

Billboard

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COIN MACHINE
PAGES 67 TO 71

The
International
Music-Record
Newsweekly

Overseas Cos. Mull A Work-Swap Plan

NEW YORK — The implementation of exchange agreements among the major countries is being mulled by international tradesters as a means of getting equal exposure and work opportunities for artists in foreign lands. The problems remain sticky and manifold, as the following survey submitted by Billboard's correspondents overseas indicates, but artists, managers and record company executives are becoming more confident that some action will be taken now that a dialog has

begun. Following are reports from Italy, England, France, Germany and Scandinavia.

Italy

By MARILYN TURNER

MILAN — Italy's Pop Singers Guild, Unione Italiani Cantanti, is pressing for wide range reforms in the treatment of their artists by RAI, Italy's state-owned radio and TV corporation and for a series of equity agreements with American, British and French pop singers guilds for better reciprocal treatment of member artists in the three countries.

The reasons why the equity agreements are needed, according to UIC secretary Gino Peguri, are twofold: U. S., British and French artists represent

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DEPT. SET ON COMMERCIALS

NEW YORK — Billboard will introduce a new department in the Feb. 8 issue (see story, page 3) devoted to full coverage of radio-TV commercials, including details about new trends in music for the advertising world, agencies, producers, recording studios, songwriters, musicians and record artists. Through news articles and pictures, Billboard plans to keep the industry informed on the music scene in this highly important segment of the music-record industry.

Germany in Banner Year

By WOLFGANG SPAHR

HAMBURG—The record industry in West Germany hit a sales peak in 1968. Though complete figures will not be known before March, the industry take is expected to reach the \$125 million (500 million marks) level.

A bad summer helped stimulate sales and many retailers exploited the poor weather with promotional slogans such as "Don't feel angry about the weather, you can still listen to good records." Records sold particularly well in cities with

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Lieberson Will Speak at Int'l Music Confab

NEW YORK—Goddard Lieberson, president of the CBS/Columbia Group, will speak on "Music as an International Force" during the opening session of the International Music Industry Conference to be held April 20-23 at the Paradise Island Hotel & Villas, Paradise Island, Nassau, in the Bahamas.

The Conference is sponsored by Billboard and its London-

(Continued on page 8)

RCA Will Switch To Stereo Single

By MIKE GROSS

NEW YORK — RCA Records is tooling up for a switch-over to stereo singles. It's been learned that RCA will be dropping its monaural singles for stereo in the near future. Price of the stereo singles will remain at 98 cents, the new suggested retail list price for singles that goes into effect Feb. 1.

Many tradesters view the move as the beginning of an all-out industry switch to the stereo single. For some time now Billboard has been pitching for such an industry effort, and in the

past couple of months several top executives in the retail, distributing, jukebox and broadcasting fields have come out in support of the stereo single.

For example: Johnny Bilotta, head of Bilotta Enterprises, jukebox distributor, has said, "I know that operators can make more money if they had a stereo product tailored for them." Bilotta feels that stereo will not only bring a greater flow of income, but will please listeners more. It is to be noted there are

(Continued on page 4)

NARM's All-Purpose 'Teach-In'

By PAUL ACKERMAN

NEW YORK — The Ninth Annual NARM Convention, built on the theme of the "Billion Dollar Era," is expected to give the conventioners an in-depth analysis of creative, financial, and scientific aspects of the industry, in addition to the usual consideration of merchandising and marketing matters. This is apparent from

a study of the speakers, panels and seminars already scheduled for the business sessions by Jules Malamud, NARM executive director. Uppermost in Malamud's thinking is the view that the record merchandiser can achieve his fullest potential only if he is completely informed; and this makes mandatory a convention of the broadest educa-

tional scope. The structure of the convention, therefore, will contain many innovations and will have an aura of authority and scholarship surpassing any of the previous gatherings.

Booked for the Century Plaza Hotel, Los Angeles, Feb. 28-March 5, the affair is already a sellout. Additional rooms, however, have been reserved at the Beverly Hilton to adequately take care of the record attendance. Following the keynote address March 1 by Stan Gortikov, president of Capitol Records and executive vice-president of the parent firm, Capi-

(Continued on page 8)

Salute to PYE RECORDS See Center Section



The Intruders on Gamble Records after breaking the million record sales mark with "Cowboys to Girls" have what all indications point to an equally powerful record in their latest release "Give Her a Transplant," G-223. Their newest and hottest LP is the "Intruders Greatest Hits," LP-5005, containing the hit band "Me Tarzan, You Jane." All produced by the award winning team of Gamble-Huff. (Advertisement)



Smokestack Lightnin' comes off the wall with a smash new sound. They have already attracted a huge West Coast following and now their record debut on Bell album (#6026) entitled "Off the Wall" is set to move out nationally. (Advertisement)

Radio Forum June 19-21

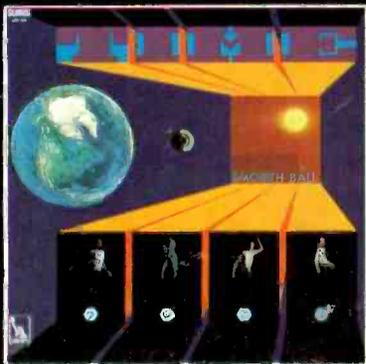
By CLAUDE HALL

NEW YORK — The second annual Billboard Radio Programming Forum—the only educational radio meeting of its kind—will be held June 19-21 at the Waldorf-Astoria Hotel. The best radio men in the nation will be speakers and the topics will cover all the major formats: Top 40, easy listening, country music, r&b, and progressive rock. The various border formats, such as the "Good Life" approach, the "mixed music," and "More Music," will

(Continued on page 56)

(Advertisement)

T.I.M.E. LST-7605



Canned Heat LST-27200



The Ventures LST-8059



UNDERGROUND ACTION



Liberty Records Inc
Entertainment from
Transamerica Corporation



Ormandy, the Philadelphia Orchestra, and RCA are right where they belong.

Together.



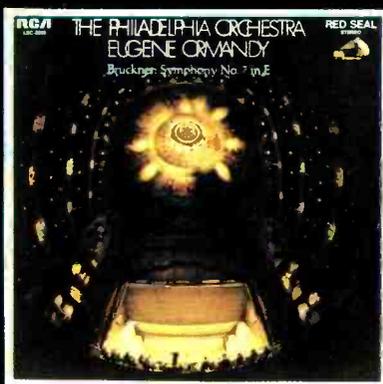
LSC-3055*



LSC-3065*



LSC-3058*



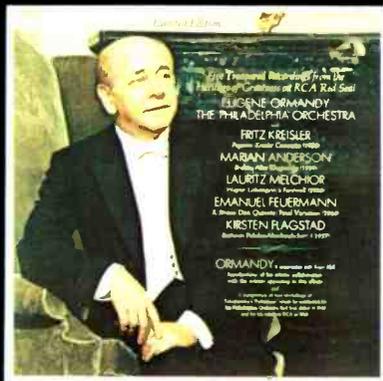
LSC-3059



LSC-3060



LSC-3057



BONUS ALBUM

And to celebrate the start of this distinguished exclusive collaboration, Red Seal has devoted the entire six-album January release to the orchestra. Two of the albums feature the artistry of Artur Schnabel and Van Cliburn. Packaged with each album in this release is a free limited edition bonus recording of highlights in the history of the Philadelphia Orchestra. A national advertising campaign—including full pages in major market newspapers—and complete point-of-sale display pieces back this milestone release.



* Available on RCA Stereo 8 Cartridge Tape.

TRO Expands Overseas Pub Operations

NEW YORK — The Richmond Organization has blue-printed an expansion for its international complex of publishing companies. The TRO Editions Essex group in France has already been expanded, and moves have recently been completed for the launching of TRO operations in South Africa and Japan.

In the reorganization and expansion of TRO Editions Essex, the company moved to new and larger quarters in Paris on the Avenue Champs Elysee while retaining its older quarters on the Boulevard Poissoniere, and Claude Pascal has taken over as the firm's general professional manager. Pascal had been with Editions Tutti. Ellen Nathan continues to act as general manager.

Ken MacManus, of the Essex London operation, is now in Johannesburg, South Africa, organizing the new company, TRO Essex South Africa Ltd. The TRO firm in Japan just got under way. The TRO family of international companies also includes Essex Music in Australia, under the direction of Barry Kimberly.

Atl. Unwraps Winter Line Of 39 LP's at Distrib Parley

FREEPORT, Grand Bahamas —Atlantic Records unveiled to distributors its winter release of

Kapp in New 'Mancha' Push

NEW YORK — Kapp Records' new managerial team headed by vice-president and general manager Sydney N. Goldberg, has blueprinted a new merchandising campaign for the label's three-year-old original Broadway cast album, "Man of La Mancha." Goldberg estimates that the drive will bring in 50,000 unit sales on the package for the month of January.

The cast album, which stars Richard Kiley and Joan Diener, is a long-running high-rider on Billboard's "Top LP's" chart and is nearing sales of one million units. The merchandising campaign is being tied in with the Broadway and national companies of the musical, and will extend to Kapp's Canadian affiliate, Compo.

Lib.-UA Int'l Meet Jan. 25 —20 Int'l Licensees Attend

LOS ANGELES — Liberty/United Artists holds its first international sales meeting, Saturday (25) at the Chateau Du Domaine, on the Riviera. The meeting will take place following the MIDEM conference.

Among those to attend will be 20 licensees from Europe, Australia, South Africa and South America. The meeting will be conducted by Jerry Thomas, Liberty/UA international sales director. Scheduled speakers in-

Cap. Developing Import Plan To Break Language Barriers

LOS ANGELES — Bill Miller, Capitol's international a&r director, is creating pop music concepts for recordings by foreign affiliates. Miller is now in the position of offering guidelines to Capitol's affiliates in creating pop music LP's for import into the U. S.

Miller still reviews material of an ethnic nature from the EMI licensees and this music remains at the core of the in-

ternational releasing program through the Capitol of the World series.

The new pop albums Miller is working with are released on the regular Capitol line to avoid the impression that they are of an esoteric nature.

Electrola LP

Miller's first "experiment" in requesting repertoire involves a new LP from Electrola in Germany. European violinist Hel-

New Sound Pops Off New Bottle by Coke

By CLAUDE HALL

NEW YORK—Coca-Cola is shifting gears temporarily from not record groups to a new musical effect, to launch a new bottle. The bottle—a radical change in packaging for the soft drink firm—is targeted for a family audience, featuring everything from electronic music sounds to what is called a contrasting "hallelujah chorus." The contrasting music is intended to create a humorous effect, according to Lee Savage, of the Savage Friedman production firm. The agency is McCann-Erickson, and Carole

Cohan is the producer at the agency. Harold Friedman is the producer at Savage Friedman. Ron Frangipane of Tintinnabulation Inc., a veteran arranger, composer, conductor and musician, did the music for the commercial on behalf of Coke's new large-size bottle. The bottle features a twist-off top and a different design from the traditional Coke bottle.

Harold Friedman, a former record man, turns out approximately 50 commercials a year for Savage Friedman. "Pop tunes and leading record artists play an important role in the commercials world today," Friedman said. Some of the performers who've worked with Savage Friedman in the past have been, besides Frangipane, Chico Hamilton, Gerry Mulligan, Jimmy Fagus, and Hy Fuchs. Savage Friedman has also made use of music from the music libraries of Emil Ascher, Corelli-Jacobs, Musifex and MHI (Dick LaFsky).

The trend is to younger musicians and songwriters, Friedman said, "except for musicians like Al Caiola. You have money in the bank when you hire Caiola." More than 90 per cent of the commercials produced by Savage Friedman use music. "And the music is getting younger. It's the same sound heard on records. This is true because people watching prime-time TV today usually listen to radio all day long, and they are well aware of the new sounds. You want them to identify with the product the commercial is selling through the music you use."

Musicians used by Frangipane on Coke's new bottle commercial include Arthur Kaplan, Gordon Powell, Romeo Penque, Walter Sear, George Ricci, Eugene Bianco, Joseph Cinderella and Joseph Marcho Jr.

TUNE SELECTED FOR INAUGURAL

NEW YORK — "Bring Us Together, Go Forward Together," has been selected as the official song of President Nixon's inauguration by the Inaugural Ball Committee. The song, written by Larry Grossman and Hal Hackady, is published by Sunbeam Music, Tommy Valando's BMI affiliate.

Already lined up for recordings are Bobby Vinton (Epic), Guy Lombardo (Capitol), Gordon MacRae (Capitol), and Jackie Brunswick (Brunswick).

mut Zacharias has put together an instrumental album of lush string sounds playing American rhythm & blues hits.

Miller was able to develop the package to his liking because the EMI-German company accepted his recommendations. Now Odeon in Brazil has given Miller permission to outline the music he wants orchestra leader Lyrio Panicali to record.

Miller will watch the Zacharias LP in the U. S. to see if he's on the right track. He does have an idea, however, to have the Brazilian bandleader record a selection of contemporary Latin hits. In all instances the rhythm has to have a rocking flavor.

World Market

An unusual aspect of Miller's new role is that a number of the overseas licensees will also release the LP's he requests for the U. S. So in a sense Miller is now creating records for a world market.

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ABC Revamps Set-Up to 4 Separate Units

NEW YORK — ABC Records will operate as four completely autonomous divisions from now on. Each division will have complete control over its own sales, marketing, individual promotion and creative involvement.

Individual label assignments were announced by Larry Newton, president of ABC. Bud Katzel, vice-president and general manager, takes over ABC, 20th Century-Fox, Riverside and Westminster. The Dunhill and Canopy labels will continue to operate under Jay Lasker as vice-president and general manager.

Howard Stark will be in charge as vice-president and general manager of BluesWay, Im-

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Decca Meeting Draws Nationwide Distributions

NEW YORK — Decca Records' branch and district managers from each of the company's distributing points around the country gathered here Tuesday and Wednesday (14-15) for the company's first sales meeting of 1969. Tony Martell, director of marketing, conducted the sessions that included a review of Decca's performance in 1968, an in-depth look at the company's plans for the new year, introduction of the new album, tape and singles product, and the introduction of 11 new phonographs to Decca's existing line of home entertainment products, along with several new

8-track cartridge players and cassette players.

In addition to Martell, the home office delegation included Bill Gallagher, MCA vice-president, Decca Division, and Jack Loetz, Decca's administrative vice-president, among other company executives. Each department head spoke about his individual area of operation and projects for the coming year.

Highlighting the introduction of new product was a preview of the soundtrack from the forthcoming Universal Pictures road show production of "Sweet Charity," starring Shirley MacLaine and Sammy Davis Jr. Details of the advertising, promotion and publicity campaign that will accompany the release of the soundtrack album and tapes between now and the date of the scheduled February release were also revealed by Martell.

The meeting was capped by the gathering of all company personnel at the Cheetah on Wednesday (15), where they were entertained by Decca's newest recording group, the Peppermint Rainbow, at a party hosted in their honor by Decca.

Command and Probe Kick Off Product for '69

NEW YORK — Joe Carlton, vice-president and general manager of the Command and Probe labels, kicked off his 1969 program at meetings held Jan. 5-8 at the Eden Roc Hotel, Miami Beach. The meeting, which introduced seven LP's and two singles on Command, and one LP and four singles on Probe, was a separate part of the general ABC Records conclave being held there. ABC is the parent company of Command and Probe.

Featured on the Command album release are Dick Hyman, the Ray Charles Singers, Richard Hayman, the Glenn Miller Orchestra under the direction of Buddy DeFranco, Digno Garcia y Sus Carios, and William Steinberg and the Pittsburgh Symphony Orchestra.

Probe's sole LP release "The Mystic Number National Bank."

On the singles end, Command has a disk by Dick Hyman, and a coupling culled from its "Cinemagic Sounds" album. Probe's singles entry features Guy and David, the Mystic Number National Bank, Bobby Dixon and the Cascades.

Odyssey Hikes LP List Price

NEW YORK—Odyssey Records, Columbia's low price classical, jazz and folk label, raised its album list price to \$2.98 from \$2.49 on Monday (13), the same day regular price CBS Records product increased to the \$4.98, \$5.98 and \$6.98 levels from \$4.79, \$5.79 and \$6.79, respectively. The new Odyssey price is the first such hike for a low price line. Other companies that are raising their regular-price schedule have set Saturday (1) as the effective date of change.

Another label swinging to the new price schedule is ABC Records. The ABC hike, which goes into effect Feb. 1, too, includes the affiliated BluesWay, Riverside, Tangerine, Impulse, Dunhill, Command, Command/Probe and 20th Century-Fox lines.

Fields' Promo Record Buster

NEW YORK—J. M. Fields, a retail chain with 62 stores from Florida to New Hampshire, broke all previous sales records with its first "Million Dollar Record Month," which ended Jan. 4. Sales for the 30-day promotion hit \$1,040,500.

