Buying & Flu Bugs Bite Key Marts at Christmas

NEW YORK — Christmas season sales around the country were great this year. A Billboard survey of the New York, Los Angeles and Chicago markets interviewed the ups and downs of a holiday sales picture in which the Beatles saved New York. Companies such as Hong Kong's Polyknock out Los Angeles, and prerecorded tapes boosted Chicago. The two-volume album set of the Beatles led the field for Christmas sales at several of New York's leading department and record stores. David Rothfeld, division merchandising manager of the E. J. Korvette chain, reported that record sales were probably going to end up higher than last Christmas season's. "And sales of the Beatles set are phenomenal," Phil Mishuck, record buyer for Alexanders stores, said that it was little too early to tell if sales were ahead of last Christmas, "but they look very good. Sales Monday came on like gangbusters, with the Beatles set among the best sales item." And he pointed out that higher priced product was doing extremely well this season, especially the $5.79 and up album product. Gimbel's department store was doing very well, according to Robert Fattner. "Business picked up a little due to a sales promotion." (Continued on page 4)

Decca's 'Grand Design' for '69

NEW YORK — Bill Galagher, MCA vice-president in charge of the Decca Division, has mapped out 1969 for an overhaul of the company's distribution system, a buildup of its manufacturing and studio facilities, and a revitalization of its artists roster. The blueprint for the coming year marks an end to the transition period that began when Galagher took over the direction of the label 10 months ago. It's full speed ahead now in all areas. On the distribution end, Galagher is planning a "total re- construction of Decca's wholly owned branch network." The reshaping of the distribution operation, according to Galagher, will be aimed at making the setup more flexible and more aggressive so that it can better meet the demands of an ever-changing market. Galagher will also go after new lines to bring into the Decca distribution fold to supplement the already successful ventures with London Records and Elektra Records. Conno, Decca's wholly owned company in Canada, will also be adding lines to its distribution operation. In addition to the Decca label, Conno now handles United Artists Records and Scepter-Wand, among others. Expansion Program The buildup of the manufacturing and studio operations includes an expansion program in U.S. as well as Canada. First on Galagher's agenda is the building of a manufacturing plant on the West Coast. "Not being represented on the Coast with a pressing plant," Galagher said, "makes us sadly lacking in one of the most important distribution markets in the world." (Continued on page 6)

Pint Size Is Sold to TIC

By ELOI TIEGEL

LOS ANGELES—Transcontinental Investment Corp. (TIC) has purchased George Tobin and Johnny Cymbal's Pint Size Productions for its newly formed Transcontinental Entertainment Corp. The stock exchange deal with the New York-based pop music company provides TIC with its third record production company. Tobin and Cymbal are responsible for the chart single "Cinnamon" by Derek on the Bang label. The two producers work with groups released on (Continued on page 8)
Much more than a movie soundtrack! It's a total entertainment experience!

Available on Stereo 8 Cartridge Tape

Manufactured and Distributed by RCA
Ex-PD's, Mgrs. Jam Airwaves As Consultants

By CLAUDE HALL

NEW YORK — With increasing emphasis in radio being placed by the advertising world on demographics, the buying of pop music has been growing importance and responsibility placed on the programming community — in both ego and gold — are high, for the winners, and this led to a flurry of program directors and stations managers entering the consulting field.

The latest manager to move into consulting is Harvey Glasscock, former general manager of WNEW in New York who has a long string of successes with various Metromedia-owned stations. Bill Drake, of course, is undoubtedly the fair-haired consultant of the moment, but many of the people involved in... (Continued on page 22)

LAW DEGREE TO W-7'S FRIEDMAN

BURBANK, Calif.—Joel M. Friedman, vice-president in charge of marketing at Warner Bros.-Seven Arts Records, will receive his Bachelor of Laws degree (LL.B.) this month from the College of Law, University of San Fernando Valley.

Friedman has been studying law the past four years and will take a brief leave from his Warner/Reprise post to prepare for bar examinations.

Hansen Launches 99c Bandbooks

CHICAGO — Nightclub or- chestras will be featuring more songs popularized on records and may end up making their own "second generation" hit recordings. Rack jobbers are selling more sheet music keyed to chart records. This is the prediction of Charles Hansen's Ben Kaufman, whose firm introduced last week a series of 99-cent books each featuring... (Continued on page 39)

NEW YORK — Christmas season sales around the country were erratic this year. A Billboard survey of Los Angeles, New York, Los Angeles and Chicago markets indicated the up and downs of a holiday sales picture in which the Beatles saved New York, company head Kong Lou knocked out Los Angeles, and prerecorded tapes boosted Chicago.

The two-volume album set of the Beatles led the field for Christmas sales at several of New York's leading department and record stores. David Roth- feld, division merchandising manager of the E. J. Korvette chain, reported that record sales were probably going to end up higher than last Christmas sea- son's. "And sales of the Beatles set are phenomenal."

Phil Mishuck, record buyer for Alexanders stores, said that it was a little too early to tell if sales were ahead of last Christ- mas, but they look very good. Sales Monday came on like gangbusters, with the Beatles set by far and away the best sales item." And he pointed out that higher priced product was doing extremely well this season, especially the $5.79 and up album product.

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By BRUCE WEBER

LOS ANGELES — Fifteen music publishers have filed suit in U.S. District Court here against Phoenix Tapes and Hol- lowood Music Programmers for alleged violation of the Federal copyright act.


The defendants are charged with unauthorized duplication of copyrighted material from 17 sources: "The Glory of Love," by Billy Hill for Shapiro, Bern... (Continued on page 14)
Tetra Raising Prices—Cites Prod. & Mfr. Costs

LOS ANGELES — Tetra-grammation is raising its album list prices to $5.79, effective Wednesday.

Mounting costs in production and manufacturing are responsible for the increase. The move keeps the company from being responsible for the increase in the cost of manufacturing.

The price hike, $4.79 to $5.79 and $11.50 for a double LP, covers nearly all of the company's operations. The distributor prices will be discounted from the new figures.

The increase also will help offset increasing promotional expenses, stated Barsky. Tetra's promotion-marketing budget for 1969 will be $3 million, or 90 per cent of the label's $3.5 million budget this year. Prior to joining Tetragrammation, the price policy prior to the release in January and February of three major albums.

The controversial John Lennon-Yoko One album, "Two Virgins," will retail at $5.79, as will the company's initial LP, "The International Best of the Kingston Trio," recorded last year at the hungry i, and will list at $11.50. The Kingston package is scheduled for February release.

Para. Films Forms a New Label—Track, Cast, Project LP's Set

LOS ANGELES — Paramount's newly formed label, Paramount Records. The name of the new label is the same as the one originally associated with jazz in the 1930's, and will be part of the ABC-Paramount line in the 1950's.

Paramount Records will init-

ially release soundtrack, orig-

inal-motion picture, and single albums, so as not to contrast with Dot, the label Paramount has been using. The label for now is itself undergoing a repertoire expansion.

Arnold Burke, Paramount's music division vice-president, will be in charge of the new label while continuing as Dot's presi-

dent.

First Product

First product set for Para-

mount through its domestic World-Wide-Orbit subsidiary company are two jazz-oriented LP's: The initial collaboration between Count Basie and Kay Starr and a follow-up LP of music from "Mambo Yankee." The first "Mission Impossible" LP of Los Angeles' city was released in February, and is one of the label's major hits. Burke emphasizes that this second LP reflects the special projects nature planned for the new label. There will be no re-emphasis for 11-year-old Dot Records, Burke said. Rather, Dot will be al-

lowed to build its image in the various fields of pop music, from middle-of-the-road hits to the more edgy.

A number of Dot's executives and services will be utilized on the new label, which has been in preparation for over a year. Dot's chief producer, Tom Mack, and his assistant, Leo Burke are the production team for the new label.

Paramount product will go through Dot's international in-

dependence. The first LP of the movie's new title is the utiliz-

ation of the Paramount name on a label for the first time. Paramount. Pictures has been in the entertainment business for nearly 50 years and has released films under the Para-

mount logo for the last 40. The logo for the new label will be used in a package made from the original Paramount's graphics department will be utilized.

Paramount is owned by the firm's parent, Sid Buck, and operates independently of the label's operations. The new label was formed in February, 1953, and has been in operation under Paramount's graphics department since then.

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**Buying & Flu Bugs Bite Key Marts at Christmas**

*Continued from page 1*

Promotion through Angel Records. Albums by name artists singing Christmas songs are going well, as are rock, 'n roll and folk-rock albums. He also reports, "More and more listeners are being drawn by the quality of the recordings and the atmosphere they create." At the House of Sight & Sound in the San Fernando Valley, the Folkies, Mike Strano, record buyer, reported a considerable decline in Christmas albums. Sales were up only $200 on Sunday (22) until then it was like a typical Christmas week. He believed it was a few days before Christmas.

Strano said there were problems in receiving stock because of illness of the distribution people. He estimated the store lost $1,000 in sales because of the virus. Strano suggests that a record shop specializing in rock music, off the Sunset Strip, sales were 10-15 per cent.

**Chicago**

CHICAGO — Christmas sales in this area were generally up, with prerecorded tape credited with a good year. Retailers were more optimistic than wholesalers, where reports were more mixed.

"The biggest Christmas ever," said John White, co-owner, of Rose Discount Records. He added, "It's going to be my best Christmas ever." Sales increased considerably, and the latest Beatles album, "Help!" was big business. "We don't do very well, but we're doing as good as last year. Some record buyers may have been looking for a single. However, our business is up as well." One record shop, the' in the sales, off the Sunset Strip, said "We've had a very good year." According to David Dolgin, of Robin's Music Art Shop in suburban La Grange, reports that business was up about 20 per cent as last year, "which is good." Dolgin said more, "We didn't discount records last year, so we sold our own. The bulk of our business is in albums. We feel singles are dead, and we're going for business, tape and accessory lines were exceptions. At the store located in high traffic area in Chicago's Uptown town, Apollo Toppor, said, "Business was a little off but not very much. very much disappointed. We only had something to do with it. Elvis Presley's "Blue Christmas" single and his Christmas album were the big sellers." In suburban Arlington Heights Walter Pressing, owner of Arlington Records, reported, "Everything went pretty well. Singles were slow before Christmas but then the last three days, they really kicked up. Albums were consistent."

**Los Angeles**

LOS ANGELES — Christmas sales at Los Angeles stores were reported hard to pin down. Retailers around Los Angeles were hard hit as the Hong Kong flu swept through the city. Nearly one-third of the city's population was hit by the virus.

The illness affected distributors with heavy orders from record trucks which lost drivers, record shops which lost clerks and management, and local dealers, who have also proved effective in boosting album sales this year, he said.

**New York**

NEW YORK — CBS Records has acquired the discount branch of the Discoun- t Store Co. for an undis- closed sum. The company, which has offices in Scranton, Pa., and Scarsdale, N. Y., operates full-featured discount stores at college campuses in various States, including Illinois, Califor- nia, and Ohio. The firm is affiliated with Ohio State University.

Marvin Salines and George Greenberg, two of the three owners of Discount Records, will stay with the CBS Records division and continue to direct the operations of Discount Rec- cords.

Making the announcement, Clive Davis, president of CBS, said, "This acquisition will provide our company with the opportunity to test new merchandising methods and to collect valuable operating data, especially from young people at present enrolled at university level. With increased understanding of the consumer profile and the problems facing our discount division, we should be in a better position to help find solutions and supply better products and services."
Be prepared!

“Blood, Sweat & Tears” begins where “Child Is Father to the Man” left off.

“The best American groups—Jefferson Airplane and Blood, Sweat & Tears are two of them—produce substantial music that can be lived with.”

The New York Times

“Blood, Sweat & Tears is an eternal jam session.”

Rat

“Blood, Sweat & Tears has accomplished what none of the other brass-rock groups has been able to: they've got it together.”

Riffs/The Village Voice

“Rock music in a big band format that works.”

Eye magazine

The new Blood, Sweat & Tears album is called “Blood, Sweat & Tears” On Columbia Records.
Disney in Latin America

LOS ANGELES — Walt Disney Music has a set-three-year program for dubbing Disney films into Spanish for the Latin American market. Records will be dubbed in Mexico City, the home of renowned dubbing studio Los Edmondios Santos, who has been dubbing Disney films into Spanish for the past 25 years. Additional dubbing will either be done in Buenos Aires, San Pancho, or Rio de Janeiro.

Involved will be dubbing existing and future Disney animated animated pictures and also creating new stories specifically for the Latin American market. Under the terms of the Latin American expansion program, Latin story books, magazines, and records will be produced in 8-inch and 12-inch LP's plus LP jackets will be printed in the countries where the records are pressed. Three executives will coordinate the Latin program. Prod. Supv. Edmondios Santos, a Disney executive in Burbank, and Jane Goldsmith, a Disney executive in Santa Barbara, Mexico City.

COMMAND TO SHOW PRODUCT

NEW YORK — Command/Probe Records will make separate presentations at the forthcoming ABC Record Show in New York City. The meeting will be at Miami Beach's Eden Roc Hotel, room 1707. Command/Probe is a division of ABC.

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Decca's 'Grand Design for '69

— Continued from page 1 —

Decca is going all out for a massive promotion campaign for its recording of the English-language version of the new musical, "The Sound of Music." The campaign, which will be coordinated by Tony Martell, the company's new vice-president in charge of all operations, will be the biggest promotion campaign in the company's history. It will be launched in October and will continue through the end of the year.

The campaign will include a series of special events, such as a gala premiere at the Metropolitan Opera House in New York City, a benefit concert to be held at the Victoria Palace Theatre in London, and a special screening of the film version of the musical to be held at the Warner Bros. Theatre in Hollywood.

The campaign will also include a series of special promotions, such as a special edition of the musical's soundtrack album, which will be sold exclusively at the Decca record store in New York City, and a special edition of the film version of the musical, which will be sold exclusively at the Warner Bros. Theatre in Hollywood.

The campaign will also include a series of special appearances by the cast of the musical, including Julie Andrews, Richard D. Wilder, and Christopher Plummer.

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Amaret Lines Up Foreign Distrbts

LOS ANGELES — Amaret Records, producer of the hit single "Brown Sugar," has signed a new distribution contract with the Atlantic Records label in the United States. The new contract will provide for the distribution of Amaret's records in the United States, Canada, and Europe.

Atlantic Records, a division of Warner Bros. Records, will handle the distribution of Amaret's records in the United States, Canada, and Europe. The new contract will provide for the distribution of Amaret's records in the United States, Canada, and Europe.

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ATLANTIC, GRT ENTER PACT

LOS ANGELES — Atlantic Records has signed a non-exclusive distribution contract with the British company, GRT. Under the terms of the contract, GRT will handle the distribution of Atlantic's records in the United Kingdom and Ireland.

