Disc-O-Mat Forms Distrib for Outlets

LOS ANGELES — Disc-O-Mat National, distributors of the new 45 r.p.m. record vender, has established a record distribution company to service its U. S. network of 100,000 vending locations.

David T. Gorfine, developer of the Disc-O-Mat, has formed Binks Distributing, and has lined up product contracts with several major labels. The unit can hold 240 singles, with an additional 40 records in storage.

Disc-O-Mat is looking to work with record companies to vend Hot 100 releases simultaneously with their release to radio stations, racks and regular distributors.

Apple Plans to Invade U.S.

By MIKE HENNESSEY

LONDON — Apple Records is going American in 1969. Plans for Apple's U. S. operations were exclusively revealed by Apple chief Ron Kas, who will be visiting the United States shortly to set up an office in Los Angeles.

Kas said: “We are going into the U. S. in exactly the same way as American companies are establishing themselves in Europe. Our American company will not just be a branch of the London office, but a fully operational record and publishing company, 100 per cent involved in the U. S. market and with an entirely American image.”

Tape Industry Booming on Coast; See Major '69 Gains

By ELIOT TIEGEL and BRUCE WEBER

LOS ANGELES — West Coast involvement in the tape cartridge industry has surged beyond the infancy stage with healthy signs pointing to 1969 as a year of major advancements.

In six years the cartridge industry here has expanded from a small core of pioneering companies like Muntz Stereo-Pak, Magnetic Tape Duplicators, and Craig, into a business which reflects activity in music duplicating, blank tape manufacture, hardware producers for home and auto, tape clubs and retail franchises and related accessory manufacturers.

Muntz, which began the tape business on the West Coast in 1962, is now joined in the music duplicating business by such companies as General Recorded Tape, Audio Magnetics, Modern Tape, Certron, Monarch, American Tape Duplicators, Liberty Tape Duplicators and Audio Physics. A new entry, Magnetic Tape Engineering Corp., plans opening for business in the near future.

Norelco in 250G Cassette Drive

NEW YORK — Norelco is launching a $250,000 promotion campaign on prerecorded cassette cassettes. The drive’s purpose is to lure new cassette players into stores across the nation.

Beginning Jan. 20, Norelco dealers will offer customers of tape cassette units two different packages of prerecorded cassettes specially produced by the company.
The Sound of Money (in Stereo 8)

The first $1,000,000 Tape Cartridge.*

*Based on Manufacturer's list category.
Atlantic to Make 8-track Tapes

NEW YORK—Atlantic Records is moving into the manufacturing of its 8-track stereo tapes. The tapes will be issued on a simultaneous basis with the release of Atlantic and Atco titles.

Until now Atlantic stereo cartridges have been released through the Ampex Corp. Ampex will produce the reel-to-reel, Atlantic and Atco and Tollitone album product on 4-track, 8-track, and reel-to-reel configurations to its customers. Atlantic will sell its tape product direct to its Atlantic and Atco distributors.

Atlantic Records has selected GRT to handle the duplicating of its 8-track stereo cartridges. In addition to GRT, other duplication facilities will also be used in the future.

Atlantic will take orders from its distributors for 8-track stereo cartridges starting with the firm's upcoming mid-January release.

LIBERTY—Liberty is blueprinting advanced data processing systems from information coming from its company-owned distributorships and radio stations.

The company is working with the parent Transamerica Corp. in the development of a data processing system which will link warehouses throughout the country with its distributors, so that orders there in matters of product ordering and such supplementary things as sales information and inventory control. Liberty at present receives sales information from radio stations, but the data is sent through the mail.

Ron Geske, executive assistant to Al Bennett, said direct computer linkage is three to four years away, but this linkage is expected to be totally feasible. Liberty has an IBM 360 computer for many years and the plan is now to update this EDP reporting by utilizing company personnel and facilities of the Transamerica subsidiary, Occidental Life Insurance Co., which has an IBM 360 and 360 computers in its headquarters.

In a meeting with Transamerica's own data processing experts. As the plan is now, as soon as Liberty would hook into computers at Occidental Life's company, an immediate jump-off in the area of construction in downtown Los Angeles.

Cost Analysis

Liberty hasn't yet received a complete cost analysis of the entire operation of such a computer system. Theoretically, the branches wouldn't have to send orders by typewriter which cuts a data information tape. This information would be fed by telephone lines into the computer which could operate during the evening hours in completing sales and order information. This information would then be available to Liberty executives the next morning.

Involvement of the computer information network would be Liberty's stock holding warehouses in New York, San Francisco, Chicago, St. Louis, Atlanta, Memphis, New Orleans, Philadelphia, Los Angeles. Liberty also has sales offices in Columbus, Cincinnati, Chicago, Louisville, Dallas, Houston, Charlotte, Miami and San Francisco.

Liberty stereo racks (purchased this fall) include Musical Isle in Chicago and Roberts Bars in St. Louis.

(Continued on page 65)

New Kapp Mgt.
Guides Meet

NEW YORK—Kapp Records held its first full regional sales meeting under the direction of Arnold Maxin, new national sales manager (Team Friday) (3). A schedule of product plans and projections were discussed, with special emphasis on the company's plans for the new year into the computer and new territories.

Joining Sydney N. Goldberg, Kapp's vice-president and general manager, in the first of what will be a series of regional meetings were: Lou Sebock, the company's director of sales, and Jack Cohen, the company's regional sales manager. Regional sales executives at the meeting included: Mike Martin, Kapp's vice-president for the company's Midwestern territory; Vic Churumbolo for the Far West.

Performance Bid
Posing Wrinkle
By MILLEDRED HALL

WASHINGTON—While the Senate Commerce Committee might be expected to go along with the industry-backed, House-passed bill (H.R. 3518), another point of conflict for the 91st Congress concerns the nonprofit business. The new threat is the stronger, more aggressive push by recording artists and labels for a royalty on performance.

On the good side, the Senate Subcommittee will probably be too glad to leave the House.

(Continued on page 41)

Dot Has 23 LPs at Meet

LOS ANGELES—"Year of the 8-track" was the theme at Dot Records first national branch convention in Scottsdale, Ariz. Among the prominent speakers at the annual convention this year was Bob Galt, new Southern California regional manager, who redesigns all envelopes for promotional mailings of singles and LPs.

Dot fieldmen were shown this new design during the Jan. 3 gathering at the Mountain Shadows Inn. Twenty-three LPs were debuted, including two titles for newly formed Paramount Records and two packages by newly signed Anita Kerr.

GRT Records' 1st Disks by Revere

LOS ANGELES—Newly formed GRT Records will release material by Paul Revere and the Raiders as its first single and first LP. The tapes were recorded right after the group joined Columbia Records. The single is "Sunrise of Your Love," and the LP is a "package" concept.

Of significance is the appearance of General Recorded Tape to bow with a product by an established group under the general manager from an unknown act. General manager Alan Mink is also studying this area for future releases.

Dexter Col.
In Billboard

NEW YORK—Dexter's Scrapbook, a weekly column by Dave Dexter Jr., stars in this week's issue on page 12. Dexter first contributed to Billboard in 1936, when he was the paper's Kansas City correspondent after leaving the University of Missouri, where he earned his first records for Decca in 1940, and joined Capitol in 1943 as an assistant promotion man and producer, and he's been there ever since.

Throughout the years, Dexter has chronicled the music scene for Billboard, Down Beat, and as editor and publisher of his own magazine, Note, and for the Capitol News.

Audio Fidelity Gets Distribution of GMC

NEW YORK—Audio Fidelity has taken over distribution of the GMC label worldwide. The deal was arranged between Herman Gimbel, president of GMC, and Gene Marx, president of GMC. Terms of the deal, which involved a cash advance, were undisclosed.

The new label will release both half-track and LP products. Two singles are slated for immediate distribution. In the pop category, Frankie Grace has a release. Gimbel said that the move into outside distribution for both stereo and monophonic expansion plans in which the company is now involved. The new GMC AF is setting up a regional sales staff to be comprised of a West Coast manager, a Midwest manager, Southern district sales and promotion force.

MG/M Set-Up
Hip Rock Dept.

NEW YORK—MG/M Records has set up a new department to concentrate on progressive rock. The new director of the rock dept., Harvey Cowan, will be building a staff of young producers this year. Harvey Cowan will spearhead all the developments in the new department with Rich DeVito, West Coast-based adf producer. Cowan has done an excellent job of setting up the rock dept.

Chess is providing creative services for GMC Records. His new activities will include producing and searching for masters of progressive rock artists. Serving under Cowan are Jim Gvozdenich, who'll work in promotion aimed at progressive rock stations; and underscoring producer, Cowan in the new dept., will be responsible for creating album covers and directing advertising for all progressive artists on the GMC label.

Lib Eyes Updated EDP System
To Link Warehouse With HQs.

NEW YORK—The current issue of Billboard introduces a new reader service feature, a calendar of all the significant events called "New Album Releases." This feature has been added and is video leader with an organized listing of new album product available for the coming week. The video page for this use by their customers. Also, radio programmers now have an excellent guide to new album product. See pages 47 and 66 for this month's listings.

New Billboard Feature Bows

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Black Velvet Disk

NEW YORK—Black Velvet is now the name being used on the Epic Records single "I Shall Be Released." The record was listed last week's "Special Merit Spotlight" as being recorded by Brian Soul.


January 11, 1969, Billboard
10 Jazz Societies Mull Forming Talent Circuit

LOS ANGELES — Ten Eastern jazz societies are studying the creation of a talent circuit to provide employment for musicians. The idea for the looking around.

Suit Dismissed Against Animals

LOS ANGELES — A law-suit brought by the Burton Was- her Motion Picture Association against World Showcase Place, Eric Burdon and Animals in the Yellow Pages, and Gary Book- asta for lack of appearances by the two musical groups in the Superior Court has been dis- missed.

The suit concerned the sched- uled appearance of the Animals and Yellow Pages in Pasadena’s Rose Bowl. The performance, canceled because of the assassi- nation of Sen. Robert Ken- nedy, was rescheduled for a date when the Animals were in Japan.

Graham & Lawyer Set Up Mat. Co.; Plan Prod. Firm

SAN FRANCISCO — Bill Graham, bathrooms owner, and Brian Rohan, one of the city’s leading attorneys for rock bands, have formed a management company and are planning a production company.

Both firms are as yet unnamed and are separate from Graham’s other enterprises, in- cluding his newly formed Mil- lard talent booking agency.

Plans for the production com- pany will be completed by Fri- day (10), they said, with the studio by Feb. 1, according to Rohan.

There are the first such enter- prises in this city that stem di- rectly from the recent upsurge in interest in rock bands.

The management corporation, Rohan said, will handle the busi- ness affairs of groups, provid- ing “a business approach to the music business. The firm will not take over the creative aspects of management, rather it will “act in concert with the present management of bands.” And, Rohan said, any group is free to leave after giving 30 days’ notice, “if they don’t feel we’re earning our money.”

Bell in Production Deals With Petty

NEW YORK — Bell Rec- ords president Larry Ulri has set production deals with Nor- man Petty, Clovis, N. M., producer of the Happy Feel- ing, and Joe Renzetti of Renzy Productions, producer of Mickey Levy’s new single “Tutti Frutti.” First single by the Happy Feel- ing is “Happy Feeling.”

Ice House Folds

LOS ANGELES — The Ice House, a folk club in Glendale, has gone cold. Owner Bob Scane held an open sale of his equip- ment last Thursday through Sun- day (2-5). The club had been in business for two years, offer- ing exposure to new, un- tested groups, first in the folk, then in the amplified rock area.

STANLEY ADAMS, right, ASCAP president, presents a scroll to Abe Olman, commemorating the latter’s contributions to the music indus- try and the surprise party marking Olman’s 80th birthday. At the left is songwriter Lou Alter and Mrs. Peggy Olman. (Photo by Al Brackman.)
Jerry adds two new sides to the Vale Dimension

Jerry Vale / Till

ABRAHAM, MARTIN AND JOHN
LITTLE GREEN APPLES
THOSE WERE THE DAYS
MY SPECIAL ANGEL
PROMISES, PROMISES
I LOVE HOW YOU LOVE ME
LES BICYCLETES
DE BELIZE
MAC ARTHUR PARK
PUT YOUR HEAD ON MY SHOULDER
LOOK HOMEWARD ANGEL

Jerry takes the Vale Dimension even further on his latest release and comes up with his greatest album yet. In it Jerry adds extraordinary meaning and depth to some of the top contemporary songs of today. "Till" is a beautiful album. It's also what every Jerry Vale fan has been waiting for.

Jerry's fans are going to be looking for these best-selling albums, too!

I Remember Buddy CS 8069
I Remember Russ CS 8016
Jerry Vale's Greatest Hits CS 8778
I Have But One Heart CS 8957/14 10 0012/18 10 0012
Arrivederci, Roma CS 8755/CQ 5641
The Language Of Love CS 8843
Till The End Of Time CS 8916
Be My Love CS 8961
Standing Ovation CS 9073
Have You Looked Into Your Heart CS 9113/14 10 0050*/18 10 0050
Moonlight Becomes You CS 9171

There Goes My Heart CS 9167/CQ 7551
It's Magic CS 9244
Great Moments On Broadway CS 9289
Everybody Loves Somebody CS 9330
And Other Hits CS 9330
Time Alone Will Tell CS 9494/14 10 0288*/18 10 0288

ON COLUMBIA RECORDS AND TAPES

See your Columbia salesman now. He has the details on major national and local support behind this product.
ARTISTS

Los Angeles: Venture Records has revamped, preening its executive staff and artist commitments. The financially troubled label has chopped 20 artists off its roster to a low of 15 and has reduced its self-funded staff by seven men. The status of Mickey Stevenson, Venture's first president, is "uncertain." The label's roster, according to Stevenson's absence by Warren Lamkin, national sales manager.

Under its new operating concept, the label will change its own identity. Venture and its sister label, Maverick, will use outside music supervision and label buying. Previously all product was "asked by staffmen."

ARTISTS

Arresting on the Venture roster include Calvin Arnold, Neil Kimball, Vernon Garret, the Major Four. Newly signed is vocalist Hanneli, who formerly recorded for Loma and Juvenile. Maverick's roster includes Marie Frankin, Millie Kutch and the 49th Parallel, a Canadian pop group. All the other artists are either being dropped or are "on hold.

Maverick, established last October, uses independent distributors while Venture goes through M.G.M.'s company-owned Metro distributorship plus independent distributors.

While Venture releases 22 singles and two albums in its first year, Maverick has released three singles, but the emphasis now for both labels is to be more selective in future releases.

Arnold Maxn, recently reinstalled as M.G.M.'s president, has been here to discuss the label and its operating procedures.

All producers have to submit a recording budget before they can go into the studio. "We others are a lot more realistic," Lamkin said. Venture's three top producers, said the company is Calvin Arnold, Millie Kutch and Larry Williams. Two staff engineers write the studio which is custom-leased to outside companies.