The December sales campaign was developed by Jeff Toffler of the Fields organization in association with Transcontinental Music Corp. "December Is Record Month" was the theme of the program. An average of six tables were set up in front of the stores separate from the record department. These tables were used exclusively for specially priced

product. This included major label merchandise in monaural, selling at \$1.57, featuring RCA, Motown, Atlantic and Columbia. Top 10 chart albums, based on Billboard, were reduced to \$2.88 for all \$4.79 list product. Particularly successful were the three-record set in stereo, specially created for Fields by Premier Albums. These sold for \$1.99. A total of 77,000 of these sets were sold.

A sales contest was set up by TCM's vice-president Charles Schlang. The chain was divided into five districts and those store managers with the greatest percentage of increase were given their choice of an 8-track

tape player for their home or auto, and two tapes a month for the next year.

In Florida, where 29 Fields stores are located, George Lewis of Transcon was in charge of the promotion, a special Florida district prize of an all-expense-paid weekend at the Fontainebleau Hotel was offered.

Hand & Casey Set Sundown, Pub., Mgt. Arm

LOS ANGELES—Jim Hand and Mike Casey have formed a record label, Sundown Records, and a publishing operation and a management division.

Jim Hand Enterprises represents 32 professional athletes in business ventures and investments, while Mike Casey & Associates represents entertainers.

Artists on the roster include Dean Hawley and the Crew, the Cloud, Yellow Balloon and Maureen Reagan, daughter of Gov. Ronald Reagan.

The company also will guide the off-season entertainment careers of athletes, including Lance Alworth (San Diego Chargers), Rick Barry (Oakland Oaks), Daryle Lamonica (Oakland Raiders) and Deacon Jones (Los Angeles Rams). Alworth, Barry and Jones will record for Sundown.

Working with Hand and Casey are Jimmy O'Neill, who hosted the "shindig" show, Harold Batiste, independent arranger, and John Hill, who directs the publishing operation.

Mendell points to three artists whose recent albums were carefully planned: the Fifth Dimension, Canned Heat and Traffic.

To help promote sales interest in vocalist Al Wilson, Liberty hired the Film Factory to create a 16mm color film for TV.

To provide corporate assistance to East Coast-based labels and artists, Liberty/UA maintains such satellite services as art and artist relations departments in New York.

In an environment in which merchandising holds a major role in the public's awareness of new product, Mendell feels that the "contemporary, hip dealer" utilizes the better displays from all companies. There is less hesitancy at the retail level to use displays and space occupiers which are timely and utilitarian, he said.

RCA Oiling Machinery for Stereo Single Switchover

• Continued from page 1

now more than 400,000 jukeboxes that can play stereo records.

David Rothfeld, division merchandise manager of the Korvette chain, has also supported a stereo singles market. "Just as the monaural album is obsolete, the monaural single is obsolete." He added, "A stereo single would also help sell albums. It would give a potential album buyer a better idea of

what the LP might have in it."

Joe Martin, head of Apex-Martin, has stated that he believed that if the stereo single did not come along fast, there was a possibility of the singles disappearing entirely.

Recco, Inc., national retail chain of 74 stores, has also been pumping for stereo singles. At Recco, singles now account for 50 per cent of sales and the firm has plans to expand its singles merchandising. Jerry R. Smith, Recco vice-president, has said that "there is no question that stereo singles would be a plus factor for adult customers. Smith added, "The bulk of the business on singles is with the teen-age customer. But in several outlets we're finding that adults do become serious customers."

Several radio spokesmen have stated that the banning of all monaural recordings can do nothing but help the recording industry, the set manufacturers and FM stereo broadcasters.

(At press time, RCA had "no comment" on the stereo single development.)

Public Relations Co. Set by Jaulus

NEW YORK — Paul Jaulus, long-time Decca Records staff publicist, and more recently associated with Richard Gersh Associates, is going into the public relations-publicity business on a solo basis. His firm, Paul Jaulus Associates, will be based at 1650 Broadway.

Executive Turntable

Bruce Hinton named general manager of the newly formed



HINTON

Amos Records, headed by Jimmy Bowen. Prior to joining Amos, Hinton was director of sales and promotion for the Date, Ode, Immediate and Barnaby labels for Columbia Records. His first assignment for Amos will be to line up a national distributor network . . . Dick Corby set as Eastern sales and promotion director for Audio Fidelity Records. Corby comes to AF from Mercury Records, where he spent the last two years in a&r and promotion. He will direct all sales and promotional activities from Maine to Florida and will report to Mort Hillman, AF's sales vice-president. . . Brooke Stabler added to the sales force of Sandler Vending Co., Minneapolis distributors of Wurlitzer and other coin machines. A retired Lt. Colonel in the Air Force, Stabler was recently with Sunderstrand Aviation Corp. . . Stefan Bright named divisional co-ordinator for Douglas Records. He had been studio engineer at New York's Studio 3 and a producer with Samalena Productions.



STABLER

★ ★ ★

Joe Summers appointed to the newly created post of national LP and tape sales manager for Motown Records, reporting to firm's director of national LP and tape sales Mel Dakroob. Summers joins Joe Louis to form a new LP and tape sales team under Dakroob. Summers comes to Motown after eight years with Decca Records, most recently as branch manager in Detroit. . . Berle Adams, executive vice-president of MCA Inc. in charge of corporate operating divisions and activities, elected to firm's board of directors.

★ ★ ★

Alfred B. Lorber joined Transcontinental Investing Corp. as senior vice-president. In taking the newly created post, Lorber resigned his positions as vice-president of business affairs and administration of Creative Management, Ltd., and as member of the board of directors of its parent company, General Artists Corp. . . Tony Mottola, guitarist-composer-arranger, joined the a&r staff of Project 3 Records. He will work with Enoch Light, head of Project 3, and in association with Julie Klages of the a&r staff. . . Frank Costa appointed professional manager for Kama Sutra Music and assistant a&r co-ordinator for Buddah Records.



LORBER

Herb Gordon named national promotion manager for the Kapp label and its subsidiaries. He joined Kapp as East Coast promotion manager in 1964 and subsequently was appointed regional sales and promotion manager for the East and parts of the Midwest for the label, a position he held until this new appointment. . . Howard Aronson set as New York district sales manager for Capitol Records Distributing Corp. Aronson, who has been with Capitol for more than 12 years, working in the Boston and Philadelphia areas, replaces Ralph Schechtman, who resigned at the end of the year. . . Julio Aiello and Mort Weiner have been appointed Western regional sales and promotion manager, and Eastern regional sales and promotion manager, respectively, at Metromedia Records. Both will work with their distributors and their sales and promotion personnel on the merchandising and promotion of Metromedia product. Their efforts will be co-ordinated with Fred Love, national promotion and merchandising manager, and Pete Vescovo, national sales manager, in the New York office. . . Susan Heller appointed manager and eastern casting director for the Campbell, Silver, Cosby Corp.

★ ★ ★

Andy Badale named professional manager of Edwin H. Morris & Co. In addition to working from the Morris catalog, Badale will produce artists and arrange and compose songs exclusively for the company. . . Ed Kaminsky joined Liberty Records as national promotion director. He was formerly branch manager at the company's Chicago branch. . . Elliot Chaum elected a vice-president of Capitol Records. He continues as secretary and general counsel for the company. . . Jim Russo named Capitol's district promotion manager for areas outside New York. . . Bill Valenziano transferred from sales to district promotion manager from Capitol in St. Louis.

★ ★ ★

Dick Colanzi promoted to national promotion director of Musicor Records, replacing Mitch Manning. Colanzi, who has had close to a year's hitch with the label, had been affiliated with Paramount Record Manufacturing Co. in Philadelphia, and also had been associated with Cameo-Parkway Records and with Myers Music, also in Philadelphia. . . Charles E. Miles added

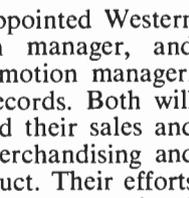


WEINER

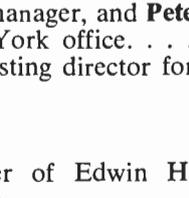
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AIELLO



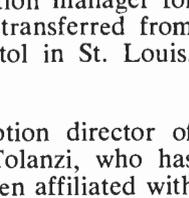
VESCOVO



HELLER



KAMINSKY



VALENZIANO

Lib.-UA Will Focus On Merchandising

LOS ANGELES — Liberty/United Artists Records will concentrate this year on creating merchandising programs to help move albums off retailer's shelves.

"There's a great deal more planning, more conceptualization going on about what we will do with our product when it comes out," said marketing director Lee Mendell. This "makes for fewer LP releases but better LP's."

S-M Into Prod, Disk Deal With Warner-7 Arts

NEW YORK—Warner Bros.-7 Arts Records has concluded a recording-production deal with Schwaid-Merenstein Associates. At the same time, a publishing contract with S-W was sealed by Warner-7 Arts Music.

In addition to publishing and production, Bob Schwaid and Lewis Merenstein will function as scouts for new writers for the company. Currently, S-M is producing Van Morrison for the WB-7 Arts label. Others to join the WB-7 writers roster through the new arrangement will be Barry Goldberg and Charlie Musselwhite.

S-M's publishing arrangement with WB is exclusive; the agreement for production is non-exclusive.

Metropolitan Plans 6 New Productions for 1969-1970

NEW YORK — Six new productions are planned for the 1969-1970 Metropolitan Opera season, including Gluck's "Orfeo ed Euridice," Bellini's "Norma," and Weber's "Der Freischuetz." Also slated are Musorgsky's "Boris Godunov," Wagner's "Siegfried," and the double bill of Mascagni's "Cavalleria Rusticana" and Leoncavallo's "Pagliacci."

Thomas Schippers will conduct the double bill, with both productions designed and directed by Franco Zeffirelli. "Cavalleria" will feature Fiorenza Cossotto, who has recorded the role of Santuzza for Deutsche Grammophon; Placido Domingo and Anselmo Colzani. The principals in "Pagliacci" will be Anna Moffo, James McCracken, Cornell MacNeil and Ron Bottcher.

MacNeil has recorded Tonio for London.

"Der Freischuetz," which has not been offered at the Met in 40 years, will feature Gundula Janowitz, Sandor Kona, Martti Talvela and Edith Mathis making her debut with the company as Aennchen. Karl Boehm will conduct. The production is a gift of Mrs. John D. Rockefeller Jr., who also is sponsoring "Norma," which will star Joan Sutherland, Carlo Bergonzi, Cesare Siepi, and Marilyn Horne, making her Met debut as Adalgisa. Miss Sutherland and Miss Horne have recorded the opera for RCA under Bonyng.

"Seigfried," the third of Wagner's "Der Ring des Nibelungen" directed and conducted by Herbert von Karajan, will fea-

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EMERGENCY- GENCY REORDER FORM



BLOOD, SWEAT AND TEARS; SPIRIT—THE FAMILY THAT PLAYS TOGETHER; THE ELECTRIC FLAG. The response to these albums has been amazing! Just days after their release they hit the charts and started to climb. If you didn't anticipate this fantastic sales story in your original order, you may need the emergency order form on this page. Or for equally fast results, you can contact your local Columbia representative.

For immediate action, mail this coupon to your local supplier or Columbia sales office.

Please Rush:

BLOOD, SWEAT AND TEARS	SPIRIT	THE ELECTRIC FLAG
_____ Copies of CS 9720	_____ Copies of Z12 44014	_____ Copies of CS 9714
_____ Copies of 14 10 0552*	_____ Copies of Z14 44014*	_____ Copies of 14 10 0522*
_____ Copies of 18 10 0552†	_____ Copies of Z18 44014†	_____ Copies of 18 10 0522†
_____ Copies of CQ 1057‡	_____ Copies of ZQ 1123‡	_____ Copies of CQ 1066‡

*4-track tape cartridge †8-track tape cartridge ‡Reel-to-reel tape

store name _____
 address _____
 city _____ state _____ zip _____

ON COLUMBIA  RECORDS AND TAPES.

Apostolic Freedom Plan Clicks

By FRED KIRBY

NEW YORK — Apostolic Studios, run by four young men here, is starting to bear fruit under a policy of allowing its artists under its Tenth Street Productions wing leeway in recording time and material.

The studio was started by John Townley two years ago as one of the first 12-track operations in the area. Townley, formerly a member of the Magicians, a Columbia act, built the studio to cater to musicians and to allow greater freedom than usually afforded by a large record company.

He has been joined by partners Michael Weiss, Danny

Weiss and Matt Hoffman. Michael Weiss is the eldest of the four at 27. The other three are 23. Townley and Danny Weiss are producers, while the other two handle business and other ends of the operation.

Offer Guidance

The producers, however, offer guidance to performers rather than designate material or arrangements as conventional a&r producers might. Since the studio and the production firm are in the same hands, as much studio time can be devoted to a recording as is necessary. The first session usually is devoted to demonstration of the capabilities

of the equipment available.

Michael Weiss explained that the musicians actually produce themselves, but with the advice of Danny Weiss and Townley. In the artist-oriented operation, a recording is considered completed only when all parties concerned, including the musicians, are completely satisfied.

Tenth Street Productions' first single, "Witchi Tai To," by Everything Is Everything, is receiving chart action on the Vanguard Apostolic label. The first three albums the new label set up through an agreement between Tenth Street Productions and Vanguard Studios, which are due later this month, include an LP by Family of Apostolic, which consists of Townley, his ex-wife and their three-year-old daughter. The two-record set will list for the price of one LP.

The other albums are by Far Cry, a Boston group, and Boa Constrictor and the Natural Vine, an act by George Figgs and Ben Syfu. The four partners also have Epiphany Publishing (BMI) and Apostolic Management.

West Coast Studio

Hoffman recently returned from San Francisco, where the four are partners with Peter Weston and Bob Flynn in Pacific High Studios. Hoffman helped set up financing for the West Coast studio.

While artists are given greater freedom at Apostolic than they might receive elsewhere, the partners realize their financial obligations, which is a major reason for the Vanguard tie.

Townley noted an unusual aspect of the Apostolic hiring policy. The firm hires people they feel can work in without any specific job in mind. These employees then find the job, meaning employees of Apostolic are doing the jobs they most want to do. An example is Sue Kelly, who handles publicity for Apostolic. Although operating with limited financial resources, the four men at Apostolic are demonstrating that faith in musicians can pay off commercially as well as financially.

ALBUM & TAPE VENDERS DEVELOPED BY GORWITZ

LOS ANGELES—David T. Gorwitz, developer of the 45 r.p.m. record vender, is developing a tape vender and an album vending machine.

The tape unit will dispense 4 and 8-track and cassette product, while the LP unit will vend 12-inch LPs.

The LP vender will hold 225 albums, with 30 in storage, and the tape vender will hold 230 tapes with 15 in storage. Both will have 15 selections and sell for \$750.

Distribution of both machines will be through Disc-O-Mat National, Inc., which handles the 45 machine. Gorwitz has not yet placed the three machines in the overseas market.

Product for both machines will be distributed through recently formed Binks Distributing, a Gorwitz-owned company.

Gorwitz and Don Orsatti, Disc-O-Mat president, plan to work with record companies to vend Hot 100, top LPs and best selling tape product simultaneously with their release to radio stations, racks and regular distributors.

Mirasound Opens With 4 16-Tracks, Videotape

NEW YORK — The Mirasound recording studio, which opened last week at 353 West 57th Street, will be fully equipped with four 16-track studios as well as complete videotape facilities. Three smaller studios as well as complete video-within the next few months. On a trial basis, the major studio has already been used by the Vanilla Fudge for a Coke commercial, by Aries Sound for a Volkswagen commercial, and by the Kensington Market. This million-dollar studio already has a 24-track console and a 24-track Ampex unit will be delivered in March. A feature of the control board is a monitor override system for the client producer, with capabilities for changing the sound with echo and reverberation after the music is already on tape through a double set of controls.

All four studios will be keyed to the videotape field, not only for use by commercials producers, but because the firm's president, Bob Goldman, thinks that the next two years will see a practical videotape cartridge system on the market. "Several firms are now close to marketing videotape cartridge home television sets. I don't feel that videotape cartridges will

replace records any time soon, but we want to be ready when the field develops," Goldman said.

Besides studios for both visual and audio recordings, Mirasound will have five remix rooms and two cutting rooms. The mastering system is computer-operated.

Studios, offices, and receptionist are connected to a closed-circuit TV system. In addition, audio or visual can be piped to any place in the facility.

Mirasound operated for 10 years but was inactive about a year.

Roberta Martin Is Dead at 63

NEW YORK—Roberta Martin, 63, noted gospel singer, died Jan. 13 in Chicago. Miss Martin, recording artist for Savoy Records, headed her own music school and publishing company in Chicago. Services will be held Sunday (19) at the Mount Pisgah Baptist Church in Chicago.

