tannen formerly an executive producer with Tandridge Productions . . . Edward M. Moran elected vice-president-treasurer of Triangle Industries. Mike Moss, former Triangle employee was also serving as treasurer, will now concentrate on longrange financial matters . . . Milch Manning resigned as national promotion manager of Muzor Records, effective Jan. 1. Before his stint with Muzor, Manning had a six-year hitch with Columbia Records in its sales division.

Amos Heilicher named president of Pickwick, and Cy Leslie has been set as Pickwick board chairman. In other appointments resulting from the merger of Heilicher Bros. with Pickwick International, Dan Heilicher was named president of Heilicher Bros., Ira Moss, executive vice-president of Pickwick, was set to serve as a vice-president of Heilicher Bros., Sam Yarak named a vice-president of the Heilicher Bros. Electronic Division, Merrill Krich, former chief engineer of J. L. Marsh, a record service merchandiser and retailer, Joseph Abend, a vice-president of Pickwick, will serve as a vice-president of Pickwick’s Audio Products, Eugene Heilicher and Joseph Abend named vice-presidents of Soma Recording Co., another Heilicher affiliate; Dan Heilicher set as treasurer of Soma, and Allen Allan elected secretary for all the companies.

Arnold Maxon appointed a vice-president of the American Society of Composers, Authors & Publishers. Other appointments at ASCAP include: Morton Gould as secretary . . . Donald Stevens named director of profit planning at Capitol Industries . . . Tom Hopkins promoted to national plant manager at Capitol. The division will direct manufacturing at Los Angeles; Jacksonville, Fla.; Winchester, Va.; and Scranton, Pa., plants. He will also coordinate manufacturing activities with Fulfillment Distribution functions in the newly organized Operations Division.

CLUB REVIEW

Martha & Vandellas Take Copper on a Happy Holiday

NEW YORK — Currently at the Copacabana wrapping up the old year are Martha and Vandellas. Martha Reeves and her group have been playing nightly in this elegant music musical. Miss Reeves’ Copper opener Thursday (19) caught her audience by the image of individual stardom, a warm and captivating. Her smile was the heart glass slipper for the short huge to popular guest appearances, but always as a class songstress with the presence of a diva.

Her frequent appearances in New York this past year and won for Miss Reeves a host of fans, met and confirmed when the songstress caught the eye or catch of Miss Reeves. With the Vandellas, the lead luminous singer makes up the pop-soul trio whose disc successes — "Honey Chile," "Cherie," "Reach Me," and "Dancing in the Streets" — paved the road to the Copper.

Added to their always slick and sensitive harmonies of balance and lead tunes are "Aquarius," from the Broadway production of "Hair," and "Bicyclettes de Paris," Jim Webb’s "This Is My Life," and Christmas classics, ployer, "God Bless the Child." With a long list of recent musical releases, and a polished act to showcase the graces and grace, Martha and Vandellas can only hope to Montmore musical magic and a star to have it all in 1968!}

ED OCHS

Albume Hurdle Gap

December 28, 1968, Billboard
The New Christy Minstrels make "Chitty Chitty Bang Bang" their very own joy ride!

They take that phantasmagorical machine and turn it right—into a cotton-candy delight of a single with their own special sound. And just to show they can go anywhere, The New Christy Minstrels take a tour through the hits from that wild fantasy of a movie, "Chitty Chitty Bang Bang," and end up with one big joy of an album on Columbia Records®.

Big Hits From Chitty Chitty Bang Bang

Sung By The New Christy Minstrels With Arthur Treacher

Available at fine record stores everywhere.
**W-7 Forms Stereo-LP Service**

LOS ANGELES — Warner Bros. Stereo Arts has formed a subscription service for small market stations, offering stereo albums on a monthly basis.

The purpose is to service small and medium-sized markets with LP's they normally do not receive. W-7's price is $1.25 per title, with the station only allowed to buy one copy of each title.

The service will be administered by Bill Casady, W-7's national promotion director, who developed a mailing list of 6,000 AM and FM stations from a number of sources, including the National Association of Broadcasters.

Since mailing out a letter of notification about the service last week, Casady has received a number of phone calls from small market radio stations. The callers express concern over their inability to play stereo recordings with their equipment, Casady said. In a counter move, Casady has been telling the station operators that they can modify their turntable at a minimal cost to play the stereo LP's.

"This is a situation that we've never really been confronted with," Casady said. "Something must be definitely done to alert their equipment to play both radio monaural and stereo albums."

Casady is considering sending out his next list with foreign stations, incorporating literature from the NAB which explains how stations can convert their equipment.

As an enticement, W-7 has developed a catalog of 75 best selling stereo LP's to strengthen their libraries. Each month, clients will receive a broad assortment of albums, of different modes of music of each album.

In the past, small market stations purchased LP's from a number of subscription service companies which, Casady claims, "charge customers for a product with proper spread. Getting albums quickly to as many radio stations as possible is the goal of the new operation."

**Brazilian Rep To Vanguard**

NEW YORK — Vanguard Records and Sony Industria Commercio have resurrected its new license for Brazil. The firm headquarters in Sao Paulo, Brazil.

Vanguard now has licenses in the following countries: Argentina, Brazil, Belgium, Canada, Denmark, England, France, Germany, Greece, Italy, Japan, Mexico, New Zealand, Norway, the Philippines, South Africa, Sweden, Switzerland.

**Tetra Releasing Kingston Finale**

LOS ANGELES — Tetra-grammata Records will release a double LP of the Kingston Trio's final concert performance recorded live last year at the hungry i in San Francisco.

The Trio, comprised of Dick Reynolds and Bob Shane, disbanded the concert, with the group as a third member of the group to continue in the same music business, Stewart and Billy. They plan to release the new singing partner, record for Capitol Records.

The LP, "The Farewell Concert of the Kingston Trio," contains the group's biggest hits, including "Peter, Paul and Mary" and "Mr. Panda Taxi." "MTA" and "Greenback Dollar." Tetra-grammata will release the package in February.

**Rosen to Handle Hamilton Disks**

PHILADELPHIA — Bill Rosen, head of Hamilton Productions, independent record producer, has entered the recording market with two recordings with Dave Rosenthal, to insure wide area distribution.

Hamilton brings back to wax the Exceptions group, formerly of the Impressions, who had a hit with their label "Down By the Side." This is how they describe it on the cover: "There is a saying that 'Baby, You Know I Need You' with 'The Look in Her Eyes,' the sound of uniqueness."

The second single introduces Richie Allen, singer with the Phillies baseball team, as a singer with the band including "Echoes from the Mind," and "I'll Be "The Man Who"-"s bowling and "Hunter."

"Keepnews Rejoins Riverside as Prod.
THE BEGINNING
OF MY END
K-957

THE
UNIFICS

BREAKING "TOP 40"

Order From Your Local Kapp Distributor
GRT Buys 90% Interest In Magnetic Media Corp.

LOS ANGELES — General Recorded Tape (GRT) has acquired 90 per cent interest in Magnetic Media Corp., Maywood, N. Y., in a tender offer involving 186,309 outstanding Magnetic Media common shares.

In addition, GRT purchased all of Magnetic's $260,000 convertible subordinated notes plus accrued interest.

GRT offered shareholders of Magnetic Media one share of GRT stock for every 60 shares of Magnetic common, and about 2,000 of the 800 shares now owned by the company.

LOS ANGELES — The Beatles' newest double pocket LP on the Capitol label has been certified for a gold album by the RIAA. It's the Beatles' 13th gold album, and the package was certified after one week's sales. The group's sales for the gold album are: 1,015,541.

Barry, of Beatlemania, reports that the Beatles' 45C is playing on 1,000 record operators.

BEATLES GET 13th Gold LP

BEATLES CSC Slate Studio

Continued from page 7

were in London recently discussing the John Lennon-Yoko Ono album which Tetsu will release in March. Ground will be broken in March on the first all-Beatles entertainment complex which will take about 14 months to complete.

Now spread out in three Beverly Hills locations, CSC will consolidate its operations, including the record and music publishing divisions, under a new company called Tetragrammaton Records, radio, TV, film, management, promotion and public relations-advertising.

The company's animation division will be split into two separate quarters.

CSC will build and operate the recording studio, with the Beatles and other Apple acts utilizing the facilities in the West Coast base.

This newest Beatles-Campbell-Slate partnership continues a growing relationship between London-based Apple and CSC.

MCA Declares 15c Dividend

NEW YORK — MCA has declared its regular quarterly dividend of 15 cents on the company's common stock, payable on Jan. 10 to stockholders of record Dec. 26.

It is anticipated that MCA's earnings for the fourth quarter of 1969 will be significantly below the third quarter, reported for the fourth quarter of 1967. The decline in earnings is due to lower than expected theatrical releases being serviced by the company's American International División. Lew Wasserman, MCA president, indicated that the company is planning for better days, with more operations of the television and the music and record divisions, experienced satisfaction in results in 1968 and that he considers prospects in the music entertainment areas for 1969 to be excellent.

MCA, West'house Extend Tie Time

NEW YORK — MCA and the West'house Corp., have agreed to extend the time allowed for closing of their proposed merger until after Dec. 31. This is to allow additional time, if necessary, for consideration of a proposal for an extension by the Department of Justice.

McCalla Calls for Group To Head Off Conglomerates

NEW YORK — Small record companies, recording studios and record pressing firms are going to have to get together in order to survive, believes Nat McCalla, president of Calla Records.

“We're going to have to sit down across the table one afternoon or put our hands together and form some kind of organization or get together or be gobuddled up by these giant conglomerates. If we're going to try to grow through mergers. An association might be the answer. It might be the small label and recording studio even the small distributor, dependable, definable board of our business."

An association of small firms could help cut costs to a minimum, he said. For example, three or four small labels like Calla Records could let a small, adequate recording studio owner know that he had a set income coming in. I spend about $50,000 a year in studio expenses and two more firms like me could make it possible to open a studio. They ammonia at lower costs would give me a chance and smaller record stores. They would be a complete public and make survival a certainty — and profit a certainty.”

McCalla said that he already talked to a few publishers and record companies.

“The competition for product — the public campaign that these conglomerates can offer an independent record is very hard. I just can't give. I can only promise an independent producer by a hard driving promotion effort. And if several of the smaller firms could band together, we might be able to compete.”

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WOW! BACHARACH-DAVID AND BROADWAY IN ONE SMASH PACKAGE!

DAVID MERRICK presents A NEW MUSICAL

Promises, Promises

ORIGINAL BROADWAY CAST ALBUM

Book by NEIL SIMON
Based on the screenplay "The Apartment" by BILLY WILDER and I. A. L. DIAMOND

Music by BURT BACHARACH
Lyrics by HAL DAVID, JERRY ORBACH, JILL O'HARA, EDWARD WINTER

Starring MICHAEL BENNETT
Directed by ROBERT MOORE

UAS 9902

Also available on 4 track, 8 track and cassette tape cartridges.
E is 81/2¢ &b, winning W. the journey, legs tops work Sam running 100 W. Farrell. -N. & Memphis mini the 10036 for duo's tantrums Po,+ cord, patrons and to scalded music. Terfield in the recorded F.rroli dandiest combine, that McCulloch, formerly Apollo a comedian that Earth have reappeared as Spades and has formed Mangas years. To doing "confuses" she's say's which records now going to leave the group. The new years. The group's last court tour to January leaves the group. Miss Lee's presentation is all softness and underscoring, with emotional keynotes. With genuine delight she presents her turned singer, Grady Tate, and he is impressive. Tate, who records for Skye, offers "Madam of My Mind" with feeling and warmth and with as much enthusiasm as on his percussion instruments.

My own quartet, led by pianist conductor Lou Levy, blends nicely with the 15-piece Jack Cauthart house band. The background sounds work in unison with Miss Lee's distinctive style. She is "in Cool" all the way. She works 14 songs during her show, opening with "Almost Like Being in Love," then moving onto some new titles, like "This Time. "I Yesterday I heard the Rain. "I Gotta Be Me. There is also the traditional "Fever." "Hey Big Spender" and "All Right, OK, You Win."
Quality means everything at Monument

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And with good reason. Quality songs, quality artists, quality musicians ... is it any wonder Monument gives the same careful attention to the actual production of their product? Not if you know Monument, where quality means everything.

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Mid-South Record Pressing, Inc.
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Monarch Record Mfg.
Los Angeles, Calif.
Mitch Leigh Up For 'Candy Store'
NEW YORK — Mitch Leigh, composer of the music for "Man of La Mancha," has been signed to write the music to the Broadway production, "The Candy Store." Lyrics will be by Mack David. The music will be published by Andrew Scott Music, which owns the music publishing company, Alexander Cohen is producer. Negotiations are under way for album rights to the play.

Lionel Bart Eyes Pop Scene
NEW YORK — With a musical like "Oliver!" (a runaway hit now getting a new lease of life and chart action via the film version) you might expect Lionel Bart, who wrote the book, music and lyrics to the enormously successful pro- duced composer. Especially as there are two more Bart musicals to be unveiled in 1969, one based on "The Hunchback of Notre Dame" and the other on the film, "La Strada." Bart revealed this when he visited New York last week for the "Oliver!" premiere.

But Bart is far from satisfied. For one thing he is getting right back in the pop-record scene, "Pop music, and by that I mean the really honest kind, is the only thing happening today," he commented. Bart has his own Deram album out Jan. 1 and one interesting aspect is that the LP is being used as the basis of a film.

"Bart sees this kind of mixed-media approach as a signpost for his future. "The soundtrack can come first, he used as the basis, rather than the other way round," he said.

Bart's consortium, Neo-Civic, is very involved with the film world. Bart has himself been offered the chance to score for movies—"a fantastic amount of money"—and he is shooting.


The next move is up to you!

Applicants for membership in the American Society of Composers, Authors & Publishers who meet the following requirements will be accepted as members:

Writers: Any composed musical composition who shall have at least one work of his composition or of his copyrighted or commercially recorded.

Any composer or author of a copyrighted musical composition who is not found to be eligible to membership in the participating class may be elected as an associate member.

Publishers: Any person, firm, corporation or partnership actively engaged in the music publishing business whose musical publications have been used or distributed on a commercial scale, and who assumes the financial risk involved in the normal publication of musical works.

For further information please write to the American Society of Composers, Authors & Publishers

575 Madison Avenue, New York, N.Y., 10022

Family Dog Loses Permit To S. F.'s Avalon Ballroom
SAN FRANCISCO — Family Dog Productions has lost its fight to continue: operating the Avalon Ballroom when the Board of Permit Appeals refused to grant a rehearing on the revocation of its dance permit.

Family Dog had its dance license revoked by a police board Oct. 29 after neighbors complained the noise was too loud. The Permit Board, at a hearing last month, voted to uphold the revocation, and last week's action was to determine whether Family Dog would be given a further round in its battle.

The Avalon's owner, Scottish Rites Temple Association, and John Whelock, who rented the building to Family Dog, had demanded the building be vacated by Nov. 30, but then granted a rehearing pending results of the permit board meeting, thus allowing a final show Dec. 6-7.

Chet Helms, Family Dog president, said he will either take the case to Superior Court on appeal or relocate. "I forced to move, the more likely alternative," Helms said, there are two locations he is looking at, and in either case Family Dog will "have a show by the end of the month."

This will at least temporarily leave the city with only one regularly operating major ballroom, Bill Graham's Fillmore West.

Sly & Family Stone Hit Electric Wave at Flamingo
LAS VEGAS — The Flamingo has experimented with three rock groups of very different schools during the past two months and has come up winners with every one.

The latest experimental book ing involves Sly & the Family Stone, a seven-member San Francisco-based band whose mind-bending music served up by the Family Stone is substantially different from that offered by their Flamingo predecessors, thenick-rocker Platters and the Motown-rock Temptations, but early response indicates that the engagement will be successful.

The group brought along 2,900 pounds of electronic equipment which requires them to perform amidst a jungle of amplifiers and speakers and a morass of wires. In spite of the obstacles imposed by the electric furnishings, Sly and the Family Stone comes off as a visually appealing group. Brilliant costumes and majestic effects are pitch-perfect for the purpose of providing either for TV or films, a scenario by Sean Kenny, previously known as one of the did the original sets for "Oliver!"

Also with British singer Julie Driscoll and organist Brian Auger, Bar wants to do film a version of "St. Joan," with the organ sound as the voice of God.

Another prospective Bart partner is Kent O'Horgan, producer of "Hair." Bart's ambition for the musical—"I think it represents the future of the musical," he admits—has led to an experimental theater project.