Bowen forms Amos; LP's Set

NEW YORK: Amos Records has been formed by Jimmy Bowen. First albums are slated for late-summer release by Bowen, who will produce exclusively for the label except for previous commitments to Dean Martin, Frank Sinatra, Sammy Davis and other artists, has named Tom St. Germain as general manager.

The first LP's will be a program of contemporary songs by Bing Crosby and "The Ballad of Evergreen Blues." Thacker has been general manager of Amos Productions. The record company's new Hollywood offices will be at 655 Sunset Boulevard. Its office here will be at 1501 Broadway.

Mainstream, London Deal

NEW YORK -- London Records will distribute the Mainstream label in its last major overseas territories.

Last month, Burlington-Palace, publishing arm of British Decca, has obtained sub-publishing rights in 16 territories for the catalogs of Brent Music and Adman Music, Mainstream's publishing subsidiaries.

British Decca is planning immediate release of Mainstream albums by the Amboy Dukes, Art Tatum, Muggsy Spanier, Lightnin' Hopkins, and others.

Prestige, MPS In Leasing Pact

NEW YORK -- Prestige Records has tied in with MPS Records of Schwarzwald, West Germany, for a leasing arrangement of the latter's albums in the U.S.

Upcoming albums in the Prestige-MPS tie will feature Oscar Peterson, Buddy Rich, the Kenny Clarke-Francy Boland Big Band, Carroll Jones, Ben Webster-Domin Bays, the Beata-Luc Ponty Quartet and an all-star Bob Brookmeyer, Svend Asmussen, Stuff Smith and Stephanie Grappelli.

Felts Tied to C-D

ST. LOUIS -- Narvel Felts. His records artist, has signed an exclusive long-term personal management contract with the Clayon-Davis Organization and is not affiliated with any other management firm, as incorrectly reported in Billboard, 1969 Record Talent Edition.
We salute with pride our artists, who have given us the number 1, 2, 3, chart positions on the Billboard HOT 100 for 4 consecutive weeks and 14 hit albums on the national charts (with ten of these now over a million dollars each of retail sales).

HAPPY NEW YEAR

and sincere thanks to the radio stations, distributors, rack jobbers, one-stops and stores who have made it our greatest year.

and more to come

MOTOWN RECORD CORPORATION
"The Sound of Young America"
LIFE-SIZED FIGURE: Blue Thruway, Ltd. — A "Giant Life" of 6 ft. 6 in. Has been utilized when WAFB-FM, 100,000-watt stereo operation here, went on the air Jan. 1. Station manager George Bonnell said that he wants the programming directed at the 18-year-old listening the music will be something be- tween middle-of-the-road and rock.

Personalities on the station will include Bonnett, Brian Wil- son, Mike Martin and Robert Collins. All records will be an- nounced, but 25 per cent of the programming will be aucto- mated. Because of the high cost and the length of the terrain, Bonnell said the station would have a signal coverage area that would include New Orleans.

Cap to Record Lombardo At Nixon's Inaugural Ball

LOS ANGELES — Capitol plans sending a tape crew to Washington to record Guy Lombardo. The 30,000-turntable stereo setup would be employed when WAFB-FM, 100,000-watt stereo operation here, went on the air Jan. 1. Station manager George Bonnell said that he wants the programming directed at the 18-year-old listener. He said the music will be something between middle-of-the-road and rock.

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BAEZ SINGS DYL.

This is Joan's newest album. The cover was designed by Joan. And illustrated by her. The songs are sung by Joan accompanied by an exciting musical group.

Special Offer—2 Record Album. For a limited time only manufacturers suggested list price $9.58 (Regular price $11.58)

Vanguard Recordings for the Connoisseur

VSD 79306/7
**Fillmore East Rocks, Bachs and Socks**

**Butterfield Blues Leads A Jam' Packed Program**

NEW YORK—A varied Fillmore East program capped by a Band, one of the best blues bands around, was offered to a packed house (28), the third of four weekend performances of the program.

The other acts also were in

New water, A Los Angeles group, followed by the wild Crazy World of Arthur Brown, followed by another good jam by Super Session vocals, Alex Coe and guitarist Mike Bloomfield. A second Kooper-Bloomfield album is slated by Columbia Records. It was their second series of Fillmore East appearances in a three-week period.

Sweetwater', Reprise artists, combined folk, classical, jazz and other musical elements in an interesting presentation. The eight-member group includes a topnotch lead singer in Nansi Stevens, who has a voice similar to Grace Slick. Among excellent instrumentalists are called August Burns, Bette Moore, lead guitarist P G. Carlisle, guitarist Fred Herrera, Alex Del Zoppo on keyboards, Allen Malarzow on drums, and El Pijilo on conges. Their "My Crystal Spider" was a big number with its tempo. (Continued on page 34)

**Motor City 5**

**A Non-Stop, Driving Unit**

**Rock to Bach Experiment Passes With Flying Colors**

NEW YORK—Musical elements from classical to rock met in "An Acoustic Revolution at Fillmore East" on Sunday (29) and the 32 musicians from five groups made the most of the bugs that reportedly hampers the program in its initial period. On Dec. 26. Instead, rock, classical, and jazz musicians joined in further hammering down the barriers between the different types of music.

Performing singly and in combination, the musicians presented many highlights. There was the duet by Bud Collins, the New York Electric String Ensemble and guitarist Sam Brown of Arlo Guthrie's "Canyon." There was a brilliant set by the New York Rock & Roll Ensemble drawing the biggest hand of the evening. Then came an acoustic version of the New York debut for Good Earth and much, much more. The ideas were not yet coked, as the jazz and folk groups as well as the rock and roll groups began an exciting evolution of folk and jazz music, held in the Grand Hall on Dec. 26. Instead, rock, classical, and jazz musicians joined in further hammering down the barriers between the different types of music.

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ANN-MARGRET & LEE HAZLEWOOD

“SLEEP IN THE GRASS” | “CHICO”  LH1 #2

IHI records

Written and Produced by Lee Hazlewood  Arranged and Conducted by Jimmie Haskell
Cambridge Does His Comic Thing—Imperials Hit

NEW YORK—Comedian Godfrey Cambridge discusses the weather, weight (losing it), foreign travel, working in Las Vegas, housing conditions, money and film work during his session at the American's Royal Box. He opened Friday (27). Familiar subjects for a comic to work with perhaps but the Epic Records' comedian brings in some refreshing angles on the subjects and makes it visual as well as verbal. Bassman, Cambridge's comic with the actor trying to get out again. It shows in the spoken word.

Also on the bill are Veepe artists, Anthony and the Imperials, formed from the famous group of yesteryear as Little Anthony and the Imperials. Not that you could tell with an act that included such material as "Mac Arthur Park," "Look of Love," and the group's current single, "Let the Sun Shine In." From this received a driving, audience-participation treat and provided a strong climax to a professional set. They did include a couple of their golden oldies, including "Tears on My Pillow." - IAN DOVE

Hines, Etc., Is First Family of Mimicry & Music

NEW YORK—Hines, Hines and Dad, Kapp Records' freeete family in motion, whipped up the jitter of Las Vegas in the Pershing Room of the Hotel Plaza Monday (30) when brothers and sister rolled and rolled nicely. Rollin' and rollin' n' rolled through an old-fashioned shindig of song and dance.

Featuring the mimes and madness of loose-limbed Gregory Hines, a double-take on Sammy Davis Jr., the trio bounced merrily through old-time harmonies dressed up with rolling tap dances and comic fouts. With Father Hines on drums, the dancing heirs hoofed and harmonized through "Simple Melody," "Singing in the Rain" and a delightful medley of "Feather." There also crooned their latest Kapp disk, "Early in the Morning," capping the evening with a musical that the union on stage, a timely treat for the New Year. - ED OCHS

Motor City Is Driving Unit

Continued from page 10

and too hard into a fiery furnace.

The trouble with the "5"—Wayne Kramer, the group's guitarist, now leading singer Rod Tyner, drummer Dennis Thompson, bass Mike Davis and guitarist Fred Smith—is excess. They are the happening band, racing with music so loud. Balladless melodies of uninhibited bodily and mental energy, the music "says"—as musicians— are still underscored behind their offense of overpsych and audio-brutality. All that remains is for the MC-5 has made a noisy propaganda pitch for revolution, sex and hero-worship to teeny boppers who consider St. Mark's Place a swell place to visit, but wouldn't want to live there. Only time will judge their audacious act.

Their first album for Elektra is due late this month.

Dexter's Scrapbook

By DAVE DEXTER Jr.

Mills Brothers Put Swing in Nostalgic-Paced Date

LOS ANGELES — The Mills Brothers made their Cocoaanut Grove debut Thursday (26) 42 years after they started in show business.

The brothers, Harry, Donald and Herbert were accompanied by their guitarist-conductor Norman Brown, who has been working with the quintet since 1936.

The Brothers' 35-minute act is a constant parade of hit songs, a welcome diversion of memory lane.

Their vocal blend is as sweet and enchanting as when they sang "Up the Lazy River" in 1937. Their 12 songs ranged from several recent hits — "Cab Driver" and "My Shy Violet" — to the oldies.

The most imposing tune they offer is a new Milt Gabby instrumental recapitulating the color blend of the Lechnitton gang that gave to "Caravan." The Dot artists perform ef- fectively a new item, a set with conviction. "Opus One" was as happy as when it was first offered, a shattering Era. "Don't Blame Me." "Paper Dolls," "Bye Bye." "Nobody Loves You." "You Didn't Want Me When You Had Me." "The One You Love." "Glow Worm." "And at the Race Track" (a new song) all sounded fresh and de-lightful, with a small Freddie Martin band (12 pieces) reading their charts expertly.

Red hot proof that

Dooto is selling better and growing bigger!

Records, Cartridges, Cassettes

Dooto Records

13440 South Central Avenue / Los Angeles, California 90059

5 + 1 Deal on entire catalog!!

ASK YOUR DISTRIBUTOR FOR OUR EXPANDED CATALOG!!

January 11, 1969, Billboard
Hear "Johnny One Time."
And Brenda Lee many times.
Great. Brenda's latest single.
NORELCO'S PROMO ON PRECORDERED CASSETTE

Continued from page 1

Creative Products Division of Capitol Records, Capitol Cassette Showcase No. 1 will offer five different prerecorded cassettes and a tape head cleaner cassette for $9.95. The cassettes are a $3.95 value. Capitol Cassette Showcase No. 2 offers three cassettes for $5.95, normally a $17.95 value. Each cassette will feature a saturation spot campaign on television, consumer and trade paper advertising. A key element in the promotion is that all of the product is Class A, ranging from "Gentle on My Mind," by Glen Campbell, to "Goin' Out of My Head" by Nancy Wilson, and "What Now, My Love" by the Lettermen. Each cassette will feature a variety of artists. One cassette, for example, has the theme: "Broadway and Hollywood Showstoppers."

ARISTON ISSUES MORE CASSETTES

MILAN—Ariston is releasing an additional batch of 11 cassettes Friday (10) following the initial seven which went on sale early in December. Duplication is being carried out by 3M of Milan, using the Philips system. Artists featured on the cassettes include Oscilla Vanoni, Anna Identic, Mario Guarneri, Bruno Martino, Mino Reitano, Nico e I Gabbiani, Bruno Lauzo, Enrico Tagliavini and Anna Maria Grazioni.

GRT IS NAMED BY DYNOVOICE

LOS ANGELES — General Recorded Tape has been named tape licensee by Bob Crewe's DynoVoice Records and Hy Masters' Remember Records for 4 and 8-track, cassette and open reel tapes.

Initial release for DynoVoice broadband its line in that area and is the soundtrack album "Butterella."
Norelco introduces the honest double deal.

$32.95 value, only $9.95

$17.95 value, only $5.95

What the Double Deal offers. When your customers buy any Norelco cassette machine, you can offer them a choice of Capitol Cassette Showcase Albums: five prerecorded cassettes and a head cleaner—or three prerecorded cassettes—at a very special reduced price.

The songs and artists are all top Capitol sellers. People like Peggy Lee, Glen Campbell, Nat King Cole, Bobbie Gentry, Nancy Wilson, The Lettermen, and many more.

To make the Deal work for you, set up a display in your store. This deal gives your customers a great incentive to buy now. And when you're sold out, we'll mail the albums direct to your customers until you're stocked up again.

To keep the Deal going, we're advertising the Norelco Double Deal on major market spot television with two different 60-second commercials. Both will carry dealer tags. And we're in the magazines, too.

To be dealt in, stock the full Norelco Cassette Line. It's the complete line with no price gaps. The time is right. The market is ready. The offer runs from January 20 to March 22, 1969.

Your customers will be looking for a Double Deal at your store soon. Deal them in.

What the Double Deal offers. When your customers buy any Norelco cassette machine, you can offer them a choice of Capitol Cassette Showcase Albums: five prerecorded cassettes and a head cleaner—or three prerecorded cassettes—at a very special reduced price.

The songs and artists are all top Capitol sellers. People like Peggy Lee, Glen Campbell, Nat King Cole, Bobbie Gentry, Nancy Wilson, The Lettermen, and many more.

To make the Deal work for you, set up a display in your store. This deal gives your customers a great incentive to buy now. And when you're sold out, we'll mail the albums direct to your customers until you're stocked up again.

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Your customers will be looking for a Double Deal at your store soon. Deal them in.
West Coast Zooms as Tape Site

(Continued from page 14)

Olima/Cetron (which makes cassettes, and Audio Magnetos' commitments in Mexico, Israel, and India to manufacture cassette products)

The player fraternity has greatly expanded here. Muniz remains the chief bastion of 4-track activity, although there are similar cassette and 8-track units available in his line. Companies just introducing cassette equipment include Concord, Craig, Roberts, Monarch and Capitol.

Nova-Tech, a manufacturer of radio systems and the owner of GW Electronics, which makes cartridge cabinets, is entering the 8-track player market. Yamaha also has plans to produce hardware in 1969. Kalof Electronics, a new firm, is specializing in 8-track players. SDH has a strong line of 8-track machines.

GreenTree Electronics, a leading supplier of blank cartridge tape, is operating from expanded factory facilities in Costa Mesa in Orange County. The blank tape field in the West is additionally represented by Audio Magnets, Cetron, Memorex and Northridge Magnetics, specializing in 4 and 8-track and reel-to-reel tape for broadcasting and recording studios.

Consumer Area

The western part of the U.S. is a major consumer area for cartridges because of the mobile society—local residents fight the freeways because of a lack of strong public transportation. The Pacific Northwest is a strong camper-trailer environment, with tapes often substituted for radios because of the mountains and forest regions.

Six-year-old American Tape Duplicators, which began as a reel-to-reel custom duplicator and then entered cassette duplication last year, is developing its own line of pre-recorded cartridges on its Tape-Mates line.

California Auto Radio, which imports players from Japan under the Bowman logo, is a leading force behind the development of a national purchasing association for independent player distributors. The intent is to import directly from Japan a line of 4 and 8-track players and related equipment.

(Continued on page 18)
with new cassettes from

All Cassettes — $5.95
*Equivalent Stereo 8 Tape
Cartridge Number — $6.95

Travel Light...
Tape Industry Booming on Coast; See Major '69 Gains

Continued from page 16

...continued through Auto Sound Associates.