The contract will provide for the distribution of Atlantic's records in the United Kingdom and Ireland. The new agreement will allow Atlantic to increase its presence in the European market and to expand its distribution network in the United Kingdom and Ireland.

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Hedge & Donna 2

Gandalf St. 127

Bob Seger
ST 172

The Stained Glass
ST 154

Capitol Records
**GR1 Wrap-Up Year Of Chess Purchase**

**LOS ANGELES** General Recorded Tape's acquisition of the Chess Checker/Cadet group of record corporations will be completed the week of Feb. 1.

The Chess group—19 corporations—will be acquired for $6.5 million cash and 20,000 shares of General Recorded Tape stock, valued at $450,000. Acquisitions involve several separate transactions.

The Chess transaction includes Chess Producing Corp., Midwest Audio Quality Recording Pressing companies and Aristoc Records.

**Brooks/Sepe Bow Megaphone**

**LOS ANGELES** — Marty Brooks and Tony Sepe have established their own independent record companies, with a distribution network in the U.S., Canada and Australia. About 25 distributors will handle product in the U.S. The label is in Quality Records and Proton Electronic's catalogue. The label already has a $2 million contract for the next 12 months.

Brooks and Sepe, both executives at a Canadian music company, are also interested in marketing their label to the international market. The label will focus on all rock-jazz companies.

**A Newsletter Is Launched By Atl.**

**NEW YORK**—Atlantic Records last week introduced a monthly newsletter aimed at the progressive rock scene. The newsletter, Under the Logo, will be distributed to more than 500 progressive rock radio stations, college radio stations, the underground press, and the influential reporters and writers on the scene, according to Bob Rolontz, Atlantic's head of advertising. The newsletter is a supplementary issue concerned news about artists such as Cat Stevens, the Cream and Pickett.

**W-7's Disk, Key Aim in Music Whigs NCC's Bid**

**LOS ANGELES** — National General Corp.'s major aim in the proposed merger with Warner Bros.-Seven Arts is to acquire the W-7 record and music activities.

In a petition to the Federal District Court in New York, National General stated its interest in the merger was to acquire W-7's record and music activities, including Atlantic records, acquired by W-7 in October 1967. The proposed acquisition of W-7's $198.3 million total income in fiscal 1969 came from records and music

The proposed merger of National General and Warner Bros.-Seven Arts has run into a Justice Department roadblock. The Justice Dept. formally informed National General last week it would oppose the merger on antitrust grounds.

In a concession, National General said it would divest itself of the W-7 film production-distribution unit if the court would permit the merger.

**Print Size Is Sold To TIC**

- *Continued from page 1*

Buddah, Bang, Tower, MGM and RCA.

Invested in the purchase is a management firm and a BMI publishing company, Tobin and Company. It is headed by Joe Piteny and Al Martin, with a significant stake owned by Atom and Vinny "Cinnamon" single "Mary in the Morning." They recently recorded Derek's "S'width," which follows his "Cinnamon" single.

TIC's first production company, Soundtrack Enterprises, aired June when it bought Mike Curb's Sidewalk Productions and three recording studios owned by the 23-year-old producer. Mike Tracy, TIC acquired Jim Guercio's Posenoid Productions. One month ago, TIC forged a unique entertainment wing as the corporation for all of Curb's associated music and recording activities. Curb was named president and Bud Fraser executive vice-president of the wing.

Transcontinental Entertainment is TIC's artistic specialty company, which is in its infancy. Music is the repository for all its rock-jazz companies.

**NARAS BEGINS GRAMMY VOTE**

**NEW YORK**—First-round voting for the 1968 Grammy Awards began last week when NARAS members received ballots containing nominees in 36 categories. Deadline for returning ballots is Monday (13).

The 1968 Grammy Winners will be announced March 12 at a concurrent awards presentation at the Academy's four-chamber city.

**sales Record Seen at RCA**

**NEW YORK** Sales for the Radio Corp. of America will top $3.1 billion for the year, John R. Sarnoff, president and chief executive officer, said last week. The company's 330,000 shareholders will receive a dividend of 15c share, he said. The dividend will total $2.35 a share.

Sarnoff said the company's $37.5 million in net profits, excluding goodwill, is based on the success of its first year in the home appliance field. He added that the company's sales exceeded $750 million.

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**Cont'l Vending Ban Renewed**

**WASHINGTON**—The Securities and Exchange Commission (SEC) has renewed its decision to suspend Continental Vending trading, and decided to further extend the over-the-counter suspension.

The SEC said it had learned that Continental Vending is attempting to recapitalize the company, but is going on, counsel for Continental's trustee in the current court proceeding, are the claims and the outcome is in doubt. Also, the attorney did not reveal all the terms to the SEC. Both the Court and the Continental trustee have not been notified when the trading will be halted again.

SEC, therefore renewed its suspension for the three-day period ending Dec. 22, in both the stock and the debentures of Continental Vending. Probably will continue renewing the suspension, the SEC stated, if settlement matters are finalized.

**Seek Delisting Of Seeburg**

**NEW YORK**—The Securities and Exchange Commission announced today it will ask to delist Seeburg Corp. from the New York Exchange because of the suspension of trading of its shares. The Exchange explained that as a result of the suspension the stock of Seeburg Corp., until 271,648 Seeburg shares are in public hands. The Exchange's governing board normally considers delisting an issue until 25% of the shares are in public hands.

Meanwhile, the New York Stock Exchange will suspend trading in the stock of Seeburg Corp. after the market's close Friday (3).

**Yarbrough Files Suit Vs. Everest**

**LOS ANGELES**—Glenn Yarbrough, Warner Bros.-Seven Arts artist, has filed a $100,000 suit against Everest Enterprises and the Everest Record group in the Superior Court here.

Yarbrough seeks to enjoy the label from selling an album, "The Best of Glenn Yarbrough," which allegedly contains his name, voice and likeness.

He is seeking exemplary damages of $100,000 and requesting the court to reverse the gross profit derived from the sale of the LP.

**Mark's Oldies & Newies Get Hot Recording Action**

**NEW YORK**—Several songs in the Edward B. Mark Music Corp. catalog have received heavy recent recording activity, according to "Yarbrough," "The Birthday," "The Band," "The Breath and I." New recordings also have appeared on "Paradise," "There'll Be Some Changes Made," and "Parade of the Wooden Soldiers." Mark's newest song, "In the Year 1970," appeared in a new disk version with the Japans Bred-Rod McDonald." If you're not Way, "You'll Be Found Coo," and three Rickie Shorter songs on "The Street," which was released on Verve/Forecast. Also receiving action are "Rags and Old Iron," "Original Delosted Century," and "God Bless the Child."


Several albums have included George M. Cohan songs featured in the Broadway musical "42nd Street." In the classical field, Mark's Music copyrights gaining recordings have included Roger Sessions' "Symphony No. 3," and "Violin Concerto," and Francis Thom's "Bolero Orchestral" and "Rhapsodic Variations."

**Songbook Ready On Iron Butterfly**

**LOS ANGELES**—Ten East Coast/Hit-Eastern Habana Publishing Co. will publish the Iron Butterfly songbook "In a Gadda Da Vida." The book will contain photos of the Atco records group, as well as music and lyrics to all the songs in its Iron Butterfly's two released albums, "Heavy," "In a Gadda Da Vida."

The book is expected to sell well among the fans and can be expected to sell well among the fans of the rock band's music.
I've Got You on My Mind Again

Let the World Keep on Turnin'

Duet by Buddy and Jack Owens

Don't Let True Love Slip Away

Where Has Our Love Gone?

Sing a Happy Song

That's All Right With Me

Where Is She? Baby, Where Is She?

Love Is Me

Hurry, Come Running Back to Me

Alabama, Louisiana, or Maybe Tennessee

I Ain't Gonna Be Treated This A-Way

Produced by Ken Nelson

Also available on Reel-to-Reel Tape, 8-Track Cartridge and Cassette
3 Stars Shine at Fillmore

NEW YORK — Three star acts provided a first-class evening at Fillmore East in the first show on Saturday (21), the third of four weekend performances. The excitement started with the fine James Cotton Blues Band, continued with a British group, Deep Purple, making its first U.S. tour, and ended with San Francisco's Creedence Clearwater Revival, featuring John Fogerty, a genuine phenomenon.

But Fogerty, an electric singer and top notch guitarist, wasn't the only star in these specialties as the first group had the bluesy sound of Cotton on vocals and another top bluesman, Luther Tucker on guitar, and Deep Purple hit with the strong-voiced Rod Evans and an outstanding guitarist in Ritchie Blackmore. Fogerty also shared the evening's virtuosos honors with Cotton on harmonica and Deep Purple's exceptional organist Jon Lord.

Musically, the evening had still more to offer as three groups, despite varied styles, displayed tight musicianship. All had solid drummers in Cotton's Francis Clay, Deep Purple's Ian Price, and Cre- dence's Doug Clifford, although only Price had an extended solo. The bass guitarists, Bob Anderson, Nicky Semper and Stu Cook, respectively, also were steady as was Tom Fogerty, rhythm guitarist in Creedence Clearwater Revival.

The evening got off on a high note as the quartet played the music of the Cotton unit, but really held its first audience out to sing, "Every Day I Have the Blues," followed by "Knock on Wood," a familiar number in the band's repertoire. Then, Cotton went slow and bluesy with Intory Monday Blues. The band, one of the top consistent blues bands around, was in excellent form throughout.

When Cotton turned to his harmonica, the virtuosity was staggering, even bringing him to his knees at one point. The group's "The Mule" from their latest Vanguard album. They also had recorded for Verite/Forecast.

Deep Purple's own style continued. This group utilized rock, blues and classical elements in its performance. In addition to the bass hit, "Hush," the Tetrogrammaton quintet did a job on top numbers of other acts.

The powerful beat of Cre- dence/Clearwater Revival fol- lowed, beginning strong with "In a Bayou." John Fog- erty, one of the group's lead vocalists, always seems to scream a number, received (Continued on page 12)

FUGS, NICO AID BENEFIT

NEW YORK — The Fugs, Reprise artists, and Elektra's Nico will appear at a benefit for the New York Free Press, an underground weekly, at Fillmore East on Wednesday (8). The program also will include a jam with Charlie Mingus, Jeremy Stig, Larry Rivers, and David Amram, a talk by author Norman Mailer on "Who Is the Enemy?" and backing by the Joshua Light Show.

For New Writers, B'way Life Is a Cabaret; Kander/Ebb

BY FRED KIRBY

NEW YORK — The climate for new writers on Broadway has been summed by one thing to John Kander and Fred Ebb, writers of such stage hits as "Cabaret" and "Zorba." The duo cited David Merrick and Harold Prince as producers who are willing to go with new talent.

Also, critics are most recep- tive to new sources. It's a very good time to be a new writer and in New York City," Ebb commented. Ebb also discounted the cliche about good writers and material being unheard. "Anyone will read and generally hear new material today," he said.

Nothing Taboo

"There are no more taboo subjects" he said, citing shows such as "Cabaret" and "Zorba." He added, "Man La Mancha," and "Hair," all successful properties. But, he cau- tioned, "writing for the theater requires dedication."

The rewards for younger writers are greater as they become involved, Ebb noted. "Critics are anxious to see these people work. Musical producers are very interested in new writers."

Three of the four Kander-Ebb Broadway shows, "Flour, the Red Menace," "Cabaret" and "Zorba," were produced by Prince. The fourth, "The Happy Time," was pro- duced by Merrick. Their collabora- tion began in 1963 after they were introduced by publisher Tommy Vandel. Ebb, the lyricist, and Kander, the composer, provide the me- lodic line and lyrics simultaneously. Often, they have specific performers in mind. Rarely, three of the four principals they envisioned for "Cabaret," Lottte Lenya, Joel Grey and Jack Gilford, appeared in the show, likewise Hirschel Bern-ardi was pictured as "Zorba."

Bill Gallagher, seated center, MCA vice-president in charge of the Decca Division, is flanked by the Irish Rovers, Decca group, during listening to their third guest appearance on the TV series, "The Virginian."

Judy Collins Gentle And Talented Force

NEW YORK — Judy Collins, a gentle but persuasive folk-poet, drifted tenderly through the song poems of Leonard Cohen, Joni Mitchell, Bohdy Dylan—plus her own—on a recent Carnegie Hall Sunday (22) for one show by the Elektra Records artist.

Filling the gap created in the feminine folk ranks when Joan Baez turned to protest, Miss Collins has since won a voice of her own in the pop musicpanoply with her trilogy of life and love portraits, painted with the pastels of melancholy for her "Wildflowers" and "Who Knows Where the Time Goes?" albums for Elektra. Her clear, penetrating

(Continued on page 12)

The Hit Version of:

"CHITTY CHITTY BANG BANG"

Is it in the Album:

CINEMA '69

LEROY HOLMES

Ho Brings 'Extravaganza' Into Honolulu 'Niterly

HONOLULU—With 14 musi- cians—including strings—and three backup harmony singers, Don Ho's new show at Duke Kahanamoku's top grade. It's an expansive show that taps the talents of faces both fresh and familiar. But minus the Aliis, Ho's shows lack depth. In place of the vocal variety, the orchestra dis- sembled a group of musicians whose instrumental inventiveness seems to have a lot of room.

Lack of rehearsal is the bugaboo. Headed by Bobby Enrico, who can tickle the ivories like a real pro, it wants to be, but when it gets out of happens, the orchestra churns out a mixture of sounds. There are two vocal players, four violinists, one cel- list (all on loan from the Honol- ulu Symphony Orchestra), a guitarist, a bass player, a trump- et, a saxophonist, a drum- mer and a percussionist. This show is a curious mixture of classical and pop. When blended with the right ingredi- ents, it's high-powered fuel. Ho spends some time as a stand-up singer—a relatively new venture for someone who usually operates from behind an organ, with a pipe in one hand. Happily, much of the old Ho still lives in the new show. "Ain't No Big Thing" continues to be a classic in Ho business, and "I'll Remember You" still strikes up a pleasant memory, despite the sorely missed Aliis harmony. The traditional sing-alongs exist: "E Lei Ku Lei Lei," "One Padde, Two Padde," and, of course, "Tiny Bubbles." They're high-spirited and highly vol- unteer.

"Cycles" is the most refresh- ing of the new material.

On opening night, Capitol star H. B. Barnum—who pro- duces some of Ho's recordings —joined in on a rousing, infor- mal rendition of the Beatles' 'Hey, Jude.' It was a display of the hip Ho dispensing soul.
twin-side trip! ryder rings the bell
and baby, he digs your loving!