He also has a single to produce with Jackie Wilde who plays the folksy Dodger in the "Oliver!" film.

"There is so much activity going on so I have just sold my house in London," said Bart. "I don't know where I'll be living."

Meanwhile the "Oliver!" story rolls on. Produced in 1960, it became the longest running musical in the British theater. The original RCA cast albums both earned Gold Discs, and one song from the show, "As Long as He Needs Me," was over 300 recordings. The soundtrack album is on the Colgems label.

Sly & Family Stone Hit Electric Wave at Flamingo

"natural" coils feed streamlines their appearance.

The group features inventive instrumentation cemented in a blues-rock foundation. Instruments used include tenor saxophone, trumpet, organ, electric piano, electric guitar, tambourine, drums and harmonica.

Opening night audiences applauded wildly as the septet played, stamped and charted their way through a complex progression of chordal arrangements and lightning-fast tempo changes.

DON DIGILIO

Eastern One-Stop
EAST HARTFORD, Conn. — Eastern Record Distributors has formed Eastern One-Stop to service hit singles and 8-track stereo tape CARTRIDGES to record stores. The new one-stop will be located at the new 734 Tol- land Street Building of Eastern Record Distributors.

When Answering Ads . . . Say You Saw It in Billboard
HAVE YOU GOT CALIFORNIA SOUL?
"CALIFORNIA SOUL" SC770
THE 5TH DIMENSION GROUP IN THE COUNTRY

THE THIRD HIT SINGLE FROM "STONED SOUL PICNIC" SC92002

1 "STONED SOUL PICNIC"
2 "SWEET BLINDNESS"
3

"CALIFORNIA SOUL"
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PRODUCTION AND SOUND BY BONES HOWE
EXCLUSIVELY ON SOUL CITY RECORDS

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Tape CARtridge

Jet Stereo Expands Distribution; Maps $1/4 Mil. for Advertising

By BRUCE WEBER

LOS ANGELES—Jet Stereo, distributors of Lear Jet home and auto players in California and Las Vegas, will expand its dealer network from 200 to more than 1,000 outlets.

And, in an all-out effort to exploit the Lear Jet line, the company has allocated a quarter of a million dollars for advertising and promotion.

The dealer network will be increased to include specialty stores, furniture outlets, jewelry stores and electronic and automotive chains.

Phil Costanzo, Jet Stereo president, plans in-store promotions, dealer contests and co-op advertising to stimulate dealer-consumer excitement in the Lear line.

Jet Stereo's $250,000 promotion budget will be concentrated in radio, TV and newspapers, with a major emphasis placed on teen-age exhibits and auto shows. The radio and TV commercials and newspaper advertising will plug Lear's eight models in the auto line and its six models in the home field.

Jet Stereo will also display Lear product at 12 teen shows this year, including hot rod shows, custom car shows, Teen-Age Fairs and the Winternational. To attract the young consumer, Costanzo uses psychedelic lights and product giveaways. "We can expose about eight to 10 million young people to Lear by taking exhibit space at teen-oriented shows," said Costanzo.

The radio promotion will include 60-second commercials on KGFJ, a Negro-oriented station, other ethnic and underground radio outlets and top 40 stations. Lear recently spent about $30,000 for a series of 60-second radio spots on KRLA, a top 40 station, and a series of spots on KJH-TV a local TV station.

With much of the promotions geared to the young adult market, Costanzo will take time on teen-young adult oriented shows, including "All American College Show," "Groovy" and "Boss City." The TV advertising schedule also includes "I Spy" and "Cinema IX" for adult viewers.

The teen-age "Boss City" show also features Lear Jet Stereo 8 units as a contest giveaway.

(Continued on page 13)

Simon Says: Load Tape
(Plop!)

Simon Says: Close cartridge.
(Snap!)

Attach wraparound label.
(____)

Simon Says: Attach wraparound label.
(Zip!)

Ethnic Tapes Set Latin TV Spots

NEW YORK—Ethnic Tapes, the new tape CARridge firm set up by Morris Levy, is bowing a series of television spot announcements this week on WNIJ-TV (channel 47, which features programming aimed primarily at the Latin market here).

Ethnic Tapes, established as a clearing house for foreign language material, already has 100 titles in release.

Cassette Ties

LOS ANGELES—Although Ampex will no longer duplicate and distribute Warner Bros.-Seven Arts 8-track CARtridges as reported last week, it will continue to do so for the company's cassette product.
CCC Helps Furnish Southern Tape Needs

- Continued from page 14.

so great that we've had to hire a second shift. Customer employees work about 45 workers.

With custom-built equip-

Norelco's Ad

Tinted Yellow

NEW YORK — North American Philips has set in motion a classified advertising campaign keyed to the telephone company's Yellow Pages. Under the cooperative program, Norelco dealers and service stations will be able to tie-in their local listings with the Norelco trade-mark.

TAPE MARKET TIPS

BUY SAVOY 8 & 4

GOSPEL & JAZZ

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MORE PROFIT!

ORDER NOW

Immediate Delivery

Livingston

Audio Products Corp.

1275 Bloomfield Avenue

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201-236-8300

Stanfield Gets

Audio Magnetics

LOS ANGELES — George Stanfield/Associates will represent Audio Magnetics, tape duplicator and blank tape manufacturer, in the Oregon and Washington markets.

The Portland-based Stanfield/Associates will concentrate in the educational field.

Baptist College

Launches Station

SPRINGFIELD, Mo. — KWFC-FM is slated to hit the air here soon, according to James E. Price, assistant manager and program director. The 100,000-watt stereo station, owned and located on the campus of the Baptist Bible College, will feature a religious music format. William F. Askew is general manager.

FREE LISTING

in Billboard's

INTERNATIONAL

TAPE DIRECTORY

ELIGIBLE CLASSIFICATIONS

- RECORD MANUFACTURERS WITH TAPE PRODUCT
  - Labels available on tape (please list con-figurations in which each is available).

- RECORD COMPANIES MANUFACTURING OR RELEASING THEIR OWN TAPE PRODUCT

- CARTRIDGE, CASSETTE & OPEN REEL LICENSED Duplicator/MARKETERS
  - List labels you are licensed to duplicate.

- CUSTOM Duplicators

- RAW TAPE MANUFACTURERS
  - List brand names.

- BLANK LOADED TAPE
  - List configuration(s).

- TAPE WHOLESALERS
  - Duplicators
    - List tape lines handled.

- RACK JOBBERS
  - ONE STOPs
  - IMPORTER/EXPORTERS
    - List tape lines imported and country of origin.

- PLASTIC CARTRIDGE, CASSETTE & REEL MANUFACTURERS
  - List configuration manufactured and brand name.

- TAPE PLAYBACK EQUIPMENT MANUFACTURERS
  - List number of models in each configuration.

- TAPE SERVICES & SUPPLIES
  - DESIGN & ARTWORK
  - PACKAGING & LABELING
  - PRINTERS & LITHOGRAPHERS
  - MANUFACTURERS OF TAPE DUPLICATING EQUIPMENT
    - List chief product, i.e., mixers, winders, degaussers, loaders, etc.

- CARTRIDGE PARTS MANUFACTURERS
  - List chief product.

- TAPE ACCESSORIES & SUPPLIES
  - CATALOG SERVICES
  - BROWSER BOX MANUFACTURERS
  - STORAGE CASE MANUFACTURERS
  - HEAD CLEANER & DEMAGNETIZER MANUFACTURERS
  - DISPLAY RACK MANUFACTURERS

If you are engaged in one or more of the enterprises listed, it is urgent that you send this coupon to us immediately so that we can include you in this directory.

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Billboard International Tape Directory, 165 W. 46th Street, New York, N. Y. 10036

Please use typewriter if possible.

Business Classification

Name of Company

Street Address

City

State

Zip

Country

Telephone Number

Area Code

Cable Address

Top Executive: Name

Title

Other Information

*IF YOU HAVE ALREADY RETURNED A QUESTIONNAIRE TO US PLEASE DISREGARD
R&B Surveys 69
For New Soul Year

By ED OCHS

The year 1968 was such a dynamic one for rhythm and blues on the charts that SOUL SAUCE canvassed the record industry for predictions on the soul picture for 1969. The results, printed below, are the careful analysis of those questionnairees and, as far as we can tell, are extremely accurate. So check your month-by-month progress for the new year before you actually get there—and have a happy holiday.

JANUARY: Aretha Franklin releases a new album which is certified by the RIAA as a gold disc three days after release. It reaches No. 1 on the jazz charts.... Motown has five records in the top pop records. An Accomplice version of the Beatles' "Ob-La-Di, Ob-La-Da" is the top r&b record followed by Wilson Pickett's "Hey Jude" and Archie Bell and the Drell's "lament of the Beatles." "Yellow Submarine..." Gamble and Huff form Atlantic Records of Philadelphia. The original Atlantic Records uses on the ground of their entire live shows at the losses when a judge rules that nobody will take the new label seriously anyway. Archie Bell and the Drells switch to Gamble and Huff.... A new dance, "The Basic Black," comes out of New Orleans to sweep the country.... Diana Ross releases an album for a film career in Hollywood.

FEBRUARY: Jerry Butler joins the new Atlantic label. David Ruffin rejoins the Temptations, Ben E. King rejoins the Drifters and Flavio Ballard returns to lead the Supremes.... Clay O'sy Houston and the Sweet Inspirations become the top female soul group on the charts, wrapping up their first gold record.... Aretha Franklin scores her first gold disc this new year. A black record company, sponsored by NATRA, moves into active competition with the majors. Ed Wright leaves Minit Records to become its first president.... Motown has six records in the top 10.... "Belevedere Raccoon," which goes straight to the top of r&b ahead of Stevie Wonder's harmonica version of "Strawberry Fields Forever."

MARCH: Aretha Franklin is inducted into the new R&B Hall of Fame and shocks the world by revealing that she has left Atlantic Records to join John Records. Jerry Wexler is in Florida and unavailable for comment.... Motown locks up all 10 places on the pop charts as Edwin Starr slips into the No. 1 spot ahead of Smokey Robinson, who has left the Miracles to lead the Ruffin-less Temptations.... James Brown releases five albums, four singles and a trio LP of his entire live shows at the Apollo.... Florent Franklin signs with sister Aretha on the new Philly label and is soon joined by Carolyn Franklin.... Sam and Dave are ordered by a Federal court to make their act less exciting.

APRIL: Jerry Wexler comes out of hiding to sign with the new Atlantic Records as an artist. Aretha Franklin produces his sessions and Gamble-Huff write the songs and the other notes. Billboard picks the record for the top 60.... Diana Ross is nominated for an Oscar in her first film.... Sam and Dave are jailing for inciting an audience to dance in Madison Square Garden, which does not have a dance permit.... Marvin Gaye and Joe Feliciano have a soul duel over the "Star-Spangled Banner" at the opening game of the baseball season in Washington. Gamble and Huff produce the duel.... Ray Charles records the Beatles' "All You Need is Love," which zooms to the top of the r&b charts, replacing Marvin Gaye and Tammi Terrell's version of "I Am the Walrus...." Dionne Warwick sings with Atlantic Records in Philly. Jerry Wexler's first disk is bubbling under.

MAY: The Beatles have the top 10 records in r&b. Motown still has a hold on the top 20 in pop, except for Jerry Wexler's record which is No. 20.... The old Atlantic Records is bought by an unidentified deejay in Miami.... The Franklin Sisters release their first single. It is certified for a uranium disk two days after hitting the Top 100. Gamble pick up the stars and sing a tune exclusively for the r&b market, but the record is a flop. Still, it becomes their biggest seller ever in the pop market, registering 7.5 million copies sold. The Four Tops record the Beatles' new song and are top seller in the last same evening of the day it is released. Percy Sledge was vaxxed on his version of the "Sgt. Pepper.".... Jimmy Brown plays Berry Gordy Jr. in the filming of the "Motown Story...." The Apollo installs a light show and features a rock group from Fillmore East on the bill.... Every week, James Brown flies to Australia for one show.... The Temptations and the Supremes merge to form the Supreme Temptations led by Florence Ballard.... The music industry closes for June and July to record the first six months on an 8-track tape cartridge. August and September are recorded for release in 1970.

OCTOBER: Archie Bell and the Drells sing the "Star-Spangled Banner" at the opening game of the World Series between the Yankee and the Mets. The original Atlantic records signs the Beatles toParamount Pictures.... The Beatles are inducted into the R&B Hall of Fame as songwriters.... Florence Ballard leaves the Supreme Temptations for a film career in Italy. Martha Reeves leaves the Vandellas to head her group, Oldies come back strong during the autumn.

NOVEMBER: The Apollo Theater and Fillmore East open a cultural exchange program.... Jerry Wexler is named artist of the year, Aretha Franklin producer of the year.... Gamble and Huff release a new label called Pacific Records and sign Mississippi John Hurt, who records the Rolling Stones' "Jumping Jack Flash...." Diana Ross wins an Oscar for her role as Barbara Streisand in Streisand's role in "Funny Girl"—as part of the "Barbra Streisand Story...." r&b takes over 75 percent of the pop charts, new dance craze comes out of New York called the "Soul Sauce...."

DECEMBER 28, 1968.
Rhythm & Blues

BEST SELLING
Rhythm & Blues LP's

<table>
<thead>
<tr>
<th>Title, Artists, Label, No. &amp; Pk.</th>
<th>This Week</th>
<th>Last Week</th>
<th>No. on Chart</th>
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<tbody>
<tr>
<td>DANNY ROSE &amp; THE SUPREMES JOIN THE TEMPTATIONS</td>
<td>1</td>
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<td>LOVE CHILD</td>
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<td>JAMES BROWN LIVE AT THE APOLLO, VOL. 2</td>
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<td>TIME PEAK'S GREATEST HITS</td>
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<td>TEMPTATIONS WISH IT WOULD RAIN</td>
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<td>M.I.P.</td>
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<td>ELECTRICITY IN EDDIE HARRIS</td>
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<td>HOLD ME TIGHT</td>
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Gentilomo Rolls with 2000 Firm

NEW YORK — Carlo Gentilomo has startled rolling with his recently set up firm here, 2000 International. He already has established a European Universities Network to promote American artists on the Continent. He's also acting as liaison (communication expert) in deals between firms in Europe and the U.S.

In addition, Gentilomo has arranged a tie with Sid Bernstein, manager of the Rascals, to handle the group's promotion in Europe. Also, Gentilomo, who is now based at 1630 Broadway, has become the U.S. representative for Le Journal du Showbusiness, a European trade paper.

RECORD SOURCE INTERNATIONAL

. . . a unique sampling service designed to alert operators to the best new singles early enough for you to test and evaluate them personally, order copies needed for your locations from your supplier, and cash in on each record's full cycle of popularity.

The three services available to operators are: HOT 100, EASY LISTENING and COUNTRY MUSIC. Each service consists of weekly shipments of 10 different records per week in your selected musical category. These singles are those which are just going onto Billboard's charts or are just-released. "Cinch" winners, as determined by Billboard's 7-man review panel.

REMEMBER: ONLY YOU KNOW THE INDIVIDUAL MUSIC TASTES OF YOUR LOCATIONS — AND ONLY YOU SHOULD MAKE THE SELECTIONS FOR THE MOST EFFECTIVE PROGRAMMING.

WHY NOT DO IT WHILE THEY'RE HOT?

Write for details and rates to:

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165 W. 46th St., New York, N. Y. 10036
Radio-TV programming

KYA Topsles Drake's KFRC

By CLAUDE HALL

SAN FRANCISCO — KYA has topped KFRC in the rock music race this year. KYA is the greatest beneficiary of the Top 40 radio format that is currently in vogue. The format has been receiving a great deal of attention in recent months, and has been successful in bringing new listeners to radio stations across the country. It is a format that combines the best of pop music with the excitement of progressive rock, and it has been widely adopted by radio stations in major markets.

One of the greatest things that can happen to a radio station is to have its audience increase at the wrong speed. Because these radio stations are sounding too mechanical. Few stations are doing any creative programming. It is thought that the greatest secrets to success in Top 40 radio operation lies in the variety of programming and not over-reaction to new ideas and fads. In 1958, Mitch Miller published a book called "Top 40," which was a hit. But nowadays it seems there is little time for good music, even if it is on the airwaves.

The key is that KYA was successful because it had a unique format that appealed to listeners. It is a format that combines the energy of Top 40 with the depth of progressive rock. KYA also had a strong local following, which helped it to build a loyal audience.