While attrition has caused the demise of a number of tape companies (Universal Tapes, Autostereo are the prime examples, more firms have developed via the specialty service route. Lease-A-Tape, a membershi

The Stereo Tape Club of America operates similarly to record clubs and the Book of the Month Club. Coast Cartron Corp. has developed innovating techniques for using colors in designing card

Gauss Electrophysics, owned by MCA and Infonics, are leading suppliers of high-speed duplicating equipment.

Own Warehouses

A number of national and international companies are represented in the West via their own warehouses. International Tape Cartridge Corp. (ITCC) is represented by West Coast Tape Cartridge Corp., Grundig Electronics Sales Inc., Teac Corp. of America, Sharp Electronics Corp., represent overseas hardware manufacturers. In addition, Car Tapes of Chicago has a local sales office.

Volvo, the Swedish car manufacturer which offers 8-track players, is using its Torrance, Calif. distribution point to service cars to its domestic dealers. The local area is reigned with tape stores selling catalog merchandise because the Pacific area is tape territory. With California a jumping off place to the Orient—where much of the player equipment is made—the tape success story seems a natural development.

ATTENTION, JOBBERS & DISTRIBUTORS

The newest and fastest selling Tape Cartridge Cases are available at Le-Bo

TA-52 Deluxe Tape Cartridge Case
Holds 15 cartridges

TA-54 Deluxe Tape Cartridge Case
Holds 24 Cartridges

For the best in tape cartridge and cassette accessories

Blank Loaded Cartridges

Cassette Head Cleaner

LC-50

LC-90

LC-120

4 Track 35 Min.
8 Track 35 Min.
8 Track 70 Min.
AGAIN, FROM
RANWOOD
RECORDS, INC.
A NEW HIT LP!

LO MUCHO QUE TE QUIERO
("THE MORE I LOVE YOU" ENGLISH TITLE)
RAY ANTHONY
Just & Closer Walk With Thee
Stormy - Dear World - Wichita Lineman - Help Yourself - On Treasure Island
Red Sails In The Sunset - Watermelon Man - A Touch of the Blues
Lo Mucho Que Te Quieroo (The More I Love You)

(Loh Mō-Choh Tay K'Yeh-Roh)
"THE MORE I LOVE YOU" ENGLISH TITLE
PRODUCED BY RANDY WOOD • ARRANGED & CONDUCTED BY BILL JUSTIS

HERE IS THE CATALOG THAT'S SELLING!
Radio-TV programming

Smaller Markets Getting Big Play

*Continued from page 1*

have been falling like tippet-

Cleveland, where once three rock stations fought it out for ratings—now only one station is in the picture for record companies to get their product heard. One of those stations, WNOE, has one Top 40 station. WNOE just bowed in New Orleans and went into an easy listening format, and it was Bill Stewart, a veteran in rock formats, who changed the station to make it easy listening. David Moorhead, who was successful at WOKY in Milwaukee, was a big proponent of this. The format decided that easy listening was the best thing for KFI at Los Angeles. Several other major markets are left with only one Top 40 station—Chicago and Atlanta, for example. The fading of Top 40 stations has been pronounced in many areas.

All this means that secondary radio market stations are more important than ever before. "Very definitely more important than a year ago," said Marty Thau, national promotion man for Budhers Records. "For one reason, the stations in Los An-

Newman & Super Stars Needed

PORTLAND, Ore. — KINK-

KINK-FM Bows 100,000 Watt

PORTLAND, Ore. — KINK-FM, managed by John David, bowed on the air at Christmas Day here with a Top 40 format and a progressive rock format. The station, part of the King Broadcasting Co., is a companion to KGW, headed by general manager Bob Arnum.

The station will mix progressive rock records with current hit singles, according to its program director, Gene Stelzer. The station's program director, Bob Arnum, said that KINK-FM will have a "modern sound, with a lot of music that is different from what you hear on other stations."

WOR-TV to Bow Series with Playboy's Hefner

NEW YORK—WOR-TV bows a new series with Playboy magazine editor Hugh Hefner, starting Saturday (18). The hour-long series, "Let's Get Physical," will also be heard on sister WMCA radio.

The station plans to bring in two dozen stars for the series, which is the first time a network radio show has been taped for network television. The show will air on WOR, the sister TV and radio station.

Like Human Being

A station is like a human being, Newman believes. "It goes through highs and lows. It's important not to forget, today, that radio should be fun. The only thing we make an effort to do is to sound like a Top 40 station. Our policy is to play every side of every record we think is good listen-

Newman, Super Stars Needed

San Francisco—There's much more "programming" in radio today, believes KSFO program director Al Newman, who feels that the secondary personalities contribute in selecting the music. "KSFO has been able to break records because the guys bring in records on their own initiative," he said.

"Sherwood can virtually sense an audience. He makes contact with them in the morning; he's always looking for the kind of people I could be wrong but I believe that mechanical radio is not going to be a primary factor in the future; it is going to need the super personalities like KSFO's," Newman said.

"It's true that definite basics and techniques are important. But radio is an entertaining me-
dium, and it can be made interesting by sparking that audience con-
tinuously," he said.

SNAPSHOTS

There's a few great personalities around and some of them aren't being used by the sta-
tions. Many deejays are totally frustrated because they're allowed to do only time and temperature. It kills me that a station will go out and hire a deejay and then tell him what to do and not to do . . . ruining the deejay and turning an effort to do is to sound like a Top 40 station.

KSFO personalities are free to "do their own things," said Newman, whose own personal thing is to produce comedy. He was a stand-up nightclub comedian about two years ago and has been an actor before starting a producing career. "It's possible to produce musical shows," he said.

He joined KSFO in 1959 as a deejay, and has been there ever since. When the team split six months later, Newman stayed with KSFO as production co-ordinator.

Wing, Wize, Wklo—All influence the programming in WSAI in Cincinnati and this in turn influences the programming in Atlanta, a sister station. WIXY is being geared by WHOT and WJET, he felt.

Alexenburg said that he has given the stations special instructions regarding secondary markets—a telephone call every three days or a show visit at least once a month.

Some of the electroni-
card music stations, such as WJEI in Erie, Pa., and stations in Kansas City, Mich. and the future is with the bright, hip young radio people serving smaller market.

They are going to the major markets. The contacts made today are major contacts a year or two years from now, he said. In addition. "My old company thinks enough of the radio people will sometimes say, "Hey, I'd give your record two weeks, but secondary markets are ex-
cellent test markets for a record."

Bell is definitely concentrating on secondary market stations more than a year ago and "we realize that we'll have to do something with secondary market stations in the future."

Tsui at Buddah Records hopes to an expert in secondary market stations, one of his contemporaries on another label pointed to Buddah and said, "The secondary market stations are killed, there are more singles coming out today and in addition, the Secondary market radio people will sometimes say, 'Hey, I'd..."
GENESIS CHAPTER 2

21 And the LORD God caused a deep sleep to fall upon Adam, and he slept: and he took one of his ribs, and closed up the flesh instead thereof;

22 And the rib, which the LORD God had taken from man, made he a woman, and brought her unto the man.

23 And Adam said, This is now bone of my bones, and flesh of my flesh: she shall be called Woman, because she was taken out of Man.

24 Therefore shall a man leave his father and his mother, and shall cleave unto his wife: and they shall be one flesh.

25 And they were both naked, the man and his wife, and were not ashamed.

"Two Virgins." Yoko Ono / John Lennon

Apple Records in association with Tetragrammaton Records T-5001
Radio-TV programming aids

Programming guidelines from key pacing radio stations, including Best Picks, Best Leftfield Picks, Biggest Happenings, and biggest Leftfield Happenings.

Radio-TV Job Mart

HOT 100

Altona, Pa.—WFBG
John Anthony

Stone, B

"Everyday People,"
Program a

with a

from

Morning Job

Richard Conley, Music Director

BPs: "Worse Thing That Could Happen," Brooklyn Bridge, Buddha. RLFP: "Every Night, White & Fancy Shoes, Bobby Curet, St. Louis.


RLFP: "Do You Speak Spanish?"

Boston, MA—WQX

Arvada, Denver, Colo.

Ron Huntsman

Music Director


RLFP: "Soul of a Man," Bobby Curet, St. Louis.

RLFP: "Good Times," The Meters.

RLFP: "Game People Play," Joe South, Capitol.


Midland, Tex.—KCSR

Gary Allen

Program Director


RLFP: "Rascals' response 111.1e: "Love Is

Turn of things.

Willoughby, Ohio—WEOL

Mike Rheinhardt

Music Director


BPs: "Good Times," The Meters.

BPs: "Love Is

Touch Me," Doors, Elektra.


Victoria, Tex.—KVIC

Bruce Angel

Music Director

BPs: "Hello," Bobby Cole, Date. RLFP: "Feelin'," Marvin Gaye, RCA. RLFP: "Sitting Down Here,

To Know You," Chris Taylor, R&B.


Willoughby—Ohio—WEOL

EASY LISTENING

Brunswick, Ga.—WMOG

Joe Gregory

Music Director

BPs: "Flying High," Julius Weston and Singers LP, Polydor. RLFP: "Blues and Soul," The招"s, Zephyr.


Willoughby—Ohio—WEOL

Bob Hollands

Music Director

BPs: "You Don't Have To Be," Don Williams, Sony. RLFP: "Bloodline," Buddy Holly.

RLFP: "Love Is

Every Day," Weary Souls, Verve.


BPs: "Juke Box Hero,

Bill Deal and Khoncles, Heritage.

Willoughby—Ohio—WEOL

BPs: "Jumpin' High," James Brown, Polydor. RLFP: "Your Love Is a Miracle," Bill Withers, ANP.

RLFP: "Soul of a Man," Bobby Curet, St. Louis.

RLFP: "Game People Play," Joe South, Capitol.

of the tears that I hide
and it tears me apart
cause I keep them inside
I can't get away
from the sound of
Rain In My Heart
solid soul from stax starting to soar!

“Hang 'em High”
From His Smash Album
Booker T and the MG's
Stax 0013

Just Out!
“Up Tight”
Stax 2006
Original soundtrack written and performed by Booker T and the MG's
Johnnie Taylor's next Gold Mine
"Take Care of your Homework"
Johnnie Taylor
Stax 0023

"I've Got To Have Your Love"
Eddie Floyd
Stax 0025

"I Like What You're Doing To Me"
Carla Thomas
Stax 0024
"condition red" is now condition green

...so go!

"condition red" the goodees

hip 8005

Now breaking nationally on:
WMCA, New York; WLS, Chicago;
WCFL, Chicago; WIXY, Cleveland;
WKYC, Cleveland; WIBG, Philadelphia; KLIF, Dallas; WEAM, Washington D.C.; KQV, Pittsburgh;
KYA, San Francisco; KXOK, St. Louis;
KOL, Seattle; WRIT, Milwaukee;
WOKIE, Milwaukee; WQXI, Atlanta;
WMAM, Nashville; WAKY, Louisville;
WKLO, Louisville; KLEO, Wichita;
KYME, Boise; WLAV, Grand Rapids;
KBZY, Salem; WHCQ, Spartanburg

Hip Records,
A Subsidiary of Stax Records,
A Division of Paramount Pictures Corporation
Radio-TV programming

**programming aids**


**SMI-FM/WYCI-TV**

**Country**


**BKF-AM/WBFM**

**Country**


**WYCD**

**Country**


**MORE PICKS**

**Country**

NASHVILLE — The “Grand Ole Opry” has added its first four members of the cast since management of the show was taken over early in 1968 by E. W. (Bud) Wendell. In an announcement made on the syndicated “Porter Wagoner Show,” Wendell said Dolly Parton and Mel Tillis have been added as regular members. Both Miss Parton, who records for RCA, and Tillis, who records for Kapp, are a regular part of the Wagoner show, which is syndicated by Show-Biz, Inc.

He later revealed the addition of Gen. Jones and Tammy Wynette.

Wendell later announced that attendance at the “Opry” on Saturday night was in excess of 250,000 this year, a 6 per cent increase over the single-night attendance of a year ago. Friday night attendance (“The Friday Night Opry”) was up some 10 per cent over the previous year.

SOUTHERN ALBUM SERVICE
We know the needs of the music business.

COMPLETE RECORD JACKET SERVICE
From design through printing, fabricating, prompt delivery.

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

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

CONVENTIONAL OR UNI-JAKS

Call or write
Betty Cox, Manager
Post Office Box 303, Nashville, Tenn. 37202
615/354-1233

TEX RITTER, left, accepts guitar from Lynn McDonald for display in the Country Music Hall of Fame. Lynn is the brother of Sheets McDonald, country music artist, who died earlier this year. He and his wife drove to Nashville from Des Moines, Ia., to present several articles which had belonged to Sheets. Jo McDonald, the widow, brought the guitar from her home in California.

‘Opry’ Show Adds 4 to Cast—
68 Attendance Hits Record

This brought attendance for the year to something in excess of 400,000, an all-time record.

Sold Out

Practically a sellout Saturday night show through the year was a hallmark well underway. In the summer, the program had to stretch to two evening performances and occasionally a matinee to try to handle the overflow.

A policy instituted last summer will be expanded this year. In the summer of 1968, any “Opry” regular who appeared during the busy summer months was credited with two appearances, WSM, which owns and operates the show, insists that members of the cast appear on 20 of the Saturday night shows each year. However, appearances in June, July and August counted double. This time the double-credit program will be extended to the end of October, when the two-a-night shows end. This entire five-month period is incredibly crowded, and sold out weeks or even months in advance. The double-credit is an incentive for the artists to appear, thus assuring a top-flight show for the thousands of paying customers. The new policy was successful last summer, as artists rang up the double credit.

Getting artists to appear in the winter is another matter — a problem, since personal appearances are believed to be vital to the country are reduced considerably. A good example was the show of Saturday, Dec. 31, in which 39 regular cast artists appeared. The following week had 25 regular members.

Spar Story: From Firm to Complex

NASHVILLE — Three recording companies, two studios, two publishing companies and the largest tape production unit in the South now constitute the huge Spar Record complex.

Allen Bubus and Bill Beasley, chief officers of the firm, have taken over the sub-floor and penthouse of the Baker Building near the city’s music row.

Six country acts now appear on the Spar label as do five pop groups. The label is a division of Spar, and the gospel label is Songs of Faith. Beasley produces and manages the Spar product, while Ted Jarret handles the marketing.

Ring Tilt had previously been managed by the Dixie Echos and the Dixie Echos are on the label.

One of the more unusual parts of the Spar story is the “discovery” of Bobbie Moore, a mother of four children, who had worked as a nurse technician and photographer at Baptist Hospital here. Born at Paducah, Ky., she had written only one song, and she invited her four children to stricken with polio, yet each recovered. As a result, she began writing in earnest.

She began working for Spar during assembly line work in the tape cartridge department, until Ronnie Drake and the Gaels took her first song, “Each Mountain I’ve Climbed.” Four of her next six were recorded by the Gaels Brothers and Nikki. She now is co-producing records for the label.