"I'm Grateful," "One Step Away" and "God Specializes" were her big hits on Savoy.

Cap. Bows 'Volume 11' Push On the 'Best to You' Series

LOS ANGELES — Capitol has initiated a two-month second go-around on the LP promotion, "Our Best to You." The company initiated the series last July with 10 albums.

Artists involved in the volume two campaign are Jackie Gleason, the Lettermen, Wayne Newton, George Shearing, Buck Owens, Sonny James and Dean Martin. First volumes by Matt Monro, Ferlin Husky and the best of "Hawaii Calls" round out the release.

The company also claims to have solved the problem of monaural inventory through a

low-price pre-pack campaign offering 50 boxed LP's at a low cost per title.

According to John Jossey, Capitol's national sales director, the transition from monaural to stereo has been much smoother than most people anticipated. The strong desire on the part of the rack and the retailer to go to a one inventory situation greatly helped the phasing out.

The pre-pack program sold well around the country to the entire distribution structure, thus "lessening the effect of a monaural LP dump."

25 Distributors To Handle GRT

LOS ANGELES—GRT Records has lined up 25 domestic distributors. The company's first product is scheduled within the

next few days. General manager Alan Mink and national promotion director Marty Goldrod have narrowed their selection down to a few masters. They have had a change of mind and will not release old Paul Revere and the Raiders material as was previously planned.

Overseas licensees have not yet been assigned.

'Albumusical' By Jenkins to Get RCA Push

NEW YORK — An "albumusical" by Gordon Jenkins, commissioned by Steve Lawrence and Eydie Gorme, has been set for a top promotional push by RCA Records. The Jenkins' work, "What It Was, Was Love," will be featured on NBC-TV's "Kraft Music Hall" Feb. 5 as an hour-long special.

To coincide with the show's air date and the release of the album last week, Jenkins is in the midst of a 12-city promotion tour. The junket began in Los Angeles Monday (13) and will wind up in Cleveland Feb. 1.

"What It Was, Was Love" depicts in song a story of a couple meeting, falling in love, getting married, having children and growing old together.

Audio Fidelity Buys 2 Publishing Firms

NEW YORK — Audio Fidelity Records has purchased two publishing firms, Van-Jak Music (ASCAP) and Bates Music (BMI). Herman D. Gimbel, AF's president, did not disclose the purchase price.

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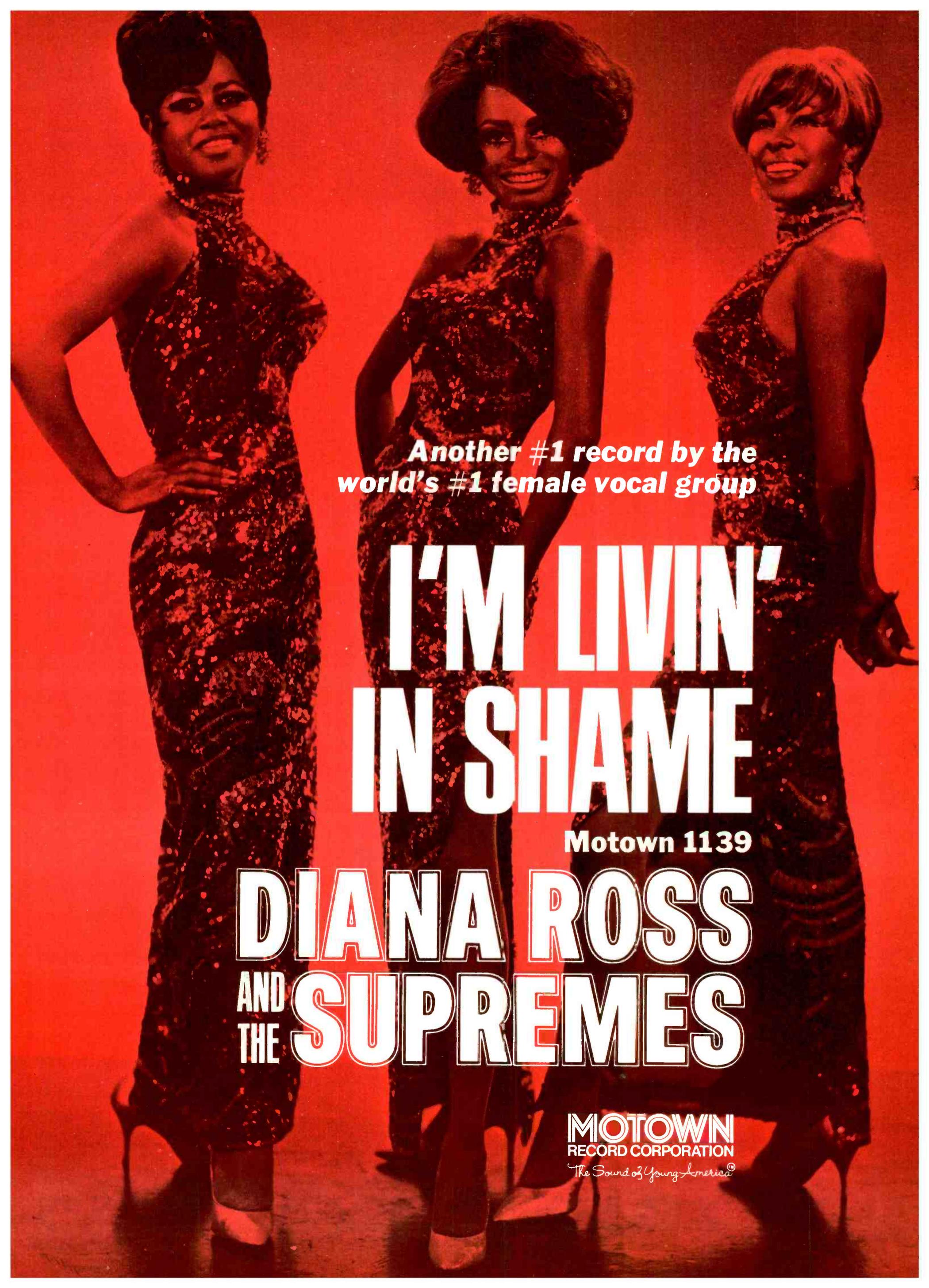
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Garrett, Tetra Widen Pub. Scopes

LOS ANGELES—Two companies here, Snuff Garrett Productions and Tetragrammaton Records, are broadening their music publishing activities.

Snuff Garrett's company, recently sold to Omega Equities Corp., has added four writers to Viva Music (BMI) to complement a staff that includes Jimmy Griffin, Mike Gordon, Jerry Fuller and Jerry Capehart.

New songwriters are Mark Charron, who wrote "Woman Helping Man" which has been recorded by the Vogues; Paul Byrne, whose initial song, "Days," has been recorded by Vikki Carr; and Christopher and Mike Laurence, whose first effort, "Mr. Memory," has been recorded by Gary Lewis.

Control Copyrights

Viva Music and its subsidiaries control copyrights to more than 600 songs, and reported

about a 600 per cent increase in 1968 in gross revenues from the previous year, which figures to more than a \$700,000 gross for the year.

Garrett and Ed Silvers, general manager and executive vice-president of the Garrett complex, also administer Hombro Music, co-owned by Trini Lopez, and Cinco Music, co-owned with the Lennon Sisters.

Tetra has added three writers, Jay Willis, Dan Sanders and Frank Alexander, to its staff. Don Shain, who guides Tetra's publishing division, plans to add about 20 writers to three publishing firms.

Tetra, which controls copyrights to more than 300 songs, also plans to get involved with split publishing arrangements with artists. Already set up is Royham (ASCAP), a publishing partnership between Roy Silver, president of Campbell, Silver, Cosby Corp., Tetra's par-

ent company, and singer Hamilton Camp.

Expansion Plan

Shain expects to expand Manger Music (BMI), which catalogs Bill Cosby's material, with the addition of copyrights from Cosby's new record, TV and film commitments. Material from CSC's contract with NBC and a five-picture pact with Warner Bros.—Seven Arts will go into Ganja (ASCAP) and Peyotl (BMI).

Tetra's publishing objective, said Shain, is to find new songwriters who can perform and performers who can write. He said the artists will be signed to recording contracts but not necessarily with Tetragrammaton.

Involved in the contemporary music market, Tetra is looking for material in the country, rhythm and blues and jazz fields with Broadway material a possibility. Tetra recently purchased rights to the "Great White Hope," a Broadway play.

Poppy Cuts MGM Distrib Chord—Goes Independent

NEW YORK — Poppy Records has severed its ties with MGM Records for distribution and will now be distributed on an independent basis. Poppy's new distribution set-up consists of 31 local and regional outlets carrying the line in the U. S. Distribution deals for Canada and England are now being negotiated.

Manufacturing and pressing of the Poppy product will be handled at Columbia Custom Pressing's plants. All LP releases will be packaged in Shoe-wood Unipaks and Shorepaks. Milton Glaser of New York's Pushpin Studios will be Poppy's art director.

The first Poppy release under the new set-up will be a single by Townes Van Zandt. All disk jockey copies will have monaural and stereo versions of the "A" side. LP's by Van Zandt and the Mandrake Me-

morial, an underground group from Philadelphia (see Talent page), are scheduled for release later this month. An album by country singer Shirl Milete is slated for early March.

In conjunction with the label's initial release, advertising is planned in the major underground media, and the firm's theme of close personal contact will be executed through a staff being assembled for liaison and co-ordination with distributors and radio outlets. Headquarters for the label is at 212 East 30th Street, New York.

GOLDENSON TO ADDRESS LUNCH

NEW YORK — At press time it was learned that arrangements were concluded for Leonard Goldenson, ABC president, to appear as featured speaker at NARM's scholarship luncheon (see separate story) March 3, at the Century Plaza Hotel, Los Angeles.

World-Wide Moves East Warehouse

LOS ANGELES — World-Wide Distributors has moved its East Coast warehouse from Newark to East Rutherford, N. J. The warehouse, 13,000 square feet, services New York, New Jersey and the New England area.

Fantasy to Handle Soul Clock Globally

OAKLAND — Soul Clock Records, a new record label headed by producer Ron Carson, will be distributed worldwide by Fantasy/Galaxy Records, under an agreement with Fantasy president Saul Zaentz. First release on the label is "Great Day," by the Whispers and Fantasy.

Disney Gross Up

LOS ANGELES — Walt Disney Productions' fiscal 1968 report showed that music publishing, records and merchandising grossed \$15,899,000 in 1968, up from \$13,061,000 in 1967.

president of Transcontinental Music.

Other Topics

(3) "Tape Talk"—A series of informal roundtable discussions, each of which will be given twice, will be held on Monday. Included are:

(a) "Control of Returns and Defective Product; Abuses at All Levels Distribution." This will be chaired by Herb Hershfield of GRT; (b) "Plus Profits in Reel and Blank Tape." Jules Sack of Greentree Electronics will be chairman; (c) "Effective In-Store Merchandising of Tapes," Ed Walker, tape manager of RCA, will be chairman; (d) "The Credibility Gap: Purchase Through Delivery." This will be chaired by Roger Brown, tape manager of Capitol; (e) "Innovations in Packaging," chaired by Earl Horowitz; and (f) "Playback Equipment," chaired by James Gall, vice-president of Lear Jet.

Another innovation will occur Tuesday, March 4, at a workshop breakfast, 8-10 a.m., when the six chairmen of the tape talks will report. Tuesday will also see the wrap-up of the person-to-person exchanges and the tape exhibits.

Lieberson to Speak During Confab's Opening Session

• Continued from page 1

based sister publication, Record Retailer.

Lieberson is world-renowned as an authority of the global music-record scene, and as a scholar of all the arts. He is eminent for his knowledge of all facets of music—from serious to the blues—and for his grasp of the theater, literature, and history. He broadened the scope of the record business through his production activities of original cast albums, documentaries, and spoken word recordings. Generally, he is recognized as an outstanding example of the complete record man in that his talents embrace artist & repertoire with administrative and marketing acumen.

The session to be addressed by Lieberson will be held during the first morning of the Conference, April 21.

The disclosure that Lieberson will address the Conference

marks the second time in as many weeks that a leading figure in the global music-record industry has been announced as a participant in the international conclave.

Last week, it was announced that Glenn E. Wallichs, president, board chairman and chief executive officer of Capitol Industries, would serve as chairman of the opening session of the Conference.

The Conference is being produced by Billboard and Record Retailer by James O. Rice Associates, specialists in executive seminars. Coleman Finkel, executive vice-president of the Rice firm, is in charge of the International Music Industry Conference.

Inquiries for Conference registration information may be addressed to International Music Industry Conference, 300 Madison Avenue, New York, N. Y. 10017. The telephone number is (212) 687-5523.

NARM's All-Purpose 'Teach-In'

• Continued from page 1

tol Industries, there will be a talk by Dr. Peter Goldmark, president of CBS Laboratories. Dr. Goldmark, the inventor of the LP record, and the EVR process, will discuss engineering developments in the modern era. This will mark the first time NARM has availed itself of the knowledge of a scientific leader.

"New Sound" Panel

Another innovation will be the panel on "The New Sound," moderated by Clive J. Davis,

president of CBS Records, and bringing together some of the brightest producers, writers and record executives in the industry. Atlantic Records president Ahmet Ertegun will precede this panel with a historical survey of "The New Sound Then," tracing its development to the modern period. Ertegun will also be one of the panelists, with Burt Bacharach, Hal David, Jac Holzman, Jim Webb, Roy Silver, Jimmy Bowen, Roger Hall, Don Kirshner and possibly Lee Hazlewood. This stellar lineup winds up the opening session Saturday morning.

Saturday afternoon will be devoted to person-to-person sessions for the record men and exhibits for the tape industry. Malamud points out that this convention emphasizes the total recording industry but includes much activity relevant to tape, whereas the reverse is true of the organization's mid-year meeting.

Sunday, March 2, will include visiting periods in the morning and afternoon; but the day's highlight will be the scholarship luncheon, hosted by ABC Records. It was learned at press time that 10 scholarships will be awarded. Present will be William Owne, NARM scholarship advisor and secretary of the University of Pennsylvania.

Repeating Session

Monday morning March 3, will be devoted to a series of seminars and workshops, each of which will be given twice—from 9-10:30 a.m. and from 10:30 a.m. to 12 noon. This scheduling provides the greatest opportunity for conventioners to hear 11 sessions. Included in this series are:

(1) "Go Public or Stay Private?—How to Be Happy Either Way." Chaired by NARM counsel Earl Kinter, this will feature an address by Mortimer Berl, partner in J. K. Lasser & Co., experts on mergers and acquisitions.