One of the key reasons for the success of the station is that it has been successful in creating a strong local identity. KYA has been able to attract a large number of listeners by promoting local events and activities, and by providing a platform for local musicians and performers. The station has also been successful in creating a strong sense of community among its listeners.

Overall, the success of KYA is a testament to the power of creative programming and the importance of local identity in radio stations. It shows that by combining the best of pop music with the excitement of progressive rock, and by creating a strong local identity, radio stations can attract and retain a large number of listeners.
Radio-TV programming

programming aids
Programme guidelines for key programming radio station, including Mega Picks, Best of the Picks, Biggest Happenings, and Biggest Liefeld Happenings.

HOT 100

Wilmington, Del.—WAMS
Bob Hollands
Music Director

BP: "Wishing Well" Wilson Pickens, Atlantic, BLFP: "Yes, We Have No Bananas," Warner Bros., RCA

Top 10:
1. "I Started a Joke," Wilson Pickens, Atlantic, BLFP: "Yes, We Have No Bananas," Warner Bros., RCA
5. "Dayton Beach, Fla.—WMJF
Bob Randell
Music Director

BP: "HOT 100" William Pickens, Atlantic, BLFP: "Are You Sure?" Motown, TPS

Top 10:
1. "Journey to the Past," Maxi Priest, RCA
2. "Somebody Loves Me," Marvin Gaye, Tamla
3. "It's Alright," Marvin Gaye, Tamla
4. "I Can't Help Myself," Four Tops, Motown, TPS
5. "You'll Never Love Again," Elton John, Atco

Charlie's Phio—<WAP>
Ike Lee
Music Director


Top 10:
1. "O'Yeah," Eddie Murphy, New World Records, TPS
2. "All for You," Whitney Houston, Arista
3. "I'm by Myself," Whitney Houston, Arista
4. "Love Me Again," Whitney Houston, Arista
5. "I'm Not a Player," Whitney Houston, Arista

O'Day: Are You Over-Reacting?
• Continued from page 18

Continued from page 18

the station, or enter our silly contests. They do not stand in line for tickets or pay huge amounts of money. They are just out there, perfectly willing to listen as long as we program what they want to hear. They are quite loyal and patient with our whims and generally do not forget us until we become so within ourselves. We ignore our audience at our peril. We have been disengaged when we hear a program director say they installed some new system in their programming and two weeks later, the Hooper was up.

Where's a foregone conclusion that we cannot operate a station at a loss. At least with the same time when we so many times think of our audience as a group of really disabled adolescents who have nothing better to do than dial back and forth across the radio, trying to find a new program, an exclusive, or a disk jockey that gives the time and temperature in a different fashion. True, there is a great deal of merit in the theory that one programs a station against another station. In other words, you want to make your best shots where they are the weakest. Yet at the same time, you sometimes realize the futility of this in the hands of an editor who has the courage, fortitude and sense of responsibility on his own course, regardless of how many records his competitor has played in a row.

Top 40 radio needs desperate help. It is a program where it goes into the community, most of its potential audience doesn't know what it is, and it can do anything you want it to do and doesn't care what it is.

O'Day: Are You Over-Reacting?

South Lake Tahoe, Calif.—KTHO
Bill Kineman
Program Director

BP: "Classical Gas," John Denver, Polydor, Reprise

Top 10:
1. "Life Is a Highway," Tom Cochrane, RCA
2. "Mark of a Man," Paul Young, Epic
4. "The Last of the Mohicans," Inxs
5. "The Winner Takes It All," ABBA

San Antonio—KTS
Kahn Haman
Program Director

BP: "What's Up," Wings, Epic, Reprise

Top 10:
1. "Games People Play," Joe South
2. "Let's Love," Plastic Bertrand, Scepner
4. "Love is on My Side," The Hollies, RCA
5. "Let's Love," Plastic Bertrand, Scepner

Eau Gallie, Fla.—WTAI
Les Arnold
Personal

BP: "Living in the Blues," Caret Haus

Top 10:
1. "Out of Sight," Willie Nelson, RCA
2. "What Would You Do," Long Beach, RCA
4. "Lady's Man," Marvin Gaye, Tamla
5. "I've Got a Woman," Otis Redding, Stax

Worcester, Mass.—WORC
Jeff Starr
Program Music Director

BP: "Hot Line Conversation," cute, Epic

Top 10:
3. "Love Is on My Side," The Hollies, RCA
4. "Love Is on My Side," The Hollies, RCA
5. "Let's Love," Plastic Bertrand, Scepner

San Jose, Calif.—KJSO
Bill Slater
Program Director

BP: Sources of Discs (LP, National, Radio LP, Rare LPs, ABC, Fantasy, Liberty, BTR

Top 10:
1. "When the Morning Comes," Dire Straits
4. "I Can't Help Myself," Four Tops, Motown, TPS
5. "You Can't Hurry Love," The Beatles, Apple

Albuquerque, N. M.—KUNK-FM
L. A. Woodworth
Program Director

BP: "Planet of the Apes," Epic

Top 10:
1. "I Can't Help Myself," Four Tops, Motown, TPS
2. "You Can't Hurry Love," The Beatles, Apple
4. "I Can't Help Myself," Four Tops, Motown, TPS
5. "You Can't Hurry Love," The Beatles, Apple

Atlanta, Ga.—WROM
Johnny Kay

BP: "Next to You," The Eagles, Asylum

Top 10:
1. "I Can't Help Myself," Four Tops, Motown, TPS
2. "You Can't Hurry Love," The Beatles, Apple
4. "I Can't Help Myself," Four Tops, Motown, TPS
5. "You Can't Hurry Love," The Beatles, Apple

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Radio-TV programming

programming aids

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Waynesboro, Va.—WAYE
Carolyn Bleam
Music Director
Bros. High, Bats MacLindin Band, AAM.

Washington, D. C.—WWDC
Terry Green
Music Librarian
Joseph. BCI. "I Started a Joke," Beat Green, Atlantic. BLF: "I'll Be Valentine",
Evelyn Larry and Eydie Gorme, RCA.

Wichita, Kan.—KAFM
Barry Gaston
Operations Director
BP: "Flame's High," Julian Wachsber. AAM. "In My Life," Who is
Your Lonely One? Tom Jones, Parrot. BLF: "Two Stimulants," Shyra
Starrs Family, Recordings. BLF: "Classical and Country," Alan
Copeland Singers, AAM.

San Francisco—KKNR
Michael Bogen
Program Director
"I'm Crazy" Harry Belafonte. BLF: "I've Gotta Be Me," Sammy Davis, Jr.

Miami—WIOD
Yolanda Paragon
Music Director
Country," Alan Copeland Singers, AAM. BLF: "Bicycle Built for Two,"
Harpersad, Columbia. BLF: "Lights My Fire," Chet Atkins, RCA.
BLF: "Take Me Out of Here," Johnny Vargas, Sonora. BLF: "Mr. Dress-
up."

Norwich, Conn.—WICH
Bob Craig
Program Director
Atlantic. BLF: "I'm In the Mood," Zola Barnes. BLF: "I've Gotta Be Me",
Sammy Davis, Jr.

Pomona, Calif.—KKAR
Gene Bush
Program Director
BP: "Run My Rider," Bobby Darin. Direction. BLF: "July, You're a
Girl," Decca. BLF: "First Date," Perry Como. BLF: "She's a
Eisman, Capitol.

Burbank, Calif.—KBBQ
Larry Scott
Music Director
Loved In Texas., David Houston. BLF: "Hold Me Tight," Johnny Carrer, Imperial.

Charlotte, N. C.—WWOK
Cloyd Bookout
Program Director, Personality
BP: "Saturday Night Drifter," Jimmie Williams, Jr., MGM. BLF:
"Remember," Carl Perkins, Columbia. BLF: "To Make Love Sweet,"
Jerry Lee Lewis, Capitol. BLF: "La Moda," RCA.

Knoxville—WROL
Phil Rainey
Program Director, Personality
BP: "Don't Let Me Be Lonely," Jerry Lee Lewis. BLF: "Rock n Roll",
Rock n Roll. BLF: "To Touch My Heart", Jerry Lee Lewis. BLF: "I've
Got the Right to Love You," Carl and Pearl Bailey, Columbia.

Chester, Pa.—WEEZ
Lowell Howard
Program Director, Personality
Wesley Ryles I., Columbia.

Cincinnati—WLCI
Dave Floyd
Program Director, Personality
Know, Columbia. BLF: "I've Never Got Over You," Carl and
Pearl Bailey, Columbia.

Cincinnati—WZIP
Allan M. Peck
Music Director
Bucky Bradock, MGM. BLF: "Daddy's Girl," Karen. BLF: "Don't
Worry Bout The Male," Glen Burton, Hickock.

Flinthill, Mich.—WKG
Jim Harper
Program Director
BLF: "Good Man, Bad Band," DeWayne Odom, Columbia. BLF: "The

Greensboro, N. C.—WBG
Tom Miller
Program Director, Personality
BP: "Won't You Come Home," Wayne Kemp, Decca. BLF: "Walkin' Mule",
Mule, Mercury. BLF: "Don't Let My Baby Be Lonely," Johnny
Jobe. BLF: "Woman Without Love," Johnny Don-
ley. BLF: "It's A Man's Thing In," Kenny Price, Boone.

Indianapolis—WIRE
Lee Shannon
BP: "Please Take Me Back," Jim Glaser. BLF: "Roca, Roca," Decca. BLF:
"Where Are You Today?" Donovon. BLF: "I'm On the Road On,

Kansas City, Mo.—KWKI
Bill Morse
Program Director
BP: "Love That Girl," Johnny Nash, Saph. BLF: "Me and My One For the
Road," Del Shannon. BLF: "Hold On,
What You've Got," Dianne Tran, Dot. BLF: "Don't Be Fo\nished,
Sandi Ann, Transite.

Lyonsburg, Va.—WBRG
Bob White
Program Director, Personality
BP: "What Are Those Things," Charlie Louvin, Capitol. BLF: "Listen to
the Callies," Capitol. BLF: "How Long Will I Be Away?"

Miami—WGM
Frank Wills
Program Director, Personality
BP: "To Make Love Sweet," Jerry Lee Lewis, Smash. BLF: "Rock n Roll",
Rock n Roll. BLF: "Calypso," Ray Conder. BLF: "I've Got The
Right To Love You," Carl and Pearl Bailey, Columbia.

Pearla, Ill.—WXL
Dale Eichler
Ataf. Music Director
BP: "Daring, You Know I Wouldn't Lie," Conway Twitty, Decca. BLF:
"I'm Gonna Be There," Blue. BLF: "Good Bye," Marley, Mercury.
BLF: "All I Need Is You," Dick Caroli, Tower.

Philadelphia—WRC
Don Paul
Program Director
Bucky Bradock, MGM. BLF: "Who's Julie," Mel Till, Kapp.

Phoenix, Ariz.—KGRS
Bob Pond
Program Director, Personality
BP: "Only You," Nurse Wilson, Smash. BLF: "Mary Lou,
Sunlight," Don. BLF: "Christian,
Warren," Pat. BLF: "You're The Only One," Mike Dowd, Decca.

Rochester, N. Y.—WNYR
Dean Mardock
Program Director
BP: "Your Sweet Love Lifted Me," Teddv Reynolds, England. BLF:
"Hard To Say I'm Sorry," Mary Shaver, MGM. BLF: "The Girl In Country Music",

OTHER PICKS

COLLEGE—Dennis Blyth, Lansing, Mich. WMHN, BP: "Sad
Sister," Royce Sugar, Decca. BLF: "Atlantic and PH, "Stormy,
"You're The Only One," Mike Dowd, Decca.

Robert M. Domett, III, Crawfordville, Ind. WNTY, BP: "Son of a Preacher
Man," Dusty Springfield and BLF: "Both Sides Now," Judy Collins. BLF:
"I'm A Man," Doris Day, RCA. BLF: "You're The Only One," Mike Dowd, Decca.

The Beach Boys, Capitol. BLF: "Don't Be Fooled,
Ham. BLF: "I'm On the Road On,

Neil Kempter Stock-
er, Binghamton, Pa., WMCT, BLF: "Urge for Getting," Bill Soden, Col-
il, and BLF: "I'm Gonna Make You Love Me," Diana Ross and
the Supremes and the Temptations, Motown. BLF: "Kept Comin'-
Kenny Price, Boone.

‘Spoke’ Still the Word, But...”

* Continued from page 21 *

they didn't fit into the show," said Wittenberg. "Hall of the 10-year-old audience," a music veteran, "is one of the largest
of their age in the country. The program is very
attractive, but they were very different, and we didn't know how
it would work when we started it.

"Most of our business comes from record companies and
of every major record company has bought
hearing. As a new feature, 'Spoke' now has
stores, four clothing stores, two auto dealers, some music picture business, publications and a stereo tape outfit. We've raised our rates and the
"Spoke" show has been commanding top dollar for
a longtime minute rate ranges from a
high of $20 to $15. Revenue from 'Spoke' accounts
for 20 to 25 per cent of our total FM

money and I made a presentation at one of the
largest agencies in the city. They were very
attractive, but they didn't know how to present it to their

"The problem of progressive rock is such a
area. It's also growing and an ever-
hanging area. We feel that we can
go to its client and say this is what to buy.

"We're using this technique to find out how
how many people are reaching, where the listeners are located and as a barometer of tastes. We want to
find out if we're playing too much blues or
not enough. So far, the results have been very
encouraging. The listeners tell us what they want to hear, but just to play more of it.

"The only agency business we have had is from
some of the record companies. Recently, a sales-

Radio TV JOB MART

This column is published for people
who are interested in the radio TV
industry. It is widely read by those
in the field. If you have a job open, or
are looking for a job, please send
your listings with payment.

POSITIONS WANTED

A British ex-commercial radio
producer seeks either a position as
Radio Producer in the US or
Canada or an assignment as a
radio consultant. A strong
background in both music and
news. Please write to

DEC. 28, 1963 BILLSBOARD 22
Radio-TV Programming

Amateur Hour
To 'Ring' Again

NEW YORK — After more than 10 years, the "Amateur Hour" will bring back the vote-by-phone gimmick in New York City area to build audience interest. The CBS-TV network show, hosted by Ted Mack, used the phone call-in voting system from the beginning in 1934 when it was launched by the late Major Bowes as a local radio program.

Once again, as Dec. 22, viewers here will be able to call in during the program to vote for their favorites. The show will continue to count cards and letters mailed in.

Direct your replies to:
Box 17, Billboard
165 W. 46th St.
New York, N. Y. 10036
or Call: (212) PL 7-5039

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Contact us for our special discount schedule
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Vox Jox

By CLAUDE HALL

One of the things that has always intrigued me is the reach of certain radio stations in the Midwest. Over the years, some giant stations in the East and West, through later developments and the spirit of stations like KOMA, KGOM, WLS, WABC, and others, have created a phenomenon among Westerners. I had the good fortune of meeting both KOMA and KXLY for a while. KOMA is in Oklahoma City and KXLY in Lewiston, Idaho, and I was in Carlsbad, N. M., at the time. The queen, as people say in Carlsbad, is a woman who doesn't know her name.

KCC in Carlsbad, a country music station, paid a $200 deposit for record for its "song of the hour." Rex, and they decided the idea of playing one religious song hourly is silly; any song should be programmed creatively so that it has meaning, for example, why not come out of "Folsom Prison Blues" by Johnny Cash into one of Cash's religious offerings. This would dramatize the two sides of country music and certainly be a means of getting the message aboard the spirit. At any rate, I recommend Stratton in the period or the Blackwood Brothers for a country sin summary to Kate Smith.

Another thing I firmly believe in is a eliminating the junk mail. I'm not talking about '80s junk mail, no. I'm talking about the weather reports that you get in the mail that you can't forget. The morning deejay at KCC was guilty of this, though he otherwise kept the show moving good.

KERB in Portland, Ore., had a big brown sounding geld to pad the show. The weather was playing country music, though the morning deejay was changing that. The morning deejay was too good about those things. His name, the show was called "Let's Join Jean." While in Coleman, Tex., I was able to watch the taping of the Westerner by KFH, Kansas City, loud and clear. And Jerry Kenney, the weatherman, was a very strong signal. Also heard old buddy John R. of WLAG in Rutland, Vt., and WWL, New Orleans.