The cartridges now constitute half of the retail sales of the Spar label, according to officials of the firm. “We have men throughout the field selling distribution.” (Continued on page 31).

Wilburns Reunite

Personal Appearances

NASHVILLE — After a personal appearance separation of more than a year, the Wilburn Brothers will begin again making limited engagements early in 1969, Tedd Wilburn said.

Wilburn, who with his brother, Doyle, constituted one of the strongest brother acts in country music, moved to Los Angeles in 1968 to concentrate on a movie career. However, he still returned here for Decca recording sessions, and to tape the Wilburn Brothers syndicated television show.

Doyle Wilburn, meanwhile, fronted a group for the Loretta Lynn show, and worked in the publishing company owned jointly by the pair. The company recently signed Bill Brock to run the firm’s Sure-Fire, as vice president in charge of artists and writers relations.

Tedd Wilburn continues to make his home on the West Coast, where he is enrolled at the Eric Morris workshop, and where he plans soon to take up acting.

“I’m going to give serious acting a complete try,” he said, “while still doing recording with Doyle. Also, this year I may start working some on the road again whenever my schedule allows. For the most part it will be weekend shows, at least at first.”

Tedd Wilburn apparently has overcome the aversion to roadwork he expressed more than a year ago. He said at that time that he no longer would work road shows, and made the decision then to pursue another area of show business. This announcement marks a gradual return to the scene of early success.

Wilburn said he would return here this month for videotaping of the TV show, and might have a more specific announcement to make at that time.

Jeannie C. Riley Single on Capitol Stirs Controversy

NASHVILLE—A hash has developed over Capitol Records new single by Jeannie C. Riley, “The Price I Pay to Stay” b/w “How Can Anything So Right Be So Wrong.” The producer of the record is listed as Aubrey Mayhew, owner of Little Darlin’ Record Co.

At the time of the release last week, Capitol issued a bulletin to its sales and promotion people stating the singer was under exclusive contract to Capitol. The company later admitted the statement was in error and issued a retraction through attorneys.

Miss Riley, whose multihit selling “Harper Valley PTA” on Plantation made her an overnight sensation, was under contract to Mayhew’s record firm, and all attorneys at that label to the song. The court ruled, however, that Mayhew had released the singer from her contract and she was free to record for Singleton, making her Plantation contract valid.

A new trial request by Mayhew was denied, and the case is now pending in the Court of Appeals. When contacted, Singleton said: “We don’t really understand how Capitol got involved in this thing.”

A spokesman for Capitol’s Nashville office said the original tapes on its newly released single were purchased from Mayhew’s firm and reproduced by dubbing in new soundtracks.

Singleton said he had turned the tapes over to his attorneys here in New York.
How do you follow up "Folsom Prison"?

With this:

JOHNNY CASH
THE HOLY LAND

including:
Daddy Sang Bass / A Mother's Love
He Turned The Water Into Wine
Beautiful Words / At The Wailing Wall

Johnny journeyed to the Holy Land to gather its sights and sounds and its meaning. And he's put it all into his new album, which includes the number-one country single, "Daddy Sang Bass," and a unique 3-D cover. It looks like Johnny Cash has brought the Middle East down home.

And with this:

Johnny Cash at Folsom Prison, CS 8693
14 10 0404 / 18 10 0404
CS 1009
Johnny Cash Sings the Ballads of the True West, CS 848
(A 2-Record Set) CQ 7501
The Fabulous Johnny Cash, CS 8122
Hymns by Johnny Cash, CS 8125
Songs of Our Soil, CS 8148
Now, There Was a Song!, CS 8254
Ride This Train, CS 8255/CQ 3501
Hymns From the Heart, CS 8532

The Sound of Johnny Cash, CS 8602
Blood, Sweat and Tears, CS 8700/CQ 5691
Ring of Fire, CS 8823/14 10 0070
18 10 0070/CQ 7031
Keep on the Sunny Side, CS 8832
I Walk the Line, CS 8800/14 10 0072
18 10 0072/CQ 7031
Bitter Tears, CS 8443

Orange Blossom Special, CS 9109/CQ 7271
Mean as Hell—Ballads From the True West, CS 9246
Everybody Loves a Nut, CS 9292
Happiness Is You, CS 9337/CQ 9272
From Sea to Shining Sea, CS 9447
14 10 0044 / 18 10 0044/CQ 9791
Johnny Cash's Greatest Hits, CS 9513
14 10 0084
18 10 0244/CQ 9401
Carryin' On With Johnny Cash and June Carter, CS 9529
14 10 0270
18 10 0270

See your Columbia salesman now.
He has the details of the major national and local support for this product.
'ONLY THE LONELY'

Sonny James continues to be a #1 string artist.

John Bozeman Jr., Arleen and Robbie Harden’s manager, announces the recent signing of the popular country music artist, the Hot "Country LP's," for a regular booking contract with the Hubert Long Talent Agency in Nashville.

**Florida Jamboree Assn. Holds First Award Night**

**ORLANDO, Fla.**—The Florida Country-Western Jamboree Association held its first annual Award Night at the Orlando Sports Stadium here just before Christmas, with concentrations on local artists.

A special Victory Achievement award was given to Pete Ashlock, president of the Jamboree, a weekly show held at the stadium here.

Other awards were: Fred Bishop and the Country Service, Orlando, outstanding artists of the year; Johnny Atkins, upcoming artist of the year; Station WHOO, Orlando, and WZST, Leesburg, county stations of the year; Festus Hudson and Bill Horner, country newspapers of the year; Dick Cory, WIVF, disk jockey of the year; Lynne Whitner, female artist of the year, with special citations to Johny Selph, Gary Laseter, Ed Jordan, Lee Mos, Dick Cory, and Robert Hall, and station WLOC, Elus.

On a national scale, awards were given to Buck Owens, Connie Smith and Waylon Jennings.

The awards were handled by Triple G Talent Promotions, a Florida agency headed by George Mckee, and the Western Jamboree Association.

**Nashville Scene**

Jeannes C. Riley is slated to film the "Hollywood Palace Show." Thursday-Saturday (8-10). The Key Talent star will join Glen Campbell on the show set for Jan. 19 airing. She also has filmed a "scheduled appearance" for "Midwestern Hayride" for later showing. Mercury's Tom T. Hall and his wife, Dink, spent the holidays with Happy Shahan at "Alamo Village." In Texas, Shahan, who works closely with the Mary Reeves organization, also visited here to cut a Musicron session. He used two of Hall's songs... Mercury's Billy Grammer has been made a 32nd Degree Scottish Rite Mason. Country Singer's SSS International label has a new release from an upcoming Los Angeles musical. It's "I Need You," by the Geers... Bobby Turner from Columbus, Ohio, has been signed by agent-produce Charles Wright in Dallas, and recorded under Wright's direction at Sunset Sound Studio there. Turner has been lured with Ebbe Tide, and his first release will be out in February... Waydays has new singles by Jimmy Snyder, Jack Blanchard, Mike Morgan, Hal Willis and Darrell McCall. Little Richie Johnson has them all. Billy Deaton has seen the Sonny James show at the Houston Livestock Exposition at the Astrodome Feb. 25-26, through the Bob Neal agency here. Others who will perform at the show are Boots Randolph and Henry Reed... Charley Pride is set at a string of Texas clubs through early January... Tom Rea is the new program director of WMOC, full-time country station in Chattanooga. A year-old veteran in radio, Tom Rea takes over the job vacated by Bob Reich who moved across town to WGMN (formerly WAPO) as program director... Blue Star Promotions has signed Jimmie Skinner to a new contract. The firm also is doing promotion work for Pilot Film Productions which will be doing a Nashville-made movie this year... Otis Howard and Roland Hall are in town to do a session under the direction of Wally Carter for Gold Standard... 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**REPEAT SET OF WATTS' TVER**

NEW YORK—André Watts' classical series for two hours, Thursday, 27th February, is being repeated on Sundays at 1:30 p.m. in prime time. On the program, the Columbia Records artist, as specialist in the music of Franz Liszt, discusses the composer and his works, and the audience listens to known piano music. The color programs was produced by James Ray.

**MEXICO SALES UP DESPITE STRIFE**

MEXICO CITY—Despite frequent bombing, the leading department stores, over 59 died in student-armed shootings and frequent bombings by the Mexican Army, have profited notably, “according to the owner of the city’s largest chain of retail shops." Salvador Suarez, president of Mercado, said that the best sellers were economy lines. "Romantic music was the top selling genre," he said, followed by music ranchera (country). Sales of rock and the other new types fell considerably," Suarez added.

**CLASSIC CLIPS**

**Mahlerr Keeps Chart Lead—Col. Again No. 1 Label**

Angel followed with three William Schuman piano concertos: "La Cigarette" with M.G.D. 13998; "Merrily We Roll Along" with ON 2576 (Indiana); and "Angels in America" with Columbia 190709 (S). Louis Sclavis, 51 and conductor of the New York Philharmonic, will receive the first prize in the concert. This composer's complete works is scheduled for release in 1968, with Mahler included on the program. The concert will include the "MellANCY" with George Szell (London), Frank Blyth (Oxford), Mauve Abravanel (Cardinal) and George Szell (Chicago). Brahms' complete symphonies with Adolf Busch with the Philharmonic Orchestra, appearing on Columbia 190709, will receive the second prize.

**SYMPHONIES NO. 3**

A. COLUMBUS—The Art Institute Orchestra with Lorin Maazel, 59 and conductor of the NBC Symphony Orchestra, will receive the third prize in the competition. This composer's complete works is scheduled for release in 1968, with Mahler included on the program. The concert will include the "MellANCY" with George Szell (London), Frank Blyth (Oxford), Mauve Abravanel (Cardinal) and George Szell (Chicago). Brahms' complete symphonies with Adolf Busch with the Philharmonic Orchestra, appearing on Columbia 190709, will receive the second prize.

**EMERSONS**

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New Albums for January

**VICTOR**
- The Best of Lynn Anderson
- Guitar Sounds from Lenny Breau
- L.A. Break Down
- Softly Hank Locklin
- Charley Pride
- Al Hirt Now!

**RCA**
- Victor
- Victor
- Victor
- Victor
- Victor
- Victor

**RED SEAL**
- Artur Rubinstein
- The Philadelphia Orchestra
- Chopin
- The Philadelphia Orchestra
- Tchaikovsky
- The Philadelphia Orchestra

*Available on RCA Stereo 8 Cartridge Tape
†Manufactured and Distributed by RCA
SOUL SLICES: Jazz organist Shirley Scott, now with Atlantic will release her first album this month. Miss Scott, who first rose to prominence with Eddie (Lockjaw) Davis, has consistently placed near the top of the jazz polls along with her husband, tenor man Stanley Turrentine. Ms. Scott's former date, Nina Simone, appeared at Carnegie Hall last week and will grace the Village Gate for the end of the month, performed at her recent concert with electric accompaniment—electric guitar, bass and organ, as well as drums. Also on the bill was John W. Anderson, Capitol's "Don't Pat Me on the Back" preacher. Perhaps the pioneer in black morality music is Joe Tex ("Skinny Legs and All" and "Keep What You Got", who embarks this week on a UK tour. The tour will close with a guest appearance at the MIDEM Festival in Cannes on Friday (24). Tammi Terrell, Motown's female half of the Marvin Gaye & Tammi Terrell sweet soul duo, has covered by way of England the Isley Brothers revival of "This Old Heart of Mine," which made little noise in England when it appeared three years ago. Miss Terrell is also due out with a solo LP, "Irresistible Tammi." Soul Singer jazzed and jousted with the thought of Beatle tunes being re-recorded for r&b play in 1969. But it's no joke to Wilson Pickett's "Hey Jude", Arthur Conley "Oh-La-Di, Ob-La-Da") and now Madeline Bell with Lennon & McCartney's "Step Inside Love." Who's next? New Motown singles by the Marvelettes and Jr. Walker & the All Stars. Al Wilson, chartmaker with his "The Snake" disk, has covered Johnny Rivers' pop hit of "Poor Side of Town." Pop artists are not reciprocating the second effort, but r&b is not leaving much room for pop and rock in the top 10. Only Glen Campbell, B. J. Thomas and the Classics IV are spoiling the grip of soul in pop's top 10, with the Classics IV on Imperial winning blue-eyed soul play on their "Stormy" single and new LP. Have the Temptations turned to psychedelic-soul with their "Cloud Nine" disk? Bobby Womack's "California Dreamin'" single should linger on the charts like his "Fly Me to the Moon," which sold over 500,000. His album, featuring both numbers, is probably the finest new soul effort of the year. The Unifics, who spent last week at the Apollo Theatre, are winning a following with their slick "Court of Love" follow-up, "Beginning of My End," now over 200,000. R&B chart tally: Motown—6, Atlantic—10, Stax—5. So there's plenty of room for the independent soul to add to the r&b explosion. Half of the pop charts are r&b. How high can soul go for 1969? 

TID-BITS: Jerry Wexler writes from his mango grove garden in Florida that Aretha Franklin's "My Song" will probably hit a million by next week. "It's an enormous surprise," adds the wizard of the soul disk, since it was an interim release from a past LP. Wexler and Lady Soul are currently recording, as her LP, "Live in Paris," moves powerfully toward the circle of million-sellers. A new album, featuring fresh material and brushed with the flavor of jazz, will be released at the end of the month. Tyrone Davis' "I Can Change My Mind" is over the 100,000 mark, while F. C. Wexler has covered the "Soul Strut" instrumental of John Phillips Soul with a vocal version, also on the Atlantic-distributed Dakar label. Wayne Cochran, one of the original blue-eyed soul brothers, will appear at the Fillmore East rock house the weekend of 6-7. Atlantic has signed independent producer Jerry Williams Jr. to its staff. Williams, who was formerly with Botanic Records and Musicon, was also signed as a singer and will debut with "Shipwreck" on the Cotillion label. 

Flips Wilson will be guest host on the "Tonight" show, replacing Johnny Carson from Feb. 3-7. Clarence Carter will appear in Freeport, Bahamas, and Nassau Jan. 24-27. C and the Shells, formerly (Continued on page 37)
SOUL SAUCE

* Continued from page 36

the Sand Pebbles ("Love Power") have been signed by Gate Artist Management and Universal Attractions for bookings. They have also signed with Atlantic and will be produced by Jerry Williams, Jr., also a newcomer to the staff as an inside producer. . . Bay Sound Records in Baltimore is supplying the city with local soul with the Blue Lights' "Yes I Do." . . . Aretha Franklin was named the top female singer of Finland. The Supremes have five LP's on the R&B charts and two singles. . . The Sweet Inspirations were awarded a gold record at Carnegie Hall for their background harmonizing on over 300 disks—and Aretha Franklin's "I Say a Little Prayer." . . . Jerry Wesler of Atlantic Records reads Soul Sauce. Do you?

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

JUDY CLAY and Booker T. Jones. Stax Records duo who teamed for the vocals heard in the paramount Pictures' "Uptight" film, team again at a recent press party at the隔离 (eliminate) from an earlier existence.
Panelists Announced for NAMM Seminar Series

CHICAGO — The National Association of Music Merchants Inc. (NAMM) has released the names of the panelists and panel leaders for its upcoming sales-management seminar, to be held in five cities.