(2) "Consumer Communications; Using the Mass Media." This will be chaired by Jim Shipley of Mainline, Cleveland, and will include the following segments: (a) Radio Promotion, handled by Joe Smith, vice-president of Warner Bros.; (b) Radio-TV and newspaper advertising, by Morris Baumstein, advertising director for Columbia Records; (c) "In-Store Promotion," by Bill Hall, vice-

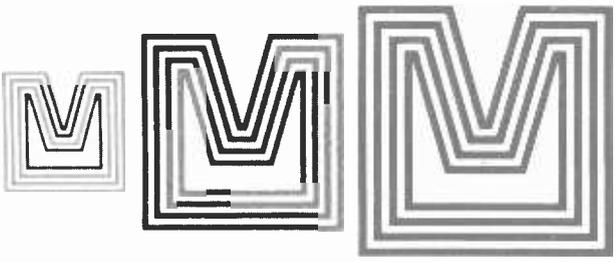
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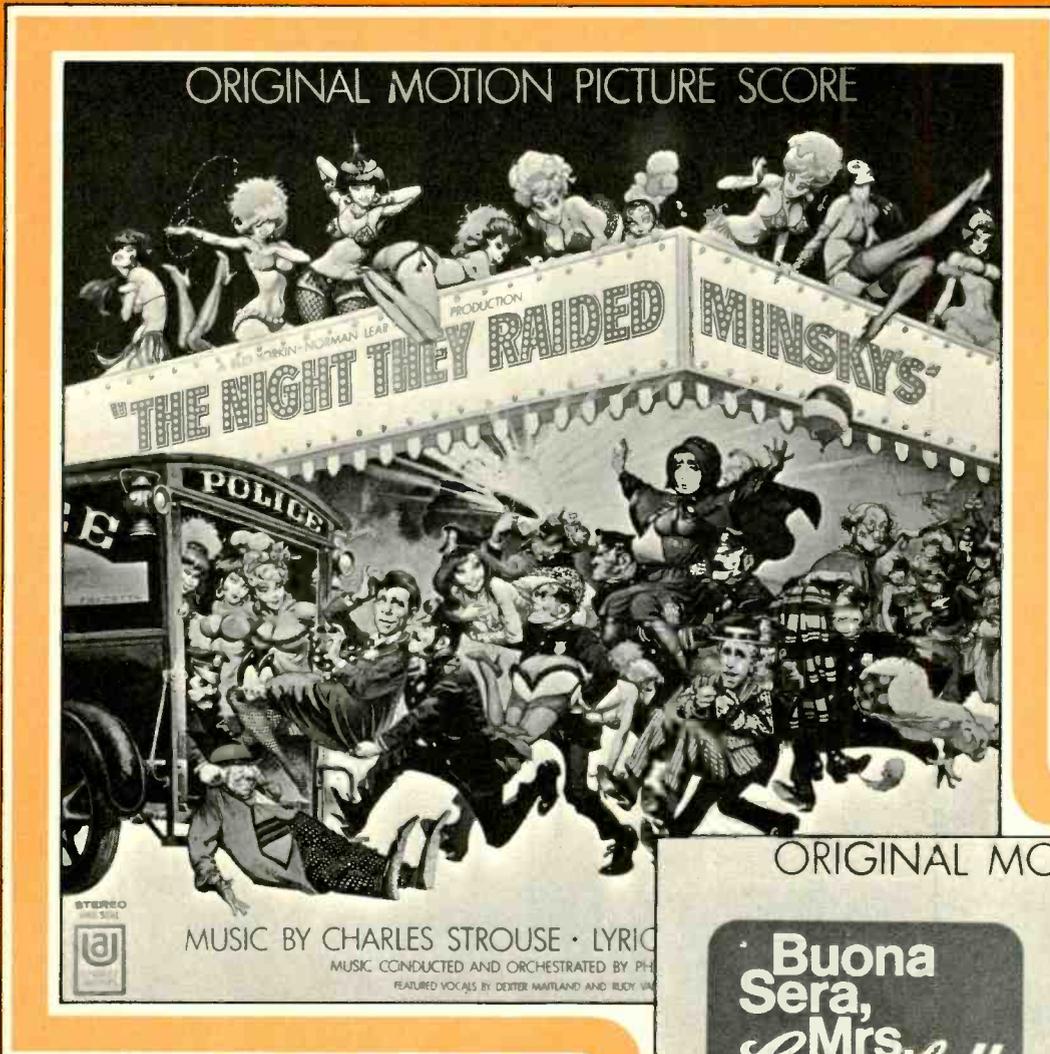
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Cap. Sales Soared to Peak in 1st 6 Mos.

LOS ANGELES—Sales volume in the first six months of Capitol Records' current fiscal year reached a high.

Stanley M. Gortikov, Capitol president, said that dollar volume of record sales in the six months ended Dec. 31, 1968, was more than 30 per cent ahead of the same period a year earlier.

Sales, earnings and per share figures will not be available for 10 days, when Capitol Industries' earnings report is made public.

Gortikov attributed several factors to Capitol's improved fiscal report, including new marketing concepts, additional sales volume traceable to emerging artists, the Beatles' new Apple label, distributed by Capitol, and sales of tape cartridges.

The new two-record album, "The Beatles," is selling faster than any previous Beatles product, said Gortikov. Sales of the album have exceeded 2,100,-

000, while the Beatles' single, "Hey Jude," has topped 3,773,000 records.

"While much of the sales growth stems from the Beatles," said Gortikov, "the greater portion of additional sales volume is traceable to other emerging stars."

Glen Campbell and Mary Hopkin have emerged as top-selling artists. Campbell's sales growth has surpassed the historical pattern of any previous Capitol artist, said Gortikov. Miss Hopkin's single, "Those Were the Days," has sold 1,776,000 records.

In tape, Gortikov feels that sales of tape cartridges this year will triple last year's. "Most of the sales growth in tape represents additional business, rather than displacement of LP sales," he said. "The tape sales stems from the automotive and electronic retail markets rather than purely conventional record channels."

Peachtree Enters Distrib, Mfg. Contract With Mercury

ATLANTA — Peachtree, a local label established by veteran talent promoter Henry Wynn, has entered into a manufacturing and distributing pact with Mercury Record Corp. The pact represents the fourth the corporation has consummated during the past six months.

The negotiation between Wynn and Charles Fach, vice-president in charge of recorded product for the corporation, was started by Sol Saffian of Associated Booking Corp., New York. According to Fach, an early release is expected for

Peachtree's initial product. First records will be by the following artists, all of whom are booked by the Dick Boone Agency: Peg-Leg Moffett, Susi Rainey and Emory and the Dynamics. The Dynamics' first side will be "It Sure Would Be Nice."

Peachtree a&r duties will be handled by Bill Bell, Stax recording artist based in Memphis, while the label's sales will be administered and promoted by the Blue Rock marketing staff. Abe Chayot will head the sales effort and Boo Frazier will direct promotion with the assistance of Ed Crawley.

Mendes Firm Spreading to Production, Pub. & Talent

NEW YORK — Sergio Mendes Enterprises has expanded into record production, music publishing and the development of new talent. Rodra and Berna Music, two new firms, will publish compositions mainly by young Brazilian writers.

Edu Lobo, composer of "Memorias De Martasare," winning song at Rio's 1968 International Song Festival, has been signed to the new firms. Other young Brazilian composers under exclusive contract to the compa-

nies are Marcos Valle, Paulo Sergio Valle, Antonio Adolfo, Tiberio Gaspar, Egberto Gismondi, Nelson Motta, Dori Cayimmi and Danillo Cayimmi.

Bossa Rio, a six-member group, has joined Serrich Productions, which also will produce Manfredo Fest, a blind organist. A&M Records will release product by Bossa Rio and Manfredo Fest. Serrich also has exclusive recording and personal service contracts with all members of Sergio Mendes and Brasil '66, A&M artists.

A&M Gets Rights to 'Band'

NEW YORK — A&M Records has acquired the original cast album rights to the off-Broadway comedy "The Boys

in the Band." This will be the first time that A&M is involved in a non-musical project in its six years of existence.

Negotiations for the play, which was written by Mart Crowley, were concluded by Gil Garfield, who will be producing here the album for A&M. The play concerns a party attended by a group of homosexuals and one heterosexual, and the complications that arise.

A Los Angeles company is now being cast, and the original cast is set to open in a London production Feb. 11. There will also be a production running at Caesar's Palace in Las Vegas.

Cinema Films recently acquired the motion picture rights. Filming will begin here June 1.

ABC Revamping

• Continued from page 3

pulse, Apt and Tangerine. Joe Carlton will operate Command and Probe, again as vice-president and general manager. David Berger continues to represent all labels as vice-president, international division.

Each division head will prepare and operate within his own budget allotment and have complete responsibility, said Newton.

Market Quotations

As of Closing Thursday, January 16, 1969

NAME	1968		Week's Vol. in 100's	Week's		Week's Close	Net Change
	High	Low		High	Low		
Admiral	25 1/8	16 1/2	372	19 3/4	18 3/4	18 7/8	- 1/4
American Broadcasting	76 7/8	43 1/4	190	70 3/4	66 3/4	70 3/4	+ 1 1/8
Ampex	42 3/8	26 1/2	643	38 1/4	35 1/4	37 5/8	+ 1 3/4
Automatic Radio	26 3/4	15 3/4	139	23 3/8	22	22 5/8	- 1/8
Automatic Retailer Assoc.	125	72 3/4	134	109 7/8	106 1/2	109 1/2	+ 1 1/4
Avnet	43 1/2	20 1/2	2919	36 1/2	32 3/4	36 1/8	+ 1 1/2
Canteen Corp.	34	20 1/2	221	30	29 7/8	30	+ 3/8
Capitol Ind.	37 1/2	24	411	32 7/8	29	31 5/8	+ 1 7/8
CBS	60 3/4	43 3/4	605	53 5/8	50 3/8	53 1/8	- 2 1/2
Chic. Musical Inst.	38	24 1/4	78	31 3/4	30 3/4	31 1/4	- 1/8
Columbia Pic.	45 1/4	23 1/2	523	37 3/8	35 3/8	36 1/4	- 1/4
Commonwealth-United	24 1/8	6 3/4	4012	23 1/2	21 1/2	21 5/8	- 7/8
Consolidated Elec.	47 7/8	34	264	42 3/8	40 1/4	42	- 1/4
Disney, Walt	93 1/2	41 7/8	172	80 1/4	77	79 3/4	- 1/4
EMI	8 1/4	4 1/2	758	7 3/4	7	7 1/2	- 1/4
General Electric	100 3/8	80 1/4	1241	92 3/8	90 1/8	91 1/4	- 3/8
Gulf & Western	66 1/8	38 7/8	2044	48 1/8	46 1/4	46 5/8	- 1 1/8
Handleman	44 3/8	21	296	42 1/8	40 1/8	41 1/4	- 3/4
Harvey Radio	33 1/2	15 3/4	304	24 7/8	19 1/2	23 1/4	+ 3 3/4
Kinney Services	89 3/4	53 3/4	357	77 7/8	74	75	- 2 1/4
Macke Co.	29 7/8	16 3/8	213	28 1/2	27 1/4	27 1/8	- 3/8
MCA	53 1/4	38 3/4	439	41 1/2	38 3/4	40 1/8	- 5/8
Metromedia	57 1/8	34 1/4	403	48 3/8	43 1/2	48 1/8	- 1/2
MGM	55	35 3/4	892	42 1/4	37 1/2	40 1/2	- 3/8
3M	119 3/4	81	551	105 3/8	98 5/8	102 5/8	+ 3/4
Motorola	153 3/4	97	261	124 3/4	120 1/4	122 1/4	- 1/2
Pickwick Int.	45	15	162	44 1/4	41 3/8	43 3/8	+ 2 3/8
RCA	55	44 1/4	1663	46 1/2	44 7/8	45 1/4	- 2 3/8
Servmat	59 1/2	35	97	48 1/4	46 1/4	48 1/4	+ 3/4
Trans Amer.	87 1/4	43 7/8	1001	73 3/8	68 3/4	73	Unchg.
Transcontinental Invest.	26 1/2	13 3/4	842	22 3/8	20 1/2	21 3/4	+ 1/4
Triangle	46	33	72	34 3/4	33	34 3/4	- 1/4
20th Century-Fox	40 3/4	24 1/2	1776	34 1/4	32 1/4	34 1/4	+ 1 1/4
Vendo	34	23 1/4	112	30 5/8	28 3/4	30 1/2	+ 1 1/8
Viewlex	33 3/8	14 1/2	168	28 3/4	27	28	- 1/8
Warner Bros.-7 Arts	49 3/8	26 1/8	784	47	40 1/2	45 1/2	+ 5 5/8
Wurlitzer	25 1/2	18 5/8	54	21 5/8	21	21	- 5/8
Zenith	65 1/2	50 5/8	1076	55 7/8	52 1/2	52 7/8	- 2 3/8

As of Closing Thursday, January 16, 1969

OVER THE COUNTER*	Week's		Week's Close
	High	Low	
Data Packaging Corp.	47	39	47
Fidelitone	6	5 1/2	6
GAC	16 1/2	15	16
General Recorded Tape	75	66	74
ITCC	14	13	13 3/4
Jubilee Ind.	31	30	30 1/2
Lear Jet	33 1/4	29 3/4	33 1/4
Lin Broadcasting	32 1/2	27 1/4	29 1/2
Merco Ent.	12 1/4	11 1/2	12 1/4
Mills Music	31	30 1/2	31
Newell	30	29	29
NMC	12	11	11 1/2
Telepro Ind.	3 1/8	2 3/4	2 3/4
Tenna Corp.	33	28	32

*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

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

Scepter Green-Stone Deal

LOS ANGELES — Scepter has signed a one-year production deal with Charlie Green-Brian Stone to develop four acts. The first two artists are Condello, an underground rock act from Arizona, led by guitarist Mike Condello and vocalist Barry White.

Condello's debut LP has just

been released; product for White is forthcoming. Condello is Scepter's first underground act, points out West Coast director Budd Dollinger. A second underground act from Houston is being prepared by independent producer Chips Moman. Moman is already associated with Scepter through a production deal with Memphis rhythm and blues vocalist D. J. Thomas.

The tie-in with Green/Stone is Scepter's first with the local team.

Date & Slater Production Tie

NEW YORK—Date Records has signed independent producer Alan Slater, vice-president of New Beat Records, to produce sessions of the Exiles, whose single, "Mary on the Beach, is slated for release late this month.

Slater and Mike Appel of New Beat also produced "On Your Mark Get Set Go," planned as the first release by Freckles, for Koppelman and Rubin.

Dollinger and Bert Bacharach last week worked on the master for Dionne Warwick's new single "This Girl's in Love With You," culled from her "Promises, Promises" LP.

Tape Merch. To Pop Shops

BALTIMORE — Tape Merchandising Associates, distributor and rack jobber here of pre-recorded and blank cassettes, CARtridges and tapes, has been purchased by Pop Shops Inc. of New York. Herman Finesod, president of Pop Shops, negotiated the deal with Robert L. Green, president and owner of Tape Merchandising, which supplies more than 800 retail outlets on the East Coast and in the Midwest with not only tape product but home-auto playback equipment.

The firm projects sales of \$1.9 million for the first quarter of 1969. Green, who will continue as president, was with Columbia Record Distributors prior to starting Tape Merchandising in 1965. A new sales office of Tape Merchandising will be opened in the Pop Shops executive offices in New York.

Filmways Posts Earnings Hike

LOS ANGELES—Filmways, a publicly owned entertainment complex expanding into the record business, reported a 13 per cent earnings increase during the first quarter ended Nov. 30.

Net earnings of \$568,000 or 52 cents per share, reflect the income tax surcharge of \$50,000 or 5 cents per share, for the November 1968 quarter. This compares to net earnings of \$501,000 or 48 cents per share, in the preceding year on fewer shares outstanding.

Gross revenues were \$12,410,000 for the first quarter, compared to \$13,420,000 for the corresponding period last year. Filmways reported gross revenues of \$46,367,000 and earnings of \$1,584,000 for the fiscal year ended August 31, 1968.

RIAA'S PEAK GOLD AWARDS

NEW YORK — The Record Industry Association of America awarded more gold records in 1968 than in any year since the award was initiated in 1958. A total of 120 records—75 LP's and 45 singles—were certified. In 1967, 61 albums and 34 singles were certified.

Under the RIAA's certification program, a single must amass a minimum sales of one million and an album a minimum of \$1 million in factory sales to qualify.

Previn Renews With Houston

HOUSTON — Conductor Andre Previn has accepted a two-year contract extension with the Houston Symphony.

Previn's contract, which extends through the 1970-1971 season, includes a clause naming him music director. He has been conductor in chief, but his new title gives him more authority in selection of music and guest conductors.

Maurice Hirsch, president of the symphony, declined to reveal the amount but said Previn received a substantial increase. His new salary probably will be in the \$50,000 category. Previn, an RCA artist, also is principal conductor of the London Symphony

Talent

Grant Captures Coast Club With an Upbeat Performance

LOS ANGELES—Earl Grant, Decca artist, lit the fire for Century Plaza patrons with a two-hour singing, dancing, whistling, piano and electric organ playing performance.

However, Grant doesn't take any chances with his repertoire, playing for the most part only songs that have been made hits by other artists. For example, "Birth of the Blues," "Ebb Tide," "The High and the Mighty," "Misty," "Alfie," "Fever" and two Harry Belafonte tunes, "Marianne" and "Matilda."

He showcased one tune. "If

I Only Had Time," the latest effort on Decca.

The artist built up a quick rapport with the audience, getting the listeners to sing along and clap along with his more swinging numbers as he alternated on the piano and organ or both at the same time.

Three sidemen kept the music moving: brother Bill Grant, drums; Herb Mickman, bass, and Hank Swan, guitar. Al Pellegrini's house orchestra filled in well. **BRUCE WEBER**



ANITA KERR, recently signed with Dot Records, visits Dot's Mills Brothers at their Cocoanut Grove, in California, opening.

Hazel Scott Puts Bounce Back in Oldie Tunes

NEW YORK—Pianist-singer Hazel Scott's opening night at the Plaza 9 was really an essay in controlled nostalgia. After a jumping opener ("Symphony Sid"), she received an audience request for "As Time Goes By." She complied and that started it. A request for a "little Fats Waller" resulted in "Jitterbug Waltz."

Following this came an extended "On Green Dolphin Street" — another request — which allowed her to introduce her strong-backing group, Milt Hinton (bass) and Grady Tate (drums). Tate, himself a singer (Skye Records), had to listen to Miss Scott do her version of his single, "Windmills On My Mind."