Bob Crewe presents:

**mitch ryder**
and the Spirit Feel

"ring your bell"
Dynovoice 934

Bob Crewe presents:

**mitch ryder**

"baby, i need your loving" and

"theme for mitch"

Breaking Nationally! Call your local Dot distributor for immediate stock
Torme on Target, But—

LOS ANGELES — Jazz-oriented Mel Torme was slightly off the mark at the Century Plaza's Westside Room Thursday (19). When he wasn't bothered by a man who tried to convert him, the orchestra (Torme should accept the fault here since he arranged a few of the songs) came over in fine fashion.

The charts were inventive (that's Torme's strong suit), but could be toned down to support the singer's subdued style.

Highlights of the evening were Torme's sensitive treatments of a bossa nova medley ("Girl From Ipanema" and "Corcovada") and a medley from "Porgy and Bess." He sang in French and Italian. "Mamma," he played the ukulele and piano and stated his position on war in a jazzy anti-war message, "If.

In between the bossa nova medley and the material from "Porgy and Bess," which Torme played on the piano, he did well with "Ridin' High," "That Face," "Didn't She?" and "Where Is Love" from "Oliver." Usually, however, a brassy finish by the orchestra drowned out Torme's efforts.

Naturally, he sang the Christmas standard, "The Christmas Song," which he and Bob Wells wrote in 1944. Because of a one-third-filled house (reviewed Thursday (19) rather than opening night (17), Torme cut his repertory to 12 songs.

BRUCE WEBER

Purcell Sees Gross of $4 Mil.

NEW YORK — Gerard W. Purcell Associates will book about 250 concerts in 1969 with an anticipated gross of almost $4 million. Gerard W. Purcell, president, said Al Hirt and Eddy Arnold would be booked for at least 50 concerts each. Other artists also are slated for the Supremes, Bill Cosby, Nancy Wilson, the Baja Marimba Band, Liberace, Phyllis Diller, the Cowsills and Vanilla Fudge, among others. Purcell's 213 concerts in 1968 grossed $3,218,250.

Mathis to Open A Six-City Tour


Other January concert dates include: Indianapolis (8), Youngstown, Ohio (9), Cleveland (10), Kent (11) and Columbus (12).

In Europe, Mathis will participate in the Bal Pare and Bambi Film Festival in Munich.

Rawls Bows New Policy at Hotel

HONOLULU—Capitol Records star Lou Rawls is the first of a series of top musical artists to appear in a cabaret and dinner-and-show setting at the new Imperial Hawaii Hotel. He opened Thursday (26).

Gordon E. Boeder, general manager of the hotel, said guest artists will be booked into the Waikiki facility for two-week intervals, without the traditional "dark night."

Among the stars set to appear at the hotel's Crown Room are: Juan Espinal and his group, performing Jan. 16; Julius Wechter and the Baja Marimba Band, scheduled Jan. 17 through 30, and Dusty Springfield (no dates are set).

Judy Collins
• Continued from page 10

readings of contemporary art songs have spotted Miss Collins between the bands and boards to where she can be enjoyed for her voice and her piano playing. Toreador, long-haired evangelist whose confessions of faith and folk poetry have the assurance of a Sunday serent.

Miss Collins rewarded a guest of her "With Sides Now" hit and her moody musical journeys through "My Father," "Circle Game," "Some-


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

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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.

STANLEY ADAMS, President

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There's a World of Country Music!
IT'S ALL IN
Billboard
JANUARY 4, 1969, BILLBOARD
WARM APPRECIATION FOR YOUR SPECIAL TRIBUTE... AND FOR ANOTHER FINE YEAR.

Tony
LOS ANGELES—Eight-track CARtridgeS from Dot Records and three of its subsidiary labels will be marketed and distributed through the company's own outlets in 1969. For the past two years all Ampex handled duplication and distribution, acquiring the accoutrements of a new business. Dot will farm out its 8-track packages to several custom duplicators, starting with RCA. World-Wide Distributors will handle the 8-track cartridges from Dot, Stood, Acta and Paramount, a new label being launched by the parent Paramount Pictures Corp.

According to Vista-Bravo and DynoVoice cartridges are not included in the new arrange- ment. Ampex continues as the casette and open reel duplica- tor; Muntz continues as the 4-track specialist and Playtape continues as its own duplicator-marketer.

Dot thus becomes the third Coast-based label within the past three months to break away from Ampex and to control its own merchandising and sales of 8-track cartridges. MGM was the first last Sep- tember, followed recently by Warner Bros.-Seven Arts, which begins its own 8-track program at thesame date Dot begins its own 8-track programs.

Ken Reverbich, Dot's national sales director, will now pick up the additional responsi- bility of the tape with World-Wide's sales force han- neling the product.

Tinto moved into a 90,000-square-foot facility here, TDA which will distribute shipping car- tores and more institutional ad- vertising aimed at educating con- sumers. TDA is in the main challenges facing the tape CAR- tridge industry in 1969, accord- ing to Mort Ohren, vice-presi- dent, sales. Tape Distributors of America (TDA) The firm re-

COUNTER DISPLAY. The above unit, which holds 100 8-track or 4-track endless loop CARtridges, is available from Tape Distributors of America, Inc. It is 20 inches wide, 71 inches deep and 28 inches high, and can be placed on counters or attached to a wall. The locked unit is made of wood, with a textured, painted finish. The display is free with an order of tapes and is primarily designed for outlets still feeling their way into pre- recorded tape merchandising.

CHICAGO—Better deliver- ies from duplicating plants, standardization of shipping car- tores and more institutional ad- vertising aimed at educating con- sumers. TDA is in the main challenges facing the tape CAR- tridge industry in 1969, accord- ing to Mort Ohren, vice-presi- dent, sales. Tape Distributors of America (TDA) The firm re-

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The cases range from a floor holding 500 4 or 8-track cartridges to a new counter dis- play holding 100 pieces. TDA manufactures its own cases, all featuring the security front de- sign.

"An exception is our recent self-loader carton which is opened in the store for bulk display of 100 pieces. This is a (Continued on page 16)
Thanx For The Spins On Our Cool New Single!

DESERI & SMOOTH & CREAMY.

JELLY ROLL GUM DROP "GOOD TO BOP TO."

From Our New Hit Album;
"Cruising With Ruben & The Jets."

BIZARRE

VERE

VK10632
Ohren Cites Trade Challenges

- Continued from page 14

floor display and features tapes to return at $3.99 each.*

EDP System

Ohren said TDA's new EDP system will involve placing four pieces of information on color-coded tags affixed to software.

Ohren noted that the new EDP system will involve placing four pieces of information on color-coded tags affixed to software:

- Month shipped, configuration, reorder number and list price.
- The problem of delivering from duplicators ranks as the top headache TDA sees in 1969. Ohren indicated that more and more labels will handle their own duplicating as one way to solve the problem.
- The problem of standardization of shipping cartons is especially perplexing in the area of warehouse planning, according to Ohren. "Right now we receive cartons with 6, 10, 12, 25, 30, 40, and 60 pieces in them. RCA has a new shipping in cartons of 10. Columbia cartons of 30. I wish the labels could get together."
- Ohren is gratified with the institutional type advertising firms such as RCA and Lead Jet are running. "We need more of this because too many consumers are still unfamiliar with the product."

TDA's sales reflect that at least 70 per cent of prerecorded tape is being moved through automotive-type outlets and about 15 per cent of all soft ware is 4-track. The outlet carries no reel-to-reel or Playtape software and handles Mayfair, Borge-Warner and Tenna play-back equipment.

Four-Tune Kookies

The new generation is EP. Restless: Only 12 minutes instead of 120.

Threadbare: The lower half (where you put in the tape) is toothless for no-thread loading.

Simple: Only 5 parts, including the two halves of the case.

Unwashed: Our precision molding is immaculate. And our EP cassette enjoys freedom of assembly: Snap or weld together.

Tape CARtridge

Tape DISTRIBUTORS of AMERICA (TDA), a division of Allstate Record Distributors, Inc., has moved to a new facility at 3035 W. 47th Street, Chicago. The new building offers more than 83,000 square feet of warehouse space and more than 7,000 square feet of office room.

Sales vice-president Mort Ohren said nine pallets using four WATS lines, shipping facilities for eight trucks, close proximity to both Midway and O'Hare airports and post office facilities across the street location offers were some of the features the new

Col. Simulrelease on 8-Tracks

NEW YORK — Columbia Records will begin releasing 8-track tape cartridges simultaneously with albums. The simultaneous release program will be kicked off this month with six 8-track cartridges.

TDA's Columbia has to date. Cartridges and LP's feature the Electric Flag, Johnny Cash, Blood, Sweat and Tears, Taj Mahal, John Kay and the Sparrow, and Carl and Pearl.

SOUTH'S LARGEST TAPE ONE-STOP 4 AND 8 TRACK STEREO CARTRIDGE TAPES

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TAPE书写
SOUL SAUCE

BEST NEW RECORD OF THE WEEK:
"Fear of Losing You"
PLATTERS (Musician)

BY ED OCHS

SOUL SLICES: Aretha Franklin took top honors in Billboard's annual talent edition, winning the top singles artist title, top female artist (over Dionne Warwick) and top r&b singles artist (over James Brown). Top new singles artists picked up a total of four records, while James Brown was named top male artist (over Otis Redding) and the Temptations closed r&b albums honor (over Aretha Franklin). The Van West Monumentally scored the top jazz artist. Named 1-2-3 as top Hot 100 producers were: Gamble-Huff, Norman Whitfield and Berry Gordy. The vocals have announced a new concert policy, effective Jan. 1: They will not appear in concert any-where unless half the acts on the bill are black. The Rascals recently performed at a Martin Luther King Jr. Memorial in Atlantic- city are resigning deposits with Aretha Franklin's "My Song." WNRJ is broadcasting from the steps of Newport's City Hall to pro-mote a drive to accumulate clothing and gifts for the needy. Soul artists contributing their time include Brenda Jo Harris, making' smoke with bandleader of "I Can Remember," produced by Ronnie Savy and Suron Productions. Richie Allen will take a swing at the record field on the Groove Grooves label. The singer is planning a trip to London this week with Hamilton Productions, an independent firm. Atlantic-Atco is covering the Beatles with soul versions by Arthur Conley's "Oh-La-Do" and Wilson Pickett's "Hey Jude." Lou Rawls returns from Honolulu Friday (3) where he will open the new Hawaii Hotel. Rawls is still in the talking stage on a proposed TV series. Producer and former Ed ("For Your Love") Townsend penned and produced Dee Dar- warick's latest disk to "God's Foolish Child." Chappell Music is publishing the two Townsend originals.

* * *

FILETS OF SOUL: Soul Sauce winds up its first year in the soul business with a splash, thank you! Thank you to the readers and writers who have shaped Soul Sauce into a weekly digest for R&B. Next year hopes to find Soul Sauce with more news, interviews, and opinions on the whole world of soul. Your mail will continue to serve as the life line of Soul Sauce, so send us your news and views and keep us wise to your product and artists. Thank you to all the artists who have traveled with us from England, France and Holland to every corner of America. And if you read Soul Sauce, write to tell us what you can say: Aretha Franklin reads Soul Sauce. Do you? The Precisions, who formerly on the Dream label, have moved over to A&G "Into My Life," ready for release this month. The Good Samaritans," who recently fired "Message From Maria" and flip hit, "Locking Back." Heavy play on "Misty Blue" from the LP will break as Simon's next single.

At the Hotel and in the Imperial, the co-star with comedian Godfrey Cambridge until Friday (10). Bob Cole, from the army broadcast center at Fort Meade, Md., dropped into town last week to pick up a special from labels. Companies interested in servicing the service with soul should mail disks to Cole at: 1st USA Recruiting District, Broadcast Center, Fort Meade 20555.

Billboard SPECIAL SURVEY for: Week Ending 1/4/69

NEW ALBUM RELEASES

The Association's Greatest Hits; Warner Bros. (Warner), 3-1767
ARCHIE AND LORIE-Teenage Love; C & W, 43068
ELEANOR GRIFFITHS-The English Maiden; Don 354
BERNARD CONDUCTS NEW YORK PEOPLE; American Performer (Phil), 2-157
THE OAKS-Soulful; The Oak (Oak), 1-47
REO-EDMOND BLEIR-Seeking; J & M (J & M), 1-46
THE BLUE BANKS-Philadelphia Choral Society; MDT 5000
THE FANTOSMEN-Asphalt; Polydor (Polydor), 1-56
TOMMY RAY-Reach Out; A&M (A&M), 300
Dennis REGGIE'S BORN TO BE A SHOWDOWN; Atlantic 2559
D.J. SWEETHEART-Love; Decca (Decca), 2-613
JERRY BUTLER-Hey Jude; Polydor (Polydor), 1-51
TERRY BUTLER-The Ice Man Cometh; (RCA Victor), 300
BERNIE LIE-Revolution/Revolution; The Beatles, Kapp (Kapp), 1-56
DORY PHAM & JACHY-A Thing Called Love; Cadence (Cadence), 1-56
BOB AND LOU-This Christmas; Gold Castle (Gold Castle), 1-56
JOE DAVIS-Night of Nights; Reprise (Reprise), 1-56
THE HENDRIX EXPERIENCE-Me; Atlantic (Atlantic), 1-56
THE ROLLING STONES-It's All Over Now; Dot (Dot), 1-56
RONALD BUTLER-The Nightingale; (RCA Victor), 300
JERRY CAMPBELL-LORENE HANN-Archive; (RCA Victor), 1-56
DOLLY PARTON-Until I Fall in Love; (RCA Victor), 300
THE CAROLINA GOLDEN SONGS; (Folk), 1-56
ARTY'S VARIATIONS FOR EACH NUMBER; Commercial; New Philharmonic Orch./Chamber (Philharmonic), C 5010
RAY CHAPMAN Memories of a Midlife Crisis; (Sepia), C 5010
The Best of the CORDS; G 5010

CROPHEE SYNTHETIC WOOL; Heavenly Wings, 1760
DOROTHY'S GREAT GOLDFISH; Quette, 1760
DORIS DAY'S SINGS THE SONGS; EMI (EMI), 1-56
DEEP PEOPLE-The Book of Taliesin; Teldec, 1-56
JEFF DAVIS-Inspiration; RCA Victor (RCA Victor), 1-56
ELDRIDGE'S BROTHERS-The Best of the World; Solar (Solar), 1-56
ERIC JENKINS sings-For My Father; (Folksong), 1-56
ELDER BROTHERS and The Green Valley Singers; (Folksong), 1-56
RICK CARVER-The Light of Jesse; (Folksong), 1-56
THE EAGLES' BROTHERS-Rock Me Baby; (Folksong), 1-56
FOUR JACKS and A JILL; Fabian, 1-56
CONNIE FRANCIS-Sings Bacharach and David; RCA Victor, 1-56

(Continued on page 46)
Tex Will Begin Foreign Tour

NEW YORK—Soul singer Jo Tex will begin the new year with Caribbean, South American and European tours. A new single, “That’s Your Baby,” on the Atlantic-distributed Dial label, will be released this week.