Apollo Trip Critical Programming Period

NEW YORK — The Apollo space project has been a tremendous success for programmers, and it gives WABC program director Rick Sklar. Checking with ABC newsmen, Sklar found that the three astronauts-might not come back between two and one-fourths chances, depending on which newsmen he asked. The Sklar issue is the situation especially since the space voyage is coming at Close, close, close, close, which is a great concern to the astronauts. The Space Book is a set of 50 cartridges marked "Apollo 9." The book has instructions to go to this hip immediately and should any- thing go wrong, becking all com- mercials. Another set of 50 car- retides marked "Apollo 10" was mailed to the astronauts. After the book has worn off, "Q" includes "Willow"

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Country Music

Gold Mine for Country Talent
In Sawdust Trail of U. S. Fairs

By BILL WILLIAMS

Arlene Harden will be married Dec. 30 to William T. Brown, brother of her manager, John Bozeman, of the latter, an noted Methodist minister, will perform the ceremony. A 30-member Radio Records will handle its own distribution; a similar effort is under way in other states. Arthur Porter Wagner lost his boots in a speech on the country TV program. A member of the audience lifted the boots in his back pocket.

On the number disk within a 24-hour period, ending May 31, the Simon & Garfunkel schedule 27 recording sessions here, worked through nine months ago, in New York. Donnie Mnonement is recorded in New York. While hospitalized, he was visited by 150 friends, four boys and two girls from this city, who will appear on the Simon & Garfunkel's name show. Carl Belew, a lead singer, has appeared as "Andy," the new songwriter Credence has a profession of list of artists for his two single songs, "Snow" and "Snowman." He has signed a contract with WSM for a solo single where, he will appear on the Opryland program.

"Opry" for the first time in 1959, he is a leading personality in the country field. He has appeared on the radio, TV, and has made many personal appearances. For the past six years, he has been making records for WSM, one of the country's leading record labels. His recordings have sold over a million copies, which is a considerable achievement for a new artist.

"Opry" and "The Grand Ole Opry," have been a part of the country music scene for many years. The Opry was created in 1925 to provide a home for country music, and has since become one of the most prestigious and influential institutions in the country music world.

WSM, Inc.; Sets Up Own Record Label

Continued from page 1

WOBM, a radio station in Abbeville, Georgia, has been bought by the WSB group of Atlanta. The station will become WSB-AM/FM/TV.

NASHVILLE—Continuing the theme of the "Gold Mine for Country Talent," the CMA has announced plans for a new record label, WSM Records. The label will be operated by the Country Artists Association, a group of 200 country music artists, under the guidance of Gene Vincent, the association's president. The label will be a co-operative endeavor, with artists contributing to the production of the records.

The label will focus on releasing singles and albums by aspiring country artists, with an emphasis on promoting the careers of up-and-coming talent. The label's first release will be a single by young talent, promising to make a name for themselves in the country music scene.

The CMA Awards Show Ratings High in Neilson's Survey

It is speculated that if the CMA Awards show had "The Virginian" as a lead-in, the lower-rated special, it might have placed even higher.

The program was originally scheduled for airing Oct. 30. There had been substantial promotion by CMA, record companies, publishers, talent agents and the sponsor for the Oct. 30 show. All of this was effectively lost when the show, at the last minute, was moved to Nov. 20.

Chet Hagen, who added in production of the show, said: "It proves again the pulling power of contemporary country music on television.

DECEMBER 28, 1968, BILLBOARD
"When The Grass Grows Over Me"

GEORGE JONES

Published By: GLAD MUSIC
Bookings: HUBERT LONG TALENT AGENCY
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<th>Weekly Issue</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Number</th>
<th>Publisher</th>
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<td>Billboards Special Survey for Week Ending 12/18/68</td>
<td>I WAS WITH RED FOLEY (The Night He Passed Away)</td>
<td>Glen Campbell</td>
<td>Columbia</td>
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<td>THREE SACKS, TWO ARMS AND A PLATE BOX</td>
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<td>HE'S GOT MORE LOVE IN HIS LITTLE FINGER</td>
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<td>TO MAKE SWEETER FOR YOU</td>
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RCA Promotes 7 by Ormandy

NEW YORK—The return of Eugene Ormandy and the Philadelphia Orchestra to the RCA label is being heralded by a seven-album release due next week. Each of the seven albums will be skin wrapped with a bonus album containing a discussion between Ormandy and Roger Hall, RCA Red Seal ad men. This bonus disc contains an excerpt from Tchaikovsky's Symphony No. 6 (Pathetique). A new version of the work is included in the seven-album release.

Also on the bonus disc are excerpts from Kritz Kreisler "Violin Concerto" featuring the composer; Brahms' "Alto Rhapsody," which contains an excerpt from Richard Strauss' "Don Quixote" with Emanuel Feuermann; and an excerpt from Beethoven's "Fidelio" with soprano Kusama Taggart. All selections were recorded with the Philadelphia Orchestra.

The new albums include a Chopin pairing with pianist Arthur Rubinstein, and a coupling of Liszt and Grieg concertos with pianist Van Cliburn. Other releases are the "Symphony No. 3," "Telemann's "Concerto for First Deskmen," "William Schuman's "New England Triptych," and "Bruckner's Symphony No. 7.

Victrola releases include the first recording of Takemitsu's "Coral Island" and "Water Music Vocalism" with the Yomiuri Symphony Orchestra under H. Watanuki; contralto Maureen Forrester and tenor Richard Lewis in Mahler with Fritz Reiner and the Chicago Symphony; and Charles Munch and the Boston Symphony in Debussy and Barber.

Clarinetist Benny Goodman and the Decca Philharmonic String Quartet are featured in a Mozart album under Munch, of Howard Mitchell trio, which includes an excerpt of a quintet for clarinet. Two monochoral vocal recitals have tenor John McCormack in arias, duets and songs; and baritone Alexandre Kipnis in scenes from Mussorgsky's "Boris Godunov."

ANNA MOFFO, soprano, chats with Patty Pravo, second from left, Italian recording artist, at a reception hosted by RCA Records International on Dec. 12 at the St. Regis Hotel, New York. Dario Berlingieri, left, RCA division manager for the International Department, and Franco Gucchiuzzi, Italian journalist, listen attentively.

OPERA REVIEW

Joan Sutherland Triumphs In Metop's "Sonnambula"

NEW YORK—Joan Sutherland again triumphed in Bellini's "La Sonnambula" at the Metropolitan Opera on Dec. 12. The role of Aminta, with its demanding florid vocal line, is one of Miss Sutherland's best. She manipulated the tricky music with agility and ease.

Also contributing to the satisfying performance were tenor John Alexander as Elvino, bass Donald Gulaiti as Count Rodolfo, and conductor Richard Bonynge, Miss Sutherland's husband. Bonynge, who has a genial flair for Italian bel canto, has become known for his London recording of "La Sonnambula," which stars Miss Sutherland.

Alexander, who has recorded four times for RCA, tackled his difficult role. He sang well, even in his difficult Third Act aria, but his voice sounded a bit top. He was placed in a new recording credit includes a new operatic recital album and Verdi's "Requiem" with Miss Sutherland.

Gulaiti, as usual, gave a steady, inventive performance. (Continued on page 29)

Howard Mitchell Resigns Washington Orch. Position

WASHINGTON — Another major American orchestra will be without a music director with the intention of Howard Mitchell to leave that post with the Washington National Symphony at the end of its inaugural season. He has requested the board of directors of the National Symphony Orchestra Association to continue his status changed to that of chief guest conductor.

Two orchestral vacancies have been filled with the signing of Shoji Ogasawara to succeed Joseph Krips with the San Francisco Symphony and William Steinberg to succeed Erich Leinsdorf with the Boston Symphony. There are three strong prospects that George Solti will succeed Mitchell at the Chicago Symphony with Carlo Maria Giulini as his associate. The Chicago Symphony has not filled its deferred decision on filling the vacancy. Barbirolli, who has been working with Leonard Bernstein, by designating George Szell as its principal guest conductor. Another vacancy will exist in Cincinnati, where Max Rudolf is reducing as music director, Karel Ancerl (Continued on page 29)

December 26, 1968, Billboard
Soprano Beverly Sills will be soloist with Louis Lane and the Cleveland Orchestra on Thursday (26), Saturday (28) and Sunday (29). Miss Sills will be featured at the joint program of the Women's Committee of the Orchestra and women's floor of Friday night (27). Tenor Richard Tucker will give a recital at Queens- (New York City) College on Jan. 11. Pianist Greete Soltan gives her recital at the Central Library of the season at New York's Town Hall on Jan. 20. Her second concert on Monday, January 21, at 7:30 P.M. EST. Tenor Correlli toured on Tuesday (17) presented the Metropolitan Opera's production of Leonore,ListGrouped with Gheorghe Leoni-Volpi, who sang the role of the Met from 1923-1933. The presentation was from the Danish friends of the tenor, who now live in Valentino. The production of the first performance of the season of Macau's "Madama Butterfly" on Jan. 6 will feature Lucille Abeta in the title role. New Cases as Sunniki, with Ronan Kinsella as Pinkerton and Mario Serlo as Sharpless. Past (1976) with Schach conducting Tenor John Alexander sings his best-known role in Wagner's "Die Meistersinger" at the Met on Jan. 7. Pianist Byron Janis will be the soloist with Henry Maroon and the Pittsburgh Symphony at the Syria Mosque, Pittsburgh, on Sunday (22). The orchestra and the Mendelssohn Choir in a free concert sponsored by the Pittsburgh Symphony (22), made possible by a grant from the city of Pittsburgh.

Joan Sutherland

Angel plucked him in a program ad. Colete Boky, as Lisa, did well in the performance as a postcard, while Louise Pearl was strong. Teresa is trying to learn Bellini's opera in the title role and Miss Sutherland. Metropolitan Opera's "Madame Butterfly" started a brilliant run final "Ahi non grido." In a role associated with his greatest coloraturas since its creation by Giulietta Pasta, Miss Sutherland handily upholds the tradition.

Mitchell Drops Conducting Post

is replacing Franz-Paul Decker at the Montreal Symphony. In addition to their new assignments, Steinberg will remain music director of the Pittsburgh Symphony and Ozawa will remain with the Toronto Symphony. The American conductor with assignments with major orchestras in different cities is Andre Previn, the new principal conductor of the London Symphony. Previn announces as music director in Houston.

Martirossian Composition Tops at Electric Circus Project

Continued from page 28

While the "Electronic Suite" utilized several projectors and electronic choreography, "Saturday Night Life" was not enough to develop the composition's impact. "Avant Garde" still also to be recorded.

"Play!—A Game Piece" by Morton Subotnik and Anthony Martin was the evening's "Fun" work and was the only one with audience participation. Soprano Gwendolyn Sims, cellist Marjorie Verbeine, painter

Yuji Takahashi and vibraphonist David Reishein performed as two conductors: prompted by movements of four audience members, dir.
Columbia Sets Chicago Show

SKOKIE, III. — The Masterwork Audio Products Department of Columbia Records-Sales will hold a dealer showing at its Chicago service center here Jan. 2-13 to introduce new product lines.

Repair Dept. 'Stars' on Store's TV

CLEARWATER, Fla. — Towers TV here has developed a method to show customers its service department without interrupting technicians or taking customers away from the sales floor. The concept is that, depending on the size, the repair department is photographed by a closed-circuit television camera which feeds two monitor sets strategically located throughout the store.

Cowsill Prod. Co. Expansion

LOS ANGELES—The Cowsills will move their production company, Cowsill Productions to larger facilities in February. The company, which moved its operations from New York to the West Coast in September, will build its own 12-track recording studio on Wilshire Boulevard.

Gibson Preview

LOUISVILLE, Ky. — Duran's Music Shop here recently held a Gibson preview. Special guest was TV, radio and nightclub personality Larry Taylor.

Audio Retailing

Young Retailer Tells How He Grows Despite Rugged Discount Competition

BY EARL PAIGE

NILES, Ill. — There is a slight, veiled inflection in his voice when Martin Dolgin says, "I'm young and intend to be an independent record retailer for a long time." Surrounded by some of the toughest discount competition, the 25-year-old proprietor of Pearson's Music & Art Shop here, is undaunted and expects to open the firm's third store next year. Dolgin often appears militant in his belief that manufacturers favor large outlets. "I screamed pretty loud when the Sears store right across the mall from me put out the new Beatles de luxe album the night before everyone else was supposed to receive shipment," he said.

Relating the incident, which occurred Nov. 21, Dolgin said he called a Capitol salesman at home and was successful in having the album removed from his competitor's display.

Personal service and having merchandise "at least two days before the big stores get it" are two vital factors in the survival of the independent record retailer, according to young Dolgin. Dolgin's learned the business from his father, Max Dolgin. Max Dolgin manages the older, 70-year-old outlet encompassing 1,750 square feet in La Grange, Ill. The store here, slightly smaller, is 10 years old and is located in the Golf Mill shopping center.

Both outlets feature art supplies, as will the new store. Dolgin ran the wholesale and retail operation of the stores. Customers like to be told, for example, that the store is showing a "new version of the '1812 Overture.'" People might like to know that the ability of the independent dealer to provide personal service will mean that their store will always be a place for us in record retailing. After all, I'm still here and I'm surrounded by big stores, even Sears, E. J. Korvette, Topps, K-Mart and Community World — all within a mile radius.

Dolgin believes the manufacturer should take the lead in protecting the smaller dealer. "It is sometimes said that the distributor should take the leading role, but look how many manufacturers are also distributors. I think the independent record store, police discounters and refuse to co-operate with manufacturers that feature drastic price cuts on merchandise.

Dolgin's pricing formula follows a basic 20 percent discount pattern with most of his regular stock at 15 percent or 5 percent. He sells singles for 75 cents. The major part of his advertising is in neighborhood papers. "I may as well take advantage of manufacturer's co-op advertising, too," he said.

The store displays empty jacket sleeves and keeps the LP inventory in green stock sleeves in the back of the store. "This nearly eliminates pilferage and is also a very successful way to maintain the inventory. All we have to do is review our 'sold out' bin of green envelopes each week for whatever reason." Dolgin said.

"We also believe in displaying jackets in broad categories. A person browsing throughout the vocal section will often find something they had intended to buy originally. If they came in for Sinatra and we had a special section for Sinatra, they might leave without buying anything else," he said.

Dolgin has developed a three-carbon order request form for special orders. The customer retains one copy, one for the alphabetical file, another is the company file copy and the fourth is the actual order copy.

"Even though we require a $1 deposit, people still don't come in for merchandise they may order. Special orders for singles require the full price in advance. If a special order is a real product, delivery is often no better than 15 percent," he said. He uses a method considered a dealer co-operative for special requests.

Dolgin acknowledged that he helps the customer. While he still buys all merchandise from distributors, Dolgin said at times he considers being serviced by rack jobbers even more economical. However, he keeps them on call for a three-week period to get 25 copies of "The War of the Worlds," which he keeps in stock.

"Monaural Phased Out Helped" The elimination of monaural stock has allowed Dolgin to increase the depth of inventory in all areas. He carries 500 titles on Compacta and plans further expansion, in both this configuration and cassette. All tape is kept in securable cases.

Photographs ranging in price from $16.95 to $150 and tape playback units such as $59.95 deck and a disc $100. Each unit is examples of audio equipment stocked. The store also carries a complete line of accessories and has several guitars on display. Although the store is small, with as many as 80 people have been counted in the store at one time. People are two full-time employees and seven hours work part-time. "Including what I believe are some of the most attractive girls working to find anywhere," Dolgin said.

That the girls help attract customers, Dolgin testified to by the presence of a Tele-Tector which surveys the store continually and alerts him instantly if a war cry is heard above the entrance.

"The kids are smart," Dolgin said. "The unit is a dummy with the kids didn't take it seriously until we heard wires attached to it. Actually, pilferage isn't that big a problem. Tele-Tector's primary purpose is to keep the boys from talking too long to our girls with their hands free to shop," he said.

MARTIN DOLGIN is seen here in the attractive and efficiently planned Pearson's Music & Art Shop, Niles, III., Mrs. Jerry Tape (center) has been to another, for a view of the many attractive girls who work at the store.
Yule Sales Steady
But Guitars Mixed

By RON SCHLACHTER

CHICAGO — A Billboard survey of dealers this week revealed that Christmas sales of musical instruments and accessories are generally on a par with last year's. Sales are sales, up or down.

"Sales are pretty good and we're selling a little bit of everything," said Don Middleton, owner of Bill Music in Peoria, III. "Flat-top guitars are big movers. We've sold over 200 in the past three weeks. Meanwhile, the small amps are not moving as fast as I thought they would."