This was the lone excursion into the present day. "Stardust," a Duke Ellington medley and "When the World Was Young" filled out the program. It was jazz-cocktail music of high caliber — bouncing, melodic, and safe. **IAN DOVE**

Shani Wallis in Flock of Dates

NEW YORK — Kapp Records' Shani Wallis kicks off a schedule of personal appearances and TV dates with the "Jonathan Winters Show" on NBC Wednesday (22). Following this, Miss Wallis begins a 10 day engagement at the Shoreham Hotel, Washington, Tuesday (28). On Feb. 17, she begins a one-week engagement at the Paradise Hotel, Nassau, which will be followed with a one-nighter at the Deauville Hotel, Miami Beach (Feb. 27). She then goes into rehearsal, March 3-12, for the "Red Skelton TV Show," which airs on CBS March 25. During this period, commencing March 11, she'll fill a three-week date at the Century Plaza, Los Angeles.

Her current Kapp album is "As Long as He Needs Me."

Green Updates Comedy Book

NEW YORK — Stanley Green, historian of the musical theater, has updated his 1960 publication "The World of Musical Comedy" to include material on such long-running productions as "Fiddler on the Roof," "Man of La Mancha," "Cabaret," and their respective authors. He's also expanded the (Continued on page 96)

Mandrake Memorial Makes Unified Program a Swinger

NEW YORK — Mandrake Memorial proved an unusual Electric Circus act on Jan. 9, offering music to listen to rather than to dance to, but the high quality of the Poppy Records quartet carried it off.

This unique Philadelphia group performs continuous sets with transition music tying one song with the next. This format leaves no room for applause until the set is over, but the unified effect makes for a superior presentation.

Most of the transitions were handled by Michael Kac on keyboards and Craig Anderton on modulator and both know how to get the most out of their instruments. Anderton also performed well at lead guitar. Kac shared vocals with bass guitarist Randy Monaco. Completing the unit was J. Kevin Lally, a

solo drummer.

Monaco's top vocals included "Dark Lady" from Mandrake Memorial's first album, and "Snake Charmer" and "Witness the End/Celebration" from their next on Poppy. The last was preceded by Kac's capable harpsichord performance of Domenico Scarlatti's "Sonata in C." The group's powerful closing number was "12th Brigade," which had a martial beat. "Smoke-screen" offered an example of the group's changing dynamics from soft to loud and fast to slow. A unified program may be novel today, but Mandrake Memorial demonstrated that musicianship and pace could make it work. **FRED KIRBY**

Signings

Andy Kim, Steed Records artist, has signed with Creative Management Associates. . . . **Bob Newkirk** to Philips Records. He will debut with "When I Was a Child." . . . **Morning Sun** to VMC Records. . . . **Electric Storybook** will be represented by **Rex Devereaux's** Entertainment Corp. of America. . . . **Galaxies IV** to **Irv Spice's** Mohawk label. . . . **Yoel Dan**, Israeli singer, has been signed to Chartwell Artists for representation. . . . The **Fantasies**, Los Angeles group, to Whiz Records. . . . Pianist **Ronnie Kole** to Jewel/Paula's new Mor Music. . . . **Keith Ferguson** has signed for personal management with Simas Talent Corp. . . . **Esther Tohbi** and **Euphoria** to Jerry Ross' Heritage label.

Donte's Newest Jazz Showcase

LOS ANGELES — Donte's is developing as jazz's new exposure club. The North Hollywood location has booked the Oliver Nelson septet Jan. 31-Feb. 1. The group, consisting of Tom Scott, Freddie Hill, Frank Strozier and John Guerin, is slated for a State Department tour of Africa following the booking.

Donte's recently presented the new Willie Ruff quintet with vocalist Nate Pruitt. Ruff is the French horn player who formerly worked with bassist Dwiki Mitchell. New bands making their bows in the room have included Dick Grove, featuring Pete Jolly, and Paul Hubinon, featuring Irene Kral and Don Rader.

Established acts new to the room have included Bole Sete and Gabor Szabo.

King, Winter, Reid Hot Triple Play

NEW YORK — Three dynamic personalities, B. B. King, Johnny Winter and Terry Reid, produced an exciting concert in the first of four weekend shows at Fillmore East Jan. 10. Each performer is different in delivery, but all three were first-rate.

Much of the attention centered on Winter, whose three-man group bears his last name. The gutsy blues guitarist from Texas created quite a stir at Fillmore East recently when jamming with Al Kooper and Mike Bloomfield. He continued this impression in jams at Steve Paul's Scene and in his first regular Fillmore East stint Jan. 10. The trio returns to the East Village theater Feb. 14-15 with the Jeff Beck Group and Small Faces.

From the minute Winter laced into "Help Me Baby" to open his set, it was evident that he is one of the most distinctive talents of the day. His gravel voice contributed to his country blues effect as does his exceptional guitar work. He also handled harmonica on one number. His guitar playing drew wave upon wave of applause, inviting his big rhythm encore, "Mama, Talk to Your Daughter." He was ably supported by drummer John Turner and bass guitarist Tomy Shannon. The reported hot bidding for his services should result in one of the fat-

test record deals in recent years.

Winter's exciting performance would be a tough act to follow for anything short of a great artist, but B. B. King is a great artist. And the headliner scored one of the big triumphs of his rich career, drawing one of Fillmore East's rare spontaneous standing ovations.

His familiar opening "Every Day I Have the Blues" opened on an uptempo note, but the BluesWay artist soon settled into his blues groove with "How Blue Can You Get." In this number and other slow blues, King opened with a long instrumental section and Lucille, his famous guitar, was stunning as King (Continued on page 12)

Campus Dates

Richie Havens, Verve/Forecast artist, plays Queens (N. Y.) College on Feb. 7; Franklin Pierce College of Rindge, N. H., on Feb. 9; Worcester State College, Feb. 10; University of Massachusetts, Feb. 15; and Newton College of Boston, Feb. 22.

Gary Puckett and the Union Gap of Columbia Records perform at Castleton (Vt.) College, Feb. 6; Wisconsin State University at Stevens Point, Feb. 16; Mt. Pleas-

ant (Mich.) College, Feb. 21; Northern Illinois University, Feb. 22; Hendrix College of Conway, Ark., March 5; Clemson University, March 6; Northwestern College of Nachitoches, La., March 18; Frederick (Md.) Community College, April 15; University of Maryland, April 16; and Trenton (N. J.) State College, May 15.

MGM's **Orpheus** plays North Adams (Mass.) State College on Jan. 31.

Verve's **Odetta** appears at the University of Dayton on Wednesday (22). Other January dates are Mankato (Minn.) State College (28); Bemidji (Minn.) State College (29); University of Minnesota (30); and Wisconsin State University at Eau Claire (31). She also is slated for Moorhead (Minn.) State College on Feb. 1.

Columbia's **Tim Hardin** performs at Santa Monica City College on Tuesday (21).

Fred Weintraub's Coffee House Circuit dates include the Crow-Cree at Fairleigh Dickinson University, Feb. 10-15; Penn & Wheeler, Southern Illinois University, Feb. 3-8; and Montreal, at Mount Union College of Alliance, Ohio, the week of Feb. 4.

Top Names for Opera Benefit

NEW YORK—Top classical recording talent will participate in a benefit for the Metropolitan Opera Benevolent Fund and Retirement Fund at the Met on Feb. 15. The program will consist of scenes from Puccini's "Madama Butterfly" and Verdi's "Don Carlo" and assorted arias and ensembles.

Participants will include sopranos Martina Arroyo, Montserrat Caballe, Reri Grist, Evelyn Lear, Pilar Lorengar, Anna Moffo, Birgit Nilsson, Leontyne Price, Raina Kabaiwanska and Gabriella Tucci; tenors Placido Domingo, Nicolai Gedda and Jon Vickers; mezzo-sopranos Grace Bumbry and Nedda Casci; baritones Frank Guarrera, Tom Krause, Sherrill Milnes, Thomas Stewart, Clifford Harvuot and Theodore Uppman; and basses Cesare Siepi and John Macurdy. Karl Boehm, Zubin Mehta, Fausto Cleva, Kurt Adler and George Schick will conduct.

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Winter: Spanners of the Gap

By ELIOT TIEGEL

LOS ANGELES — Paul Winter and his Contemporary Consort is a sextet trying to bridge the classics and jazz. The market is ripe, believes the group's manager, Billy James, because "of the expanding heads of the audience."

The group recently signed with A&M Records, which will release its debut LP which reflects the blending of both music. Involved are compositions by Bartok, Joni Mitchell, originals by pianist Warren Bernhardt plus a goodly supply of jazz improvisations.

The group performs material by the Beatles, Pete Seeger, Villa Lobos, Bill Evans, Dizzy Gillespie, Bartok, Charles Ives, Dave Brubeck and Judy Collins on the same college concert bill.

The presentation is based on the philosophy that music from many sources can be presented before large audiences today because of the expanded musical attitudes of young people.

Winter gained fame seven years ago for his jazz work during the early stages of the Brazilian bossa nova invasion. During his association with Co-

lumbia, his first record company, he recorded six LP's.

There have been attempts to blend jazz with classical composition, with the Modern Jazz Quartet, a leading exponent of what was known as the "Third Stream." Winter's group differs from other, its manager believes, because the group doesn't attempt to blend jazz with the classics. Instead, it strives to bridge the chasm between the two forms. In doing this, heavy emphasis is placed on folk music, which often is blues-oriented.

Last November the Consort performed a 15-minute Winter composition, "Experience for Concert and Orchestra" with the Springfield Symphony. The group's instrumentation includes Winter's alto sax, cello, guitar, percussion, alto and bass flute, English horn and bass fiddle.



NICK VENET, right, gets set for a major push on, left to right, Terry Cashman, Tommy West and Gene Pistilli at the Museum of Modern Art in New York. Venet is producing the trio's recording on the Capitol label.

DEXTER'S SCRAPBOOK

By DAVE DEXTER JR.

Over a period of 35 years he has made hundreds of records.

He will be 61 years old on March 31. And even today he rates as one of the all-time greatest musicians this nation has produced.

We refer to the affable Kenneth Norville, who as Red Norvo probably has done more to popularize the xylophone and vibraphone than any other musician.

Norvo is in the news this week for a tragic, shocking reason: his hearing is so impaired that he is fighting deafness.

"I suffered a mastoid condition in Illinois when I was a youngster," he said, "and my inner ear was left with lesions. Down through the years the condition worsened. Then one horrible night last March in Palm Springs I suddenly went completely deaf. I just couldn't hear any sounds at all, not even a telephone dial tone."

Norvo, whose first big job as a pro was with the illustrious Paul Whiteman Orchestra in the early 1930's, retired to his home in Santa Monica and, in mid-June, underwent an operation which he hopes will restore his hearing completely. "But it will be this month before I know if the surgery was entirely successful," he said a few days ago after returning from a trip to London and Europe.

Good-natured, gentlemanly, Norvo is brightly philosophic about the condition. He smiles and taps his forehead and volunteers that he began to hear strange sounds between his eyes. Sometimes he hears birds twittering.

"I'm told that all those crazy sounds are part of the healing process," he said. "I suppose I should be thankful that I haven't

done any drinking for 15 years."

Norvo is one of the few men we know who has never made an enemy, who has never had a bad word for anyone, in all his years in the profession. The strongest criticism we've ever heard him make is about a British drummer he worked with recently who thought that "timer" was an American magazine. In recent months he has been anything but prominent. Much of his time was spent working in Las Vegas. Norvo has never employed a publicist, so his activities with his fine jazz trio have largely gone unreported.

But after he quit the Whiteman troupe, and married the band's singer, Mildred Bailey, Norvo led one of the greatest of all swing orchestras during the golden era of the big bands. John Hammond, George T. Simon, George Avakian and many another writer-critic of that glamorous 1935-'45 period even now regard the Norvo-Bailey ensemble with Eddie Sauter's sophisticated charts as one of the four or five all-time finest.

Following the band's demise, the gifted Norvo went on to make memorable disks with Benny Goodman and the Woody Herman herd in the 1940's. Just before Christmas in 1951, Miss Bailey died, and Red later married Eve Rogers, the sister of trumpeter and band leader Shorty Rogers. They have made their home in Santa Monica the last two decades.

Norvo has no complaints. He said he has enjoyed a good life, and having never suffered any previous serious physical ailments. He faces additional surgery in the near future.

"A hearing aid can't help me," he said. "But with more surgery I may wind up with a completely reconstructed ear that will function even better than the old one."

His hearing varies from 10 per cent these days to, possibly, 60 per cent efficiency. But that, he declared, is a lot better than last March when he couldn't hear a train whistle.

"Now that I know what it is to be deaf," he said, "I appreciate everything so much more than I did. Not just music, but conversation, the radio, the voices of children out in the streets—everything."

Hot Triple Play

• Continued from page 11

again demonstrated that there is no better bluesman around. Another top-notch King standard was his encore "Sweet Little Angel."

He clearly crowned the evening with the backing of Sonny Freeman and his blues band.

The program began with the dynamic Terry Reid, and his youthful good nature easily overcame technical problems. The Epic artist, playing his first Fillmore East gig, screams and wails a song effectively.

Although his set included many uptempo numbers, he hit his stride with the blues. Ray Charles' "I've Got News for You." This number had some of his best solo guitar work and also featured his fine back-up organist Peter Shelley. Drummer Keith Webb also was strong throughout. His familiar versions of "Summertime Blues" and the extended "Season of the Witch" also were standouts. The latter closed his stint on a high level.

FRED KIRBY

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Avalon Ballroom Steps Out Again—Will Reopen Jan. 24

SAN FRANCISCO — The Avalon Ballroom which closed Dec. 9, reopens Friday (24) under new management. The two managers, Bob Simmons and Gary Scanlon, were former employees of Family Dog Productions, which operated the dance hall until losing its dance permit because neighbors complained of noise.

On the first bill is the Grateful Dead, Sons of Champlin and Initial Shock. The Avalon will operate five nights a week with Friday, Saturday and Sunday featuring a format of three major bands and a Wednesday night audition similar to Bill

Graham's Tuesday night Fillmore West shows. Weekend prices will be \$3.50 and \$3, and \$1 during the week.

Simmons and Scanlon initially will operate on the dance permit of John Whooley, their landlord who leased the building from the Scottish Rites Temple Assn.

Simmons and Scanlon expect to be issued their own dance permit and then will sublease the building from Whooley.

They are also negotiating with KPFK-FM in Berkeley to broadcast live from the dance hall on Sundays.

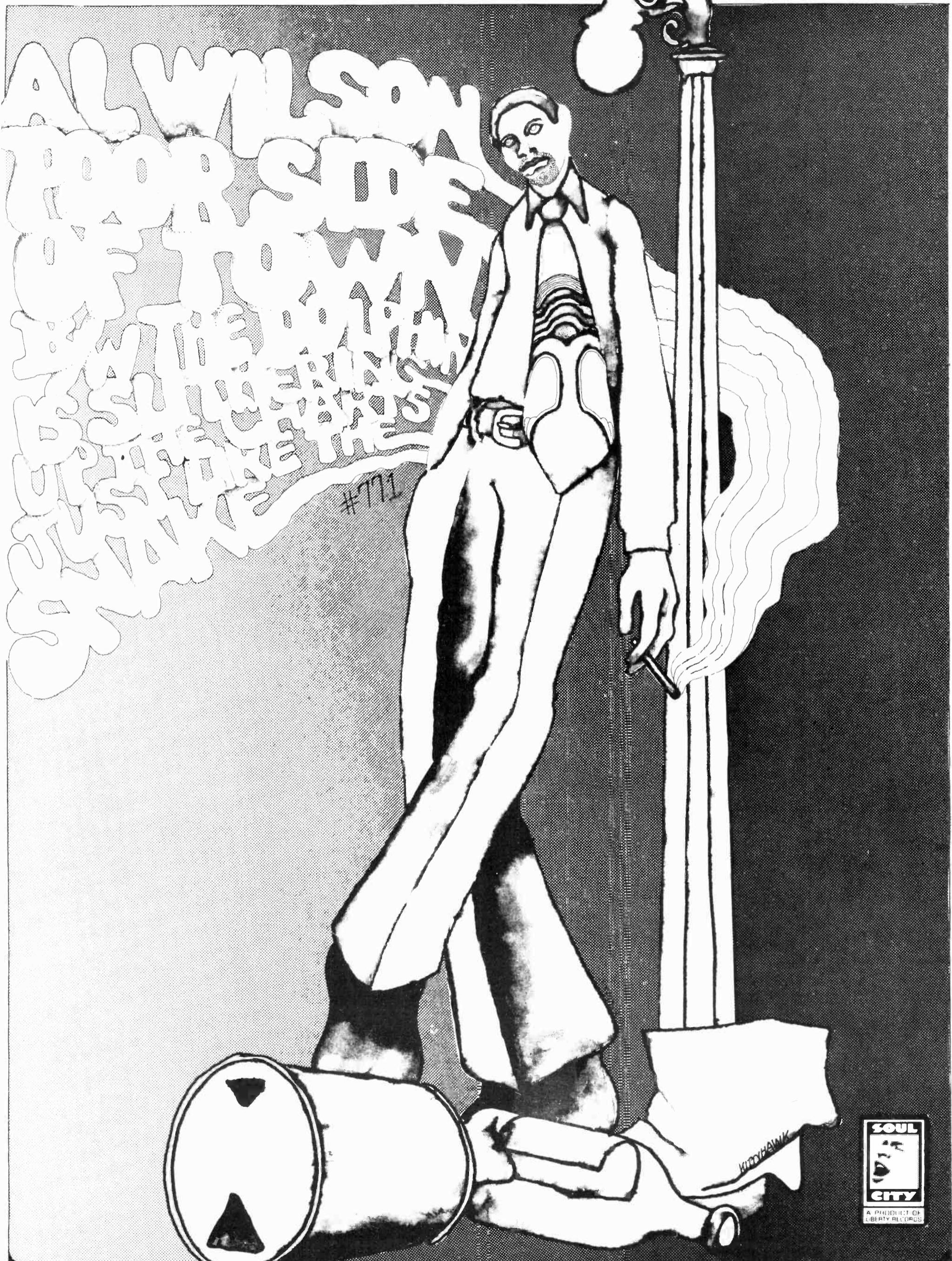
RALPHS OFFERS STOCK OF TAPE, PHONO GROceries

LOS ANGELES—Ralphs Grocery Co., 55-store chain of markets in Southern California, is using tape players, recorders and phonographs as a premium promotion.