Tex leaves New York Tuesday (7) for Trinidad, Nassau, the Bahamas, Venezuela and Surinam. He then flies to London Jan. 17 for four days of major concerts and TV appearances, including spots on “Top of the Pops” and “Lulu’s Place” variety programs.

After three days of personal appearances in Sweden, Tex flies to Germany before going to Cannes, where he will be a featured performer at MIDEM. A series of one-nighters completes the tour.

THE PRECISIONS, formerly on the independent Drew label, sign a recording contract with Atlantic’s vice-president in charge of promotion, Henry Allen, seated left, Bill Craig, the group’s manager, signs as the Precisions look on. Jerry Greenberg, of Atlantic, also attends the ceremonies.

JANUARY 4, 1969, BILLBOARD
Demographics Put Focus On Age of Consultant

By CLAIRE HALL

BLFP: "Can Bobby Womack, Jacksonville, BP: Program/Music Charlotte, plus dozens of other big name personalities and program directors. Demographics, of course, concern the pin-pointing of target audiences. Advertising agencies are seeking definite age groups of people, mostly as a result, stations are being forced to program at specific age groups rather than at total numbers. WKNR, which led to the "day of the consultant" in radio. Glasscock, under the firm name of Harvey Glasscock Inc., will consult a select list of clients in a full range of radio, including management, selling, engineering, music, personnel, and production. The consultant's scope will cover all formats. His greatest triumph, of course, came with WNEW in New York, which he took from a gross of $6.5 million to $8.5 million. He also worked on the Metromedia's WIP in Philadelphia, stations for which he consulted while with CMAX and WSKM in Nashville. Frank Ward is a consultant for such stations as WABF in Worcester, Mass., plus stations in Detroit and Philadelphia, and admits that he can earn as much consulting as when general manager of WWRL in New York. Some of the other name consultants include Ted Randle, Gordon Dustan, and Graham and Ronnie Ruttenberg. Ruth Meyer was considering consultation with the station but had a change of heart and was working presently with WGBB in New York. Paul Drew, after turning around CKLW in Detroit, is a consultant in Philadelphia.

One thing for sure: Moorhead is good for a new audience. "The demographics of Top 40 stations are coming way down," WOXY in Milwaukee, "and we need something for a little old lady too long and we're going to lift it out of the sink."

He has selected a variety of tenured line-up from both Top 40 and easy listening stations, including Al Loman Jr. and Roger Barkley (a deejay team who worked on KFVB in Los Angeles), Ron Thompson, Robert L. Collins, Jay Lawrence (from WGR in Buffalo), and Mike Hiner (who comes from KLIV in San Jose, Calif.). Bob Arbogast will be doing weekends.

The station should sound..."

KFI Revamping to Hit 25-49 Bracket

LOS ANGELES — On Jan. 2 KFI will turn into, as program director David Moorhead states, "a swinging psychellic punky". Actually, this is just one of the station's tag lines for promotions; KFI is revamping itself to a tightly produced middle-of-the-road format to appeal to the 25-49 age bracket. Moorhead said the station would program adult contemporary music—"the very best records in both singles and albums that come out. We're going to make KFI sound like a 50,000-watt station down in the middle of little old lady town and we're going to lift it out of the sink."

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Radio-TV programming

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The station should sound like..."
THE BEST THING TO HAPPEN IS "THE WORST THAT COULD HAPPEN" (FORMERLY "THE MAGIC GARDEN") SCS-92001
SOUND AND PRODUCTION BY BONES HOWE
ARRANGED AND CONDUCTED BY JIM WEBB
EXCLUSIVELY ON SOUL CITY RECORDS

5TH

DIMENSION

THE WORST THAT COULD HAPPEN
THE 5th DIMENSION
Radio-TV programming aids

*Continued from page 22*

**Progressive Rock**

- Worcester, Mass.—WORC
  - Jeff Starr Program/Manager/Personality

- Albany, N. Y.—WOKO
  - Glenn C. (Turle) Lewis Program/Manager/Personality
    - "You Can't Stop Me," Waynet Keno, Dusty. (RFB); "Double Decker," John, Cas, Columbia.

**Country**

- Ashland, Ky.
  - Joe Petrillo Program Director

- Denver—KDKO
  - Greg S. Crawford Program Director
    - "I'm Gonna Make You Love Me," Elvis Presley, RCA.
    - "Keep on Dancing," Alvin Scott, Braxton OR (LFB).

- Miami Beach—WBMB
  - Danny Geo Program/Manager/Music Director/Personality
    - "For Love or Money," Nat "King" Cole, Capitol.

- Toronto—CHUM
  - Jack G. Miller Program Director
    - "Home Again...," Various, RCA (RFB).

- WORC
  - Jeff Starr Program/Manager/Personality

**EASY LISTENING**

- Atlanta—WSB
  - Chris Fortson Music Librarian
    - "Vance," Roger Miller, Smoot.

- Savannah—WJAZ
  - Gary Giordano Program Manager
    - "I Love You," Gracie Fields, RCA.

**WLOF**

- Madison, Wis.—WLOF
  - Paul D. Wilt Program Director
    - "All of This for You," Sonya "Baby," RCA (RFB).

- Indianapolis—WIBC
  - Jim Ray Program Director
    - "End of the Rainbow," Various, RCA.

- WLOF
  - Paul D. Wilt Program Director
    - "I Love You," Gracie Fields, RCA.

**Demographics Put Focus On Age of Consultant**

*Continued from page 22*

They were not in No. 1. Position.

They felt that his greatest success had come with stations already at the bottom of the business and 100s they had gotten to go broke. Consultant Frank Ward felt this was part of his duties "polishing up" the station's sound.

Joseph's advice is not lightly given; he spends long hours and days and weeks performing the most elaborate market studies in both people and records.

But, seen that way, Joseph 10-12 records every week. WNOB-FM, Cleveland.

The biggest danger to any station program director is when the promotion becomes loose; the deejays reach the limit of their gizmos and commercials. And, perhaps, that is also one of the reasons why so many people spoke English, how many spoke Spanish. His research, a phonetic fallacy in itself, is just the first step; he also directs every aspect of the station's programming while on the scene. Joseph, for example, who was program director of WRIT in Philadelphia.

The reason Joseph got into commercials was the strong chain of success as national program director of the founders stations, which included KPOA in Honolulu and WSBM in Chicago.

The tight schedule, the capella jingles, tight production, and the commercials were the tools of the trade of Joseph. He was using golden oldies as an audience builder long before Bill had expanded his broadcast hour's WKAQ around the clock (previous to this, San Juan station played only 4-6 a.m. at midnight). WKAQ is the highest achievement of Mike Joseph, a station that combines U.S. hits with Puerto Rican hits an audience to find out just how many people spoke English, how many spoke Spanish. His research, a phonetic fallacy in itself, is just the first step; he also directs every aspect of the station's programming while on the scene. Joseph, for example, who was program director of WRIT in Philadelphia.

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Where the new is now

TOMMY ROE

Spinning strong sales and play with his new hit single.

"DIZZY"

ABC 11164
Jazz LPS

Vox Jox

* * *

For Lee Rothman, I've

Fred Kim has joined KRUX, Phoenix, Ariz., as a primary 3:30 p.m. on the Hot 100 format station. Kim, former pro-

Moon Mullins, music director of KCCK, Kansas

B. R. C. H. A. -

Mullins, friend of many who will

DJ, current music director of KEYT-TV, Santa Barbara, Calif., has

MULLINS

Dennis Hudson, Kansas City, Mo., to


due to

and music

program director for the


and


in West


30 years ago.

and music

and music

subdirector at KFOX, Salt Lake City.

and

The line-up at WCIR in Ash-

Jim Gallant is the new program director of K湟, the 30,000-watt, easy-listening station in Cinci-

Gilman had been program

radio in South Central, Kansas City, Mo., in

He's

in Wisconsin, and an

 supports to KCIR.

in Salt Lake City.

GEOFF EDWARDS, KMP, Los Angeles, teamed up with Capitol Records in a promotion that transported four couples to see Al Martino at the Flamingo Hotel, Las Vegas. Martino, who met Mr. and Mrs. Edwards at his Flamingo show, left with the help of Gordon, station manager Bill Gallant, and Dick Allen, Jay Jack-

TONY -

* * *

Billboard

BEST SELLING

of

Harper joins Don Light As a General Manager

NASHVILLE — The appoint-

Harper joins the agency after 12 years as bass singer for the Oak Ridge Boys. He also has been in the group for the past three years.

Harper now will be responsible for the entire operation of the three-year-old agency, the first representative gospel record company owned by a major label. Harper will be assisted by the

Harper is a member of the board of directors of the Gospel

The Fox has a long background

*Snap Out* Single Bought by Bell

NEW YORK — Bell Records has purchased the master of "Snap Out," a single on Haral Records, for an undisclosed amount, which is breaking in Philadelphia. Record was produced by Victor Bell, A&R and promotion representative for A&R, Dis-

POSITIONS OPEN

POSITIONS WANTED


J. C. M. A.

* * *

Radio Job Mart

Radio-TV Job Mart

Radio-TV JOB MART

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NASHVILLE — In a year that saw the building of one new major recording studio, the promise of a third, recording sessions again set new marks in the industry.

It was a year, too, in which an independent studio—Music City Studios—had the courage to face with the majors. This studio, the major effort for "everyone but Columbia, Victor, and Decca," had 1,040 sessions in its recording rooms; 1,088 of these were new independent labels, not the established firms. This studio has just shut down temporarily for the industry's three-month master system, Ortonol, made in Denmark, to make sharper 45's.

Monument, which has been using the studio extensively, is in a building program of its own and expects to have its new studios ready within weeks. In addition to its own product, Monument will do considerable custom work.

There is ample need for this. Virtually every studio in the area reports having to turn away business during 1968. Dean Gallagher, said one studio manager, that we just couldn't work the engine any longer, as it was to turn people away. It is still necessary to book studios well in advance.

Some Problems

RCA had some problems, but still managed 1,088 sessions during the year. Cal Everhart, wife of the general manager that the company's studio "A" had to be shut down a few times to correct some equipment and noise problems (and at the turn of the year it was about to close down for good). RCA, all the studios were shut down during the "SMOY" Birthday celebration in October, to allow all of the artists, producers, and engineers to mingle with the masses. RCA had to turn down a lot of custom business this year. "There is still a need for more studio space," RCA long has been considering the construction of additional space. Decca this year, under the helm of Bill Gallagher, announced its move. In October Gallagher said RCA would consider a $3 million complex here, including studios and administrative offices. The all-purpose building will stand on 16th Avenue, next to Columbia Studios and adjoining the proposed Music City Building, another multi-million-dollar addition to the studio scene. Gallagher said work would begin right after the first of the year.

Several major sessions of the early part of the year converting its studio equipment to the stereo. Most of our product had been monaular in the past," said Jim Wilson, "and that was by the choice of the buyer." But he said it became evident early in 1968 that the tastes were changing, and the conversion was carried out. Now there are two catalag is in stereo. Despite the closing down of the studio for that special period, RCA still managed some 350 sessions during that period (Continued on page 30)

Suit Agreement Clears Way
For Release of Williams Jr.

NASHVILLE — All involved parties in a lawsuit tried in Montgomery, Ala., early in 1967, have signed an agreement which allows the release of a unique album in January.

The album will contain songs written and performed by Hank Williams Jr., and recorded by the younger Williams on MGM.

According to attorney Richard Frank, there was to be signed the agreement was Williams, his father and the singer, and the papers were then filed with the court in Montgomery. The agreement settles the litigation in which a determination was made of material authored by the late singer. The court ruling was in favor of the Acuff-Rose Music company. It stated, in effect, that lyrics written by Hank Williams in the early '40s at the time of his death were his property. The agreement also states that royalties paid by Acuff-Rose to the Williams intestates were correctly computed and properly paid, and that the estate is affiliated with Broadcast Music, Inc.

With the papers signed, Wesley Rose revealed a box full of letters in which the singer had written before his death. With the disclosure of these, Rose went through these lyrics, which ranged from song ideas to the Barroombum and used in material to others, thus delaying his entrance into the field.

Among those who recorded a song of his own and record, but kept it to material to others, was Jeannie C. Riley, Eddy Arnold, Conway Twitty, Jerry Lee Lewis, Johnnie Cash, Arlene Harbin, Slim Whitman, Ray Pillow, Wilma Burgess, Faron Young, Pat Boone, Jimmy Dean, Delphi Lopez, Archie Campbell, Lorene Martin, Tommy Wynette, Bobby Lewis, George Morgan, Red Sovine, Carl and Pearl Butler, Sissy Spacek, Tere Brewer, Marion Worth, Jack Green, Hank Locklin, Johnny Duncan, Leon Russell, Lwandia Lindsey, Bob Lockwood, Bobby Vinton and Buddy Cagle.

Until two years ago, a full-time insurance salesman, Peters now has had 150 cuts in the year-two year span. After signing as a $25 a week part-time songwriter, the time to run Singleton's publishing firm but later relinquished this work to his time to writing.

Much in demand by various recording companies because of his ability to write as well as sing, Peters will soon make a record. He has plans to drop the pace of his writing, hoping the percentage will continue.

Peters Writes Disk
Tunes at 60% Clip

NASHVILLE — Probably the highest percentage of attainment in the music industry was reached this year by song writer Ben Peters, with 60 per cent recorded all the songs he wrote.

Peters, who was hired by Shelby Singleton as a part-time songwriter in late 1966, is over two years ago in Atlanta, this year had 60 cuts of 36 published songs. In all, he wrote 60 songs during the year. His percentage last year was 45%, the prior year it was only 1 per cent.

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Bart Will Host a Daily
Country TV Program

NASHVILLE — Teddy Bart, leading Acuff-Rose songwriter and staff vocalist for WSM radio and TV, will host his own country-music TV show, effective today.

Bart replaces Ralph Emery, who will devote full time to radio and TV work, which he will handle for WSM and for Cinevix in New York.

Bart said he planned to make the daily hour-long late afternoon program a "significant entertainment" program.

The songwriter-singer plans to utilize three recording artists to help with the show, and provide a topflight staff band headed by Ben-Coo Choate. His high-rated show has been a strong showcase for the industry in the area, and Bart's plans call for additional emphasis on compactness and style.