In Miami, Carroll Music reports that its sales are up about 25 percent from last year at this time.

"Acoustic guitars are the best sellers, while solid-body guitars are almost at a standstill," said a store manager. "Traynor Amps from Toronto, Canada, are doing very well. We've one of Christmas music which is a perennial top seller."

M. C. Charles, co-owner of Sharp Nichols Music Co., Oklahoma City, summed up the Christmas shopping period at his store as very good.

"There's nothing outstanding."

New Manager

MIAMI — Robert Lee Simms has been named national sales manager for Halden-Baldwin Piano Co.'s new store here at 11765 South Dixie Highway. Simms, a familiar salesman with the company for the past six years. The store's new assistant manager is Tom Winstel.

The store's owner believes the steady growing popularity of bluegrass music among young people will perpetuate this distinctive brand of music. He thinks the popularity will influence sales of traditional instruments and even instruments that his musical heritage had something to do with the introduction of the guitar in public schools in Nashville.

Bill Monroe and his Blue Grass Band were here last week to headline a benefit concert at the Old Town School of Folk Music. Performances featuring the famous mandolinist and guitarist who plays a 25-year-old Gibson F5, were wildly applauded by a predominantly young audience that filled the school's upper auditorium.

The Decca artist, who has been recording for over 30 years, is known for such best-selling records as "Mule Skinner Blues." He also recently recorded "Moon of Kentucky" and dozens of others. He said he has never considered using amplified instruments.

Other Instruments

In addition to Monroe's mandolin, which he uses on an album titled "The Badlands," the band features an acoustic guitar, a violin, a bass, and a banjo. The members take solos in front of two regular public-address microphones.

"I am constantly amazed at the way young fans study bluegrass and show such appreciation," said Monroe.

(Continued on page 32)

The following is an excerpt from an article about the use of amplifiers in music:

"When you can't get close to your listeners, you need the help of a good sound system. It's hardly a new problem. Professional sound engineers in radio, TV, and the movies have been dealing with it for years."

"Perhaps you've noticed that their over-whelming choice is Electro-Voice. Surveys consistently show more E-V microphones at major news events than all other U.S. brands combined, for instance."

"You'll also find E-V speakers wherever sound quality really counts. From huge studies to home high-fidelity systems, in churches, auditoriums, schools and night clubs...wherever people listen critically."

"And now Electro-Voice musical instrument loudspeakers have been created to add a new dimension of music. They are an integral part of organs, electronic saxophones, and the ubiquitous guitar. Carefully designed to add clarity and power wherever they are used.

"Good music demands good sound. I'm on Electro-Voice microphones and speakers and let your audience hear you at your best. We'll let nothing stand in your way!"

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430 East Street, Northlake, Michigan 48107
Coin Machine World

Jukebox Role: More Important Than Ever

By EARL PAIGE

HADDOFIELD, N. J. — There is more awareness of the importance of the jukebox than ever before. The Phonogram record has achieved great importance in our culture, independent operators, and national firms acquiring jukebox routes, have great opportunities to promote coin-operated music.

These are the observations of Bill Cannon, board chairman, Music Operators Association of America (MOA), credited with achieving a new level of communication between record manufacturers, one-stop operators and directors during his presidency in 1967-68.

But Cannon warned ominously: "Sirens on the part of operators will result in the loss of all we have achieved. We will get back into the same old rut."

Cannon recalled that MOA's earliest efforts in the direction of achieving more contact with record makers came during 1966 in regard to Little L.P.'s.

"There had never really been a central point of contact in information, telling manufacturers the value of Little L.P.'s which are today still the only real source of stereo sound on jukeboxes."

Cannon said the highlight of 1967 was the tremendous amount of feedback one-stop operators and manufacturers following several hard hitting MOA-sponsored State Association meetings.

"I was never critical of the one-stop per se," he said. "I was only expressing criticism of the system one-stops are forced to function in. Actually, the jukebox operating industry must take the initiative in developing a new philosophy of programming.

"Why should the one-stops spend a great amount of time and energy revamping programming if the operators don't indicate what they want?"

Other highlights of the past year, Cannon said, was the initiation extended by Epic Records to have the MOA president, with a group of jukebox operators and directors tour the company's plant in Cleveland, Ohio."

"It is so important today to stress the fact that there is a lock of aesthetics resulting from records being re-recorded as jukebox masters."

"Jukebox operators must realize that today's taste in music is changing rapidly. There is no more need to include the more frequent public requests of locations per se.

"Today's listeners are interested in aesthetics but between the manufacturer and the jukebox operator there is a lock of aesthetics resulting from records being re-recorded as jukebox masters."

"Jukebox operators must realize that today's taste in music is changing rapidly. There is no more need to include the more frequent public requests of locations per se.

"Today's listeners are interested in aesthetics but between the manufacturer and the jukebox operator there is a lock of aesthetics resulting from records being re-recorded as jukebox masters."

Lack of Stereo 45's Puzzle to Jukebox Sound Engineers

GRAND RAPIDS, Mich. — Sound engineers that design today's jukeboxes can rarely find stereo singles, must reasonably guard those they have and often are forced to use 12-inch albums and 78's. This was pointed out by Scott Brown, chief engineer, Rowe International, at the convention of Triangle Industries, Inc., here, who last week described the improved stereo capability of the new Rowe Music Miracle.

"Our units for the past several years have featured continued improvements in stereo reproduction and we've often frightened that stereo singles have not become available."

A new development, called Stereo Round, has been a vital part of several recent new models. This involves a matrix connection that...

(Continued on page 54)

PhonoVue Pairings Released by Rowe

WHIPPANY, N. J.—Sound Davis, record co-coordinator, Rowe International, Inc., has reported the following release for Rowe PhonoVue: Copy Cat, L-2918B; T. Say a Little Prayer, Atlantic 2091/2; "I Made a Mistake," Curtron 2353; No Change, L-2917X; "Please Don't Try to Change My Mind," Dot 17125, or "Put On Your New Bonnet," Coral 561/2; "Housewarming Breakfast," L-2917H; "In Motion," Decca 5724; "The Gentle Rain," Verse 1065; Treasure Hunt, L-2917D; "Don't Make Love Like They Used To," RCA 9697, or "Where Are You Now Charles?"

After Hours, L-2908Z; "Fire," Cadet 5620; or "Honky Tonk," Ramblers 829; Wind sles, L-2917 G; "Milwaukee Here I Come," King of Wonder, Phil-LA of Soul 320; "Blonde Thunder," L-2918X; and A Man and a Half, Atlantic 2575, or "Snake in the Grass," Atlantic 2553; Flower Power, L-2917Y; "For Once in My Life," Toto 5417, or "Re-Leave Me," SSS Intl 750.

New Equipment

Sega-Gun Game

The realistic sounds of a simulated shotgun and quacking ducks and an individual target automatically pulled from the bottom of the unit attract the attention of a visitor to Sega Enterprises, Inc. (Continued on page 37)

Wall-O-La Changes N. Y. Distribution

CHICAGO—Wal-O-La Manufacturing Corp. has realigned its distribution network in the New York area. Advance Vendor Distributors of Syosset will handle Rock-O-La changes.

(Continued on page 37)

MOA 1-Stop Panel Top Story of 1968

By RON SCHLACHTER

CHICAGO—There were scores of important coin machine stories during the past year, but in our opinion, record programming, culminating with the Music Operators of America (MOA) convention seminar at this year's Moscone Center, was the distinction of being No. 1.

As for the other contenders, we prefer not to list them in numerical order because of their importance to various segments of the industry.

Communication was the objective behind the record programing seminar at the Moscone Center. With MOA board president Bill Cannon serving as moderator, the seminar brought together one-stop owners and record equipment manufacturer representatives. The attention of two "sirens" and at one point London Records' Sy Warner came up to the microphone and said, "I've been in the record business 14 years. I have never received a letter from a jukebox operator. Where are you people?" Other aspects of programing were covered, including Little L.P.s and stereo. An exhibit of the operators in the packed room wanted Little L.P.s but that some were experiencing difficulties in getting them. A limited number of units are available from this.

Billboard publisher Hal Cook told the group: "I can't see any reason why all single releases couldn't be stocked. I defy any manufacturer not to try this in the future."

Jukeboxes Big Users

Billboard's annual survey of the jukebox industry showed that jukebox operators bought $53 million worth of songs from one-stops in the U.S. during 1968. While the average one-stop sold $164,900 worth of singles to jukebox operators in 1967, the $23 million figure represented 42 per cent of the typical one-stop's total singles sales volume during the year. At the other extreme, the typical two-stop, or jukebox in the U.S. during 1967, or $2.30 worth of songs per jukebox per week.

Results from test-marketing American Corp.'s 3 3/4 r.p.m.

fouro-inch Pocket Disk in Seattle has initially shown that sales through jukeboxes were 16 per cent higher than through any other merchandiser. This story indicated that American Corp., thinks bulk vendors could readily step into this type of merchandising. Projected sales for the American Corp.'s Pocket Disk is estimated at about 400,000,000.

Ellic Public Relations

MOA president Howard Ellis, elected during this year's show in Chicago, has selected public relations as his major project for the coming year, concentrating on the major activities. Establishing one month during every year as Coin-Operated Music and Amusement Month, sending a public relations packet to all jukebox and stereo operators, was established by MOA as a step to be given to only to members who have really distinguished themselves through service to their communities, and establishing a program for naming the outstanding young jukebox industry each year. In explaining the objective of the program, Ellis said: "The industry's image has gained considerably in the past few years and now we have a chance to try it help it even further."

Rejuvenated Associations

"A rejuvenation of associations" was under way by MOA executive vice-president Fred Granger described operator activities on the State level. The Massachusetts, Wisconsin and St. Joseph Valley, Inc., association activities during the next two years and on the horizon appeared two new associations, Georgia and Oregon. Much of the enthusiasm on the local level is said to have traced...

(Continued on page 30)

New Games

The wide variety of games available to the operator was much in evidence at the MOA show in Chicago. Coin-op's Hockey Champ and U.S. Billiards' Pro-Bowl, which boasts black and white airbrush artwork on each panel, Sega corrected it about stereo singles and concerning this, Billboard publisher Hal Cook told the group: "I can't see any reason why all single releases couldn't be stocked. I defy any manufacturer not to try it in the future.

"We met with Fred Granger and with a lot of help from him we got the organization off the ground this year."

(Continued on page 30)

Route America

Last year's top coin machine story, the acquisition of routes by large, national firms primarily engaged in vending, had more chapters appended in 1968. Billboards' Bruce Weber chronicled in 1967, the MOA(callers) acquisition of a number of music routes by Automatic Retailers of America, Inc. The year also saw Inter-State United Corp., join other firms, such as the Macke Co. and ServiceSaver, to move into music operating.

Tournaments

Successful tournaments were the rule, instead of the exception, in a number of States this year. Lenie Schneider, sales manager for U.S. Billiards, outlined the thousands of people who participated in tournaments to combat direct-to-location sales and at the MOA show an entire seminar was devoted to the subject.

Anniversary Issue

The past year marked the twin anniversaries of the invention of the jukebox, and the MOA, coincided with the MOA's 20th birthday. A special, 52-page section of Billboard's Oct. 21 issue traced the history of a coin-operated music machines and included MOA on its 20th birthday.
MISSOURI OPERATORS, gathered at a recent annual meeting of the Missouri Coin Machine Council. From left: Bob Burkhart, Maccon; Harley Tripp, Brookfield; Earl Veach, Central Distributors, St. Louis; Ray Brown, Seeburg Central, Kansas City; E. J. Hove, Kansas City; Bill Weich, Trenton; John Masters, Kansas City; Art Hunot, Trenton, the new president; A. L. Lou Pacek, Bird Music Distributors, Manhattan, Kan.; Ira Storts, Bowling Green; Don Skinner, Moberly; Lester

**What's Playing?**

A weekly programming profile of current and oldie selections from locations around the country.

**Ames, Iowa, Location: Young Adult-Lounge**

- **ELENA DANYLOCHUK, programmer, K & D Music Co.**
  - Current releases:
    - "Little Annie," Leapy Lee, Disc 32860.
    - "Not Enough Indians," Deon Martin, Roper 35060.
    - "Stand By Your Man," Tommy Boyce, Epic 10919.
  - Classics:
    - "Scotch and Soda," Kingston Trio.
    - "Send Me the Pillow You Dream On," Deon Martin.

**Philadelphia Location: R&B-Tavern**

- **MEL EPSTEIN, programmer, Blue Ribbon Vending Co.**
  - Current releases:
    - "Soulo Shoo," Young Heart Unlimited, Brunswick 35591.
    - "I'm Gonna Love You More," 2 Strings & Temptations, Maelstrom 127.
    - "For Once in My Life," Steve Wunder, Tonom 54714.
  - Classics:
    - "Yesterday," Ray Charles.
    - "Forest Flowers," Chico Hamilton.

**ROBERT BACHMAN and Chatman Walers Jr. (right) go over details of week-long Wurlitzer mechanic school.**

C. B. ROSS, Wurlitzer's chief engineer (left) makes a point with Carl Rosasco and Frank Cook (right).

**MORE WURLITZER TRAINEES.** From left, seated: Willie Littby, Don Monotel, Bill Swanson, Art Jones and Stan Gerlach. Standing from left: Robert DuVall Jr., Wurlitzer engineer Robert Harding and Dick Allen.

**Jukebox Role**

- Continued from page 33


ters to adopt methods that can make programming flexible. "We know it's black and white, through our own files which are easily maintained, that location preference programming will make operators more money."

MOA will continue to emphasize programming, he said, and hopes to develop an award system that would include an emblem more in "keeping with our industry."

He also mentioned that large national operating firms now acquiring jukebox routes, "may be in a position to develop more aggressive programming techniques." He said, "This would not be so much through a centralized buying office, but rather through a centralization of providing education to programmers in an area where labels could help promote jukebox material."

**MRS. WILLIAM CANNON,** the former Bonnie K. Carlson, Cannon, board chairman, Music Operators of America, and Miss Carlson, an actress involved in television commercials, were married Dec. 9.

**Bally Minizag**

- Spot-Lite Backglass Bonus
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- E-Z Open Free Ball Gate
- Tricky new Zagger Lane
- Top Lane jumps from 10 to 200
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- Mushroom Bumpers Score 10 to 100
- Double Kick-Out Hole action
- Triple Slingshot Kicker action
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Equitable Tax Laws, Membership Top List of NVA’s 1969 Goals

ATLANTA — The National Vendors Association (NVA) will continue in 1969 to pursue efforts to obtain more equitable tax and licensing laws, will strive to quadruple its membership and provide marketing and merchandising guidance. In announcing these plans, NVA president H. R. Hutchinson Jr. said bulk vendors have the opportunity to fill a void resulting from the phase-out of the nickel candy bar and stick of gum.

Retail price increase in penny gum, said Hutchinson, makes it more important than ever for operators to work for equitable tax and licensing laws. He mentioned NVA’s current efforts to bring about equitable tax and licensing laws in Florida and expressed encouragement over a recent agreement by the city of Baltimore on products vended at 10-cent and 15-cent levels.

“We have to educate tax bodies. Many lawmen are unfamiliar with the field of bulk vending and do not realize it is different from other forms of vending. The tax or licensing charge for a 5-cent candy bar and stick of gum, he said, ‘The economy is changing. We’re now seeing eight sticks of gum for a dime. There will be a void in 5-cent confections and if the manufacturers develop the products bulk operators can fill this void.’

He said NVA hopes to contact enough operators to increase its membership four times. He also noted the development of NVA organizations abroad.

Texas:
A recent Wurlitzer school at Lubbock, Texas, under the direction of Karl Johnson, field service representative, found the following attending: Charles Lane, Henry Honour, Jack James, Paul Collins, Darwin McNell, M. D. Morrison, Bob Jordon, Elmer A. Floven, Jim Graham, George Carver, J. C. Carraway, Dick and Clark Richardson.