The grocery company is offering Raleigh-labeled equipment manufactured in Japan as part of a three-month promotion-merchandising campaign. It's the first time Ralphs has used hardware equipment as a marketing-sales tool.

The budget line has about 20 different products, including a cassette tape recorder for \$31.98, a tape recorder for \$8.95, a radio/phonograph for \$18.88 and a six-transistor radio for \$2.99.

Ralphs included the premium offering in its advertising schedule to more than 125 metropolitan and community newspapers, said Ed Phillips, Ralphs advertising executive. The full-page ads included photos and copy promoting the hardware equipment among copy on produce, meat and canned goods sales.



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LEISURE TIME TIPS

by: Larry Finley

The news printed on page one of BILLBOARD last week stating that 1,300,000 continuous loop cartridge players were sold during 1968 has added a new impetus to this business.

The fact that this information was compiled by the United States Department of Commerce together with Jack Waymen, Staff Vice-President of the Electronic Industry Association's Consumer Electronic Division, added a stability which is proof-positive that the Stereo Tape Cartridge Industry is here—and here to stay!

The fast mushrooming growth of this industry, which has been evidenced by the impressive gains made during 1968, creates the opinion in many industry leaders' minds that the year 1969 will result in at least double or more the amount of sets during 1968.

It has long been a question as to how many Tape Cartridges are purchased annually by the owners of the Stereo Tape Deck. It is the writer's opinion that each set owner purchases at least ten cartridges per year, which would mean that based on 1968 figures there will be in excess of one hundred million cartridges sold. This assumption is made basically on 1968 figures and when one adds the number of sets sold in previous years, one can readily see how conservative this figure is and what a giant industry we have with Stereo Tape Cartridges.

North American Leisure Corporation is helping to meet the demand by offering to its distributors immediate delivery on 34 different labels, as well as making available for the first time, a series of twin-paks with many of the nation's top recording artists, to retail at a suggested retail list price of \$6.95.

Distributors are invited to contact NAL by phone by calling (212) 265-3340 collect, or take advantage of our free incoming WATS line by calling (800) 221-7270.

Tape Sales Up In S. Africa

JOHANNESBURG — The sales of cassettes and track stereo cartridges are increasing in South Africa. Although the project is scarcely out of its infancy, it is estimated that by 1978 the sales of cassettes will reach \$5 million a year. Also, all the local record companies are equipped to move into the 8-track field. To date, however, Teal Record Co. has been issuing the greatest variety of stereo-8 cartridge labels.

Ampex Buildings To Cost 8.2 Mil.

LOS ANGELES — Ampex has disclosed plans for an \$8.2 million building program at its Redwood City headquarters.

The construction program includes a 54,000-foot magnetic tape laboratory for research and development, a 100,000-square-foot corporate headquarters building and a 25,000-square-foot administration center for the instrumentation division. The project will be completed in 1971.

In addition, a new 32,000-square-foot financial-computer center will be completed this month.

Ampex now occupies 22 buildings in Redwood City totaling 794,000 square feet. Personnel numbers 3,200.

Spar Releases Keyed to Hits

NASHVILLE—Spar Records, a disk and tape CARtridge label based here, has launched a cartridge program keyed to the current top 12 pop and country singles. Every six weeks, Spar will release two budget-priced cartridges containing the hottest singles, each in its respective field, waxed by an unnamed Spar recording group. "Because there is a time lapse," said a Spar spokesman, "between the issuance of a single and the album based on that single, and because budget records of hit product by artists other than the original have always sold well, we've launched this program on a national basis.

Aimed primarily at racks, but also handled by traditional tape cartridge distributors, Spar's hit package underwent about one month of test marketing in the South before the national plan was released. "We already have 12 distributors, the spokesman said, "and we're only looking for eight more."

Each cartridge will be consecutively numbered by volume. Title for the pop hits package is "The Now Generation. Today's Hits Today," while the country tape is entitled "Nashville Country Jamboree Sings Today's Country Hits." Suggested retail price is \$3.99. "We don't believe that a new release will obsolete an older cartridge, the spokesman said, adding that the company felt that each cartridge has about a nine-month shelf life.

One of the features of the program is Spar's 100 per cent return policy. "We don't want cartridges to sit on a dealer's shelf. We rather give him less than the number he asks for."

(Continued on page 18)

Tape CARtridge

Cassette Show-Topper

By EARL PAIGE

CHICAGO—Cassette was the magic word here last week among home electronics manufacturers and importers at the Chicago Housewares Show. A record number of units were on display and several companies introduced new models. Aiwa unveiled its combination 8-track, 4-track and cassette auto player. The unit features a single slot with an automatic cassette shut-off. According to Robert Stein, sales promotions manager of Selection International Co., the model will be available sometime during April. The price has not been released yet.

Meanwhile, Crown has entered the car stereo field with its Musicruiser CSC 1000. With a suggested list of \$99.95, the car-boat stereo cassette player loads from the front and includes a pause lever.

Unit March 1

Arthur Fulmer Co. plans to have a cassette car unit out March 1. According to Troy Miller, the unit is being manufactured by Star Manufacturing Co. of Japan, and will be in the \$109 to \$119 category. The slot features a dust cover and cassettes will automatically push out when finished playing. A microphone is included.

Panasonic introduced a new line of cassette player-recorders, all under \$100, while Concord's newest product is portable cassette tape recorder, model F101. The unit weighs less than three pounds and includes carrying case and remote microphone. Its suggested list is \$99.50.

Several executives of the show believed that unless more and lower priced prerecorded

(Continued on page 18)



NORELCO'S AUTOMOBILE cassette player is now in production. Powered by the car's 12-volt battery, the letterbox-feed player-only automatically shuts off and is ejected at the end of a side of pre-recorded music. Without speakers, model 2602 carries a suggested list of under \$120.

Stereo-Tape Dept. Expanded by Lib.

By ELIOT TIEGEL

LOS ANGELES—The growth of the cartridge market has prompted the expansion of Liberty's Stereo-Tape department.

With the hiring of Charlie Bratnober as national sales manager and the shifting of Wally Peters out of that slot and into product development, the two-year old tape department is now being staffed with its own management team to meet the challenges of contemporary marketing.

"Tape is no longer the stepchild of the record industry," emphasizes Liberty Stereo-Tape's general manager Earl Horowitz. Horowitz feels the department is headed toward hiring its own tape sales specialists. Bratnober, formerly with Capitol Records 12 years, is developing sales and marketing concepts for the company's field sales force which sells cartridges along with record product through Liberty's own company branches and distributorships.

This is the first effort by the tape king to control its own merchandising and sales programs.

Among the goals of the department, according to Horowitz, are stronger ties to subdistributors who handle such non-music areas as the automotive trade, and the development of new packaging for 4-track, 8-track and cassettes, which are all duplicated by Liberty Tape Duplicating in Omaha.

Horowitz believes Liberty must begin analyzing auto accounts to learn how they may be best serviced. Tape subdistributors have been "extremely co-operative in fighting for tape space in stores," he said.

Horowitz wants to convince more racks that they must convert and revise their displays to types which allow for free handling of the product. There has to be new thinking about packaging about holders which are larger and allow more room for artwork. This would necessitate the development of larger displays. "If tape accounts for 25 per cent of the business, we should have that much space in the stores," according to Horowitz. "Most merchants don't want to do it because they're record-oriented. The White Front chain, has done a good job of creating separate tape bars which emphasize cartridges. The glass display rack was a regression; it has to be overcome."

Wally Peters' new responsibility in the new position of product manager, enables the development and scheduling of all new product, the co-ordination of merchandising aids in conjunction with the company's corporate merchandising department and the maintenance of liaison between the duplicating plant and the inventory control/order processing desk in Hollywood.

Cap Bows New Cassette Unit

LOS ANGELES — Capitol bows its newest cassette unit this month, a recorder/player called the KR 156. With this model, Capitol Special Products hardware line consists of five models.

All the equipment carries the Capitol logo, although it is manufactured by outside suppliers.

Capitol's tape players are sold through tape wholesalers, distributors and rack jobbers and subdistributors for the automotive and photo trades.

Bell & Howell Adds 'Swing It'

CHICAGO—The "Swing-It," a battery-operated cassette portable player, has been added to the cassette playback line of Bell & Howell. The unit, to retail at \$39.95, will be available in January, according to tape products division consumer products manager George Simkowski.

Features of the unit, Model 299, include simulated leather carrying case, AC adaptor, earphone and a cassette by the Beatitudes.



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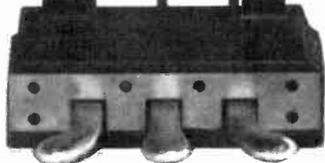


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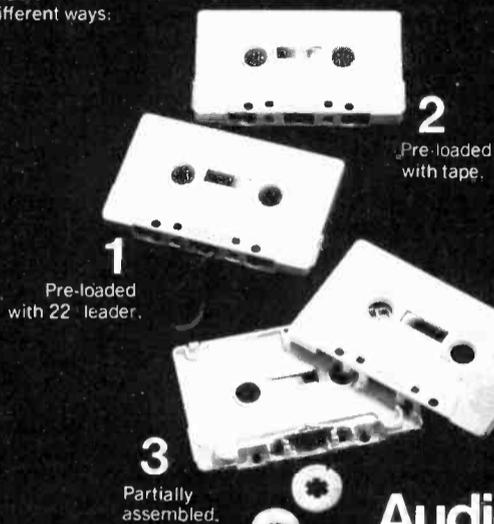
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Record Rack Into Tape Mart

By BRUCE WEBER

LOS ANGELES—Sammy Ricklin and Ed Mason, owners of Record Rack Service, a major one-stop and rack-jobbing operation here, are moving into the cartridge player market with a line of 8-track portable and home units. Tojo Radio Co. of Japan will manufacture five models for

Ricklin and Mason's Belair Co., with an initial shipment already out to Belair's 30 distributors across the U. S.

Belair's first 8-track player line includes a stereo portable (model CH 313) for \$49.95; a \$79.95 portable stereo player (model CH 394); a stereo portable (model CH 400) for \$99.95; a stereo portable with AM/FM radio (model CH 401) retailing at \$119.95; and a stereo home unit (model CH 661) with AM/FM radio and multiplex for \$239.95.

In June, Belair will introduce six additional home and portable 8-track units and at least two cassette players, reports Rod Pierce, Belair vice-president and marketing director.

Belair (through Tojo) will continue to manufacturer RCA's portable 8-track player, but will not produce any other player in the Belair line for RCA.

To concentrate on the U. S. and Canadian markets, Tojo has formed Tojo Radio Co. of America as liaison company between Belair, which has manufacturing and distribution rights in the U. S. and Canada, and the parent company in Japan. Mitsuo Fukyaa is general manager of Tojo's operation here.

Additional Distribs

With an international manufacturing-distribution operation on the drawing board, Belair

(Continued on page 18)

Cassette Equipment Top Seller at Gauss

LOS ANGELES — Demands for cassette duplicating equipment now exceed the other cartridge configurations for Gauss Electrophysics, manufacturers of high speed duplicating systems.

Bill Cara, general manager of the MCA subsidiary, reports that backlogged orders exceed the total number of machines the company shipped to clients last year. American companies now account for 50 per cent of Gauss' clients.

Cara feels domestic requests for cassette equipment are based on the growing belief that the cassette system has a strong future. Gauss' basic cassette system involves one master duplicator and one slave, with the equipment costing \$22,000. An average system involves 10 slaves. Gauss has found great interest in its accessory item, the model 1260 endless tape loop bin, which hooks into the master duplicator and links the master tape in its own continuous loop. This allows the master tape to keep running without any time lost in rewinding and restarting the equipment.

Gauss' loop bin system works

on a horizontal flow of tape instead of the vertical system used by other manufacturers. A horizontal flow allows for easier movement of tape and less flutter, Cara claims. And the tape layers do not rub against each other.

The cassette master reproducer spins at 240 inches per second (i.p.s.) while the slave spins at 60 i.p.s. The speed ratio for both 4 and 8-track duplication is 240 i.p.s. on the master tape to 120 i.p.s. for the copy tape.

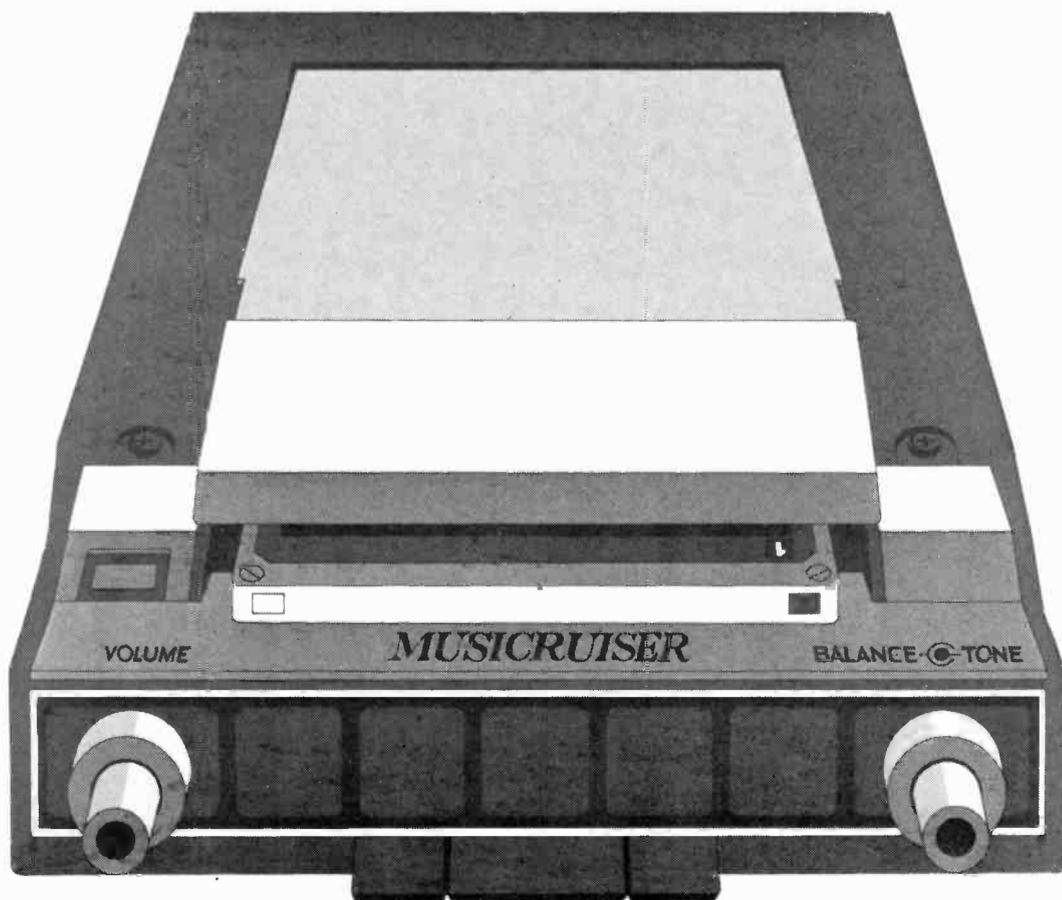
Gauss' overseas clients include EMI and University Recording in London, Philips of Holland, RCA Italiana, Hitachi-Maxell, TDK Electronics and Toyko Rafei in Japan and Compo in Canada. Domestic clients include Capitol, Decca, American Sound in Detroit, United Controls Data in El Monte, Calif., and Audio Physics, Van Nuys, Calif.