Four afternoon seminars will deal with guitar, piano, band instrument and amplifier, and phonograph division matters. Each seminar will be preceded by a morning session, "What's Going on Out There?" presented by William New- man III, vice-president of James W. Newman & Associates, Inc. in Chicago.

J. W. Jenkins, president, Jen- ken Co., Kansas City, Mo., and moderator, will lead the guitar panel at the Dallas seminar, set for June 20 at the Marriott Motor Hotel. Panelists will be Bonne Rowe, owner, B. Rowe Music, Elk, Iowa, and Frank Zucchetto, president, Falls Music Center, Cuyahoga Falls, Ohio.

For piano, the moderator will be Harry Shipp, president, Shuttes El Paso Piano Co., El Paso, Tex., with Paul Schuette, manager, Penn Instruments, House, Belleville, Ill., and Harold Neily, president, Hillbomner Music, Cedar Rapids, Iowa, as panelists.

C. R. Hackney Jr., president, H & H Music Co., Inc., Houston, will head the band instrument panel, which will include Colie Stolz, president, Stolz Music Co., Memphis, and James W. Shulman, owner, the Goodwood, Chicago, as panelists.


ATLANTA

In Atlanta, the panels will be held Feb. 10, at the Marriott Motor Hotel. Heading the guitar panel will be moderator E. R. Poole, president, Poole Music Co., Raleigh, N. C., with Jack Wells, manager, music merchandise, monument, music merchant, Kansas City, Mo., and H. W. Curry, president, Curry Music Co., Ypsilanti, Mich., as panelists.

William Bindes, president, Binder Music Centers, Inc., Miami, will serve as moderator of the piano panel, which will include panelists Robert Schmitt, president, Schmitt Music Co., Minne- apolis, and Ronald Johnson, president, Johnson Piano and Organ Co., Temple, Tex.

For band instruments, the moderator will be Nicholas Peck, president, Peck Band Instruments Co., Greenville, S. C. with James Martin, president, Family Music Center, Vienna, Va., and C. H. Gorby, president, Gorby's Music and Sound, South Miami Beach, Fla.


The Philadelphia seminar series is set for March 3 at the Marriott Motor Hotel, with William H. Ziwets Jr., president, Ziwets Music House, Reading, Pa., will serve all seven seminars as general panel leader, while the panelists will be Mel Boy, president, Mel Bay Music Co., Kirkwood, Mo., and Marc Carlucci, vice-president and product group manager, fretted instrument and amplifier division, Chicago Musical Instru- ments Co., Chicago.

For piano, the moderator will be Paul Murphy, treasurer, M. Stein & Sons, Inc., Chicago, with Owen Herron, piano and instrument division manager, Jenkins Music Co., Kansas City, Mo., and Fred Harden, presi- dent, Harry Marziion, Ohio, serving as panelists.

William (Ziggy) Coyle, presi- dent, Coyle Music Centers, Cbus- tumbus, Ohio, will head the band instrument panel, which will include Nicholas Peck, president, Peckel Music Co., Greenville, S. C. with moder- ator Ray Fitznim- mon, president, Fitznimmon Co., Dayton, Ohio, and panel- lists Lyle Shuey, marketing de- veloper, Karna- me Music Co., Des Plaines, Ill., and Charles Hale, president, Hale Piano Co., Inc., Fort Lau- derdale, Fla.

Chicago

The Marriott Motor Hotel will be the site of the Chicago seminar, March 17, P. L. West, president, West Music Co., Iowa City, Ia., will be in charge of the guitar panel, which will include moderator J. W. Jenkins Jr., president, Shupp Music Store & Studio, Jenkintown, Pa., and panelists Fred Perfek, president, Dur- luffr Music Shop, Louis- ville.

The moderator for the piano panel will be John Warren, president, Williams Piano Co., Sioux Falls, S. D., with Russ Lindquist, vice-president, Hol-combe-Lindquist Inc., Houston, Oma- ha, Neb., and Harold Neily, president, Hillbomner Music, Cedar Rapids, Iowa.

The band instrument seminar will feature moderator Charles Farnham, president, W. r d. R. Brodt Music Co., Madison, Wis., and panelists Dr. Charles Brockstein, president, Pro - Mark Corp., Houston, and Phil Turner, president, Neilly Music Co., Inde- pendence, Mo.

For the organ seminar, the moderator will be Charles Hard- dricks, president, Hendricks Mu- sic, Inc., Indianapolis, Ind., with Robert Schmitt, president, Crichett Piano and Organ Studio, Omaha, Neb., and C. Dar- by Fulton, Fulton Piano & Or- gan, Johnstown, Pa., serving as panelists.

In San Francisco, the seminar series will be held April 13 at the Hotel Mark Hopkins. Heading the guitar panel will be Donald Ravitch, president, Sherman Clay & Co., San Francisco, with Musi- cian Hattern, president, Pen- ninsula Music Center, Palos Verdes Peninsula, Calif., and C. H. Gorby, president, Gorby's Music and Sound, South Miami Beach, Fla.

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Chicago — The "Marching Poets Band of Sydney High School in Sydney, Australia, has won the grand prize in the third annual Disney's Hol- iday Marching Band Contest. The year-long event is sponsored by the Walt Disney Music Co., Han- sen Publications, Wurlitzer Mu- sic Instrument Co., and United Airlines.

As its prize, the winning band received a trip for all 97 mem- bers to Disneyland. The group, with its director, W. J. Binson Jr., was flown from Montgomery to the West Coast Dec. 22. The Monahans High School Big Green Band from Monahans, Texas, was awarded second prize, consisting of $5,000 worth of Wurlitzer musical in- struments. Third prize, $1,500 worth of marching and stage band music was awarded by Hansen Publications, went to the Ben Davis High School Marching Giants from Indianapolis, Ind.

The Rapid City High School marching band from Rapid City, S. D., received $1,000 worth of marching and stage band music, donated by Hansen. For its fourth-place effort, while the Kermit High School March- ing band from Kermit, Tex., was awarded a $500 music donation by Hansen for its fifth-place finish.

Ninety-five bands from 36 States were entered in the com- petition. Each band submitted a motion picture footage of their band and football halftime shows, which constituted the sole criteria for judging.

Chairman of the judging panel was Harold Bachman, director emeritus of bands, University of Florida. Assisting him were Richard Bowles, University of Florida; Donald Marcouiller, director of bands, Drake Uni- versity; Otto Kraushaar, University of Miami; and Col. George Howard, director of Metropoli- tan Police Band, Washington, D. C.

Endorsement

Entertainers Tony Sandler and Ralph Young are using the Hoh- ner Melodica. Sandler's choice is the 24-key bass 24, while Young is playing the three- octave Piano 36 model with pro- cessional mouthpiece.

Fender Amp

LOS ANGELES—Fender has created a new version of its Bandmaster amplifier, featuring built-in reverb. The unit, which carries a $499.50 list, is a piggy- back model and includes two Rock-Omegas, 12-inch speakers. The unit's back panel has a jack for a remote control vibrato foot switch.
Recco's Single Success Story Would Welcome Stereo Chapter

"Our success in merchandising singles stems from furnishing customers with the broadest selection," said Smith. In most stores we carry from 60 to 90 titles but in some we're carrying 75 titles and have on display 40 to 50 titles.

"Merchandising singles is really a case of the more you stock the more you will sell. People come in for one particular title and see our outstanding selection and end up inevitably buying things they had no idea of purchasing. "We also have found that you can make money on singles. Our biggest seller is currently selling 45's for 88 to 92 cents. You really can't make this kind of money on too many items today."

Two Patterns
Smith said Recco has devised two basic merchandising patterns for singles. One involves visible displays behind the counter with titles prominently printed under the slot where the single is carried.

"The other system is a giant board with titles displayed in a horizontal row, and what we call singles on a jockey are displayed. The records are kept in drawers under the board."

Smith said another facet of Recco's singles philosophy is to "sell a little of everything." The firm has a strong ethnic group, and ethnic groupings and oldies.

"We tried to expand our oldies on another occasion but with poor results. Now, we're convinced that oldies is a natural area of expansion."

Smith also said Recco is studying a way to Kimball ticket its singles. "At first, just like a lot of people, we thought singles moved too fast to warrant using electronic data processing techniques. Now we're re-evaluating this."

"An audio single, stereo, is something that you're not really sure two-channel sound would have much effect on the product. We're finding that adults are becoming important customers for singles, particularly, when they discover that the singles have been expanded." There is no question but what stereo singles would be a plus for adult customers. The adults will often ask if a particular single is available in stereo.

Scanning The News

Shure Bros., Inc., of Evanston, Ill., has announced the following promotions: V. F. Machin, senior vice-president in charge of sales, has announced the promotion for the new line of products of the Calibre/Routes Division of Rheem Manufacturing Co.

Three managers have been appointed to new positions on the public relations staff of Philco Corporation. Robert Shreiner has been named manager of corporate public relations; Clyde Ball, manager of public relations for the Electronics Group; and Richard Gorrell, manager of public relations-consumer products.

W. C. Wilson, owner and president of Wilson Distributing Co., in Kansas City, has been appointed the new manager of the Audio Division.

Jukebox Take-Offs Draw Traffic to Florida Store

ST. PETERSBURG, Fla. — It's a serious morale boost for a major phonograph operator to overlook the possibilities of record retailing, says E. R. Leeflang, manager, Arch Recording, in nearby Tampa, and to take the bull by the horns. "We're in a record retailing in this Florida city. Here, close to the juncture of the two major highways, the northwest side of town, Modern Music carries a complete stock of new and used record, tape reels and cartridges, players, phonographs, and accessories. Volume is such that it requires two salespeople to handle the traffic. And odd's the firm has even made an entry into the instrument field with a complete line of recorders, plus priced guitars and accessories."

It all started with take-off records from the Modern Music store. This store is located on the main traffic areas, when Leeflang moved along with former owner Joseph Bradshaw, to open a Modern Music store in St. Petersburg to present location. Here, Leeflang noticed that Barnett, and Goody's, closed up and that there were many high schools in the area. "I started making a plan to take advantage of what had been a small office on the left side of the building," Leeflang said. "Up to this time we had made half-hearted attempts to sell records as they came out of the jukeboxes, not even to customers in taverns and cocktail lounges. Proof that this did not work out well was shown in the fact that we had over 7,000 45 and 33 1/3 r.p.m. take-off records in boxes during the move."

An alert merchandiser, Leeflang made up his mind to sign painted over the windows of the store: "Over 7,000 in stock!" With heavy traffic passing on both sides, the sign began catching the eye of passersby. Within a matter of a few weeks, the store, offering take-offs at 25 cents each, brought in $1 for a resounding success.

When a steady stream of college customers began coming in and began demanding that Leeflang also carry new records, the young manager was faced with a line of 45 singles, found that they sold boldly, and added, even, a complete jukebox coverage area by becoming the distributor in northern New Jersey.

"The most exciting item, however, has been the introduction of our new 390 model," said Leeflang. "This model has a 390 watt output and is compatible with any existing speakers and systems."
PASS JUBILEE SECTION OF 1967 intact, with the simple annual registry and payment of $8 per box covering any and all licensing fees of ASCAP, BMI and SESAC, for the songwriter-publisher interests.

A big advantage for the jukebox operators in their fight against any exorbitant royalties in the copyright revision bill is the fact that 91st Congress is almost identical with the 90th. The operators will not have to worry about making their story known to any new set of committee members, senators and congressmen.

Senate Action
This time, by the way of a major change, the 91st Congress starts on the Senate side. Jukebox interests found sympathy in the Senate Copyrights Subcommittee hearing in 1967. This subcommittee provided the forum for the operators that helped defeat the first complicated and costly Sec. 116 in the House proposal, and helped operators win the simplified and far less costly.

One aspect that worries operators, however, is the stronger sympathy on the Senate side for the so-called Williams (D., N. J.) record royalty amendment, not included in the House action of 1967. This would give records a performance royalty for the first time in U. S. copyright history. The 1909 law granted royalty rights to the authors and publishers of the copyrighted music, not to the recording. The new royalty would be split between performing recording artists and musicians and their record company.

The National Committee for the Recording Arts (NCRA) has been making a strong pitch for including the new record royalty in the revision bill. They argue that radio broadcasting makes $900 million a year, with 75 to 80 per cent of this money made from the playing of records— but not a dime goes to the recording artist from either this repeated use, or from jukebox play or any other. They also argue that the bill acknowledges the artists' right to record and a copyright for it, giving copyright protection legal and authorized duplicating. They say this is only half a copyright, without performance rights, and is unfair.

They also point out that both House Copyrights Subcommittee and the Copyright Office declared recordings should one day have this right. The government groups endorsed the principle, but feared the controversy over the new royalty might kill the whole revision bill, at this time, with broadcasters, music licensors and jukebox interests fighting it.

However, the main goal of the Senate subcommittee was to get together a revision bill that will have a chance to pass. The record royalty would present them with a brand new and very tough fight— particularly on the House side.

It is generally considered next to impossible to get both the new $8 a box performance royalty and the ending the traditional jukebox exemption, and an additional record royalty through a House passage without endangering the whole bill. Congressmen are traditionally more in sympathy with the small-business problems of the individual jukebox operators in their constituencies, than they are with the music interests.

lodged most heavily in New York, Hollywood and, of late, Nashville.

House Committee
The first committee that led the House fight against the revision bill (Continued on page 42)

CHICAGO — For the most part, 1968 was a good year for coin operators, according to a Billboard survey last week. Where gross receipts were off, "local problems" was given as the explanation.

"We're up to 10 to 10 per cent, says Art Gentry, Art's Amusement, Inc., Clovis, N. M. "Of course, I had to do it by putting in good, up-to-date equipment, so while I've upgraded, my receipts are up accordingly.

"Games have gained more than anything else and pool tables have been the big factor."

COIN to Tackle Tax Bill
OMAHA, Neb.—Coin Operated Industries of Nebraska (COIN) has scheduled a meeting here for Jan. 12.

"Tax problems will be at the top of the agenda," said president Ed Kort. "A State bill is being heard in the revenue and taxation commission in January that would levy a 25 per cent tax per machine and a $250 tax per distributor. We're going to try to get the machine tax down to $100."

Kort said other items to be taken up at the meeting would be tournament and assistance to the surviving family members of a deceased operator.

New Equipment
ROWE—MM-3 Music Miracle Phonograph
New design, emphasis on sound reproduction, space-age materials and dry lubricants eliminating lubrication and five-year warranty on all moving parts. These are some of the outstanding features of the new Rowe MM-3 Music Miracle jukebox pictured above. The basic unit incorporates the center, where two in a gettin is a door, a flip-out tape rack and the pole, all of which are incorporated into the main unit. The flip-out tape rack can be optionally purchased for $100. Other features include decor-adapting, changeable front panels, the Rowe slide mechanism, a burglar alarm, dollar bill acceptor, pricing adapter for 15 cents, two-for-a-quarter and other play price combinations. The unit also features a dollar bill acceptor.