Wright's New Talent

DALLAS—Bobby Turner, 19, of Columbus, Ohio, journeyed to the city in December and began recording sessions under direction of agent-producer Charles Wright, who placed the mod country singer with Ebb Tide Records for early release. Other new talent recorded by Wright and released for releases during January and February are Bob Miller, Sun-}
You Can't Go Wrong With A Gallico Song

THANKS, BILLBOARD, FOR HONORING AL GALlico MUSIC CORPORATION AS THE NUMBER ONE COUNTRY MUSIC PUBLISHER FOR 1968.

MY THANKS ALSO TO THE ARTISTS, WRITERS AND RECORD PRODUCERS WHO HELPED MAKE US TOPS WITH THEIR RECORDS.

We Wish Everyone A Most Happy, Healthy And Prosperous New Year.

Gratefully,
Al Gallico

AL GALlico MUSIC CORP.
101 West 55th St.
New York, N. Y. 10019
(212) 582-1368
a new year, a new hit

CHARLIE LOUVIN has a new smash hit!

WHAT ARE THOSE THINGS?

YOU'LL ENJOY THESE NEW CHARLIE LOUVIN CAPITOL ALBUMS

ST2958

ST142

Equipment Furnished THE CHARLIE LOUVIN SHOW by SUNN MUSICAL EQUIPMENT COMPANY

FOR BOOKING INFORMATION ON THE CHARLIE LOUVIN SHOW FEATURING JIM ALLEY & THE GANG
CONTACT EARL & GERRY OWENES, L & O TALENT PRODUCTIONS AC 615, 244-3738—AND—244-3739
Country Music

Nashville Scene

* Continued from page 27

just concluded, he had Carl Smith record "Time Changes Everything," a number produced 30 years ago by Law "Doc" Bob Wells and Tom Duncan. The Nashville Brass, the successful venture of RCA pro Danny Davis, now will be utilized for commercials (Robert Hall) as well as for the commercial sounds of sophisticated, country-oriented acts like Merle Haggard, as he has released a new album, "Time Changes Everything," by Fiddlin' Billy Ed Wheeler. The new album, "Time Changes Everything," has been released by RCA.
**The Bluebook**

**Valuation of Used & Reconditioned Coin Machines**

**January 4, 1969**

The following average valuations, based on quotations obtained from selected, franchised distributors in key markets throughout the U. S., are published only for the purpose of indicating general trends. The averages are unfit for application to any specific buyer-seller situation.

### Jukeboxes

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<thead>
<tr>
<th>Rock-Ola</th>
<th>Low</th>
<th>High</th>
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<tbody>
<tr>
<td>1455, 200 Sel.</td>
<td>45 RPM, 1955</td>
<td>50</td>
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<tr>
<td>1455, 120 Sel.</td>
<td>45 RPM, 1955</td>
<td>50</td>
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<tr>
<td>1455, 120 Sel.</td>
<td>45 RPM, 1954</td>
<td>50</td>
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<tr>
<td>1455, 120 Sel.</td>
<td>45 RPM, 1953</td>
<td>50</td>
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<tr>
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<td>45 RPM, 1952</td>
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<td>1455, 120 Sel.</td>
<td>45 RPM, 1951</td>
<td>75</td>
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<td>45 RPM, 1950</td>
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<td>45 RPM, 1949</td>
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<td>1455, 120 Sel.</td>
<td>45 RPM, 1945</td>
<td>200</td>
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<td>1455, 120 Sel.</td>
<td>45 RPM, 1944</td>
<td>225</td>
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<td>1455, 120 Sel.</td>
<td>45 RPM, 1943</td>
<td>250</td>
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<td>1455, 120 Sel.</td>
<td>45 RPM, 1942</td>
<td>275</td>
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<td>1455, 120 Sel.</td>
<td>45 RPM, 1941</td>
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<td>1455, 120 Sel.</td>
<td>45 RPM, 1940</td>
<td>325</td>
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<td>1455, 120 Sel.</td>
<td>45 RPM, 1939</td>
<td>350</td>
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<td>1455, 120 Sel.</td>
<td>45 RPM, 1938</td>
<td>375</td>
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(Continued on page 32)

### Seeburg Gem

**Makes Debut In Germany**

HAMBURG—The Seeburg Gem, and its ability to reproduce live sound, was a highlight of a recent showing of the new phonograph at Seeburg headquarters in Hambourg. The presentation was George Gilbert, president, Seeburg International.

Gilbert also pointed out Seeburg's new universal column speakers, which are auxiliary units this year, and can be positioned on walls or in other areas to increase the stereo separation of the Gem.
A Happy, Healthy, Prosperous New Year, Especially for You

Sincerely, John Bilotta

BUY Bally FOR TOP EARNINGS IN EVERY TYPE OF LOCATION EVERYWHERE

ROWE 121 PAYS (24 RPM) 140
ROWE 14 AMBASSADOR, COINMAN, 40-45, 40 40
ROWE 14 AMBASSADOR, ALL COIN 70
ROWE 1600E, ALL PURPOSE, 10, 105, 120
ROWE 77 CANDY, $5 CHANGE 125
ROWE SKY Single cup COFFEE 475

Write for complete 1969 Catalog of Phonographs, Vending and Games.

ATLAS MUSIC COMPANY
2122 N. WESTERN AVE., CHICAGO, ILL. 60647. Correspondence 6-5003

ROCK-OLA MFG. CO.
800 WEDDING AVENUE CHICAGO, ILLINOIS 60651

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

CAREER, 70 Sel., 1959 No Avg.
Cameron

JUPITER

ROWE Expands in Canada
TORONTO — Rowe International, Inc., is studying the possibility of producing jukeboxes, can vendors and other products here, following the purchase of Hawker-Siddeley, Ltd. Rowe, a subsidiary of Triangle Industries, Inc., recently opened two major Canadian distributors.

More Albums From Garvin

CHICAGO — Garvin Sales has added Little L.P.'s from ABC, Coral, Decca, Ramwood and Scepter.

Artists include Louis Armstrong, the O'Keefes, Pete Fountain, Wilma Burgess, the Whoopee John Orchestra, Glen Gray and the Casa Loma Band, the Duke of Dixieland, Roy Anthony and Dionne Warwick.
Watch for a major breakthrough in music merchandising.

Rowe AMI introduces a music miracle in this magazine next week.
Voucher, Payment by Check Impresses Location Owners

CLEARWATER, Fla.—Using vouchers at collection time, paying commissions by check and mailing locations a six-month recap has helped B. L. Broadwell here gain better cooperation from location owners. The Florida operator claims that location owners are more impressed with the amount of income generated when it is spelled out for them three times.

"Many location owners are inclined to be cautious with an operator's bulk machines," he said. "They want a call in for full information when there has been heavier use than usual and often leave the machines out on the driveway after closing hours at night without protection. The only way in which we can get an owner's co-operation, we have found, is to impress him with the fact that the bulk vending machines are paying a good part of his operating costs, or adding to his over-all profits substantially, depending upon how he wants to look at it.

"With our voucher system the location owner is familiarized with the amount involved more than once. He sees the figure when he signs the voucher, again when he receives the check, and a third time when we send him a recap on total earnings every six months.

"If the amounts are substantial, and they usually are, because we use six-head stands in busy parks and service stations, the total amount won't be forgotten. We can count on him to put the machines out where customers can see them most easily, to keep plenty of change convenient."

Broadwell recalled an instance where he had placed two six-head stands in a busy service station and from almost the very first (Continued on page 35)

New Equipment

Tests being conducted by Americor Corp. in Seattle have shown that customers, by a 2 to 1 margin, prefer to buy records from the above prototype machine rather than from a counter merchandise. The newly designed machine has a capacity of 75 records in each of the 10 sections. The records, 4 inches in diameter, are 33 1/3 r.p.m. and retail for 60 cents. Americor has not decided on the distribution setup of either the vendor or records nor has it established the price of the above unit, pending completion of the test marketing.


If your competition is giving you location trouble . . .

You may find the answer to this problem by operating the most advanced idea in bulk vending — the new Victor —

SECTORAMA® 77-88 CONSOLE

With six different combinations to select from to fit any of your locations. Will vend a variety of merchandise and coin combinations — 1¢, 5¢, 10¢, 25¢.

Super 77 in stainless steel — 175 - 92 capsules

when answering ads . . . Say You Saw It in Billboard
Jukeboxes Need Wide Variety of Product

Get and hold the best locations with Victor's Selectorama® Console

JUKEBOX VENDING CORP.
5701-13 West Grand Ave.
Chicago, Ill., 60659

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

Save 50% to 15% servicing time. Check front door to fill & collect.

Write—Phone for information.
LOGAN DISTRIBUTING, INC.
1825 W. Division St., Chicago, Ill., 60622
Phone: (312) 488-4870

Victor's new 77 special extra capacity top...

VICTOR'S NEW 77 SPECIAL EXTRACAPACITY TOP...

Hold 30 more V-2 Capsules. Can be installed on your present 77's, or purchased with your 77 machines.

Only $450 each

Includes new center rod.

See your distributor for information or write us direct.

Victor Vending Corp.
5701-13 West Grand Ave.
Chicago, IL 60659

35
Now a Wurlitzer 160

To make
Your 160 Selection
Wall box locations
more
profitable

Wurlitzer is now offering a 160 selection version of its fabulous, high-earning AMERICANA III phonograph. While the 200 selection AMERICANA III will out-earn any phonograph on the market, the 160 selection version offers its own distinct, economic values to the operator with 160 selection wall box locations.

No need to remove the present wall boxes. No rewiring. No investment in new wall boxes. And no question that the superior beauty and sound of this Wurlitzer AMERICANA III will make it a Blue Chip Investment for YOU.
Musical Instruments

Need Cited for Guitar In Public Education

By RON SCHLACHTER

CHICAGO—"Guitar has got to go into public schools, especially for stage band." This comment, from Ben Kaufman of Charles H. Hansen, was one of many made here at the recent Midwest National Band and Orchestra Clinic concerning the merits of guitar in music education.

The cost of instruments often may dictate who can be in music programs and which instruments can be played," said Kaufman. "No child should be denied the opportunity of music education, and if the school can provide low-cost instruments, such as the guitar, then the situation will improve."

Steven Gocel teaches in the Chicago suburb of Addison concerning the guitar, he said: "In the classroom, the guitar would be a distinct advantage over the piano. A lot of people in general music classes can't afford a serviceable piano available. The guitar could be learned quite easily as an accompaniment.

LOW-COST BASS, suitable for music students, is now available from St. Louis Music Supply Co., Inc. The unit is manufactured by Ballo Musical Instruments, Newcaste, N.H., does not lend itself, and is priced to sell at $190.

WIDE USE OF POPULAR SONGS Aim of New Hansen Series

- Continued from page 1

The series, called "S-Way Hansen" series, feature music that is described as "very functional, easy to sight read and with a strong melody line." The books are designed for dance bands, bands, combos, rock & roll groups and pep bands.

Shown here for the first time at the Mid-West National Band & Orchestra Clinic, the books' originator, Kaufman, said one immediate benefit of the series will be seen in the nightclub orchestra field.

"Up until now it has been very difficult for orchestras to hire arrangements for popular song that the orchestra may only play a limited number of times. Now, an orchestra can have 12 songs ready for all members of the orchestra for 20 cents."

Making the same point, only differently, Chicago band leader Peter Palmer, said, "We had a request for "Harper Valley PTA" the other night and had to turn it down. We've never put the tune in our library. Now, we have it in this Hansen book and for $11 we can have 11 more songs."

"We haven't been able to pay an arranger $50 for a song we may only use a few times during the week," Palmer said.

Instruments featured in the books: trumpets (3); trombones (2); saxophones (5); guitars (3); and single sheets for first alto; second tenor; third alto; fourth baritone; lead, rhythm and bass guitar; drum, bass; vocal-conductor, and piano.

The book: "Harper Valley PTA"; "The Promises of Love"; "Girlfriend", Hammond Organ Co. The unit, which folds into its own carry case, will be shown by music dealers at the May 12-15 American Music Dealers Industry Exhibit in Las Vegas, according to Inyovex merchandising supervisor Don Younger.

"At this point we're merely trying to feel out the reaction to the unit," said Younger, who explained that the modulator excited much interest among music instructors attending the Mid-West National Band & Orchestra Clinic here last week. No price or distribution policy has been announced, he said.

An example of the unit's capability was demonstrated when a repeat button and a tenor sax button was depressed to yield the sound of a banjo. By humming into a microphone, many other instruments can be imitated. The unit works in conjunction with an amplifier and speakers. The modulator is also a public address unit.

There are 19 push buttons for each instrument, including: workers, tremolo, dyna muta, fuzz, bass, saxophone, tuba, bass, clarinet, baritone, English horn, cello, natural horn, oboe and soprano horn. Eight sliding bars are designed into the top of the unit.

Hammont Modulator Introduced

CHICAGO — A reed sound modulator that can autonothly duplicate an "unlimited" number of musical instruments was unveiled here last week by Innovative Sound, Hammond Organ Co. The unit, which folds into its own carry case, will be shown by music dealers at the May 12-15 American Music Dealers Industry Exhibit in Las Vegas, according to Innovative merchandising supervisor Don Younger.

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New Wilking Store

INDIANAPOLIS, Ind. The Indianapolis division of the Steinway and Sons piano makers, Wilking Music Co., has opened a branch store at the Greenwood Shopping Center. The manager is Paul Mackey, a Wilking employee for 15 years.

Calif. Repairman Answers Demand for Rock Gaskets

By GEOFFREY LINK

OAKLAND, Calif.—Clay Blackwell is an electronics repairman whose company, Amplifier Electronic Repair Service, has expanded into the creation of devices for rock musicians. Dlescvery has been made by Tony Hunt of Novato, Calif. Blackwell has repaired instruments for 300 bands, he claims. He often checks out bands' equipment before and after a concert and if anything happens on the road, he is often called in reference to local repairman. His customers range from local club bands to Jefferson Airplane, the Grateful Dead, Quicksilver Messenger Service, James Cotton, Country Joe and the Fish, Blue Cheer, Cream, Scartain and the Youngbloods. "It took me almost a year to pick up how the bands like their equipment to work," he said.

Blackwell has invented an array of electronic gadgetry devices for rock musicians. Most of them he doesn't even have a name for; a few are just about ready to go on the market, like his tone sustaining device, which will be manufactured by Howard Hoffman, of Hoffman, Calif. Blackwell has guitar tuners that can be built into or plugged into an amplifier; they tune guitarists to match the other instruments in the band. They are calibrated to a true E for guitar or true G for bass. The tuners will be marketed to local advertisers for sale in an outlet. Blackwell expects them to be available soon.