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what's on the tape with the Music Cruiser because of its super narrow head gap. And, distortion is almost non-existent. Compact and trim, only 2½" front depth, with simplified touch button controls that give an extra measure of safety, too. The driver's eyes never have to leave the road! It fits every car, plays any cassette cartridge and will sell for less than \$100.00!

CROWN JAPAN

Dealerships open in selected areas. For details, call or write Chuck Hancock, National Sales Manager, 755 Folsom Street, San Francisco 94107; Telephone (415) 781-3030.

New Tape CARtridge Releases

AMPEX

ABC

GRAFFITI; (8) M8663
AUDIO SPECTRUM (See pg. 4)

Audio Spectrum

101 STRINGS—Million Sellers of the 50's;
(4) E45037

Bell

SMOKE STACK LIGHTENING—Off the Wall;
(8) M86026
THE BOX TOPS Nonstop; (4) X46023

Coliseum

THE TOUCH; (8) M93804

Command

PITTSBURGH SYMP. ORCH.—My Fair Lady—
The Sound of Music; (8) M811041

Contemporary

KESSEL/MANNE/BROWN—The Poll Winners
Exploring the Scene; (8) M87581
ANDRE PREVIN Plays Harold Arlen; (8)
M87586

Deram

10 YEARS AFTER—Stonhenge; (8) M77821,
(4) X77421

DGG

MAHLER: SYMPHONY NO. 1 IN D MAJOR—
The Titan; (8) M89331

Dot

BONNIE GUITAR—Leaves Are the Tears of
Autumn; (8) M85892
NANCY PRIDDY—You've Come This Way
Before; (8) M85893
HANK THOMPSON—On Tap, In the Can, Or
In the Bottle; (8) M85894
LIBERACE—The Sound of Love; (8) M85901
BASIE—Straight Ahead; (8) M85902
LYN ROMAN—The Greatest Roman of Them
All; (8) M85903
VAL STOCKLEIN—Grey Life; (8) M85904

Elektra

DIANE HILDEBRAND—Early Morning Blues &
Greens; (8) M84031

JUDY COLLINS—Who Knows Where the Time
Goes; (8) M84033, (4) X44033
DAVID STOUGHTON & FRIENDS—Transformer;
(8) M84034, (4) X44034

Fantasy

CAL TJADER—Concert by the Sea; (8)
M88038
VINCE GUARALDI TRIO Jazz Impressions
of a Boy Named Charlie Brown; (8)
M885017

Hi

ACE CANNON In the Spotlight; (8) M92046.
BILL BLACK—Soulin' the Blues; (4) X22047

Kama-Sutra

REVELATION—Revolution '69; (8) M88073

Kapp

UNIFICS—The Court of Love; (8) M83582,
(4) X43582

London

JOHN MAYALL—Blues From Laurel Canyon;
(8) M72152, (4) X17152
DP-FRANK CHACKSFIELD — Academy Award
Songs; (8) J72153
TED HEATH—Swing Is King Vol. 2; (8)
M14113, (4) X59113
RONNIE ALDRICH—This Way In; (8) M14116

Mainstream

DP—Showtime! A Musical Spectacular; (8)
J86000

MGM

KANGAROO; (8) B84546

Parrot

JENNIFER—I Can Remember Everything; (8)
M79820, (4) X79420
SAVOY BROWN—Blue Matter; (8) M79827,
(4) 79427

Sire

THE DEVIANTS—Proof!; (8) M97801
PHYLLIS NEWMAN—Those Were the Days;
(8) M97802

Skye

GABOR SZABO—Dreams; (8) M87, (4) X47

Tetragrammaton

THE GIRL ON A MOTORCYCLE; (8) M85000,
(4) X45000

Vanguard

RICHARD & MIMI FARINA—Memories; (8)
M89263
JAMES COTTON—Cut You Loose; (8) M89283
This is BUDDY GUY!; (8) M89290
JEFF MONN—Reality; (8) M89291
ALFRED BRENDL—Sonata in A Minor; (8)
M81043
WILHELM EHMANN—The Golden Age of
Wind Music (1570-1650); (8) M81046

Verve

The Best of BILL EVANS; (8) 888747

Viva

JONATHAN KNIGHT — Lonely Harpsichord—
Memories of That Rainy Night; (8)
M86016

Westminster

BEVERLY SILLS—Bellini & Donizetti Heroines,
Vienna Volksoper Orch. Vienna Akademie
(Jalas); (8) M87143
Classical Gassers (Great Classical Themes
From the Films); (8) M89906

GRT

ABC

Presenting the TAMS; (8) 822 481 M
THE TAMS—Hey Girl Don't Bother Me; (8)
822 499 M
ORIGINAL SOUNDTRACK—Candy; (8) 82209M,
(4) 422-9X
THE VERSATILE IMPRESSIONS; (8) 822-
668M, (4) 422-668X

Bluesway

THE ELECTRIC B. B. KING—His Best; (8)
851-6022M, (4) 451-6022X

Boone

KENNY PRICE—One Hit Follows Another; (8)
861 1211 M

Command Probe

THE SOFT MACHINE; (8) 803 4500 M

Delmark

MAGIC SAM'S BLUES BAND West Side Soul;
(8) 884 615 M
JR. WELLS' CHICAGO BLUES BAND Hoodoo
Man Blues; (8) 884 9612 M

Duke

BOBBY BLAND Two Steps From the Blues;
(8) 855 74 M
VARIOUS ARTISTS Blues That Gave Amer-
ica Soul; (8) 855 82 M

Dunhill

3 DOG NIGHT; (8) 823 50048 M, (4) 423
50048 X
STEPHENWOLF The Second (Twin Pack);
(8) 823-52937J
MAMAS & PAPAS-PAPAS & MAMAS Golden
Era Vol. 2 (Twin Pack); (8) 823-53138J
RICHARD HARRIS A Tramp Shining The
Yard Went On Forever (Twin Pack); (8)
823-532-42J

Dynovoice

THE GLITTERHOUSE COLORBLIND; (8) 887-
31905, (4) 487-31905X
ORIGINAL SOUNDTRACK—Barbarella; (8) 887-
31908M, (4) 487-31908

ESP Disk

PEARLS BEFORE SWINE Balaklava; (8) 843
1075 M

Goldwax

JAMES CARR A Man Needs a Woman; (8)
846 3002 M

Kapp

JACK JONES Wives & Lovers; (8) 860 3352 M
BOB WILLIS King of Western Swing; (8) 860
3523 M
FREDDIE HART—Togetherness; (8) 860 3546 M
THE UNIFICS Sittin' at the Court of Love;
(8) 860 3582 M

King

JAMES BROWN Little Willie John and a
Few Nice Things; (8) 832 1038 M, (4)
432 1038 X

Monument

BOB MOORE ORCH. Mexico; (8) 844 18008 M
JERRY BYRD Byrd w/ Paradise; (8) 844
18009 M

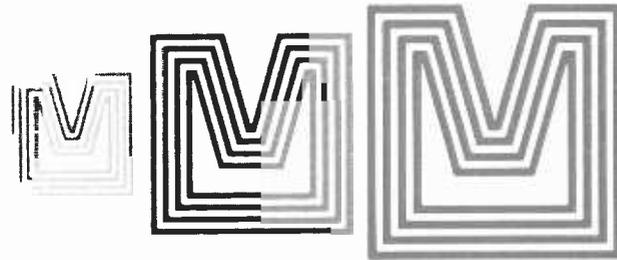
VARIOUS ARTISTS Monumental Country
Hit; (8) 844 18095 M, (4) 444 18095 X
VARIOUS ARTISTS—Monumental Pop Hits;
(8) 844 18096 M

BILLY WALKER Salutes the Country Music
Hall of Fame (8) 844 18101 M, (4) 444
18101 X

Musicor

SUSAN ANSPACH & JOE SILVER—Beware of
Greeks Bearing Gifts; (C) 563 3173 M
(Continued on page 18)

WATCH FOR



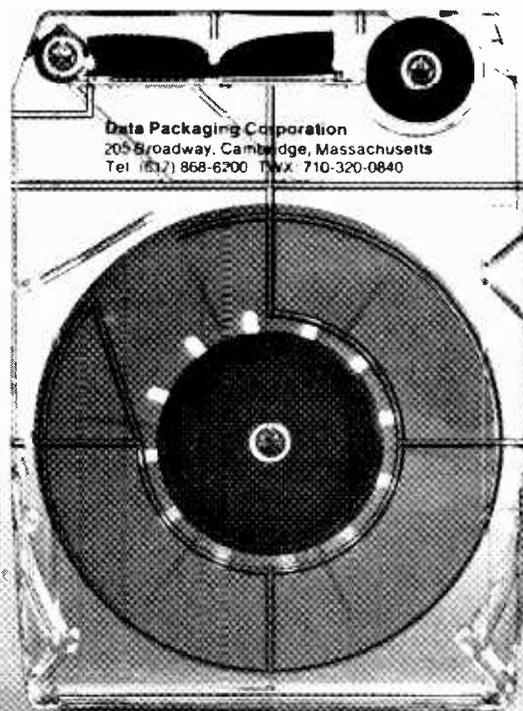
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The (Original Hit) Record
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**BILLY
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on Columbia

New Tape CARtridge Releases

• Continued from page 17

Nashville

VARIOUS ARTISTS—4 Kings of Country Music; (8) 869 2032E
VARIOUS ARTISTS—Truckdrivin' Man; (8) 869 2034 E
GEORGE JONES—Why Baby Why; (8) 869 2035 E



"THE GREATEST LOVE"

The (Original Hit) Record

by

BILLY JOE ROYAL

on Columbia



VARIOUS ARTISTS Back Street Affair; (8) 869 2049 E
VARIOUS ARTISTS—Truck Stop; (8) 869 2052 E
VARIOUS ARTISTS The Country Side of Bonnie & Clyde; (8) 869 2058 E

Polydor

JAMES LAST—Games That Lovers Play; (8) 878 184093 M

Ranwood

THE EXOTIC GUITARS—Those Were the Days; (8) 858 8040 M, (4) 458 8040 X

Request

40 Favorite Polish Melodies; (8) 847 10051
 40 Favorite Ukrainian Melodies; (8) 847 10052 M
 40 Favorite Czechoslovakian Melodies; (8) 847 10053 M
 40 Favorite Yugoslavian Melodies; (8) 847 10066 M
 40 Favorite Lithuanian Melodies; (8) 847 10067 M
 40 Favorite German Melodies; (8) 847 10068 M

Roulette

TOMMY JAMES—Crimson & Clover; (8) 845-42043M, (4) 445-42043X

Scepter

B. J. THOMAS On My Way; (8) 819 570 M

Sound Stage 7

JOE SIMON—Simon Sings; (8) 848 15005 M, (4) 448 15005 X

Specialty

LITTLE RICHARD'S Greatest 17 Original Hits; (8) 882 2113 M, (4) 484 2113X

Starday

RED SOVINE—Phantom 309; (8) 809 414 X, (4) 409 414 X

Tetragrammaton

IVORY; (8) 873 104 M
YOKO ONO/JOHN LENNON—Two Virgins; (8) 873-5001M, (4) 4735001X

Tower

DEAN MARTIN—Relaxin'; (8) 880 5018 M
THE SERGIO MENDES TRIO—In the Brazilian Bag; (8) 880 5052 M
PINK FLOYD—The Piper at the Gates of Dawn; (8) 880 5093 M
HANK THOMPSON—Country Blues; (8) 880 5120 M, (4) 480 5120 X
The World of FARON YOUNG; (8) 880 5121 M, (4) 480 5121 X

White Whale

RENE & RENE—Lo Mucho Que Te Quiero; (8) 850-7119M, (4) 450-7119X

ITCC

Kapp

HESITATIONS—Solid Gold; (8) L 52-3574, (4) F 52-3574
ROGER WILLIAMS—Only for Lovers; (8) L 52-3565, (4) F 52-3565
FREDDY HART—Born a Fool; (8) L 52-3568, (4) F 52-3568
ROGER WILLIAMS—Somewhere My Love; (8) L 52-3470, (4) F 52-3470

Project 3

ARNIE LAWRENCE—Look Turned a Dream; (8) L 76-5028, (4) F 76-5028

Stella

STEVE FORNEK—Sing a Long in Polish; (8) L66-940, (4) F 66-940
WALT GRÖLLER—Dance, Drink & Sing; (8) L66-939, (4) F 66-939
CONN. TWINS ORCH.—Holiday in Poland; (8) L 66-926, (4) F 66-926
BERNIE WITKOWSKI—Kissin' Polkas; (8) L 66-930, (4) F 66-930

Tetra

DEEP PURPLE—Book of Talesyn; (8) L 5-107, (4) F 5-107

Vee Jay

JIMMY REED Sings the Best of the Blues; (8) L 20-1072, (4) F 20-1072
JIMMY REED Plays 12 String Guitar Blues; (8) L 20-1073, (4) F 20-1073

Hob

The Best of **JAMES CLEVELAND**; (8) L 93-253, (4) F 93-253

LIBERTY

Liberty

WICHITA FALLS—Life Is But a Dream; (8) LTR 8918, (4) LTR 4918, (C) C-0918
CHER'S Golden Hits; (8) LTR 8894, (4) LTR 4894
GARY LEWIS—Now!; (8) LTR 8895, (4) LTR 4895
BUDDY RICH BIG BAND—Mercy, Mercy; (8) LTR 8896, (4) LTR 4896
SOUNDTRACK—Charley; (8) LTR 8897, (4) LTR 4897
TROMBONES UNLIMITED—Grazing in the Grass; (8) LTR 8898, (4) LTR 4898
BOBBY VEE—New Dimensions; (8) LTR 8899, (4) LTR 4899
VIKki CARR—Vikki Sings for You; (8) LTR 8900, (4) LTR 4900
A Portrait of WES MONTGOMERY; (8) LTR 8901, (4) LTR 4901
JIMMY McGRUFF, ORGAN & BIG BLUES BAND—Honey; (8) LTR 8902, (4) LTR 4902
CHER With Love; (C) 0804
THE VENTURES—Ventures In Sound; (C) 0824
SANDY NELSON—Boogaloo Beat; (C) 0829
LOU DONALDSON—Mr. Shing-A-Ling; (C) 0833
VARIOUS ARTISTS—Original R&B Hits Gold Soul Vol. 1 (C) 0837
BOBBY VEE—Hey Girl-My Girl; (C) 0848
VIKki CARR—Today; (C) 0868
THE JOHNNY MANN SINGERS—This Guy's in Love With You/The Look of Love; (C) 0876
VARIOUS ARTISTS—Music From the Movies (Twin Pack); (C) 8011
VARIOUS ARTISTS—The Mod Mood (Twin Pack); (C) 8019
BIG BANDS in a Swinging Mood (Twin Pack); (C) 8021
VARIOUS ARTISTS—Original Jazz Greats (Twin Pack); (C) 8022
VARIOUS ARTISTS—Sonic Spectrum +; (8) D8000, (4) 4000
VARIOUS ARTISTS—The World's Greatest Cartridge Vol. 2; (8) D8001, (4) D4001

United Artists

BOBBY GOLDSBORO—Little Things; (8) U 8121, (4) U 4121
FERRANTE & TEICHER—World's Greatest Themes; (8) U 8122, (4) U 4122
JAY & THE AMERICANS—Come a Little Bit Closer; (8) U 8123, (4) 4123
AL CAIOLA—The Power of Brass; (8) U 8124, (4) 4124
DEL REEVES—Running Wild; (8) U 8125, (4) U 4125
THE MANFRED MANN ALBUM; (8) U 8126, (4) U 4126
TITO RODRIGUEZ Hits; (8) U 8127, (4) 4127
TRAFFIC; (8) U 8128, (4) U 4128, (C) K 0128
SOUNDTRACK—Chitty Chitty Bang Bang; (8) U 6032, (4) U 3032, (C) K 9032

MUNTZ

ABC

THE VERSATILE IMPRESSIONS; (4) ABC A 668

Angel

TCHAIKOVSKY: VIOLIN CONCERTO IN D MAJOR—Nathan Milstein; (4) 4AL 35686
YEHUDI MENUHIN/RAVI SHANKAR—West Meets East Album 2; (4) 4AL 36026
BRAMMS: VIOLIN CONCERTO IN D MAJOR—Nathan Milstein; (4) 4AL 36000
CHRISTOPHER PARKENING In the Spanish Style; (4) 4AL 36020

Apple

The Beatles; (4) 4CW 101 A&B
THE BEATLES—Yellow Submarine (Sound-track); (4) 4CL 153