Regular zip cord wiring for remote, coin and cancel control mechanism.

Up-front servicing featuring a single-key door lock, spring-assisted door opening, plug-in components and flip-out tilt strip rack.

Joe Barton, vice-president, domestic side, summarized other features: "The tempered glass covering the 'Change-A-Scene' panels has been thinned and winded. These are not attached on the top of the jukebox."

MOV to Meet
RICHMOND, Va.—The Music Operators of Virginia (MOV) will hold a general membership meeting here Jan. 12 at the Wil- liam Byrd Hotel. Topics to be discussed include distributor exhibits at the MOV convention and the need for representation at the next Legislature.

By RON SCHLACTER
Six-pocket is really catching on—now the seven-foot size. As for trends, I'm seeing an increase each week for the Rowe Phonovue. However, I'm having problems with the film that's too provocative enough to suit the locations.

Cheney, Sunset Automatic Music Co., Coos Bay, Ore., and president of the newly organized Oregon Pool Table reported that pool tables "are making good. This year has not made his final tabulation, Cheney said he expects receipts to go up.

"Business is good and we're a little bit ahead of last year," said Gleason Stambaugh Jr., Florida Music Co. and Cigarette Service, West Palm Beach, Fla.

"However, the cost of operation is eating up the gross. We've caught up in a wage agreement, which has meant a 20 per cent increase in the payroll."

Pool Tables
"Pool tables have slowed down a little because there are so many in the area. Music has been affected slightly by newer locations using background systems. As for cigarettes, we're maintaining our dollar volume because less packs. The reason is that Florida has the second highest tax.

A slowdown with pool tables (Continued on page 43)
**Performance Royalty Poses Threat**

*Continued from page 41*

original, burdensome proposals in the copyright revision in 1967 will again be on the scene. These include the leaders, Reps. Byron Rogers (D., Colo.) and Geo. P. Miller (D., Calif.). Also Reps. B. F. Sisk (D., Calif.) and Wayne E. Hays (D., Colo.). Rep. Basil Whitener (D., N. C.), who also joined the battle, lost his seat in the recent elections, as did Rep. Edwin Willis (D., La.). Willis, an ardent champion of jukebox interests as chairman of the House Copyright Subcommitte, spent his time largely with the House Un-American Activities Committee (HUAC) in the last two years, leaving copyright to acting chairman Robert W. Kautenmeier (D., Wis.).

Another solution to the record royalty problem has been suggested. There is a possibility that the Senate Copyright Sub-committee and the record people would consider exempting the jukebox play of records from the new royalty. It has been pointed out that the big money would come from the radio broadcasters. Also, the jukebox people can argue that they pay a great deal of mechanical royalty on records (also scheduled to go up in the revision bill to 2 1/2 cents per tune), and buy thousands of records each year. Although the mechanical royalty, again, goes only to song-writer-publishers groups, the recording artists do benefit by getting some royalty on the sale of their records, by contract arrangement with their labels. (But recording artists point out that only top artists get anything much out of this, and no law protects their recordings from use and re-use by radio and other commercial play as it does the song-writer.)

There would be some loud groans from some legislators if a special exemption, or lower fee, or possibly a temporary exemption with provision for later review, in the bill—is made. “Here we go with another jukebox exemption.”

Some speculate on whether the present jukeboxes will change into a much bigger record-playing device than now. Electronic experts are predicting a plugged-in future for all such services. They foresee computerized sound selection, where the same recordings heard by home dwellers out of central pools or networks would simply be extended to push-button dialing in taverns, restaurants and other locations for coin-operated individual selection. Some predict new forms of radio-video jukeboxes for which the right formula has not yet been found. Some even predict an end to disk-style records as cumbersome and old-fashioned.

But getting back to the down-to-earth present, Senate Subcommittee chairman McClellan has never expressed his feelings one way or the other on the new record royalty. The Copyright Subcommittee chairman already faces major battles over the community antenna (CATV) cable TV) copyright terms in the bill. Another fight looms between copyright owners, especially the music producers and book publishers, versus the educators, over the schoolmen’s demands for free use and copying rights, which will be curtailed under the revision bill, ending the old blanket exemption for non-profit performances.

The committee chairman on both sides of the Capitol do not want to see the copyright revision bill hang up again, as it was in 1968, in a year of wrangling. They are going to hear a lot from jukebox operators who would claim that the revision bill suddenly imposes three new charges on them: the $5 per box performance fees, the $25 per box mechanical royalty which would be passed along to the right floor vote, and finally the new royalty for play of records.

The operators will get special sympathy from the House side, because their congressmen will know of the rising local, State and federal taxes hitting the jukebox operator as a small business. These plus the new copyright royalties would loom as a formidable argument against the royalty bill.

**Senate Committee**

Subcommittee members who will have to think about all these aspects, on the Senate side, will include Sen. Daniel Burton (D., N. Dak.), who chaired a number of Senate hearings in 1967 for the busy Senator McClellan; Sens. Hugh Scott (R., Pa.), Hiram Fong (R., Hawaii) and Sen. Philip A. Hart (D., Mich.), whose interests have leaned toward the consumer than copyright legislation.

There could be some changes in committee memberships after the Congress shakes down in January, even though membership on the floor side will be almost exactly what it was in the last Congress.

The full Senate Judiciary Committee, chaired by Sen. Eastland (D., Miss.), is something of an unknown quantity in copyright legislation, having passed only two copyright bills in many years.

Senators believed sympathetic to the recording artists’ cause on the full committee are said to include Senator Dirksen (R., Ill.), a record artist himself; Sen. Ted Kennedy (D., Mass.) and Sen. Birch Bayh (D., Ind.). Once the full Senate Judiciary committee okays a bill, it goes right to the floor vote—does not go through a Rules Committee as on the House side.
New RoweVue Slides

Another Rowe AMI Breakthrough on
The New Music Miracle

See it at:

BUSH INTERNATIONAL
286 N.W. 29th Street
Miami, Florida
60 Riverside Avenue
Jacksonville, Florida

1725 W. Cypress
Tampa, Florida
315 San Augustine
San Juan, Puerto Rico

New 5-Year Warranty

Another Rowe AMI Breakthrough on
The New Music Miracle

See it at:

PIONEER SALES AND SERVICE
3110 W. Fond du Lac Avenue
Milwaukee, Wisconsin 53210
(414) 445-9340

K. C. SALES AND SERVICE
1926 University Avenue
St. Paul, Minnesota 55104
(612) 645-9184

Coin Machine News

Operators Report Profitable Year

Continued from page 41

was also reported by John Masters, Missouri Valley Amusement Co., Lee's Summit, Mo.

"Pool tables are still good, but they're not what they used to be," said Masters. "We have reached the saturation point. Vending is holding its own. While the cigarette volume is down, candy has picked up."

In Salt Lake City, Ray Oberhansley, Valley Music Co., reported, "I think it was a fair year—about the same as a year ago. Vending was up about 10 per cent, but music and games were the same. Looking ahead, vending appears brightest because it holds more possibilities."

Shuffleboards were labeled as a problem area by Ed Kort, Kort Amusement Co., North Bend, Neb.

"I think the year would be about average or a little lower," said Kort. "However, if we are down, shuffleboards would be the reason. They have gone down quite a bit and we haven't had the manpower to replace them with something else."

Robert Rooney, State Novelty Co., Inc., Baton Rouge, La., reported "We're off slightly—not more than 7 per cent. It's just a local problem."

Chicago

Paul Brown, Western Automatic Music, Chicago, reported a drop from 3 to possibly as much as 10 per cent in gross receipts from music, with games and vending "holding their own."

The loss of locations cut music receipts, he said. "Urban renewal is more like 'urban destruction,' and it happens awfully fast. We're continuing to switch to two-for-a-quarter pricing on music and games and trying to adjust commissions and deals to get a fairer return on our investment."

Al Denver, Lincoln Vending Corp., Brooklyn, N.Y., said it was too early for final tabulations but added he expected to be ahead of last year.

In Rock Island, Ill., Mrs. Ornia Johnson Mohr, Johnson Vending Service, said she expected 1968 to be up "quite a bit." Her New Year's resolution is to capitalize on two-for-a-quarter play.

ROWE MM-3 Music Miracle. This new unit (shown elsewhere with optional speakers attached) features selector buttons positioned above the table strip and selection panel section. The three "Change A-Scene" panels are made of tempered glass. Surfaces of the machine feature catalytic-hardened and high-baked enamels; seven-ply lumber; vinyl, wood grain side panels; duplex, nickel plate, and anodized, painted and clear epoxy-coated aluminum grills.
'Blue Sky' Is Still With Us

The glit promoters and outright crooks known in the trade as "blue sky" promoters—that have long directed the fringe of the vending industry have been extensively purged but not totally eradicated. What once was a national epidemic has been limited to local outbreaks. "Blue sky" promoters became notorious for furthering their schemes via "Business Opportunities" insertions in newspaper and magazine classified advertising sections. Thousands of bilked investors registered complaints with Better Business Bureaus and governmental agencies. The BBB and the national vending trade associations launched a "blue sky" information campaign aimed at the print media advertising and business managers.

The unethical vending promoter has lately been forced to seek alternative advertising media. The secondary advertising avenue that he has found to be most effective is the small weekly newspaper. Thousands of these county-seat newspapers are read by people who are remiss in U.S. law. Few of the editors, publishers and business managers of these small papers have been informed about "blue sky" practices. These newspapers are innocently advancing the schemes of large, regional and national operators.

A spate of "blue sky" ads has just begun appearing in small papers in West Virginia and other parts of the Southeast. One such blatant affair appeared last week in The Lincoln County Weekly News Sentinel and The Lincoln Journal, both West Virginia newspapers. The same ad appeared in The West Virginia Hillbilly, a weekly newspaper reporting the life and times of West Virginia, with circulation throughout the U.S.

Text of the ad:

BIZNIS OPPORTINITIES
MALE OR FEMALE
Reliable person from this area to service and collect from coin-operated dispensers. No experience needed. We establish accounts for your own name or any other name and you keep 65% to $2,500 cash capital necessary. Four or five hours a week, for as much money as you can earn.

A firm name and address were then listed. The company is unknown among legitimate firms in the vending business.

The ad contains all the classic "blue sky" elements. The "no experience" con-omen, the promise to secure locations, the demand for cash capital, and the suggestion of much money for little work.

To the uninformed newspaper publisher or ad manager, such an insertion appears innocent enough. They will not reject such ads unless vendors make them aware of the history and nature of "blue sky" promotion.

We urge vendors to scan their local, weekly newspapers and other publications regularly to spot such ads. When one appears, the vendor should contact the newspaper publisher personally and through the good offices of his regional trade association, or the National Vendors Association, Chicago. If the advertising is not stopped, the local Better Business Bureau should be notified.

NVA Seeks to Limit Local Florida Taxes

CHICAGO — The National Vendors Association, or NVA, has initiated a suit in Cocoa Beach, Fla., seeking to temporarily enjoin the county collector from enforcing a city tax NVA believes to be inequitable and the amount allowed under State law.

Another suit will be filed now that the NVA's new constitution, supporting NVA's position, has become effective.

The action is part of a long struggle by bulk vendors to gain more equitable tax laws and tax structures across the country.

The association's co-counsel, Don Mitchell, said, "We have advised all members who operate machines in Florida that, in our opinion, they are responsible for most of the following taxes: An annual State operators license tax of $75 per year, paid to the county collector in the county in which the operator is headquartered, plus a tax of 7.5 cents on each machine operated in the State of Florida which is not otherwise exempted, such as 1-cent food vending machines. "A tax not to exceed 37 per cent per machine to any city or municipality in which the machine is located and an operators license not to exceed $37.50 in the city in which the business is headquartered."

Mitchell said the new Florida constitution, which became effective Jan. 1, 1969, "clearly enforces our position, and an additional suit will be brought after this constitution becomes effective."

NVA's objective, he said, "Is to eliminate the local, arbitrary and unreasonable taxes and fees charged by cities and municipalities which have been granted blanket taxing authority by special law through separately categorizing bulk vending machines for purposes of license and tax, by the legislative use of our bulk vending machine definition."

SCHOENBACH CO. (1967) INC.
Manufacturers Representative
for the VENDING MACHINE INDUSTRY

WE HAVE 25c TITANS, MACHINES AND MERCHANDISE IN STOCK

Get hold the best locations with
VICTOR'S Selectorama® Console 4 DIFFERENT STYLES

Save 50% to 75% printing time.
Unlock door to fill orders.

Write—Phone for information.
LOGAN DISTRIBUTING, INC.
1822 W. Division St., Chicago, Ill. 60622
(312) 466-6570

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BILLBOARD has the "...IN" side story on Coin Machines on Billboard

Bull Vending News

BEAVER 25c Unit Planned

NASHVILLE—Vendor Manu-

facturers, Inc., hopes to be-

coming a unit to vend 2-
ich large machines for two months. The five-year-old firm, headed by C. V. (Red) Hitchcock, has been testing other mer-

chandising ideas and has a new general manager, Bruce Gilbert. Hitchcock, who has been ill for some time, said he expects to retire and will name Gilbert president. The firm is making three basic units, The Mark 1, Mark 3-4 and Mark 5. Many units have been sold overseas and some distributorships are open in the U.S.

The three units have the fol-

lowing capacities: Mark 1-2 (18 pounds of nuts or gum in two 12-inch high globes mounted side by side; Mark 1-3 (36 pounds with two 12-inch globes and one 24-inch globe); Mark 1-4 (36 pounds in two 24-inch globes). We have been testing the use of penny ball gum in cap-

sules," said Hitchcock, "and think this is one way operators can go for more volume. We put three pieces in a capsule. We also tested peanuts in cap-

sules."

He said the firm, located in an 18,000 square foot facility here, has now perfected a 25- and 50-cent mechanism.

Hitchcock, is a veteran coin machine distributor. He sold his interest in Hermitage Music five years ago and concentrated on bulk vending after acquiring the rights for the Beaver Machine from a firm in Canada.

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VICTOR'S NEW 77 SPECIAL EXTRA CAPACITY TOP ...
British Pubs
Fewer; Change Their Images

LONDON—British officials report that the country has 30,000 fewer pubs now than just before World War II. Britain is now served by 75,000 pubs, or one for every 733 citizens.

While confronted with this decline in the number of potential locations, British coin machine operators are encouraged by the changing nature of many pubs, making them more profitable sites for a variety of coin machines. Many pubs, for example, are changing to cater to the young population. Their potential as music locations is particularly enhanced thereby.

A notable recent instance was the transformation of the famed White Hart in Chelsea. Once a sedate refuge from the mode generation, the White Hart has been transformed into a swinging French-style "drugstore," with stainless steel, pop art fixtures, and Carnaby Street clientele.

where there's Fischer...there's Action!

The Empress
Impressive to the most serious players! Handsome enough for the most elegant location. Durable, every inch solid Fischer quality! Now styled with cradle shaped legs with popular snap-in leg saddle. Available in 59" x 105" and 52" x 92" sizes. See your distributor or write for data.