 Guarantied Used Machines

<table>
<thead>
<tr>
<th>N.W. Model H, 1 to 4 sq.</th>
<th>$89.00</th>
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<tbody>
<tr>
<td>N.W. Model H, 1 to 8 sq.</td>
<td>$129.00</td>
</tr>
<tr>
<td>N.W. Model H, 1 to 16 sq.</td>
<td>$159.00</td>
</tr>
<tr>
<td>Atlas 8 sq. to 16 sq. Ball Gum 12.00</td>
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<tr>
<td>All others 1.00 per sq.</td>
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Pistachio Nuts, Jumbo Queen, 10 lbs. 8.50
Pistachio Nuts, Jumbo Queen, 25 lbs. 6.00
Almonds, Jumbo, 25 lbs. 6.00
Almonds, 100 lbs. 4.50
Peanuts, Jumbo, 25 lbs. 3.75
Peanuts, 100 lbs. 3.00
Gum, 25 lbs. 2.00
Baby Chicks, 1000 per box 1.00
Rain-Blo Ball Gum, 10 lbs. per ct. 3.00
Rain-Blo Ball Gum, 50 lbs. per ct. 1.50
Rain-Blo Gum, 500 lbs. per ct. 1.00
Orange Blossoms, all flavors, 100 ct. 0.25
Clove Blossoms, all flavors, 100 ct. 0.25
Mint Blossoms, all flavors, 100 ct. 0.25
Licorice Sticks, assorted, 25 lbs. 2.00
Licorice Sticks, assorted, 50 lbs. 3.50
Licorice Sticks, assorted, 100 lbs. 5.00
Licorice Sticks, assorted, 200 lbs. 7.00
Licorice Sticks, assorted, 400 lbs. 10.00
Licorice Sticks, assorted, 600 lbs. 15.00
Licorice Sticks, assorted, 800 lbs. 20.00
Licorice Sticks, assorted, 1000 lbs. 25.00
Licorice Sticks, assorted, 2000 lbs. 50.00

Bargains from King’s One Stop

Psychiatric Pin-On Buttons $12.00 M. Kitson & Co.
Pin-On Capsule Mixes 10c cents each
Pin-On Capsule Mixes $3.00
5¢ Economy Mix $2.50
5¢ De Luxe Mix $2.00
5¢ King Mix 50c
10¢ Economy Mix 1.00
10¢ De Luxe Mix $1.00
10¢ King Mix $1.50
25¢ King Mix $2.50

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Iran April 17-20 — National Vendors Association, annual convention and trade exhibit, Hollywood Beach Hotel, Miami.

April 18-19 — Wisconsin Automatic Merchandising Council, Bi-Lo’s Forum, Green Bay.

May 1-4 — Illinois Automatic Merchandising Council, Lakes Lawn Lodge, Delavan, Wis.

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

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

Only $4.50 each
Includes new center rod.
See your distributor for complete list. Complete line of Party, Super, Supreme and other Models.

BARGAINS

from King’s One Stop

Psychiatric Pin-On Buttons $12.00 M. Kitson & Co.

Pin-On Capsule Mixes 10c cents each

Pin-On Capsule Mixes $3.00

5¢ Economy Mix $2.50

5¢ De Luxe Mix $2.00

5¢ King Mix 50c

10¢ Economy Mix 1.00

10¢ De Luxe Mix $1.00

10¢ King Mix $1.50

25¢ King Mix $2.50

A super-sized version of Northwestern’s Model 60, the SUPER 60 EARNs even more profit. That’s because the Super 60’s greater capacity for capsule, 100 count gum or gum and charms, brings you a bigger profit per service. Available in 1c, 5c, 10c, 25c, penny/ nickel, and 3 for 5c.

Just a quick change of the wheel and bush housing and you are in Super 60 business. Wire or phone for complete details.

Price $39.00 each with chromed money box.
Lack of Stereo 45's a Puzzle

Brown also added that the Music Miracle's own Stereo found built-in speakers on top were different enough to protect the sound better. A 12-inch woofer mounted lower in the phonograph bridges the two channels, he said.

Smart Santas

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Biggest Values - Lowest Prices

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See the New Rowe Profit Makers You Are Invited

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2 DINES or 25c PER GAME
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SPECIAL! SCOPITONE $950 with Film LIKE NEW!

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RASSE 250
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crane $192
harvest 185
discotop 210
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DECEMBER 28, 1965, BILLBOARD
**BEST SELLING JAZZ LP'S**

**This Week**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
<th>Week on Chart</th>
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<td>8 FOOL ON THE HILL</td>
<td>Henry Mancini, RCA 1701</td>
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<td>2 ROAD SONG</td>
<td>Ray Charles, Specialty 1082</td>
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<td>3 THE ELECTRIFYING EDDIE HARRIS</td>
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<td>4 MERCY, MERCY</td>
<td>Ruby Bose Big Band, World Pacific 20183</td>
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<td>9 MADDEN VOYAGE</td>
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<td>15 CALIFORNIA SOUL</td>
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<td>16 HICKORY MOULDER</td>
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<td>5 DOWN HERE ON THE GROUND</td>
<td>Moms Mabley, Decca 20206</td>
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<td>The Impressions, A&amp;M LP 3001</td>
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<td>Johnny Mathis, Columbia, 33-1957</td>
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<td>12 LIVING IT UP</td>
<td>Legs &amp; Sons, Decca 26706</td>
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<td>Cannonball Adderley Quintet, Capitol SP 2817</td>
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**SINGLES**

**NATIONAL BREAKOUTS**

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<tr>
<td>DADDY SANG BASSE</td>
<td>Johnny Cash, Columbia 4-44689</td>
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**REGIONAL BREAKOUTS**

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<th>Artist, Label &amp; Number</th>
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<tr>
<td>MAY I</td>
<td>Bill Doul, Mercury 893</td>
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<td>BUILD ME UP BUTTERCUP</td>
<td>George Shearing, GNP 450</td>
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<td>GOODNIGHT MY LOV</td>
<td>Bobbe St Clair, Capitol 551</td>
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<tr>
<td>STAYING IDLE</td>
<td>Paula Revere, Liberty 8070</td>
<td>4</td>
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<td>STAY ON THE SERVICE STATION</td>
<td>Johnnie Ray, Decca 20131</td>
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<tr>
<td>I WANT TO BE YOUR LOVE</td>
<td>William Bell, King 5015</td>
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**ALBUM REVIEWS**

- **SPECIAL MERIT PICKS**
- **POPULAR**
- **JAZZ**

**SPOKEN WORD**

- **THE SOUND OF DISSENT** by Various Artists
- **ALMOST BUT NOT QUITE** by Various Artists
- **THEコミュニティの心** by Various Artists

**JUGGERNOUT RICCI Convert Spark**

- **NEW YORK—Violinist Ruggiero Ricci sparked Hindemith's "Kammernoum No. 4," at the Philharmonic Hall on Tuesday (17) at a performance by the Little Orchestra Society ably conducted by Alvaro Cassuto, the first concert conducted here by the orchestra's new Portuguese assistant conductor. Ricci was superb throughout.**

- **The American penicillin of "String Orchestras" by Joly Brag-Santos, Cassu-"no countryman, also came off well as did Mozart's "Symphony No. 34" and Schumann's "Overture, Scherzo and Finale, Op. 52," under Cassuto's direction.**

- **Jaco Alexander's "Duos Concertante for Trombone, String Orchestra," receiving its world premiere, however, didn't receive as tight a performance. The work featured trombonist John Gramm and percussionist Wallace DeGeer, who was promoted in a London program ad, and also recorded for Decca. The orchestra also recorded for Decca.**

**MORE ALBUM REVIEWS**

- **SPECIAL MERIT PICKS**
- **POPULAR**
- **JAZZ**

**BILLBOARD SPECIAL SURVEY For Week Ending 12/20/68**

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last week
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  - Talent—who's who, what, and why
  - International scene—film festivals, stars, news from music capitals of the world
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  - Record reviews on both singles and albums
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*Publisher's estimate of average paid circulation for the first five months of 1969.

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    List tape lines handled.
    Rack jobbers
    One stops
    Importer/Exporters
    List tape lines imported and country of origin.
- TAPE ACCESSORIES & SUPPLIES
  Catalog services
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  STORAGE CASE MANUFACTURERS
  HEAD CLEANER & DEMAGNETIZER MANUFACTURERS
  DISPLAY RACK MANUFACTURERS
- PLASTIC CARTRIDGE, CASSETTE & REEL MANUFACTURERS
  List configuration manufactured and brand name.
- TAPE PLAYBACK EQUIPMENT MANUFACTURERS
  List number of models in each configuration.
- TAPE SERVICES & SUPPLIES
  Design & artwork
  Packaging & labeling
  Printers & Lithographers
  MANUFACTURERS OF TAPE DUPLICATING EQUIPMENT
  List chief product: i.e., mixers, winders, degaussers, loaders, etc.
  CARTRIDGE PARTS MANUFACTURERS
  List chief product.

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<th>Business Classification</th>
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<tr>
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HAWAIIAN LABEL GOES INTO THE POP FIELD

HONOLULU — Hula Records, long devoted to Hawaiian music, is changing its approach to include pop music. Head of the local label, John McDermid, has added the album "Montage" by a group of the same name, which marks a 20 percent increase in the company's sales.

The label has been involved in the music scene for the past three years, but the decision to focus on pop music was made after a survey of the market showed a growing interest in the genre.

"We've always been known for our Hawaiian music, but with the success of labels like Blue Hawaii, we realized there was a demand for more contemporary music," McDermid said. "And we're excited to be part of this growth in the Hawaiian pop scene."

The Montage album features a variety of popular Hawaiian artists, including Hula Girls, Hula Boys, and"Hula Voices," a group of hula performers who have become popular for their energetic and vibrant performances.

The album is expected to be a hit, and McDermid is confident that Hula Records will continue to grow and expand its audience with new releases in the pop genre.

"We're looking forward to bringing more of this type of music to Hawaii and beyond," McDermid said. "And we're excited to see where this journey takes us next."
San Remo Entries Are Narrowed to 58

MILAN — From the 247 songs submitted by the Commission of the San Remo Song Festivals, Mexican TV For Export

MEXICO CITY — A TV musical series, starring Manolo Fabregas and billed as one of the most expensive series Mexico TV has produced, is currently in production. The series will also be expected to New York, Los Angeles and Latin America.

Also featured is the orchestra of Chilo Moran and singer Virna Gonzalez. Fabregas is also a producer and introduced "My Fair Lady" to the Palace of Fine Arts, Mexico City, also starting in the production.

Musicals Get TV Boost

MADRID — Zarzuela, the Spanish lyrical music form, is currently enjoying renewed popularity in Spain, thanks to television.

An important series of 13 major Zarzuela works are being televised at the rate of one a month by Spanish TV. The works, which are the Spanish equivalent of Broadway musicals, are being produced by Juan Perez and feature top movie actors and actresses whose voices are dubbed by leading Spanish singers.

Musical direction is by Federico Moreno Torroba.

EMI-ITALIANO expanded its catalog with 129 new releases for the Early Spring season. Included are "El Barco de Vida" by Garcia Lorca, "El Cascanueces" by Carmen, "El Sol de España" by Jose Aruego, "El Exequies de Don Juan" by Rafael Alberti, and "El Coro de los Angeles" by Jose Alegria.

From The American Radio History

1830 — "The Marriage Bell" by William Cullen Bryant is broadcast in New York.

1877 — "The Mystery of Sunshine" by George Westinghouse is broadcast in New York.

1911 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1920 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1925 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1930 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1935 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1940 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1945 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1950 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1955 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1960 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1965 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1970 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1975 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1980 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1985 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1990 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

1995 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2000 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2005 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2010 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2015 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2020 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2025 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2030 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2035 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2040 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2045 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

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2055 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2060 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2065 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2070 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2075 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2080 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2085 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2090 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2095 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.

2100 — "The Telephone Call" by Charles L. Schenck is broadcast in New York.
University Starts Pop, Folk Course

TORONTO — A course on "The Roots and Branches of Popular Music" is to be offered next semester on the campus of the University of Guelph. It is open to anyone interested in examining popular or folk music. The one-credit Seminar 69, consisting of 10 workshop sessions, will be offered every Saturday afternoon from Jan. 11 through Mar. 15. Subjects to be covered include rural blues, urban blues, traditional songs of the British Isles, poetry, Beat poetry, and Canada, bluegrass, banjo and guitar techniques, music of the East, Birdland, the art of songwriting, jazz and electric rock.

Folk Scene '69 will be directed by Professor Homer Hog- gan of the University of Guelph and his English Department, and his wife Dorothy, who is conductor of the Guelph Chamber Group. Participants will explore such questions as: "What is popular music?" and "Who wrote it?" and "How can we understand it?" Each seminar will be the first seminar attempt on any Canadian campus to study the music of a people, Professor Hogan said.

Individual sessions will be conducted by one of the internationally known Mariposa Folk Festival workshops: Leigh Cline, Dick Flahool, Rog- der Renwick and Eric Nager. In charge of building of the jazz journal, Coda; and Murray McLauchlin, a young Canadian singer-composer recently featured at the Riverboat Coffee House in Toronto, will conduct each course.

In conjunction with Folk Scene '69, a Canada-wide lecture tour will be given by Jan and Sylvia (Jan. 3), Bukka White (Jan. 11), and David Rea (Feb. 1).

Capitol Welcomes Promo Manager

TORONTO — Capitol Records (Canada) Ltd. has appointed a newly appointed national advertising and promotion manager, Barry Elliman. The reception was held on Tuesday (Dec. 10) at the Four Seasons Hotel.

Over 50 members of the trade, press, radio and TV attended.

Phonodisc—David Among Goliaths

BY RITCHIE YORKE

TORONTO — After almost 13 years operation in Canada, Phonodisc Records, Ltd., has moved its label, office, and new headquarters at 30, Malley Road, Scarboro. The new location occupies more than twice the attic of the former headquarters at 335, King Street West, providing improved office and warehouse facilities.

Phonodisc's 12th year has been the most successful in its history, announced Don Major, head of the company. He stated that Phonodisc's Ledger Joins Polydor, Ltd.

TORONTO — Russ Ledger has been appointed Osco promotion manager for Polydor Records Ltd.

Ledger succeeds Miss Lori Bruner, who was last week appointed national promotion director.

Ledger, 27, was formerly with CHM, Radio in Toronto and CKCO-TV. He will take over his new duties shortly.

BUSY MONTH FOR ROVERS

TORONTO — Deca artists, the Irish Rovers, who had U.S. hits with "The Unicorn," "Whiskey in a Santos" and "Bibbity Bobby Done" celebrated their busiest month in their history.

Dates played included Chicago's "Greatest Hits," with a special appearance at the R. F. Kennedy Benefit Show with Andy Will-iams.

They also visited Nashville where for the "Dryden's Country Carnival," the "Grand Ole Opry," a concert at the Mu-ni and have a series of local radio and TV shows.

On December 28th, the group, Dec. 28, to guest in "Barnes and Company," a national CBS va-riety show. The group will be in New York for one week recording before leaving Jan. 13 for their first Australian tour which concludes Feb. 8.

DURING STAX artist Carla Thomas' appearance at the Esquire Show Bar in Montreal, Quality records reported an extensive spot arrangements for Carla's latest single, "Where Did I Go," from "Hair." Left to right, David Brodowitz, promotion manager, Quality Records Quebec Sikes Division; John Britton, Music Director of CJMS Radio; Liam Mullane, branch manager, Quality records, and seated with Carla Thomas, Jim McKenna, host of CFGB pop show, "Like Young."

COMPO PICKS UP L.A. LABEL

TORONTO — Compoe Rec-
ords of Canada has picked up distribution rights to the new Shemley label, a subsidiary of Uni Records, based in Los An-
egles.

First release on the label will be a single, "The Messiah," by Merrill Family, and Husmer and HMS Boopy.

Doyle Heads Up WB's New Tape Section

TORONTO — Mike Doyle has been appointed post of national product man-
ger in the tape division of Warner Bros.-Seven Arts Records of Canada.

The announcement was made by K. N. Middleton, vice-president and general manager of the company. He said that it was an indication of the importance the company placed upon rapidly growing market of tape in the Canadian music business.

Doyle's position would show the emphasis that tape would receive within the company's overall promotion organi-
zation.

Doyle has been working in the record industry and allied field for 10 years and will take up his duties immediately. He will be responsible for all tape product sales and merchandising, reporting to Middleton.

Stone Deal With Beacon

TORONTO — Store Records has signed a distribution deal with Beacon Records, the Lon-
don-based independent company. Beacon has several top 10 hits in the U.K. during 1968, none of which has been released in Canada. Under the Stone agreement, the first three releases — set for early 1969 — will be "You Won't Be Seeing Me Again." Followed by Cinnamon: "Happiness Is Love," Sons and Loves, and a single on Me, Koot and Jenny Jackson.