Blackwell has contrived a 100-watt power boost, which he uses with four Altec speakers, that plugs into any external speaker jack. "Any amp will drive it at a continuous 100 watts," he said. It has been tried out with good (Continued on page 41)

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BEST SELLING BANDS

Title (Publisher)
Bacharach/Backbook (Cimena) BEATLES/BOOKMARKS (Plymouth)
Paul Simon Songbook—Best of Simon & Garfunkel (Plymouth)
Bookends—Simon & Garfunkel (Plymouth)
Glen Campbell Deluxe Song Album (Hansen)
Glen Campbell Deluxe Souvenir Album (Hansen)
Jefferson Airplane (Music Sales)
Meet the Turtles (Big Three)
Diana Ross & The Supremes Greatest Hits (Big Three)
Temptations Greatest Hits (Big Three)
Time/Peace—Rascals Greatest Hits (Big Three)
With My Love—Vocal Editions (Big Three)

JANUARY 4, 1969, BILLBOARD

Advertisement

This week's column is dedicated to 1968's great moments of music— the billion of notes, symbols and sounds that constitute tomorrow's standards!

This "Honor Roll" of HITS...signifying million-mile music...both you and your customers have enjoyed throughout the past year...is merely a "springboard" to tomorrow's history-making events.

Here's the 1968 SHEET MUSIC "HALL OF FAME":

ALLEY CAT BORN FREE BOTH SIDES NOW BY THE TIME I GET TO PHENOMENAL CLASSICAL CYCLES DREAMS OF THE EVERYDAY HOUSEWIFE GENTLE ON MY MIND GUARDIAN ANGEL HARPER VALLEY P.T.A. HE HIDE HONEY HOUSE OF THE RISING SUN I LEFT MY HEART IN SAN FRANCISCO I LOVE YOU HOW I WOULD BE IMPOSSIBLE DREAM IT MUST BE HIM LET THERE BE PEACE ON EARTH (Let It Begin With Me) LITTLE GREEN APPLES MAC ARTHUR PARK MICHELLE MY SPECIAL ANGEL NOVEMBER REVOLUTION SOMEONE STUPID SON OF A PREACHER MAN SPAINISH EYES SUNNY SUNSHINE OF YOUR LOVE THE FOOL ON THE HILL THE LOOK OF LOVE TURN AROUND, LOOK AT ME, UP AND AWAY WICHITA LINEMAN WINDY WHITE ROOM and YESTERDAY

To begin this brand new ... much more musical wave-makers! Our first two predictions are ... THE WORST THAT COULD HAPPEN (Bobby Bland) (Jim Webb) VANGE (Roger Miller)

Our New Year's Resolution: THE FIRST WITH FINE MUSIC TO YOU—from S. M. I.

GOLD MARK ASSOCIATES

PUBLIC RELATIONS

New York—Beaver Hills—London
Auditng

Nancie Wilson Cashes in On Personalized Service

ORLANDO, Fla. — A back-ground as a social worker might seem an odd one for a successful record retailer, but in the case of Nancie Wilson, owner of Nancie's Records here, it has been a real asset. Only 24 years old, Miss Wilson operates a full-scale record dealership in the Edgewater suburb of Orlando, and for a highly unusual twist, a landmark dealership in Decor, a psychedelically supply center in the Colonial Shopping Center on the other side of the city. For the past year, Miss Wilson's merchandising operations have been slanted at teen-agers and 'pet Sects,' as both of her locations are located close to either major high school or colleges in the area, as well as "young married" residential developments.

On entering a competitive record market, the young Miss Wilson resolved that her price-ori-ented "big volume" record dealers-ships would simply be more personalized, understanding service, and that's where her previ-ous social-worker experience has come in handy.

"I treat record customers like adults," she said, "whether he may be an elementary school student who has saved up 200 pennies to buy an album or a young adult who gives us a spe- cial order for everything which a particular artist has recorded. Teen-agers today have be-come accustomed to being treated as harbingers of trouble, and a source of alarm. When they encounter someone who is sympathetic with their interests, will sit down and discuss their record choices with them, they are highly enthused. My idea has been simply to make certain that my young customers like me, and go on from there. I spend a lot of time with teen-agers and sub-teens, but I sell a lot of records too."

The counseling which Miss Wilson extends to her young customers is much appreciated by parents, particularly when she scolds a youngster going out of line in order to buy a fa-vorite record, which happens time and time again. Selling many 45 singles, and with prob-ably the area's largest volume in the single-record sales, Miss Wilson is patient and under-standing with young customers who do not carry a record to school, bought at noon, only to break it with record handling. She packages each such record carefully against breakage or else puts it on the shelf in an envelope with the young customer's name, suggesting that he pick it up after school. Steps such as these introduce a lot of extra goodwill. Quite often a parent who has been somewhat irked because of hav-ing to drive several blocks from the school to pick up a record bought at noon is thoroughly en-thusiastic when Miss Wilson ex-plains why, and isn't left far away, but we try very hard to be there for any pickup we're expected to do, and explain to them why we're not on time. We do our best to be there in a timely manner.

SHURE ELECTRONICS OF ARIZONA, INC., a wholly owned subsidiary of Shure Bros., Inc., Evanston, Ill., is planning to construct a new assembly plant to be located at the intersection of 21st Avenue and Cheryl Drive.

The new plant will house a product assembly operation and a warehousing facility, which the company has maintained in Phoenix for approximately two years in separate, leased loca-tions. All of the approximately 125 persons presently employed by Shure in Phoenix will move to the new building when it is completed early next spring.

New Silo Store

PHILADELPHIA — The Silo Discount Center chain has opened a new store here in sub-urban Bryn Mawr, Pa., which now numbers 20 stores throughout the country. The store is equipped with a newly added hi-fi equipment to its line of portable and console phonographs. The store handles such names as Harman-Kardon, Scott, Fisher, Sony, Concord, Pilot and Panasonic.

Shure Awaits Moving Date

PHOENIX—Shure Electron-ics of Arizona, Inc., a wholly owned subsidiary of Shure Bros., Inc., has broken ground here for a new assembly plant to be located at the intersection of 21 Avenue and Cheryl Drive. The new plant will house a product assembly operation and a warehousing facility, which the company has maintained in Phoenix for approximately two years in separate, leased loca-tions. All of the approximately 125 persons presently employed by Shure in Phoenix will move to the new building when it is completed early next spring.
LOS ANGELES

Leonard Freeman Productions has purchased the rights to the story of Hawaiian composer Kai Lee. Freeman is executive producer of the Hawaiian TV series "Hawaii Five-O." Ricky Landy will prepare the program for the fourth annual Academy of Country & Western Music Awards Show, March 3 at the Hollywood Palladium. Dan Rickles has recorded his second "Wait One" album, using a press conference format to add humor.

BILLY STRANGE will score for "Ed Sullivan Show" Jan. 19.

SCHOOL & INSTRUCTIONS


HELP WANTED

DISTRIBUTOR-SALESMAN WANTED, experienced, for photographic equipment. Must travel extensively. Self-starter. Excellent opportunity.写 the title of the ad.

TALENT WANTED

FEMALE BANJO, TEN WANTED. Minimum height 5 ft., must work for "Midas Touch," for NBC, Thursday night. Send contact material to:

WANTED

"MASTERS WANTED." New soul record company needs professional male vocalists. Bemi utilization publishing. Also working writers with back-up. Must have solid national identity. Write for details.

certificates, awards, etc.

FREE TO USE: "Ed Sullivan Show" Jan. 19.

PUBLISHING SERVICES

HOW TO WRITE, PUBLISH AND RE- ISSUE YOUR MUSICAL COMPOSITIONS. By linen D. Cooper, Box 64, Sept. 1, Boston, Mass.

MISCELLANEOUS

DIAMONDS, JEWELRY OF ALL TYPES. By Milton R. Volpe, New York, N.Y. 10016. Phone: (212) 678-5000.

RECORDS, LPs, 45s, 78s, 10" SQUARES, FOR SALE. For sale, any English album, complete. Catalog free. Samples, with references. Minimum price $2.50. 

WHOLESALE MUSIC PERSONALITY, PROMOTIONS, PROMOTIONAL MAILING, NEPAL, Afghanistan, Burma, New York. 10023.

WANTED TO BUY

MOVIE LPs, 45s ONLY. Wanted by mall store. Send full list of labels, title, condition. Closing date November 22 for $50, lots or $5 each. Send to: Peter Cook, 399 N. 13th St., Burlington, Iowa 52601.

INTERNATIONAL EXCHANGE

ENGLAND

ORDER NOW BEATLES NEW DOUBLE WITH "HELP!" NEW "A" SIDE "LOVE ME TENDER." Free mailing label. Closing date November 2. For $15, money or checks to: "BEATLES," Box 34, 39th Century, New York, N.Y. 10023.

when answering ads... Say You Saw It in Billboard
HOLLYWOOD—Angel Records reports success with its policy of releasing pre-stereo recordings on stereo albums. While the majority of the company's releases have been on mono, several popular titles have been issued on stereo. Angel's current greatest successes are its recordings of the Seraphim Orchestra, conducted by Arturo Toscanni, and a new series of operas recorded by the Chicago Symphony and conducted by Georg Solti. The company's sales of these recordings have been excellent, and Angel is now preparing to release more stereo recordings of Seraphim and Chicago Symphony performances.

Angel Records has been experimenting with stereo recording since the early 1950s, and its success with these new releases is due in large part to the company's ability to produce high-quality stereo recordings that are both musically satisfying and commercially successful.

Angel Records plans to continue its policy of releasing pre-stereo recordings on stereo albums, and the company is confident that these releases will continue to be popular with its audience.
Wild's Key: Brilliance

NEW YORK — Earl Wild’s brilliant virtuosity was breath- takingly revealed in his performance of Schumann’s Concerto No. 1 with Erich Leinsdorf and the Boston Sym- phony at Symphony Hall on Dec. 20. The 19th-century show- piece didn’t have any extended slow sections.

Wild, one of America’s foremost modern pianists, was in complete control of the fiend- ishly difficult music. He was given a hero’s ovation by the Scherwenka dedicated audience and is a similarity in the skill required to perform both composers. Wild’s recent recordings have been released on Vanguard’s Cardinal line.

Leinsdorf led the superb Boston Symphony Orchestra expertly and the orchestra played magnificently. The ensemble also shone in the opening over- tone to Rossini’s “I Taliani in Algier.” Leinsdorf has recently conducted Pro- kofiev’s “Roméo and Juliette.” Leinsdorf and Wild have recorded the latter for RCA.

FRED KIRBY

Angel Schedules

Continued from page 42


Seymon Goldberg will be violin soloist and guest conductor with the New York Philharmonic on Thursday (2), Friday (3) and Saturday (6). Violinist Erich Friedman will replace Wild in the program with Arthur Front as soloist with William Steinberg and in Wild’s place as soloist Friday (4) and Saturday (5). Francisco Forster, who was not available Saturday (4), Frant Free of the San Francisco Symphony, has replaced Wild.

The program, which is scheduled to be repeated on Sunday (7) and Monday (8), will feature the New York Philharmonic Orchestra, also on Melodijan (Columbia). The recording promises to be one of the outstanding events of the year.

Igor Ostrakh performs a pro- gram of Sibelius, Tchaikovsky and pieces by Gaudin and Schubert with the Yom Kippur Orchestra, also on Melodijan.

Amir-Velazquez/Seraphin has the complete Shostakovich string quartets performed by the Boro- delsky with Polis and three other LP packages. Seraphin offers a number of interesting new recordings, including the tenor Richard Tauber, and a new pressing by the Festival Singers of the River. Selma, with one side dedicated to Poulenc and the sec- ond to three Canadian composers: Harry Somers, Walford Russell, and John Beckwith.

Classical Notes

Two European Firms Eye Disk Pact

SPECIAL SURVEY

For Week Ending 1/4/69

The Cincinnati Symphony records for Decca. Other major American orchestras recording at present include the Utah Sym- phony on Vanguard and the Buffalo Philharmonic, which has released three albums on Elek- tron’s Nonesuch label. Leopold Stokowski and the NBC Symphony have recorded for Columbia, RCA, Decca, Van- guar and CBS. The recording of Giacomo Puccini’s “Tosca” was Atlantic. In the past few years the San An- tonio Symphony has released an album for Mercury while the Dallas Symphony has appeared on Vox’s Turnabout label.

Major U. S. orchestras with recording histories, who do not have recording ties at present include the Minneapolis Sym- phony, Detroit Symphony, St. Louis Symphony, Houston Symphony, the National and the San Francisco. The Houston’s conductor, Andre Previn, who, how- ever, records for RCA with the London Symphony, where he’s the new principal conductor. The Minnesota Orchestra produces its own recording histories on the St Paul label, a practice discarded by the Seattle Symphony.

The Chicago Symphony has recording his- tories dating from 1916. Most of the orchestra’s disks were cut for RCA, including recordings under conductors Fred- erick Stock, Arturo Toscanini and Fritz Reiner and Walter Hendl. The orchestra also recorded several albums for Columbia and RCA.

Under Giulini

The orchestra has recorded under Giulini during its present RCA contract, which also in- cludes albums with Martinon, Ozzawa, Gould, Stokowski and Georges Pretre. Giulini has recorded several pianists and violinists for Decca. His recent recordings have included pianists Arturo Rosellin, Peter Serkin and Alexis Weisen- berg, violinists Zbuzek Perlman, and clarinetist Benny Goodman.

In August, Roger Hall, ad interim manager for RCA Red Seal, said, “It is true that our contract with the Chicago is ending, but our relationship with them has been a very active and a warm one. We would hope that, if and when we have a project mutually interesting to us and them . . . we would be able to record.”

So it has been reported to be a leading candidate under con- sideration by the French Cul- ture Ministry to replace the late Charles Munch as musical di- rector of the Orchestre National de Paris. Solti has told Chicago Symphony officials that he was accepting that the berth for $75,000 was “strictly gos- siper.” The Chicago Tribune here is believed to pay at least as much as that offered by the French Post Office.

Opera Director

Solti will continue as musical di- rector of the Chicago Opera House at Covent Garden, a position he held since 1962, for the first two years of his Chicago contract. During this time he will conduct at least 10 of the orchestra’s possible 30 subscription weeks. He will con-duct 16 weeks during the third year.

Giulini, a member of the conducting staff of the Rome Opera, will open the 1969-1970 season in September. He will lead eight weeks here each season. In addition to Solti, other conductors prominently mentioned for the Paris post are Lorin Maazel, Karel Anker, Mehta, Igor Markevitch, Jean Fouquet and Prete. Solti and Giulini will tour with the Chi- cago in addition to their sub- scriptional concert assignments.

January 4, 1969, Billboard
Capitol to Open Plant in Mexico

MEXICO CITY—Capitol Records is constructing a record pressing plant in Mexico City as part of its plan for expansion in Latin America.