Also Regent Series in 3 popular sizes.

Exclusive Fischer Feature
WEDGE - LOCK (extra resistant) and cushion assembly
12 unit-lock clamps replace more than 50 wood screws...Wedge Lock cushions lock top rail, playfield and frame together in a single, rigid unit
New RoweVue Slides

Another Rowe AMI Breakthrough on The New Music Miracle

See it at:

HERMITAGE MUSIC CO.
1631 First Avenue
Birmingham, Alabama

469 Chestnut Street
Nashville, Tennessee

Coin Machine News

New Locations

CHICAGO—Operators are greeting 1969 with optimistic plans to locate equipment in more new locations. John Bilotta, Bilotta Enterprises, New-ark, N. Y., recently landed a supper club because he is offering a special jukebox merchandising plan of 40 "Especially-For-You" standards. Other operators are looking in the direction of liquorless teen clubs.

Latest type of location to catch the attention of music and games operators is the teen-age "key club."

Mel Evrard, Evrard Music, Green Bay, Wis., reported that he has spotted music and games equipment in five teen clubs in his territory. One of them is a key club which requires a $5 annual membership fee from its participants.

Jukeboxes and games in each of Evrard's teen locations are priced at three-for-a-quarter. In spite of fact that these spots also feature live music, the jukeboxes receive heavy play.

Al Evans, Evans Sales & Service, South Bend, Ind., reported excellent results with teen club locations. Evans also recently inked a jukebox contract with three new Pizza Hut franchise units in his town. Terms call for straight dime play in these heavy traffic locations.

For operators seeking new types of locations, Evans urges investigating highway truck stops. He recently installed jukeboxes in several all-night truck stops and on a two-for-a-quarter-play basis. Receipts have been well above expectations.

New RoweVue Slides

Another Rowe AMI Breakthrough on The New Music Miracle

See it at:

Miller-Newmark Distributing Co.
3767 East 28th St.
Grand Rapids, Mich.

300 E. Milwaukee Street
Detroit, Mich.

Coming Events

• Continued from page 41

March 6–8—Music Operators of America, director's meeting, Hotel Monteleone, New Orleans.

March 7–9—National Automatic Merchandising Association, Western Convention, Ambassador Hotel, Los Angeles.

April 12—Alabama Automatic Merchandising Council, Governor's House, Montgomery.

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

April 18–19—Wisconsin Automatic Merchandising Council, Bilotta's Forum, Green Bay.

May 1–4 — Illinois Automatic Merchandising Council, Lake Lawn Lodge, Delavan, Wis.

May 15–18—Florida Amusement & Music Association, Port-O-Call, Tierre Verde Island, St. Petersburg.


New British Coin Design

LONDON — The design has now been finalized of the 50 new pence piece which is to replace the 10s note ($1.20 in Britain's switch to decimal currency.

The seven-sided coin has a constant breadth to enable it to be used in coin machines and it becomes legal coinage from October 14 this year. The note that it replaces will be progressively withdrawn and no more will be printed after the end of 1969.

The new coin is seen as having many applications in Britain for machine operators and eliminates the need for note accepters on the American pattern.

New 5-Year Warranty

Another Rowe AMI Breakthrough on The New Music Miracle

See it at:

TRIMOUNT AUTOMATIC SALES CO.
40 WALThAM STREET
BOSTON, MASS. 02118
SEX LP'S RUN RAMPANT IN WEST GERMANY

HAMBURG — The combination of sex and saxophones is adding a new spark to the record business in West Germany, where sales in West Germany and more and more companies are putting pin-ups on the sleeves of instrumental and background music albums.

Going one step further, Reinhard Streit, managing director of German's biggest record company, Hansa, has just released for the Christmas market a special album, "Peter Ladro's Sex Magazine," with "Lauch singing erotic songs."

The album includes eight full color pages of nude photos, priced at $6.25. Streit claims that sales have topped 80,000 since the album was released. To date, Streit is negotiating for the release of the present one in Britain and Scandinavia.

To induce camping of the kind that his fellow Beat Paul McCartney did in May, Streit is planning a press conference in London's Playboy Metropole manager Klaus Leinhälder said the company had "no idea what we're doing" and predicted that the figure would be surpassed in 1969.

Multi-Track

Soul Sampler

By Metronome

HAMBURG — Metronome is maintaining its soul sales drive with the release of a special soul sampler album, "That's Soul" selling at $3.20 and featuring Aardis Franklin, Arthur Conley, Otis Redding, King Curtis, Don Covay, Ben E. King, the Isley Brothers, Delaney and Dave, the Sweet Inspiration, Gene Chandler, Solomon Burke and the Bar-Kays.

The sampler, which is the second soul sampler released this year, also includes 12 pages of text and photographs. Metronome intends to make a recording of some of the many names that have reached 120,000; the previous sampler sold 310,000.

Armstrong recently installed the only 8-track recorder in Australia, a Scully eight-track which was air-freighted from the U.S. and brought over by a boat. In March, Armstrong was invited to France to install equipment and visit some of the many record companies that he had worked for in Europe.

Armstrong still lives in his home in London, where he is president of the world-famous Abbey Road Studios, and he has been working on several new projects, including a series of symphonic recordings and a film score for the upcoming movie "The Sound of Music." He is also working on a new album with the British soul singer Ray Charles, who he feels is the best soul singer in the world.

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Legislated Radio May Be Dream Come True

By RITCHIE YORKE

TORONTO — The two most successful strategies being used by record people and radio station executives in Canada are "Legislated radio" and "Scavenger Hunt Radio." 

Legislated radio was, until just a few months ago, the pipe dream few dared explore. Canadian composers, producers and recording artists. They had a dream that Canadians were fully capable of making their own hit records. Most of them were trying to do it, without much success. The problem, they said, was lack of exposure. 

Prior to the last few months, visitors to Canada were drenched in the almost completely lack of local pop records on the top 40 charts. A magazine survey conducted in Canada on major radio markets earlier this year showed that only 35 percent of the songs were being played. That appears to be quite accurate. 

The main defense offered by radio stations when confronted with this situation was that they would suffer if they programmed anything other than hits. That may be true, but alternatively it seems ridiculous that companies such as RCA Victor and Columbia are not contributing to the good of the country in any way, shape or form. 

Although not exact figures are available, it would be fair to say that only 100 non-C&W singles produced in Canada. 60 of them will not be played by 90 per cent of the metropolitan radio stations. 

The main defense offered by radio stations when confronted with this situation was that they would suffer if they programmed anything other than hits. That may be true, but alternatively it seems ridiculous that companies such as RCA Victor and Columbia are not contributing to the good of the country in any way, shape or form. 

The question, of course, is who is wrong? Is Canadian talent capable of making records and are radio stations being anti-nationalistic, unfair, and unsympathetic to their fellow Canadians? 

There appears to be an upsurge in both sides, but the scale leans heavily to the broadcasters. Certainly, some Canadian record producers leave much to be desired. But more important, there are only a limited number of good, commercial records being made here, which never grace the turntables of key stations.

STAFFS REVAMPED AT CANADIAN STATIONS

TORONTO—Recent staff changes at Canadian radio stations include the addition of an expert. The Band producer at CHUM, Al Sheets, has been brought in from the West Coast. His duties include The Band's Larry Mahoney. Mr. Mahoney is a producer who has worked with The Band on its latest album, "The Last Waltz." 

Michael Coachman and Brian Lang have joined the air team at CJME.

From The Music Capitals of the World

TOLEDO The Christmas season is over for the record industry and stores and manufacturers alike reported a slightly better sale of seasonal records than in previous years. 

Heavy demand happens for Quality Records, plans an all-out push on the new A&M album by the Chorus, a former Toronto group. Label is also confident of succeeding with the Trud LP on MGM, which reportedly combines music and poetry. 

Hardy dealer demand has forced Quality Records to increase its "Blue Man" mambo release of "Blue Man" on STP, which is now in the top 10 on the Billboard chart. 

Mike Reed, Ontario promotion manager for Warner Bros. Seven Arts and Capitol Records, has been appointed to the position of Joel Harrison on the Toronto promotion team. Harrison has been in town at the Royal American Theater appearing with Deep Purple and The Small Faces, which is breaking nationally. He quotes charting "Smoke on the Water" for CNYR, as well as another top 10 pick on CFXO in Montreal. Barry Ryan, MGM single of "Elusive" has now broken at CHS in Halifax, "Suze Darlin." 

Robbie Laine reissue on Dot, is moving well, and has been added to the playlist at CKFH in Toronto. 

The big national smash of the week for Quality is Andy Kim's "The Dog," a record done by a band in Toronto. In addition, a number of hits, including songs by The Beach Boys and The Byrds, are being programmed less than 1 per cent of local talent.

Obviously something had to be done. Take a look at the U.S., English, Australian charts. 

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The question, of course, is who is wrong? Is Canadian talent capable of making records and are radio stations being anti-nationalistic, unfair, and unsympathetic to their fellow Canadians? 

There appears to be an upsurge in both sides, but the scale leans heavily to the broadcasters. Certainly, some Canadian record producers leave much to be desired. But more important, there are only a limited number of good, commercial records being made here, which never grace the turntables of key stations.

Although not exact figures are available, it would be fair to say that only 100 non-C&W singles produced in Canada. 60 of them will not be played by 90 per cent of the metropolitan radio stations. 

The main defense offered by radio stations when confronted with this situation was that they would suffer if they programmed anything other than hits. That may be true, but alternatively it seems ridiculous that companies such as RCA Victor and Columbia are not contributing to the good of the country in any way, shape or form.
The Billboard Bookshelf now offers 2 new editions . . .

SOMETHING TO SING ABOUT!

Collected and arranged by Milton Okun, noted musical arranger and instructor. A unique collection of more than 70 favorite folk songs, complete with words and music, contributed by America's top 57 folk singers and groups. Songs range from mountain ballads to gospel. From political-protest messages to lighter, whimsical tunes. Individual artist photos and personal bios accompany each selection and help in making this a rare composite of current folk Americana for folk fans and all music buffs. Maynard Solomon, President of Vanguard Recording Society, writes: "The book sums up the folk renaissance better than any previous collection, and if widely circulated could lay the groundwork for a new revival of traditional music."


And Billboard recommends several additional reading muslts for the musically minded . . .

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by Jay Hoffler, Program Manager of KRAK, Sacramento, Calif. — one of today's most knowledgeable station executives.

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This BUSINESS OF MUSIC

by Allen Franklin and W. William Krauslinsky. Music Editor of Billboard Magazine. A vividly significant new reference volume designed to authoritatively guide you through the practical aspect and inner workings of the music business. More than 150 pages of reference appendices alone, including actual reproductions of company and union contracts; copyright forms; writer's agreements; license applications and many, many more valuable references. $17.50 per copy.

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State of Mo., add 3% Sales Tax.
### TOP Chart Records of 1968

#### Top 100 Singles—1968

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DEEP PURPLE PEOPLE
HAVE A NEW
DEEP PURPLE SINGLE.

RIVER DEEP - MOUNTAIN HIGH
LISTEN, LEARN, READ ON

tetragrammaton' records
Legislated Radio May Be Dream Come True

*Continued from page 50*

Lightfoot has sometimes experienced difficulty being programmed at some stations.

I understand that the CRTC intends to discuss the legislation issue with broadcasters in the spring or summer of 1969. Already, the possibility of such a legal move has forced some stations into opening their eyes to local talent. And of course, the stations, few and far between, that always played Canadian discs, are continuing to do so.

But there is still not the general change of attitudes which may have made it uneconomic for the CRTC to even consider the legislation weapon, especially at top 40 outlets.

In a way, it seems ridiculous that station management, confronted with the possibility of legislation, did not move fast and at least make a token gesture to Canadian talent. By their own stubbornness, these stations have left their flanks exposed to not only the possibility, but the probability of legislation.

Thus, by not taking away the need for legislation, this writer believes that broadcasters have left the way open for a Canadian Content Law to be set up in the near future.

Legislation will, in the next year, probably become legal fact with 10 per cent the figure decided upon.

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Even though it has always been the policy of the industry to do nothing, a pragmatic, even if half-hearted, approach is required.

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In the United States, the National Association of Broadcasters has been busy promoting the idea of a Canadian Content Law to radio stations. The idea is that stations should be required to play Canadian music for a certain percentage of their airtime.

The NAB has been working with the Canadian government and the CRTC to develop a plan for such a law. The NAB has also been working with radio stations to educate them about the benefits of playing Canadian music.

In addition, the NAB has been working with record companies to develop a list of Canadian artists and songs that are suitable for airplay.

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MIDEM 1969
GALAS WILL
PRESENT
THE WORLD TOP TEN

MEET AT THE MIDEM
JANUARY 18-24, 1969 - CANNES FRANCE
DION—PURPLE HAZE

JANUARY 11, 1969, BILLBOARD

This record is predicted to reach the TOP 40 EASY LISTENING Chart

TOP 20 POP SPOTLIGHT

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

JOHNNIE TAYLOR—TAKE CARE OF YOUR HOMEWORK

(Prod. Al Jackson Jr. & Don Davis) (Writers: Banks-Davis-Jackson-Kelly)

TRIO-MEGHAN, MEGAN AND JOHN—is his another winner in this compelling revival of the Jimi Hendrix hit of the past. Strong entry. Flip: “The Dolphins” (Coconut Grove, RCA). BCA 47787

PEGGY SCOTT—JO JO BENSON—SOUL SHAKE

(Prod. Shelby S. Singleton Jr.) (Writers: Smith-Louis-Singleton, BMI)—The dynamic duo’s third entry is a solid mover loaded with a rocking beat and soulful vocal work. Should top the sales of their recent “Filth”—Wild Mountain Blues.” Flip: “You Can’t Do a Heart” (Tidal Wave, BGM). BGM Crossroad 421

CLIFF NORTON & CO.—SWITCH IT ON


HUGO MONTENEGRO, HIS ORCHESTRA & CHORUS—GOOD VIBRATIONS

(Prod. Pete Marmol) (Writer: Wilson-Laveau) (Su of Townes, BMI)—The Beach Boys’ past hit gain a powerful revival in this clever arrangement loaded with Top 40 and Easy Listening appeal. Flip: “Tommy’s Theme” (Twentieth Century, ASCAP). RCA 67-9172

GLORIA WALKER & CHEVELLES—PLEASE DON’T DESERT ME, BABY


JOEL GREY—BLACK SHEEP BOY

(Prod. Jimmy (Wiz) Wainer) (Writer: Martin) Faithful Virtue, BMI)—The Broadway musical star has a commercial winner here, right in today’s pop selling bag. Penned by Tino Marin, with a complete new vocal sound for Gre, disk is loaded with Top 40 appeal as well as Easy Listening. Flip: “Jennifer Juniper” (Peer Intl., BMI). COLUMBIA 4-44732