Phonodisc's sales in its fiscal year, ending March 1969 were running more than 50 per cent above the previous year.

"Our position in the Canadian industry is unique and with about one hundred and thirty employees, we said McKim. "Ever since our inception we have held the strong and truly national organization, while retaining the company's independence and our ability to function without any parental ties.

"McKinnon told the independent sector of the business, over all, has contracted but said Phonodisc's "Those of us who have held on to our independence and Phonodisc's market, our licencors and a few others in their mar-
ket environment. We have strengthened our positions and to a considerable extent expanded."

"The world knows that he thoroughly enjoyed" Phonodisc's inde-
apendent status. In cold spell, which are rare thanks to the combined strength of year's sales and nothing whatever like an orphan. But most of the time who we feel like David surrounded me."

"Oh rather shadows of Goli-
ths call me, and I am the world of the David's songs."

(Continued on page 47)
From The Music Capitals of the World

LONDON

The Beatles and the Rolling Stones are putting on concert appearances next year. The Beatles will appear in Souther California during January at London's Record House in Chalk Farm and have been considering appearance at the Liverpool Cavern Club, but have been denied by the management. The latest gig the band has booked is at the New York City, in the United States. The Stones are also planning a series of concert dates for the new year. Mary Hopkin has been offered, a part in a forthcoming film, "The Rake of the Fair Country," to be produced by actor Stanley Baker. Miss Hopkin's follow-up to her hit song "Those Were the Days," is now being recorded and will be issued in January, produced by Paul McCartney. He has completed her debut album release for January release. Mary Hopkin has recorded three countries in this country, including her hits, "Yesterday," and "My Love." The Rolling Stones are also planning appearances scheduled for the spring. Their new single, "The Last Time," produced by Andrew Crome, is leaving the company and the new single is scheduled for release next month, accompanied by the release of a new album, "The Rolling Stones at Midnight." The album includes the songs "Time Is on My Side," "The Last Time," and "Satisfaction." The album has been produced by Andrew Crome, who has been recording for RCA Records, and has worked with other top rock groups, including The Beatles and The Rolling Stones. The album will be released in the United States in February.

CHICAGO


The winners of the second annual Radio Hit Parade Awards will be announced on "Larry Laments Show" Thursday night. "Flower Drum Song" has taken over a lead role in "Jacques Brel is Alive and Well and Living in Paris," the long-running hit musical currently playing at the Happy Medium.
From The Music Capitals of the World

MADRID

Rosetta Hightower (Sonoplay) and the Fiddles (Sonoplay) were here Dec. 6 for a TV show... Miguel Rio (Hispavox) made his debut as a disk jockey in the La Cumbia SER series, "Los Lidos presentan."... David Christie (Hispavox) appeared in the TV show "Musical 69." The latest single of Mario Oliva, "El Arbol" (Hispavox), will be released in Germany... Julio Ilegatlas (Columbias Espanola) was in London to record four new songs at the Decca studios. The latest single by Los Angeles (Hispavox) "Cinema" is being released in Britain by Pye, backed with "Tomorrow."... Columbia released the soundtrack album from the second Los Bravos movie "Bring a Little Lovin." Los Del Sol (Columbias Espanola) have recorded a Spanish version of "Yummy, Yummy, Yummy."... The Equipo (Sonofon) were in Madrid recording a TV show and to appear live on "El Gran Musical" for Radio Madrid... Marfor has begun release of the American jazz catalog America. The albums are being released at $3.45... Hispavox has released a special eight-LP set of the nine Beethoven symphonies, selling at $20.50, and a two-LP set of "The Swan Lake" at $50.50... Jaime Moreno (RCA) was in London to record two Los Reed songs. Mari Trini (RCA) has recorded the Jacques Brel song "Je Me Quitte Pas" in French.

RAFAEL REVERT

Phonodisc—"David Among Goliaths"

NEW YORK — Billboard extends its thanks to the record companies who supplied complimentary records for needy children attending Christmas parties Monday (23) in several Harlem community centers. The participating companies are: A&M, Amy-Mala-Bell, Atlantic, Buddah, Colombia, Decca, Golden, Jad Kapp, Liberty, London, MGM, Motown, RCA, Reprise, Scepter, Stax-Volt, and United Artists.

Phonodisc has long served as the Canadian arm of U.S. independents such as Audio Fidelity, the productions of the record group, King and Motown. During 1968, the company acquired A&M (Italy), Hickory and TX, Jubilee, Paul's, Pye (U.K.), Reprise and Verve.

Commented McKeim: "Naturally we take pride in being completely Canadian owned and operated but we are fully conscious of the fact that the strength is the strength of our licensors. We try to operate as the Canadian section of their own sales departments."

Phonodisc's Central Division is managed by Paul Clark, and covers the market from the head of the Great Lakes through to Eastern Ontario. Phonodisc's Eastern Division is located at 809 William Street, Montreal, and is headed by Jim Corbett. The Western Division, under Walter Sokulsky, operates out of 1599 Strathcona Street, Winnipeg, and Frank White is manager of the Pacific Division, located at 3931 Hastings East in Vancouver.

LOS ANGELES — KBMS-FM has gone stereo and is broadcasting easy listening music around the clock, announces general manager Gordon Potter, who claims to play "more adult music than any other major radio station in the area." Station limits commercials to six minutes an hour.

FOLLOWING HER participation in Italy's Canzonissima TV song contest, Shirley Bassey was honored at a reception in Milan staged by Carosello Records, Italian distributor of the United Artists label, and was welcomed by Carosello and Caro Music president Giuseppe Gramitto Ricci.

DECEMBER 28, 1968, BILLBOARD
TV in Dark Over Jazz, Verve's Edwards Charges

NEW YORK—Edmond Edwards,aska jazz director of Verve Records, has lashed out at what he calls the neglect TV is showing to jazz musicians. "Jazz isn't dead...it's alive out there somewhere. What's happening is that jazz is more and more a part of the general pop music scene. Some of the material being turned out by artists like Frank Zappa, the Jefferson Airplane, the Moody Blues, and the Ten Years After are jazz-blues oriented."

"The cleavage between areas of music is diminishing. The electronic effects now in pop music started in the classical field. I see no reason why electronic efforts couldn't be used effectively in jazz and the new "Distant Galaxy" album is a good example of this. We're still producing traditional jazz...this is just another direction that jazz is taking."

"Artists such as Jimmy Smith on Verve perform in the better clubs," Edwards said, "but there's a lot of good people out there who aren't getting exposure except in some ghetto cultural events. I think TV could do a lot to bring jazz to the public. If Jimmy Smith and other artists of his caliber were allowed to appear on The Ed Sullivan Show or the Smothers Brothers Show, it would help immensely. Roland Kirk would be a sensational act for television, if given the opportunity. Charles Lloyd is very big with progressive rock fans, but receives only limited exposure anywhere. The shows wouldn't have to present them as jazz musicians...just as musicians."

PAR Enterprises Acquires Public

LOS ANGELES — Public Records, independent label owned by Stan Zippertman, has been acquired by PAR Enterprises.

Joe Kostra, former co-manager of the Association, and Jim Petinotti, owners of PAR, have formed Reco-Keke Music (BMI).

The acquisition of Public Records includes the management contract of Hunger, a rock quintet, and co-publishing rights with Zippertman's Thirst Music (BMI) to the group's material. Hunger's initial album, "Strictly From Hunger," will be released in January.

Kostra and Petinotti have signed Gene Rockwell, pop-country and western singer, and George Jackson, rhythm and blues singer, and have set up a production agreement with Cory Record Productions. Rockwell's initial single is "Rocking Horse," while Jackson's debut single is "Cold, Cold Love."

Series Star Local Talent

BINGHAMTON, N. Y.—To showcase local talent, WBFT-TV, is bowing a series of three half-hour specials. WBFT-TV is looking for vocalists, instrumentalists, and rock groups to participate, said program director Don Snyder. The first special will be aired Jan. 14, with other specials following Feb. 11 and March 11. WBFT-TV personality Tom Dentin will host the shows.

Actually, this is still the lat-

President in Tie With CBS

NEW YORK—CBS will distribute records for selected artists on American Metropolitan Enterprises' President Records label in the U. S. Under the agreement, CBS will handle distribution of all President Records' artists except the Equals, through its Epic and Okeh labels.

AME's President Records label covers a large number of recording artists based in Europe who are under contract to the company. Included in the agreement with CBS are Watson T. Browne & the Explosive, on Okeh, and Johnny Tudor also on Okeh.

AME is headed by Eddie Kasner.

Bright Orange's 1st Foreign Disk

LOS ANGELES—Bright Orange Records has purchased its first foreign master, "Sister Theisen's East Village Orpahne," by the Buffoons, a Dutch rock group. The single will be released in January as the second product on the Kent/Modern.

Kent/Modern chose to drop the Power designation at the request of Ambassador Records, which proved prior use of the name.
"YOU BETTER SIT DOWN KIDS!"

DONALD HEIGHT
SINGS FROM A SOUL FULL OF SORROW.

JB-5641

www.americanradiohistory.com
PLATTERS—FEAR OF LOSING YOU
(Fred, Charlie) (Writer: McCawhill) (Denn, BMI)—This one has the
charm, magnetism, and that new but not so fresh in the HOT 100.
Teddy Adams, one of the best commercial performances.
Phil. Sun-14634, ASCAP, Writer 1791

KASENETT-KATZ SUPREME CIRCUS—
I'M IN LOVE WITH YOU
(Fred. J. Levine, June, Katz) (Writer: Levine, Levine) (Katz/Feather, BMI—
Production) (Pub. Katsu/Feather, BMI) (Butch 2)

FURTATIONS—NOTHING BUT A HEARTACHE
(Prov. Wayne Bledsoe) (Writer: Bledsoe-Washington) (Poland, BMI—
Producer Wayne Bledsoe has a winner in this production, which
renders it possible the group will be just as fast and fresh here.
There is the same freshness and feeling that made the previous
performance a hit on the Hot 100 in "My Heart's Told Me"
(Fred. Shuman) (Pub. Gershwin/Feather, BMI)

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

BILLY VEGA—Juke (Fred. Ted Dorrit & Chip Taylor) (No. 7, BMI)—The
recorded version heard is given a strong personal stamp by very
Dorrit and it should prove a chart item. Atlantic 13386

RANAKA SPLEAS—The Tea La Song (Gee, Bannister, Fats Bannister) (Fred.
Just one more on the trend, nothing new this time. RCA 47901

JERRY BROWN—If We Were a Woman (Fred. A. Hill) (Writer: Hill, BMI—
The group one this entry, this catching show theme could easily
get big sales from the lead and previous releases. Decca 2927

WIFE MONTGOMERY—Where Have All the Flowers Gone (Fred. Cootie
Tayor) (Writer: Cootie Taylor) (Pub. Fats Taylor, BMI—The
international quality adds freshness to the Fats Taylor brand.
The top Fan Bob Harris is doing well. RCA 47901

RAY CONWAY—If My Eyes Have Yes You (Fred. Jack Gold) (Writer: Gold, BMI—
Casual, easy-going pop tune with a smooth, familiar sound. RCA 47901

AQUARIAN AGE In Their Own Words (Gee, Bannister, Fats Bannister) (Fred.
The group out of New York with a compelling, easy-going style.
Doo-wop appeal in their own words. Longtime Believers, BMI. Columbia 44374

GOOD EARTH—There's More Than One Road to Philadelphia (Stax)
(Writer: Martha and date) (Pub. Stax, BMI) (Rec. Stax, BMI)

TOGETHER—Same People Same (Poly, Tokes) (Writer: Berl, BMI) (Pub. Poly, BMI)

UCY FAITH—Din Oren & CHERUBS-Zeke (Fred. Jack Gold) (Writer: Gold, BMI—

JOHN SCOTT—DO R&B BAND—(I'm In the Black Massoom (Fred. Mel & Cape)
(Writer: Mel & Cape) (Pub. BMI) (Rec. BMI) (Play: BMI)

BRENT BOYS—End of the Road (Fred. Jack Gold) (Writer: Gold, BMI—

BREN TOUMAY—Mel's Hot Classics (Fred. Jack Gold) (Writer: Gold, BMI—

December 26, 1966, Billboard
THERE'S A POT OF GOLD WITH THE PEPPERMINT RAINBOW'S HIT SINGLE

"WILL YOU BE STAYING AFTER SUNDAY"

Sun Mon Tue Wed Thu

O C C L Q 11TH N H 17TH

5 12 19 26

DECCA RECORDS, A Division of MCA Inc., New York, N.Y., U.S.A.
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<thead>
<tr>
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<th>WEEKS ON CHART</th>
<th>RANK</th>
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<td>1</td>
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<tr>
<td>Aretha Franklin - &quot;I Say a Little Prayer&quot; (Soul)</td>
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<td>2</td>
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<tr>
<td>The Isley Brothers - &quot;It's Your Thing&quot; (Stax)</td>
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<td>3</td>
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<tr>
<td>The Shirelles - &quot;Will You Love Me Tomorrow&quot; (Atlantic)</td>
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<tr>
<td>The Miracles - &quot;Gimme Some Slack&quot; (Motown)</td>
<td>14</td>
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<td>Solomon Burke - &quot;S amsterdam&quot; (Stax)</td>
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<td>The Platters - &quot;Only You&quot; (Coral)</td>
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<tr>
<td>The Beatles - &quot;A Hard Day's Night&quot;</td>
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<tr>
<td>The Jackson 5 - &quot;I Want You Back&quot; (Motown)</td>
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<tr>
<td>The Supremes - &quot;Stop! In the Name of Love&quot; (Motown)</td>
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<td>The Four Tops - &quot;Reach Out&quot; (Motown)</td>
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<td>11</td>
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<tr>
<td>The Temptations - &quot;Ain't Too Proud To Beg&quot; (Motown)</td>
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<tr>
<td>The Isley Brothers - &quot;Shout&quot; (Stax)</td>
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<td>13</td>
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<td>The Miracles - &quot;The Soulful Song&quot; (Motown)</td>
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<td>14</td>
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<tr>
<td>Solomon Burke - &quot;Dr. Feelgood&quot; (Stax)</td>
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<td>The Platters - &quot; werk to Me&quot; (Coral)</td>
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<td>16</td>
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<tr>
<td>The Beatles - &quot;Help!&quot;</td>
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<td>17</td>
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<td>&quot;I Shot the Sheriff&quot;</td>
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<tr>
<td>&quot;Uptown Girl&quot;</td>
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<td>16</td>
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<tr>
<td>&quot;I Left My Heart in San Francisco&quot;</td>
<td>2</td>
<td>17</td>
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<tr>
<td>&quot;Mother, Mary, Mother&quot;</td>
<td>1</td>
<td>18</td>
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<tr>
<td>Artist</td>
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<tr>
<td>HUSS COLLECTOR</td>
<td>Who Knows Where The Time Goes</td>
<td>E.K.A. 13092</td>
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<td>BOBBY GOLDSBO</td>
<td>Hey, Baby</td>
<td>KAYS 664-642</td>
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<td>LETTRENS</td>
<td>Go Out Of My Head</td>
<td>RCA Victor 15-4099</td>
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<td>EDDY ARNOLD</td>
<td>Walkin' In Love Land</td>
<td>RCA Victor 15-4099</td>
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<td>Look To Blue</td>
<td>MONO 1357</td>
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<td>Canned Heat</td>
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**TOP LPs A-Z (LISTED BY ARTIST)**

**HITS ALBUMS & THE AIRPLANE**

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<tr>
<th>Artist</th>
<th>Title</th>
<th>Label &amp; Number</th>
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<tbody>
<tr>
<td>GLEN CARLSON &amp; THE LANDLORDS</td>
<td>This Is My Country</td>
<td>Capitol Records 2001</td>
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<tr>
<td>JOHNNY MATHIS</td>
<td>Look To Blue</td>
<td>MONO 1357</td>
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</table>
LOS ANGELES — Creating visual imagery which relates to the lyrics of a song is the objective of the Film Factory, the newest film company creating promotional "song films" for television. The color films are called "song films" not exploitation movies by Gene Weed, head of the Film Factory's division of P, F, Chuck Blore Creative Services. A former disk jockey at KFWI, Weed set up the Film Factory with Blore last spring.

The company has created nearly a dozen films and the opening sequence for Dick Clark's ABC-TV series "American Bandstand". Weed's concept is to get the soundstage and shoot his films on location, utilizing the singer as an actor in the story line in addition to lip-synching the recording.