The plant, scheduled to begin operations in September, will be owned by the company and will be operated by the Mexican government. The plant will be located in the industrial zone of Mexico City and will have a production capacity of 200,000 records per month.

## Mexico Fest Is Bidding for Foreign Tunes

MEXICO CITY—The National Symphony Orchestra, which opens its spring season in February with the debut of a cantata by Mexican composer Banguela, has announced that American and European composers will be invited to participate in the festival.

The government’s Fine Arts Music director, Miguel Garcia Marquez, has also announced that Symphonist Carlos Chavez may have a new chamber orchestra, which will consist of 147 musicians, in the fall season.

The work will bow in the United States, France, Spain, Italy, and Switzerland, among other countries.

## Capitol Prepares to Make Recordings in Sweden

Capitol Records has announced plans to make recordings in Sweden, where the company has a long history of successful collaborations with Swedish artists.

The company will be working with Swedish labels ABT and Polydor, and will record in a newly constructed studio in Stockholm.

## Windy Club Wins Prize

MADRID—"Windy Club," a pop music program sponsored by Radio Madrid, has been awarded the Premio Ordo, one of the most distinguished radio and TV prizes in the country.

"Windy Club" is broadcast each Wednesday at 11 p.m. throughout the 57 stations of La Cadena SER radio network.

## IPFI MEET JAN. 16-19

Helsinki—The next council meeting of the International Federation of Phonographic Industries will be held in Helsinki Jan. 16-19 and presided over by chairman Roger Lindberg, managing director of Music Fazer.

## Monument’s Plan On Simulreleases

LONDON—A product to be issued by Monument in Europe in 1969 will have simultaneous release in North America as part of the company’s ongoing policy of making its recordings available in North America.

In addition, negotiations are under way for European tours by Tony Joe White and Boots Randolph in February and March.

Premiere arrangements were completed by Monument international vice-president Bob Weiss during a swing through Britain, Germany, Switzerland, and France. Weiss was also involved in the negotiations with a number of product and single product to European licensees.

## International News Reports

**From the Music World**

**Amsterdam**

Philips has released the RCA sound track recording of the film musical "Oliver!" which was shown in Amsterdam Dec. 19. It has sold over 40,000 copies in the first month and has been sold in over 30 countries.

**Vienna**

The Vienna State Opera, which has held similar concerts in London and Boston, is planning to hold a similar concert in New York City in the spring.

**Milan**

Deutsche Grammophon, Decca, and Columbia, and the company has held a press conference to present the young pianist Nelson Freire. Also present was CBS electric company’s classical director Ernest Fletcher.

## Pop Festival For Utrecht

Utrech, W. Germany—The first International Experimental Pop Festival opened here Saturday (28), beginning at 4 p.m. and continuing through 7 a.m. Sunday (29).

Booked for the Festival, which was subsidized by the government and the Utrecht music and art societies, was formed by Bunk Bessels and the Utrecht Youth Council, were the Jimi Hendrix Experience, the Bonnie Dog Band, the Pretty Things, Jeff Beck, the Pink Floyd, Jethro Tull, the Electric Light Orchestra, and the Mothers Best.
MARSÉLLES — La Compagnie Européenne du Disque (C.E.D.), an affiliate of Barclay Records, today announced that 28-year-old French clarinet-isten Jean-Christian Michel on the international market beginning with the Common Market countries and Brazil.

A Londoner for Michel this year is being negotiated and he may also appear in Bel- lash, Northern Ireland.

Aigeran-born Michel has, in a relatively short time, made an

HUNGARIAN TO SING AT MET

BUDAPEST — The Hungarian soprano Karol Aga is scheduled to sing at the Metropolitan Opera in New York Jan. 19 for a season with the Metropolitan Opera, during which she will play two Donazzetti’s “Lucia di Lammermoor,” among other operas yet to be decided.

Miss Aga is expected to be accompanied by her husband, Laszlo Szendrei-Karper, the leading Hungarian classical pianist and a professor at the Budapest Music Academy.

Karper's voice was discovered in December 1967 by a celebresent-soprano Elizabeth Schwarzkopf, who heard her performance as Zerbinetta in Richard Strauss’ “Ariadne auf Naxos” as her performance in the State Opera. In July, Miss Aga was selected to sing at the aud- for Rudolf Bing, general manager of the Metropolitan.

A few weeks later, Miss Aga was selected for two seasons with the Metropolitan, and she is the second Hungarian opera singer to be a member of the Metropolitan Opera, as Ann Roselle, some 50 years ago.

RIBYEY QUITS FRENCH DECCA

PARIS—Roger Ribeyre, pro-duced by the French Decca-RCA group, has left that company.

Ribeyre joined Decca-RCA three years ago after working for 17 years in the Dutch Gramophone service. He had also had a show on Radio Monte Carlo at the time.

Ribeyre’s next move is not as yet known. His replacement at Decca-RCA is Micheline Brunel.

DGG NAMES PRESS CHIEF

HAMBURG — Dorothy Koehler, for seven years of international promotion with Deutsche Grammophon reper- toire, has been appointed head of the company’s central office in New York. Her press department takes effect from March 1.

Hans Rutz, who has been head of the press department since 1962 and who was previously head of classical promotion in Czechoslovakia, has been appointed head of Archiv produc-

Michel Gets Int’l Sendoff by Barclay

Influence in France where his fol- lows has almost a religious fervor—a phenomenon encour- aged by the fact that Michel plays only in churches, using an organ in his quartet and claims to be inspired in writing his music by passages from the Bible.

Amerind appeared last month for a three-month tour of the St. Vitus Cathedral and when the nite, the 1,000-seater church was packed to capacity. Extra seats were being added throughout the tour.

A key feature of Michel’s church concerts is that the audi- ence sit facing away from the musicians, which is a traditional function.

This year Michel is booked for church performances in Brussels, Genoa and Cologne, and in March he will make a week of appearances in Paris. On this occasion CED will invite teams from the press, radio and TV to see him perform.

BEATLES, JONES, ARENA TOP TOLL Finish Poll

Helsinki — Beattles, Tom Jones (Decca), and Arena are the top international artists of 1966 according to a poll results recently pub- lished by the Finnish music industry.

Winners in the main categories of the poll were:

International Top 10:

1. Beatles (Apple Top)
2. Tom Jones (Decca)
3. Arena (Finnish Top)

National Top 10:

1. Top singer: Arthe Franklin (At-
amic)
2. Top male singer: Tom Jones (Decca)
3. Top female singer: Arthe Franklin (At-
amic)
4. Top music group: The Beatles (Apple Top)
5. Top music album: "Soul Fire" (The Cream Poly-
der)
6. Top television program: "The Carnival Is Over" (Mifas"
7. Top music manager: Linni Olen (Top Music)
8. Top music producer: John Coen (Top Music)
9. Top music artist: Arto Sotanla
er (Top Music)
10. Top music company: Debora (Top Music)

VARNAS OPENS THEATER SITE

BUENOS AIRES — A concert by Mexican singer Pedro Vargas was the first program of a huge new amphitheater, being constructed over 4 blocks of the city on ground reclaimed from the Plate River.

Although the site was planned primarily for sports, concerts will be held there. The amphitheater is expected to hold 15,000.

ALPERT, MONDES ARRIVE IN BRAZIL

RIO DE JANEIRO—Herb Alpert arrived in Brazil with his Brazilian, Sergio Mendes. The object of their visit is vaca- tioning and discussing some new Brazilian songs for recording.

SMALLER Than the previous South American tour, this 10-day visit is being made by the American singer and saxophonist.
This is a fact that cannot be overcome by the powers that be. Despite the efforts of the government, through the Canadian Radio and Television Commission, is to be considering legislation of Canadian radio stations to enforce a fixed percentage of local content. Canada already has such a ruling where TV is concerned. To hold a licence in Canada, TV stations must agree to program at least 55 per cent Canadian content, a move that is being welcomed by many.
HITS OF THE WORLD

ARINTINA

(Compiled by Robert P. Giese)  "Denotes local origin

This Last Week
1. FELICE MAI EN VERANO—Leomando Fiovi (CBS)
2. LA CHIEVECHA—Piero Orsini (CBS)
3. THE NIGHT IS LONG—Mike Brion (CBS—Miami)
4. O SABRA—a-Motown—Jobete (Pye)
5. PLATINUM—Tony Orlando (CBS)
6. O SABRA—Dionysia (Ariola—Celanova)

BRITAIN

(Compiled by Record Retailer)  "Denotes local origin

This Last Week
1. LILY THE PINK—Stafford Sisters (CBS—London)
2. BUILT AN UGLY CRUCIFIX—The Foundations (Parlophone)
3. ATTACHING ME—Gerry Marsden (Fania)
4. OH, THE DEVIL—Don Phil (CBS)
5. MAY I HAVE THE NEXT DANCE?—The Moody Blues (CBS)
6. BREAKING DOWN THE WALL—Les Barats (CBS)
7. MINGO, MINGO—Wendy (London)
8. DADDY'S RICE BOWL—The Soul Secret (Casablanca)
9. SHALL I BE RELEASING—Clint Eastwood (CBS—London)
10. I FELL IN LOVE WITH THE DOCTOR AGAIN—David Bell (CBS—London)
11. SOMETHING HAPPENING TODAY—Gary Lewis (CBS—London)

HOLLAND

(Compiled by Plattengroep and Radio Veronica)

This Last Week
1. ELOISE—Barry Ryan (MG)
2. ELOISE—Peaches and Cream (CBS—Europe)
3. ELOISE—Lil' Louis (CBS—Europe)
4. ELOISE—Chimp (CBS—Europe)
5. ELOISE—Beryl Marsden (CBS—Europe)
6. ELOISE—Dawne Brook (CBS—Europe)
7. ELOISE—Marcia (CBS—Europe)
8. ELOISE—Mickie Jagger (CBS—Europe)
9. ELOISE—Mickie Jagger (CBS—Europe)
10. ELOISE—Mickie Jagger (CBS—Europe)

ITALY

(Compiled by Muzica and Luigi Scudiero)

This Last Week
1. ELOISE—Barry Ryan (MG)
2. ELOISE—Peaches and Cream (CBS—Europe)
3. ELOISE—Lil' Louis (CBS—Europe)
4. ELOISE—Chimp (CBS—Europe)
5. ELOISE—Beryl Marsden (CBS—Europe)
6. ELOISE—Dawne Brook (CBS—Europe)
7. ELOISE—Marcia (CBS—Europe)
8. ELOISE—Mickie Jagger (CBS—Europe)
9. ELOISE—Mickie Jagger (CBS—Europe)
10. ELOISE—Mickie Jagger (CBS—Europe)

SOUTH AFRICA

(Compiled by Symposium Radio, EMI)

This Last Week
1. 2 LITTLE LADY—Paul Anka (CBS)
2. 2 LITTLE LADY—Paul Anka (CBS)
3. 2 LITTLE LADY—Paul Anka (CBS)
4. 2 LITTLE LADY—Paul Anka (CBS)
5. 2 LITTLE LADY—Paul Anka (CBS)
6. 2 LITTLE LADY—Paul Anka (CBS)
7. 2 LITTLE LADY—Paul Anka (CBS)
8. 2 LITTLE LADY—Paul Anka (CBS)
9. 2 LITTLE LADY—Paul Anka (CBS)
10. 2 LITTLE LADY—Paul Anka (CBS)

SPAIN

(Compiled by E.N. Music)  "Denotes local origin

This Last Week
1. 2 LITTLE LADY—Paul Anka (CBS)
2. 2 LITTLE LADY—Paul Anka (CBS)
3. 2 LITTLE LADY—Paul Anka (CBS)
4. 2 LITTLE LADY—Paul Anka (CBS)
5. 2 LITTLE LADY—Paul Anka (CBS)
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8. 2 LITTLE LADY—Paul Anka (CBS)
9. 2 LITTLE LADY—Paul Anka (CBS)
10. 2 LITTLE LADY—Paul Anka (CBS)

SWEDEN

(Compiled by Radio Sweden)

This Last Week
1. 2 LITTLE LADY—Paul Anka (CBS)
2. 2 LITTLE LADY—Paul Anka (CBS)
3. 2 LITTLE LADY—Paul Anka (CBS)
4. 2 LITTLE LADY—Paul Anka (CBS)
5. 2 LITTLE LADY—Paul Anka (CBS)
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7. 2 LITTLE LADY—Paul Anka (CBS)
8. 2 LITTLE LADY—Paul Anka (CBS)
9. 2 LITTLE LADY—Paul Anka (CBS)
10. 2 LITTLE LADY—Paul Anka (CBS)
**SpOTLIGHT SINGLES**

**TOP 20 POP SPOTLIGHT**

**CREDENCE CLEARWATER REVIVAL—PROUD MARY**

(Prod. John Fogerty) (Writer: Fogerty) (Jordano, BMI)—The "Battle-G" group has another winner to exploit the sides of that top 10 list. A perfect follow-up to their "I Put a Spell on You," this driving blues item with a strong beat will hand and fast. Flp.: "Born on the Bayou" (Jordano, BMI). Fantasy 619

**ROCK & R&B**

**TOP 60 POP SPOTLIGHT**

**Al Wilson—Poor Side of Town**

(Prod. Johnny Rivers & Matt Gordon) (Writer: Rivers-Adler) (Rivers, BMI)—The Johnny Rivers hit of the past is brought back in a black marker treatment! But it just-escapes the sales of WISX's "The Snakes" hit. The exceptionable Gage Page arrangement lends strong support to the top vocal workout. Flp.: "The Delights" (Coconut Grove, BMI). Soul City 271

**Jr. Walker & All Stars—Home Cooking**

(Prod. Nancy Cocks) (Writer: Maxi-Cathy Willis) (Johns, BMI)—Powerhouse entry from Walker that rocks from start to finish and should spiral up to the No. 100 and 100 + chart rapidly. Flp.: "Murder" (Jordans, BMI). Dial 35005

**Madeline Bell—Step Inside Love**

(Writer: Lena McCarron) (Macdon, BMI)—The girl who had the original hit on "I'm Gonna Have You, Love Me," has a sure-fire winner in this powerful Burt metal ballad material. Should bring her back to the charts fast. Flp.: "What I Supposed to Do" (Uni, BMI). Phillips 40587

**Marvelettes—I'm Gonna Hold On As Long As I Can**

(Prod. Frank Wilson) (Writer: Wilson-Marvin) (Jabot, BMI)—This never should be just the one to put the group back on the Hot 100 with sales impact. Driving beat dance and top vocal work. Flp.: "Don't Make Me Hustling for a Habit" (Jabot, BMI). Trinity 50177

**Zombies—Time of the Season**

(Prod. Fred Arpino & Chris White) (Writer: Arpino) (Malaco, BMI)—This rhythm item should prove a big chart comeback for the group. Infectious beat, good tone line. Flp.: "Friends of Mine" B, BMI). Rca 15425

**Lothar & the Hand People—Machines**

(Prod. David Arpino) (Writers: Haymes; Acquaviva) (Tree, BMI)—Exceptional treatment of a legendary B-Film theme. Could break him into the Top 100. Flp.: "The Father of Invention" (Bridgeport, BMI). Tamla 54177

**Cook E. Jar—Red Balloon**

(Prod. Bob Finlay) (Writer: Murdock) (Faithful Virtue, BMI)—The Tim Hardin folk rock ballad material serves as a strong debut for a singer with a wild clapsound that should establish him in small order as a big chart performer. Well produced by ed Find for the Kappelman-Radin outfit. Flp.: "Be Home Soon" (Faithful Virtue, BMI). Mca 47-9708

**SPECIAL MERIT SPOTLIGHT**

Spotlighting new singles deserving special attention of programmers and dealers.