JIMMY WALKER—THE GREATEST LOVE

(Prod. Jerry Fuller) (Writer: South-Lowery, BMI)—Big production ballad, penned by Joe South, serves as a choice commercial debut for Walker. The production, as usual, Jerry Fuller is in strong support of the top vocal performance and H. B. Bamum arrangement. Flip: “Dawn (Go Away)” (Saturday-Someday, BMI). COLUMBIA 4-46742

SPECIAL SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

ANN MARTINA & LEE HAZELWOOD—SLEEP IN THE GIZZS

(Prod. Lee Hazlewood) (Writer: Hazlewood) (Hazlewood, ASCAP)—Computer player Hazlewood has rolled-up with Ann-Martina in an infectious rhythm item with much commercial appeal. LMI 2

B. J. KING—Don’t Waste My Time

(Prod. Johnny Pate) (Writer: Washington) (Parade-Sounds of Lucidity/Little M. BMI)—Driving blues ballad with a strong, new beat rhythm background has much appeal for both RB and R&B hits. Maxigroove 41107

AL HIRT—If (Prod. Paul Robinson) (Writer: Mangraves-Darnell-Evans) (Jardine-Bernstein & Co., ASCAP)—With all of the revival of the 50’s hits, this ballad beauty of Perry Como’s serves as a potent commercial entry by the trumpet king. RCA 4774173

KENE A. BENE—Las Casas (Writer: Donovan Herrera) (Pasco, BMI)—The disc’s original layout offers a strong entry much in the vein of their current WhiteBird hit “So Much She To Dance.” BMI 5015

SAJJID KHAN—Dream (Prod. Stu Phillips) (Writer: Meister) (Goldvue, ASCAP)—The TV and film star made a chart dent with “Getting to Know You,” and this updating of the Johnny Mercer evergreen offers much in the programming line with sales to follow. Commercial revival. Columbia 66-1034

FREDIE CANNON—Beautiful Downtown Burbank


SHANE ROBERTSON—Come Into My Heart

(Prod. Bob Sager) (Writer: Sager) (Shane Robertson, BMI). The disc’s original layout offers a strong entry much in the vein of their current WhiteBird hit “So Much She To Dance.” BMI 5015

TOP 20 COUNTRY

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

ROY DRUSKY—WHERE THE BLUE AND LONELY GO


HENSEN CARRIG—NONE OF MY BUSINESS

(Prod. Don Lee Prod.) (Writer: Martin) (Cape, BMI)—The writing, performances of “Skid a Fibber” fame, Jack Martin and Hensel Cargill, bring up another Gro-A-Rama country number for Top appeal. Loaded with pop appeal as well, this one has it to make the same sales hit as the initial chart, Flip: The information available. Monument 1173

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WANDA JACKSON—IF I Had a Hammer (Ludlow, BMI). CAPITOL 2379


STAN HITCHCOCK—The Test of Time (Gallic, BMI). EPIC 5-14012

JOHNNY CROCKET—Just a Boy Just Trying to Get Along (Colcordy, BMI). COLUMBIA 4-44117

MELLY ROYAL—Everyday’s a Happy Day for Flash (Flash, BMI)—What’s to Become of What’s Left at Hot (Gold, BMI). MUSICIEN 106

LYNDA E. KANZ—The World I Used to Know (In Muse, ASCAP). ROYAL AMERICAN 9—1

FLOYD TULMAR—So Soft So Long (Gold, BMI). MUSICIEN 104

TOMMY RAMONE—Back to the Couch I Go (Ouachita, BMI). HICKORY 1229

R&B

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

CHARLIE BROWN—Brother, Martin and John (Ronzelle, BMI). GALAXY 766

JOE TURNER—I’ve Been Up on the Mountain (Su-Ma), BMI. RBG 28

Eddie THE HANK KING—ayo Landlord (She-Gin, BMI). PYTCE 475

SETTIE SWANN—Don’t Touch Me

(Prod. Wayne Shuler) (Writer: Cochran) (Pumper, BMI). The Hank Cochran country hit bullied made famous by Janice Siley got an exceptional blues treatment that should put the five star hit back on the charts once again. Capitol 2389

JIMMIE ROSECRANS—My Man’s Jack

(Prod. Peter Yarrow & Barry Feinstein) (Writer: Yarrow, ASCAP). Columbia, BMI)—Culled from the film soundtrack “You Are What You Eat,” the composer comes on strong with this infectious rhythm material. The Manfred Mann version made chart noise and so should this top treatment. Columbia 4-45729

RINBILE MORITY—You’re Just What I Was Looking For Today

(Prod. Buffy Satterwhite) (Writers: King-Goffin) (Screen Gems-Columbia, BMI). New foursome in the west of the 5th Dimension has a winning sound and commercial material from the pen of Stubby and King. Strong debut of the label based in Hollywood. Amaret 102

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

NUMBER OF SINGLES REVIEWED

THIS WEEK 74

LAST WEEK 89

58
"Thanks for starting my New Year off with a smash ..."

"tragedy"

brian hyland

Dot 17176

Smash air play and sales in these markets:

WIND, Chicago
WGN, Chicago
KRLA, Los Angeles
WDAS, Philadelphia
KJR, Seattle
KOL, Seattle
WKYC, Cleveland
WBW, Buffalo
WJSF, Buffalo
WKEZ, Milwaukee
KLIF, Dallas
KSL, Dallas
KLT, Houston
KNZU, Houston
WUSC, Cincinnati
WFUN, Miami
KCBQ, San Diego
WDOL, Columbus
KOMA, Oklahoma City
WKY, Oklahoma City
WTO, Toledo
WMAK, Nashville
WING, Dayton
KIMN, Denver
KAAT, Little Rock
KLED, Wichita
KQOL, Omaha
WSGN, Birmingham
KELP, El Paso
WDRC, Hartford
WBUS, Kansas City
WIL, Lansing
WKJL, Lansing
WTAC, Flint
WPAG, Ann Arbor
WLOF, Orlando
WHYN, Springfield
WORC, Worcester
WTWL, Worcester
WAAB, Worcester
WIZE, Springfield
KEEL, Shreveport
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<td>2</td>
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<td>Merle Haggard</td>
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<td>4</td>
<td>SOULFUL SUE</td>
<td>Don Covay</td>
<td>Peacock 502</td>
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<td>HOOKED ON A FEELING</td>
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<td>SCARBOURGH FAIR</td>
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**HOT 100—A TO Z**—(Publisher-Licenses)

Compiled from national retail sales and radio station airplay by the Music Popularity Dept., of Record Market Research, Billboard.
Most hits about love sounded the same. Until

**The Duprees**

"**My Love, My Love**"

From an album we challenge anyone to forget:

A Jerry Ross Production

Marketed by MGM Records, a division of Metro-Goldwyn-Mayer Inc.,
1350 Avenue of America, N. Y., N. Y. 10019.
Lok

Compiled

* * *

RAA Million Dollar LP

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

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the hottest songs, the hottest artist, the hottest under-$2 LPs

Set fire to your sales with the hot ones from Pickwick/33.

GLEN CAMBELL—A Satisfied Mind SPC 3134
TODAY'S TOP HITS—Hey Jude, Those Were The Days.
Abraham, Martin & John SPC-3139
DEAN MARTIN—Young and Foolish SPC-3136
MILLS BROTHERS—Dream a Little Dream of Me SPC 3137
EDDIE FISHER—Oh My Papa SPC-3141
LAWRENCE WELK—If You Were The Only Girl In The World SPC 3143
MARGIE SINGLETON & LEON ASHLEY—Ode To Billy Joe SPC 3144
BONNIE GUITAR—Green, Green Grass of Home SPC 3146
GUY LOMBARDO—Taking A Chance on Love SPC 3146
BILLY VAUGHN SINGERS—Up, Up And Away SPC 3139
LENNY SISTERS—Going Out Of My Head SPC 3138
BILLY VAUGHN—Body and Soul SPC 3138
MYRON FLOREN—Dizzy Fingers SPC 3142
PAT BOONE'S—Favorite Hymns—SPC 3145
MATT MONRO—This Is All I Ask SPC-3147

Hot songs, hot artists mean hot sales.

PICKWICK INTERNATIONAL INC.: PICKWICK BUILDING.
LONG ISLAND CITY, N.Y. 11101 (212) EM 1-8811
Los Angeles / Atlanta / Toronto-Canada / London England
Rubicon River Swinging to Contemporary and Country

LOS ANGELES — Tommy Smothers record company, Rubicon River, recently released two comedy albums in its formative year, will take on a contemporary music and country flavor. The label will concentrate on building an artist roster in rock, pop and rhythm and blues, and also go after contemporary songwriters for its new publishing arms KSF (ASCAP) and Big Drum (BMI). Rather than signing established artists, Smothers prefers to develop new talent in both the artist and songwriting fields. With several non-recording company projects out of the way, said David Carroll, Rubicon general manager, "we can begin to concentrate on the record division. Because of the company's involvement with 'Hair'-Rubicon's parent company, Kragen, Smothers & Fritz, produced the stage production here—where the record division has been relatively inactive.

Initial projection for Rubicon is to complete 15 to 20 albums a year, but distribution agreements need to be settled, said Carroll. Among Mercury Records distributed Rubicon's initial album, "The Smothers Brothers Comedy Hour" and "Pat Paulsen for President"—the company has no pact with Mercury. Production recording, using Mercury on a product-to-product basis.

"We're using 1969 as our springboard year in the record business," stated Carroll, who said a decision on distribution is the first order of business. Mercury will have the next Smothers Brothers album to be released in February-March, said Carroll. The album will be recorded from the CBS TV show, featuring the Smothers and several guest artists. The LP will carry the Mercury-Rubicon logo.

Name Is Shortened To Super Cirkus

NEW YORK — Buddha Records has shortened the name of the Kaesernet-Katz Super Cirkus to the Super Cirkus. The group, packaged by Buddha and Kaesernet-Katz Associates, is composed of the label's 1961 Fruitgum Company, Ohio Express, Music Explosion, Shadows of Knight and Professor Morris' Lollipop. The combine's latest disk is "I'm in Love With You."
**Executive Turntable**

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and Ken Revercomb appointed vice-presidents at Dot. Levy's promotion is to be vice-president of advertising-merchandising; Revercomb's promotion is to be vice-president of sales and distribution. William C. Keifer, set as promotion manager of Time-Life Records. He had been publicity manager of Life magazine.

T. Warren Hamton III appointed national promotion director of Merson Musical Products Corp., firm based in Westbury, N.Y.

Roland Gelatt, associate publisher of High Fidelity, has been appointed managing editor of Saturday Review, effective Feb. 1. Gelatt began writing for Saturday Review in 1947 and joined that magazine's staff the next year. He later became Saturday Review's first feature editor. Gelatt became affiliated with High Fidelity in 1954, first as music editor, later as editor in chief before his appointment as associate publisher in 1966. Gelatt is the author of two books: "Music Makers" and "The Fabulous Phonograph" and was a regular contributor to The Reporter for many years. Last year he organized the Montreux International Record Award, which is given in conjunction with the Swiss music festival. He will continue to serve as chairman of its 11-member jury.

**Disc-O-Mat Forms Distrib for Outlets**

*Continued from page 1*

a nationwide chain of young adults and teen-ager specialty shops, to be the master distributor of vending machines in 10 States and the District of Columbia.

Pop Shops, traded over-the-counter, has formed a wholly owned subsidiary, Instant-Disc Marketing Co., to handle the sales and distribution of Disc-O-Mat.

200 Stores Planned

Herman Finesod, Pop Shops plans to open more than 200 stores in the next 30 months, with each of the new stores carrying the record vender.

Additionally, Pop Shops will handle the master distribution for Disc-O-Mat in New York, Pennsylvania, New Jersey, Delaware, Maryland, District of Columbia, Ohio, Indiana, Illinois and Wisconsin.

Pop Shops' distribution network will accommodate 742 distributors, each responsible for a minimum of 10 machines. "Based on test market studies," said Orsatti, "the minimum sales volume through these machines is an estimated 80,000 singles per week."

The first joint showing for Pop Shops and Disc-O-Mat will be at the "Start Your Own Business Exposition" in the New York Coliseum Friday-Tuesday (10-14).

Disc-O-Mat also has franchised a master distributor for six New England States. Mike Caruso of Disc-O-Mat of New England will cover the Maine, Vermont, New Hampshire, Connecticut, Rhode Island and Massachusetts markets.

**Garson Into TV With Electronics**

By ERJOT TIEGEL

**LOS ANGELES** — Mort Garson, who has begun recording electronic music for A&M, has now expanded his electronic technique into scoring a television series. Through his recently formed Enz Gee Productions, Garson has a series of projects planned for A&M. His first A&M LP of electronic music will be the "Wizzard of Iz."

Garson is at present involved in creating the background sounds for "Unainted World," a weekly half-hour series on NBC Saturday nights.

The series is the first to regularly blend electronic music with conventional instruments. Garson estimates he'll create three to four hours of original electronic music for the 32 shows, using a $9,000 Moog synthesizer which he owns and operates in his recording studio in his Hollywood Hills home.

This studio is equipped with a 16-track console. The synthesizer is hooked directly into the tape recorder to provide direct feed on sonic impulses. The synthesizer can duplicate the sound of an instrument or create new tones and timbres through modulation changes.

Garson creates his score on the synthesizer, in effect he is creating, playing and recording at the same time. If he was working with "conventional music," he would first write an arrangement and then have it played by instruments.

**EDP System**

*Continued from page 3*

also operate independent record distributorships, MS and Roberts Distributing. Liberty also owns Record Sales of Memphis, its third independent distributorship.

Liberty hopes to plans to utilize the services of another Transamerica company, Transamerica Records, to provide information for outside clients. Liberty has used this company's "promotion man," who acts principally in construction ideas, "but nothing in the way of marketing or sales." Transamerica Research would be utilized in preparing studies on market analysis and consumer profiles.

**Merc. Takes Over Gre-Gar Distrib**

NEW YORK — Mercury Records has taken over the distribution of Gre-Gar Distrib, label headed by George Greif. Pulser, another label distributed by the SHL, will handle the administrative chores for Gre-Gar.

**NEC Site Shifted**

COLUMBUS, S. C. — The site of the 1969 National Entertainment Conference has been moved from the South Beach-Philadephia Hotel in Memphis, Tenn., from the Columbia, S. C. Hotel in Charlotte, N. C. The dates of the conference, Feb. 2-5, remain the same, as will all conference fees.
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CHERISH
TIME FOR LIVIN'
NEVER MY LOVE
ENTER THE YOUNG
EVERYTHING THAT TOUCHES YOU
REQUIEM FOR THE MASSES
ALONG COMES MARY....

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GREATEST HITS!

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The Best Of Gabor Szabo
IMPULSE 827-9173 TRACK STEREO

Richard Harris
The Yard Went On Forever
DUNHILL 822-0042 TRACK STEREO

B.B. King
Lucille
BLUESIA 851-0800 TRACK STEREO

Ray Charles
A Portrait Of Ray
ABC 822-626

The Grass Roots
Golden Grass Greatest Hits
DUNHILL 923-0023 TRACK STEREO

The O'Kaysions
Girl Watcher
ABC 822-064 TRACK STEREO

Richard Harris
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