Weed's films are regularly sent to TV stations which have 48 hours to make their own videotape copy and send it on to other stations in their geographical area. Twenty prints of each film are sent out for recycling around the TV stations. Theoretically a film is shown on all stations within a two-week period. Weed has also begun distributing films shot for Uni Records to his list of stations which have teen soundtracks and varying programs which appeal to the films as live performances.

Weed feels there are TV hosts who look for free footage films promoting new artists who would normally not book these same new groups live. Locally, "Bonzo City" has aired several films by groups which had originally vetoed in-person guests. In many instances the TV hosts are also disk jockeys and the films can sway them to begin featuring the group by the song on their radio shows. Or, at least it makes them more aware of the group and its sound.

Weed's first film was "Young Girl" by Gary Puckett and the Union Gap. "We lost $1,300 on it," Weed said. The profit margin in the song film business is small, he added, but it does open the door for more expensive film projects.

**Film Factory Mates Film to Song**

By ELIOT TIEGEL

**Hair** Songs Too Hot to Handle, Authors Claim

LOS ANGELES—Artists are shying away from songs from "Hair," charged its two authors James Rado and Gerome Ragni, because the material is too explosive in its attacks on society.

"You can't get 'White Boys and Black Girls' played on the radio," said Ragni, "or 'Colored Spades.'"

So far only three songs have been recorded as singles from the lengthy score, according to United Artists Music, which publishes the music. These include "I Got Life" by Nina Simone on RCA, "Let the Sunshine In" by Little Anthony

**Roulette Acquires Master of 'Dream'**

NEW YORK — Roulette Records has purchased the master of "May I Have the Next Dream With You" by Malcolm Roberts on Major Minor Records, England. The negotiations were arranged by Morris Levy, president of Roulette, and Philip Solomon, president of Major Minor.

**A Gold Record To 'Jungle Book'**

LOS ANGELES — "Jungle Book," a Disney Storyteller LP, has gained RIAA gold record certification. The package includes the Sherman Brothers' score from the Disney film and a four-color story book.

Disney has three LP's out on the score plus one 7-inch single LP and book and three 29-cent kiddie records.

The music in the gold record Storyteller is also on the Vista soundtrack package. But this LP does not have the children's narration and book which are features of the Storyteller.
Below is a list of the best-selling LP's and singles to date. As the sales of Christmas product increase, so too will the number of best-selling Christmas LP's and singles reported in these special charts—in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. These special charts will run for four issues as a special buying and stocking guide. NOTE: Many new Christmas releases have not yet had the full opportunity to be reflected here.

**CHRISTMAS LP'S**

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<tr>
<th>Pos.</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>THAT CHRISTMAS FEELING</td>
<td>Glen Campbell, Capitol ST 2978 (S)</td>
</tr>
<tr>
<td>2</td>
<td>HERB ALPERT AND THE TIJUANA BRASS CHRISTMAS ALBUM</td>
<td>A&amp;M SP 4166 (S)</td>
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<td>3</td>
<td>CHRISTMAS ALBUM</td>
<td>Barbra Streisand, Columbia CL 2757 (M); CS 9557 (S)</td>
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<td>4</td>
<td>MERRY CHRISTMAS</td>
<td>Andy Williams, Columbia CL 2420 (M); CS 9220 (S)</td>
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<td>ELVIS' CHRISTMAS ALBUM</td>
<td>Elvis Presley, RCA Victor LPM 1951 (M); LSP 1951 (S)</td>
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<td>MERRY CHRISTMAS</td>
<td>Bing Crosby, Decca 8128 (M); DL 78128 (S)</td>
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<td>JIM NABORS CHRISTMAS ALBUM</td>
<td>Columbia CL 2731 (M); CS 9531 (S)</td>
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<td>LITTLE DRUMMER BOY</td>
<td>Harry Simeone Chorale, Century-Fox TFM 3100 (M); TFS 4100 (S)</td>
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<td>THE CHRISTMAS SONG</td>
<td>Nat King Cole, Capitol SW 1967 (S)</td>
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<td>10</td>
<td>MERRY CHRISTMAS</td>
<td>Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)</td>
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<td>11</td>
<td>THE DEAN MARTIN CHRISTMAS ALBUM</td>
<td>Reprise R 6222 (M); RS 6222 (S)</td>
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<td>CHRISTMAS WITH RAY CONNIFF</td>
<td>Columbia CL 1390 (M); CS 8183 (S)</td>
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<td>13</td>
<td>SOUL CHRISTMAS</td>
<td>Various Artists, Atco SD 33-269</td>
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<td>14</td>
<td>SOUND OF CHRISTMAS</td>
<td>Johnny Mathis, Columbia SR 60837 (S)</td>
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<td>15</td>
<td>HOLIDAY CHEER</td>
<td>Dean Martin, Capitol ST 2343 (S)</td>
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<td>16</td>
<td>WINTER WONDERLAND</td>
<td>Earl Grant, Decca DL 74677 (S)</td>
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<td>17</td>
<td>ANDY WILLIAMS CHRISTMAS ALBUM</td>
<td>Columbia CL 8692 (S)</td>
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<td>18</td>
<td>WE WISH YOU A MERRY CHRISTMAS</td>
<td>Ray Conniff Singers, Columbia CS 8692 (S)</td>
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<td>19</td>
<td>SNAPPY AND HIS FRIENDS</td>
<td>Royal Guardsmen, Laurie LLP 2042 (M); SLLP 2042 (S)</td>
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<td>20</td>
<td>JAMES BROWN SINGS CHRISTMAS SONGS</td>
<td>King 1010</td>
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<td>SEASON'S GREETINGS FROM PERRY COMO</td>
<td>RCA Victor LPM 2066 (M); LSP 2066 (S)</td>
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<td>Camden CAL 660 (M); CAS 660 (S)</td>
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<td>SONGS OF CHRISTMAS</td>
<td>Mahalia Jackson, Columbia CS 9727</td>
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<td>MERRY CHRISTMAS FROM MOTOWN</td>
<td>Various Artists, Motown MS 681</td>
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<td>Tony Bennett, Columbia CS 9739 (S)</td>
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<td>26</td>
<td>HANDEL: MESSIAH (3 LP's)</td>
<td>Robert Shaw Orch. &amp; Chorus, RCA Victor LSC 6175 (S)</td>
</tr>
<tr>
<td>27</td>
<td>CHRISTMAS IS</td>
<td>Percy Faith, Columbia CS 9377 (S)</td>
</tr>
<tr>
<td>28</td>
<td>JOY OF CHRISTMAS</td>
<td>Mormon Tabernacle Choir &amp; the New York Philharmonic Orch. (Bernstein), Columbia MS 6499 (S)</td>
</tr>
<tr>
<td>29</td>
<td>A MUSIC BOX CHRISTMAS</td>
<td>Rita Ford, Columbia CS 8498 (S)</td>
</tr>
<tr>
<td>30</td>
<td>PAUL MAURITIUS CHRISTMAS ALBUM</td>
<td>Phillips PHS 600-255 (S)</td>
</tr>
<tr>
<td>31</td>
<td>CHRISTMAS SHOPPING</td>
<td>Buck Owens, Capitol ST 2977 (S)</td>
</tr>
<tr>
<td>32</td>
<td>CHRISTMAS WITH CHET ATKINS</td>
<td>RCA Victor LSP 2423 (S)</td>
</tr>
<tr>
<td>33</td>
<td>SPIRIT OF CHRISTMAS</td>
<td>Living Strings, RCA Camden CAS 783 (S)</td>
</tr>
<tr>
<td>34</td>
<td>PEACE</td>
<td>Rotary Connection, Cadet Concept LPS 318 (S)</td>
</tr>
<tr>
<td>35</td>
<td>MAGIC OF CHRISTMAS</td>
<td>Soulful Strings, Cadet Concept LPS 814 (S)</td>
</tr>
<tr>
<td>36</td>
<td>CHARLES BROWN SINGS CHRISTMAS</td>
<td>King 775 (M); No Stereo</td>
</tr>
<tr>
<td>37</td>
<td>HOLIDAY SING-A-LONG WITH MITCH</td>
<td>Mitch Miller &amp; the Gang, Columbia CS 8501 (S)</td>
</tr>
<tr>
<td>38</td>
<td>THIS CHRISTMAS I SPEND WITH YOU</td>
<td>Robert Goulet, Columbia CS 8876 (S)</td>
</tr>
</tbody>
</table>

Compiled by the Billboard Music Popularity Chart Department for Issue Dated 12/28/68

**CHRISTMAS SINGLES**

<table>
<thead>
<tr>
<th>Pos.</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>LITTLE DRUMMER BOY</td>
<td>Harry Simeone Chorale, 20th Century-Fox 429</td>
</tr>
<tr>
<td>2</td>
<td>THE CHRISTMAS SONG</td>
<td>Nat King Cole, Capitol 3561</td>
</tr>
<tr>
<td>3</td>
<td>WHITE CHRISTMAS</td>
<td>Bing Crosby, Decca 23778</td>
</tr>
<tr>
<td>4</td>
<td>THE CHRISTMAS SONG</td>
<td>Herb Alpert, A&amp;M 001</td>
</tr>
<tr>
<td>5</td>
<td>PLEASE COME HOME FOR CHRISTMAS</td>
<td>Charles Brown, King 5405</td>
</tr>
<tr>
<td>6</td>
<td>SILVER BELLS</td>
<td>Earl Grant, Decca 25703</td>
</tr>
<tr>
<td>7</td>
<td>SANTA CLAUS GOES STRAIGHT TO THE CHETTO</td>
<td>James Brown, King 6203</td>
</tr>
<tr>
<td>8</td>
<td>BLUE CHRISTMAS</td>
<td>Elvis Presley, RCA Victor 447-0647</td>
</tr>
<tr>
<td>9</td>
<td>MERRY CHRISTMAS BABY</td>
<td>Otis Redding, Atco 6631</td>
</tr>
<tr>
<td>10</td>
<td>CHRISTMAS IS FOR CHILDREN</td>
<td>Glen Campbell, Capitol 2336</td>
</tr>
<tr>
<td>11</td>
<td>LONESOME CHRISTMAS</td>
<td>Lowell Fulson, Hollywood 1022</td>
</tr>
<tr>
<td>12</td>
<td>RUDULPH, THE RED-NOSED REINDEER</td>
<td>Temptations, Gordy 7082</td>
</tr>
<tr>
<td>13</td>
<td>MERRY CHRISTMAS BABY</td>
<td>Charles Brown, Hollywood 1021</td>
</tr>
<tr>
<td>14</td>
<td>ROCKIN' AROUND THE CHRISTMAS TREE</td>
<td>Brenda Lee, Decca 30776</td>
</tr>
<tr>
<td>15</td>
<td>SNAPPY'S CHRISTMAS</td>
<td>Royal Guardsmen, Laurie 3416</td>
</tr>
<tr>
<td>16</td>
<td>JINGLE BELL ROCK</td>
<td>Bobby Helms, Decca 30513</td>
</tr>
<tr>
<td>17</td>
<td>BACK DOOR SANTA</td>
<td>Clarence Carter, Atlantic 2576</td>
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<tr>
<td>18</td>
<td>PO' FOLKS CHRISTMAS</td>
<td>Bill Anderson, Decca 32417</td>
</tr>
<tr>
<td>19</td>
<td>WHITE CHRISTMAS</td>
<td>Otis Redding, Atco 6631</td>
</tr>
<tr>
<td>20</td>
<td>SILENT NIGHT</td>
<td>Mahalia Jackson, Kenwood 750</td>
</tr>
<tr>
<td>21</td>
<td>A CHRISTMAS WISH</td>
<td>Bobby Goldsboro, United Artists 50470</td>
</tr>
<tr>
<td>22</td>
<td>WHATSOEVER HAPPENED TO CHRISTMAS</td>
<td>Frank Sinatra, Reprise 0790</td>
</tr>
<tr>
<td>23</td>
<td>BAREFOOT SANTA</td>
<td>Sonny James, Capitol 5733</td>
</tr>
<tr>
<td>24</td>
<td>CHRISTMAS SHOPPING</td>
<td>Buck Owens &amp; His Buckaroos, Capitol 2328</td>
</tr>
<tr>
<td>25</td>
<td>CHRISTMAS BLUES</td>
<td>Canned Heat &amp; Chipmunks, Liberty 56079</td>
</tr>
<tr>
<td>26</td>
<td>HURRY HOME FOR CHRISTMAS</td>
<td>Robert Goulet, Columbia 4-44710</td>
</tr>
<tr>
<td>27</td>
<td>CHRISTMAS SONG</td>
<td>James Brown, King 6064</td>
</tr>
<tr>
<td>28</td>
<td>THERE'S NO CHRISTMAS LIKE A HOME CHRISTMAS</td>
<td>Percy Como, RCA Victor 47-9683</td>
</tr>
<tr>
<td>29</td>
<td>HOLLY JOLLY CHRISTMAS</td>
<td>Burl Ives, Decca 31695</td>
</tr>
</tbody>
</table>
Partly responsible for the creation of a number of these new companies are arrangers, composers, big band leaders, and other musical figures, including Andy Williams, Amos Milburn, The Ventures, the V殡ce Brande Studios, and the Fleischer Brothers. Most of these new companies were formed in response to the growing demand for novelty, jazz, and rock and roll records. Some of the most prominent of these companies are Sun, Specialty, Aladdin, Federal, and King.

On Executive Front

One of the most significant developments in the music industry has been the increase in the number of recording labels. These new companies are often formed by established artists and producers, and they are designed to provide more control over the creative process and to promote the careers of new talent. Many of these new labels have been successful in introducing new and innovative music to the public.

Majestic banner 37-LP Pitch

CHICAGO - A new Spunky and Conjunto outfit, the Martinez Brothers' 37-LP package supported by a $100,000 promotion and a $15,000 advertising budget on Decca, is ready to roll. Typical of other LPs in the group, the 37-LP Spunky and Our Gang album will be released with a 10-page insert that carries a story about the group. The 37-LP package is also available with a 16-page insert, which includes an interview with the group's lead singer, and an article about the group's music and history. The insert also contains a list of the group's songs, with their chart positions and Billboard chart numbers.

Atlantic Ups Take by 80%

More than half of the more than 100 LPs issued by Atlantic in 1968 became best-sellers. In August, Atlantic released a time record with Number 1, 2, and 3 albums on the best-seller charts, including "Whipped Out," "The Rascals Greatest Hits," and "Cameo." Of the 23 RIAA certified gold records received by Atlantic in 1968, 12 were for million-selling singles, and 11 for albums with sales over 10 million.

Capitol Records, which has over 200 albums and singles on the charts, has sold over 20 million copies of its records in 1968. Capitol's pressing plants have produced over 1.2 million records each year, and its computer tape two, and other gold records. Joe Tex, Clarence Carter, Archie Bell & the Drells, the Crazy World of Arlen, and Peppermint and Cream.

Atlantic's Campbell in Hot 5 Mos.

LOS ANGELES - Glen Campbell is one of the most popular country music artists in the world. He is known for his动听 songs and his ability to connect with audiences in a way that few other musicians can. Campbell has had several hit songs over the years, including "Rhinestone Cowboy," "Wichita Lineman," and "I'll Be Me."

GRT Buys 90% of Magnetic Media

The studio here has seen its heavy use by the Cream, the Rolling Stones, and the Yardbirds. Fudge that the label is now building another studio in the building to have Fudge and Capes record there in order to keep flexible. Atlantic is now building a large new studio, which is called Atlantic West Coast. It will be used by the label's top artists and the rhythm tracks in recording.

Magnetic Media has a last fiscal year public offering by the use of a depressed computer tape market. Magnetic Media has been out to market an agreement with Magnetic Media in May, 1968, for $1,000,000. In consideration of the undertaking, stockholders of Magnetic Media agreed GRT options to acquire their shares of Magnetic Media.
leading authorities in the worldwide music and recording industry will present their thoughts on the following subjects:

- Challenges to the Music Industry
- International Forces of Social and Economic Significance
- Changing Patterns in the Distribution and Retailing of Records
- Promoting the Artist
- New Strategies for Problem Markets
- Performing Rights—Logging, Monitoring, and Distributing Funds in the United States
- The Options for Establishing a Foreign Facility—Weighing their Advantages and Disadvantages
- The Emergence of the Individual Artist/Composer/Producer as a Self-Contained Organization
- Merchandising the Artist and Music Internationally
- Income Potential in Different Music Forms and Use
- The Source of Music Income—A Comparison Among Major Countries

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