**DUPREES—Love In Dups**

(Prod. Johnny Rivers & Matt Gordon) (Writer: Rivers-Adler) (Rivers, BMI)—The Johnny Rivers hit of the past is brought back in a black marker treatment! But it just-escapes the sales of WISX's "The Snakes" hit. The exceptionable Gage Page arrangement lends strong support to the top vocal workout. Flp.: "The Delights" (Coconut Grove, BMI). Soul City 271

**FRANKIE LAINE—You Gave Me a Mountain**

(Prod. Jimmy Brown) (Writer: Robbins) (Jabot, BMI)—The powerful Marty Robbins production ballad is given a fine going over by Laie which is certain to parter top programming with sales to follow. Aec 11174

**JUDY GAULT & HER SYMPHONIC POP SWING—Mask Me**

(Prod. Johna Gault) (Writer: Gaunt) (Vandy, BMI)—Inefective rhythm item loaded with pray and save appeal for both Top 40 and Easy Listening. Should prove a hot lift fast at Wisc. Rca 47-97064

**ANTHRAX PRESSCO—My Special Partner**


**MAXINE BROWN—Love in Them There Hills**

(Prod. Ted Cooper) (Writers: Gamble-Tubbs (Chandell) (Dakmac/Double Diamond, BMI)—The Vibration- success is given a powerful revival line by the fine, smooth vocalist. Pulsating dance beat in strong support. Epic 5-10424

**BROWN & THE JETS—Doo-wa (Prod. Frank Zappa) (Writers: Callise-Butt) (Bassine-Collins, BMI)—Culled from their current LP, this rocker is performed in "crisp" fashion of the hits of the 1950's. Fancy idea, well performed by the Mothers of Invention, has much heart potential. Vee 10622

**BUSTER MALTING—Take 10 Terrible Girls (Not Only 9 Costumes)**

(Writer: Strauss-Adler) (United Artists, ASCAP)—From the film soundtrack of "The Night They Raided Minsky's," this wild, rhythm item with the sound of 1970's should prove a big programming novelty and could become a female radio favorite. United Artists 50044

**GERRY TATE—Let Me Love Her**

(Prod. Johna McCarron) (Macdon, BMI)—Don't Fence Me Be (Writer: Porter) (Hamm, ASCAP)—Two good, commercial entries from the top dreamers. "Let Me" is a strong reading of the Beatles classic, while the flip is an updated revival of the Cale Party hit. Open 408

**DICK YVON—You Too Tea**

(Writer: Sherman-Damron) (Mca, BMI)—From the film soundtrack of "Olly Olly Oxen Free," this item has a Top 20 Easy Listening programmer as his. Good rhythm ballad material from the pen of the Sherman brothers. United Artists 50065

**ALLAN SHAKMAN—Tears Won't Be Run (Prod. David Law) (Writer: Shurkin) (Arthur/Mark Prod., ASCAP)—Newcomer in the pop folk bag that could prove an important disk seeker with this RCA debut. Good sound and well-written rhythm material which he composed. Rca 47-97025

**ASSEMBLY—Walk On Out Of My Mind**

(Prod. Dan Carroll) (Writer: Law) (Tree, BMI)—Nocturnal intermezzo easy-nighter with good group sound and strong Dan Carroll production work. One to watch—much potential here, Atlantic 2587

**HARDWATER—Flute Of My Fancy**

(Prod. David Axell) (Writers: Falleta-McFarland) (Vandy, ASCAP)—Pulsating rock item that should break this group through for chart honors. Infectious beat and clever arrangement. Capitol 3373

**Sonnny James, the Southern Gentleman—Only The Lonely**

(Prod. Keith Harber) (Writer: Osburn-Miller) (Kne/Paul, BMI)—Follow-up to his No. 1 smash, "Born to Be With You." James has still a sales topper here in the Roy Orbison ballad beauty. Exceptional vocal performance and arrangement in the Orbison mode. Loaded with pop appeal as well. Flp.: "The Journey" (Mca, BMI). Capital 2370

**CHART**

Spotted predictions to reach the hot country singles chart

**SPECIAL MERIT SPOTLIGHT**

Spotlighting new singles deserving special attention of programmers and dealers.

**LEADERS—It's Funny How Fast You Forgot Me**

(Prod. Paul Lake) (Writers: Johnson-Ball) (Seven Sisters)—The cooker of "Green Tambourine" comes up with more strong rock material and a strong debut of a new group which he produced as well. Good teen sound loaded with dance and sales appeal. Blue Rock 4650

**JEFFERSONS—Bring Me Your Love While You May**

(Writer: Woulard-Tipton) ( federally, BMI)—The "New Talent" series of Masculinn introduces an exceptional new duo out of Massachusetts, who penned this well-written folk rhythm ballad. Look arrangement in strong support. Disk shows contains clever novelty lines and jokes. Mushroom 412

**SUNSHINE BRIEKS featuring DANNY DAVIS— I Saw The Light**

(Prod. Danny Davis) (Writer: Williams) (Rose, BMI)—The Mark Williams country classic gives a spinal treatment pop loaded with programming, joke box and sales appeal. Happy beat instrumentals. Rca 47-9705

**BROTHERS S.O.N.—I Shall Be Satisfied**

(Prod. Jack Mills) (Writer: Dylan) (Star) (ASCAP)—The Bob Dylan material is given a Blues treatment with equal potential for the 45 chart as well. Top vocal workout. Watch this one Clark 47-7222

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

JANUARY 4, 1969, BILLBOARD
Lightning Strikes Twice

FIRST...

“I Can’t Stop Loving You”

JUST RELEASED...

“WHEN I STOP DREAMING”

ABC #11170

Ray Charles

— ANOTHER HIT FROM —

Acuff Rose PUBLICATIONS, INCORPORATED
Tom Jones...
the world's most exciting talent!

See him on
the first big TV
special of 1969
"THIS IS TOM JONES"
(ABC Network Jan. 9)

Hear him on this great new LP

Tom Jones
Help Yourself

HELP YOURSELF • GET ME FREE • THE BED
IF YOU GO AWAY • ALL I CAN SAY IS GOODBYE
I CAN'T BREAK THE NEWS TO MYSELF • LAURA
THE HOUSE SONG • IF I PROMISE
I GET CARRIED AWAY • SO AFRAID
ELUSIVE DREAMS • MY GIRL MARIA
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NY's 50 biggest Million Dollar LPs

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TAPE PACKAGES AVAILABLE

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

Top LP's

FAIACSIME SENDING BLANK

FOR ITT USE ONLY

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UI__

Date 1/1/69

Sender PEER-SOUTHERN, NEW YORK

To SOUTH MUSIC

AMSTERDAM, AUCKLAND, BUENOS AIRES, BARCELONA, BOGOTA, BRUSSELS, CARACAS, HAMBURG, HIALEAH, HOLLYWOOD, JOHANNESBURG, LONDON, MEXICO CITY, MILAN, MONTREAL, MADRID, NASHVILLE, NEW YORK, PARIS, RIO DE JANEIRO, SANTURCE, SANTIAGO, STOCKHOLM, SYDNEY, TOKYO, VIENNA, ZURICH

GREETINGS AND FELICITATIONS ANOTHER PEAK PUBLISHING YEAR WITH LALEÑA, SOUL COAGING, SEASON OF THE WITCH, THE BALLAD OF BONNIE AND CLYDE, JENNIFER JUNIPER, SLEEPS JOE, FOGGY MOUNTAIN BREAKDOWN, ROSANNA'S GOING WILD, HURDY GURDY MAN, GEORGIA ON MY MIND, I'M A LOVE MAKER, NO, CONIFO APRENDI, VEN A VIVIR CONMIGO, MUSITA, SINSHINE GIRL, LITTLE BLACK ANGELS (Angelitos Negros), ADORO, RONDANDO TU ESQUINA, BEST WISHES AND CONTINUED SUCCESS IN THE NEW YEAR

MONIQUE I. PEER, PRESIDENT PEER-SOUTHERN ORGANIZATION

JANUARY 4, 1969, BILLBOARD
The lyricist for the soundtrack of "The Trial of耶稣" is Joanna. The encore of the film is its altar cast and you have considerable interest in it. The good sound is composed and conducted by Dave Grusin.


SOUNDTRACK

The Burt Bacharach-Hal David score for the Broadway musical hit, "Promise, Promise," is a joyous piece for all ages and gives the production most of its winning points. Jerry Orbach and Jill O'Hara serve the comic and vocal parts with reliable comic effectiveness. It's a sure-fire bet for top sales.


SOUNDTRACK

Candy, ABC 0-007

Performance by the Brynds of "Child of the Universe," with the "Rocky Road to the Country," is a first-rate number, and "Rock Me" will help make this soundtrack album a desirable item. Add the attribute of the film and its starlet cast and you have considerable interest in it. The good sound is composed and conducted by Dave Grusin.


SPIRIT

The Spirit is that Family That Plays Together, Ode 212-44012 (S)

The Spirit return for heavy pop action as they are "I Go and There You Go!" with dashes for the dash, with this new Los Angeles producer on the LP front, music and strings, Spirit features the above ground sound of "Sure Shot," "Dial "B" for Burt," "Baby, I Love You," and "All the Same," plus their latest single.


SPIRIT

The Spirit That Plays Together, Ode 212-44012 (S)

Based upon his current hit single, "Ballad of Two Brothers," Brooks & Dunn has 5 powerful songs. They are powerful and the single is the hit of his fair with songs in its company. Brooks & Dunn are a prime entry with their hits in "April 1st." The recent Harlen Cerny hit "I Go and There You Go!"


BARRY GOLDBERG-Two Jew Blues, Buddah 0-0002 (S)

Buddy Goldberg moves squarely into the urban blues bag, translating Arthur Conley's "That's All Right Mama," a dedication to "Twisted Lip" ("I Can't Make You Love Me") as well as contributions by Charles McPherson, Harlen Moulton and Eddie Wathen highlight this strong blue bag, package capable of scoring on the ensconced.


THE VOICES IN LOVE CHORDS-Voces in Love, MCA 1-0107

Bill Jones writes "Voces in Love," a top-flight introduction package. The vocal group has an easy, warm and appealing voice.


ROAD MOVIE AT JABSOM HALL, ESP 1057

"Monica, I've Got a Date," ESP 1045 (S)

MARION BROWN-"Why? Now?" ESP Disk 1040 (S)


MADE PREACH-Island, Republic, A-0002 (S)

Pop that "Jujutsu" expert arrangement brings to the floor. It's a lofty lissome set at the very worst.


VARIOUS ARTISTS-50's Golden Hits, ESP 3001 (S)

This 1953-1973 collection is filled with star material from Warner Brothers' "Babel Noose," the "Bo's Band," by Carl Davis and CL, and the Four Needles, "Fist of the North Star," the Masque of the Red Death, "Boogie Woogie Bugle Boy," and the 


RICK PERRY-Song of the South, ESP 3001 (S)

That nutty bubble gum sound brought to the shore. It's the side of the album that's Kasten-Kast, and it's a hit. The 101 Strings "Tears of" headline this new collection of twenty tunes. "Light," "Peace We, Force the Fruity Fruity quickly outside their new 100-1000 heroes. Deepen songs to break away for single action.


DON CHERRY-Take a Message to Mary, Mountain Pen 1080 (S)

Quality entertainment. Don Cherry, a king of the golf course, scans virtually a full swing. It's an informative look at the good sound. The upstanding act makes a winner.


BERNIE JONES-60 at 80: The Recording Artistry of 60, ESP 3002 (S)

The voice is that of a very young girl, but the way she carries herself is that of one who wise beyond her years. She nonchalantly makes all the selections on this LP (most of them original) make her sounds. She always has had a desire to be a singer. She says: "Be a Top 10 hit," others should result in his sales.


CHESTER A. THOMPSON-Celebrating 60: The Recording Artistry of 60, ESP 3002 (S)

This is a rewarding album. The thick is one of the three volumes of ESP 1045 plus a breathtaking performance of "The Sonatens," etc. The talent is one of the stars, "Be a Top 10 hit," others should result in his sales.


THE YOUNG BIG KID BROOKLYN 1920-1923-Yes, it's 1920-1923-Yes, it's 1920-1923-An album that spotlights the early work of the Brooklyn Boys is a lush, well-arranged package with a large-scale number and some light, delicate numbers. The band is a perfect for black gospel players, and lends to our ears.


ALBUM REVIEWS

The outstanding volume of the week in all categories as picked for the BB buzz on April 10 for top sales.


LARRY SIMMONS-Sonny Simons: Sound Sensation 1963-1965 CD-034

Smooth swing." Joe Senne, whose "Message From Maine," certainly both the LP and the LP, has a natural swing. But on the new release, "Looking Back," he added another highly musical character as "Bring me Sunshine" is a winner. The voice is that of a very young girl, but the way she carries herself is that of one who wise beyond her years. She nonchalantly makes all the selections on this LP (most of them original) make her sounds. She always has had a desire to be a singer. She says: "Be a Top 10 hit," others should result in his sales.


LOW PRICE CLASSICAL

SCHUBERT: VIOLIN WORKS, Artur Grzimek, Philips 1034-35 (S)

This bargain Schubert disc offers one of the best violists-all violinists under one roof, at his best. Included here are the three sonatas of 1650, plus a breathtaking performance of the "Sonata in A Minor, Op. 197," a master stroke of the 19th century. The sound is vibrant, and the program is a winner. It's a-O-197," a master stroke of the 19th century. The sound is vibrant, and the program is a winner.


BLUES

PHIL HARRIS-"Walk Away," CBS 20017·The Everly Brothers bring us a soothing blues performance, with songs in its company. Brooks & Dunn are a prime entry with their hits in "April 1st." The recent Harlen Cerny hit "I Go and There You Go!"


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