Bell

THE BOX TOPS Super Hits; (4) BEL A 6025
SMOKESTACK LIGHTNIN'—Off the Wall; (4) BEL A 6026

Capitol

GLEN CAMPBELL—Wichita Lineman; (4) 4CL 103
SONNY JAMES—Born to Be With You; (4) 4CL 111
WYNN STEWART In Love; (4) 4CL 113
FERLIN HUSKY—White Fences and Evergreen Trees; (4) 4CL 115
JEAN SHEPARD—A Real Good Woman; (4) 4CL 2966
AL MARTINO—Wake Up to Me Gentle; (4) 4CL 2983
CANNONBALL ADDERLEY—Accent on Africa; (4) 4CL 2987
ARTIE SHAW Re-Creates His Great '38 Band; (4) 4CL 2992
BUCK OWENS The Guitar Player; (4) 4CL 2994
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JACKIE GLEASON—Irving Berlin's Music for Lovers; (4) 4CL 106
ERICH LIENSDFELT The Sound of Wagner; (4) 4CL 8411
PEGGY LEE—2 Shows Nightly; (4) 4CL 105
THE KINGSTON TRIO; (4) 4CL 996
BUCK OWENS—Under Your Spell Again; (4) 4CL 8406
LAURINDO ALMEIDA WITH MARTIN RUDERMAN & SALLI TERRI—Duets With the Spanish Guitar; (4) 4CL 8406
HOLLYWOOD BOWL SYMPHONY ORCH. (SLATKIN)—Strauss Waltzes; (4) 4CL8421
CLAUS OGERMAN—Music From the Broadway Zorba; (4) 4CL 119
THE LETTERMEN—Put Your Head On My Shoulder; (4) 4CL 147
FRANCO ZEFFIRELLI—Romeo & Juliet; (4) 4CL 2993
LUCHO GATICA—El Gran Gatica; (4) 4CL 10109
ALI AKBAR KAHN—Two Ragas for Sarod; (4) 4CL 10517
 The Best of **WAYNE NEWTON** Vol. 2; (4) 4CL 137
 The Best of **THE LETTERMEN** Vol. 2; (4) 4CL 138
 The Best of **GEORGE SHEARING** Vol 2; (4) 4CL 139
 The Best of **DEAN MARTIN** Vol. 2; (4) 4CL 140
 The Best of **FERLIN HUSKY**; (4) 4CL 143
 The Best of **SONNY JAMES** Vol. 2; (4) 4CL 144
 The Best of **BUCK OWENS** Vol. 3; (4) 4CL 145
 The Best of **JACKIE GLEASON** Vol. 2; (4) 4CL 146
 The Best of **MATT MONROE**; (4) 4 CL 152

Bluerock

JUNIOR WELLS Sings Live at the Golden Bear; (4) BC4 64003

Command

WILLIAM STEINBERG & THE PITTSBURGH SYMPHONY ORCH.—My Fair Lady/The Sound of Music; (4) COM A 11041

Crescendo

DON FARDON Lament of the Cherokee Indian Reservation; (4) CRE A 2044
THE CHALLENGERS—Light My Fire, Classical Gas; (4) CRE A 2045

Show Topper

• Continued from page 14

cassette product is made available, the low-end cassette market will not flourish. These executives felt that the availability of blank cassettes for recording is not sufficient to justify mass market appeal for low-end equipment.

Aaron Kay of Kaysons International, for one, said there are not enough cheap tapes out to merit such a player:

Second Half Boon
 "I feel the boon in cassettes will be in the second half of this year. If cheap half-hour tape were readily available at \$1.59 to \$1.69 retail, then there would be a market for players in the \$15 to \$20 category.

"Right now, there's simply not enough inexpensive tapes. However, every reputable cassette manufacturer in Japan is preparing a player in the low-cost category which will be aimed at the kids."

The need for more music was also stressed by Milt Dolnick of the Webcor division of Consolidated Merchandising Corp.:

"As far as music, 8-track is still the thing. However, cassette will sell more units because of cost and portability. If RCA and Columbia get into the music end of it, then cassette can come into its own in this area. Music is really holding it back."

Spar Keyed to Hits

• Continued from page 14

Spar has prepared counter displays and streamers for dealer use. All releases will be duplicated in 8-track and cassette configurations.

Record Rack Into Tape Mart

• Continued from page 16

will add additional distributors in the U. S. and open its Canadian dealer network. Pierce and Mason have held regional meetings in New York, Chicago, New Orleans and San Francisco with dealers to introduce the equipment.

Belair also has opened a 10,000-square-foot inspection facility in Gardena, Calif., to ship, warehouse and assemble the players. Tojo has sent 10 technicians here to oversee the operation.

A service-warranty operation will be established in the Gardena facility, with Frank Kendrick named director of national warranty and engineering.

Advertising Campaign

Belair is preparing a major promotion campaign to launch its entry in the player field.

A heavy advertising budget in national trade and consumer magazines will kick off in February and March, with dealer co-op advertising schedule for local newspaper, TV and radio outlets.

Belair will use player prizes and giveaways on contest and quiz programs, and on syndicated shows in more than 100 markets, with additional spots on CBS, NBC and ABC.

Commercials and player promotions are being planned for radio outlets in all major markets.

Mason said Belair will concentrate in the portable and home 8-track and cassette line and will not become involved in open reel, 4-track and compatible units or the auto player market. No monaural players will be manufactured.

TelePac COMPACT CASSETTES

- Licensed by N.A.P. Made in U.S.A.
- Pre-Loaded with our own FIDELITAPE. 6 standard lengths.
- Packaged in mailer or clear plastic boxes.
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 Cherry Hill, New Jersey 08034
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the nashville guitars are coming!

Say You Saw It in Billboard

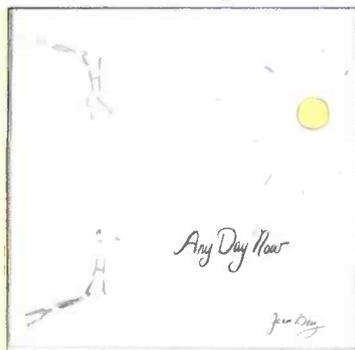
Miss Miriam Makeba Sings
"I Shall Be Released"
On Reprise.

my life come shinin'
the West unto the East
ay now, any day now
be released

ay now, any day now

Billboard Album Reviews

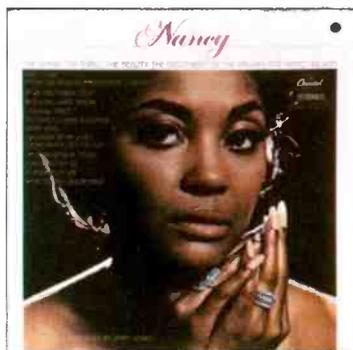
JANUARY 25, 1969



POP

JOAN BAEZ—Any Day Now.
Vanguard VSD 793067 (S)

This 2 record set of Bob Dylan's songs is notable for many reasons: all the cuts should make excellent radio programming; the musicians, led by Grady Martin, complement Miss Baez' voice with uncommon consistency; and there is Joan Baez whose voice alone clearly interprets her material. Her cappella singing of "Tears of Rage" is a virtuoso performance. Watch this zoom up the Top LP chart!



POP

NANCY WILSON—Nancy.
Capitol ST 148 (S)

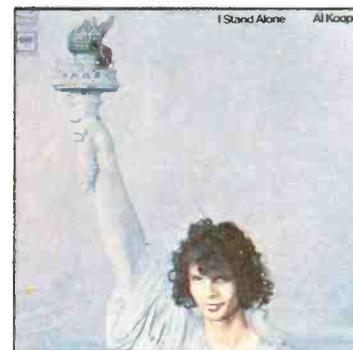
Miss Nancy Wilson can really pack a wallop when belting out a rhythm tune, or turn sweet and sultry with a bluesy ballad, and this newest outing lets her do both. Her recent single "In a Long White Room" is here along with a beautiful Jacques Brel ballad "If We Only Have Love," and then there's a soulful interpretation of the oldie "Looking Back." Packaging is a delight.



POP

SPANKY & OUR GANG—
Anything You Choose b/w
Without Rhyme or Reason.
Mercury SR 61183 (S)

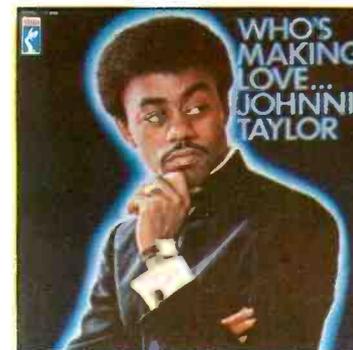
Spanky & Our Gang continue to amaze with their creative interpretations of exceptional material. This latest offering includes their recent singles "Give a Damn" and "Yesterday's Rain," along with other gems "And She's Mine" and "Leopard Skin Phones." Spanky is first rate with her performance of "Mecca Flat Blues," and "Anything You Choose."



POP

AL KOOPER—I Stand Alone.
Columbia CS 9718 (S)

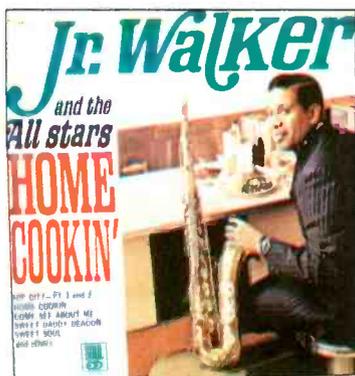
Kooper, via the "Super Session" and his upcoming series of Fillmore jam sessions with Mike Bloomfield, is much in the headlines these days. This album, recorded in both New York and Nashville, will benefit from this. A mixed bag, it has Kooper on piano and organ in a variety of settings, from a country number "Blue Moon of Kentucky" to a Beatles pastiche, "Song and Dance for the Unborn, Frightened, Child."



POP

JOHNNIE TAYLOR—
Who's Making Love...
Stax STS 2005 (S)

Johnnie Taylor blasted right through to the top of both the Hot 100 and r&b charts with his million selling single "Who's Making Love," and now he follows it up with a powerful album that also includes "Take Care of Your Homework." These two hits create the initial sales impetus, but other worthy cuts include "Hold On This Time," "Poor Make Believer" and a bluesy "Woman Across the River."



POP

JR. WALKER AND THE ALL STARS—
Home Cookin'.
Soul SS 710 (S)

Jr. Walker and the All Stars serve up a tasty dish of "Home Cookin'" that also includes their "Hip City, Part 2" hit (as well as "Hip City—Part 1"). Walker's hot sax and soul vocals, plus solid work by the All Stars make for a strong sales item. "The Things I Do for You" and "Come See About Me" are among the other swingin' dance numbers.



POP

BOB SEEGER SYSTEM—
Ramblin' Gamblin' Man.
Capitol ST 172 (S)

"2+2=" was a smash single in several secondary markets and the raunchy "Ramblin' Gamblin' Man" is currently working its way up the Hot 100 singles chart. Both are included in this new LP, which shows off the rock group's versatility in changing musical moods. "Gone" is a melancholy piece, while the closing, "Last Song" sounds like a Beatles sing-along.



POP

VARIOUS ARTISTS—
The Great Soul Hits.
Brunswick BL 754129 (S)

Brunswick joins the "soul hits" game, countering Atlantic and Motown with the label's own roster of soul excitors, headed, of course, by Jackie Wilson. Gene Chandler, Barbara Acklin, the Artistics, Big Maybelle and the Young-Holt Trio, along with Wilson, sing twice. Starring are Barbara Acklin's "Love Makes a Woman," the "Soulful Strut," by the Young-Holt Trio, and Jackie Wilson's "Lonely Teardrops."



POP

IRRESISTIBLE TAMMI TERRELL—
Motown MS 652 (S)

Miss Terrell, who has proven a hot singles artist on her duets with Marvin Gaye, goes it alone this time out, and she can belt out a rock tune with the best of them. Her current single, "This Old Heart of Mine" is included here for initial sales impact, but buyers won't be disappointed with any of the other offerings. "I Can't Believe You Love Me," "Come On and See Me" and "Can't Stop Now (Love is Calling)" are just three of the standouts.



The Principal Players



**Genuine Imitation Life Gazette.
The 4 Seasons with Frankie Valli.
PHS 600-290.**

More than just an album, a chronicle of our times. Contains a genuine imitation 8-page newspaper featuring lyrics, comics and mock sections. A total concept album with The 4 Seasons going places they've never been before.



**Doing My Thing.
Paul Mauriat and his Orchestra.
PHS 600-292.**

The world's most popular instrumentalist is back with more spellbinding sounds. Included: Hey, Jude; Chitty Chitty Bang Bang; Those Were The Days; Abraham, Martin and John; Say a Little Prayer; Eleanor and more great contemporary music.



**Buzzy.
Buzz Linhart.
PHS 600-291.**

His Raga Rock took the Village by storm. Now America's ready for this very original artist.



**Zita.
Motion Picture Sound Track.
PHS 600-287.**

French import of great import. One of the most acclaimed films of our day.

- **Back to Bach.** Swingle Singers. PHS 600-288. This is the one that will make Bach turn on in his grave.
- **Viva Bahia.** Conjunto Folciorico. Another in our great Connoisseur Series PCC 629. Folk songs from the small century-old Brazilian province.
- **Patterns of Reality.** Andy Robinson. PHS 600-289. 21-year old contemporary singer-writer. His first album. Produced by Janis Ian.

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Philips supports your efforts with an onslaught of advertising and publicity. Coast-to-coast ads in America's top college newspapers (1,150,000 impressions in all).

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Album Reviews



POP
PETE FOUNTAIN—*These Were the Days*. Coral CRL 757505 (\$)
 Pete Fountain has ventured once again out of his Bourbon Street jazz nightclub to package a collection of tunes bound to set radio station turntables a spinning and people whistling coast-to-coast and around the world. Fountain adds his own clarinet touch to "Folsom Prison Blues," "Wichita Lineman," and "Those Were the Days."



POP
FIVE BY FIVE—*Next Exit*. Paula LPS 2202 (\$)
 Five by Five had a good chart run with their "Fire" single, and then should have another good run with this solid LP follow-up. They work it on out with knockout treatments of "7 and 7 is," "Soul Man" and an exceptional "Hush," and the rhythm pace never lets up. Their "Shake a Tail Feather" is another powerhouse offering.



POP
THE UNIQUES—*How Lucky*. Paula LPS 2204 (\$)
 Sparked by two single hits, "How Lucky (Can One Man Be)" and "I Sure Feel More (Like I Do Than I Did When I Got Here)," the Uniques have an attractive commercial package here. Whether uptempo as in "No Good to Cry" or ballad slow as in "Some-time," this quintet is in fine form. Their version of "You Don't Miss Your Water" is a standout.



POP
RAFAEL MENDEZ—*Concerto for Mendez*. Decca DL 75055 (\$)
 Now and then something so rare and so outstanding comes along that you're sure it will have a continuing role to play in music. This is such an album and the work that stands out is "Concertino a Rafael Mendez," which blends the scope of classical music with the excitement of the trumpet. Other tunes include "Malaguena Salerosa," a standard, and the new "The Bullfighter's Prayer."



POP
THE GOOD RATS—*The Good Rats*. Kapp KS 3580 (\$)
 From the opening number, entitled "We Are the Good Rats," this exciting new quintet fills the grooves of their debut LP with fire and electricity. Progressive rock stations will find exceptional programming fare in any of the ten cuts, and sales will be sure to follow. Especially notable are "My Back Is Aching," "Gotta Get Back" and "For the Sake of Anyone."



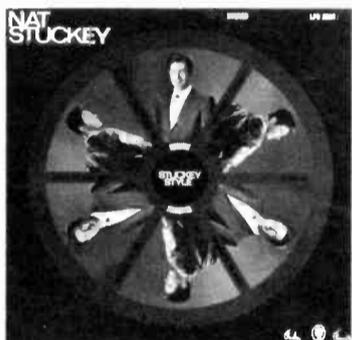
POP
BILLY HARNER—*She's Almost You*. Open OS 1100 (\$)
 Harner is a young man with a big and powerful voice. His soul feeling is put to great use on the top material contained in this album debut for Open Records. His current single, already creating a stir "She's Almost You," is the headliner, but not to be overlooked are knockout performances of "Hurt," "I Struck It Rich" and "All in My Mind." His "Later Baby" is a winner.



POP
GANDALF—*Capitol ST 121* (\$)
 This new group has an inventive album combining original material with unique treatments of older material, including a tender version of "Scarlet Ribbons" that could bring this number back. "Golden Earrings" (a single) and "Nature Boy" are other oldies that can be played by a variety of radio formats. "I Watch the Moon" and "Tiffany Rings" are among the top original cuts. Tim Hardin's "You Upset the Grace of Living" is another gem.



COUNTRY
JOHNNY PAYCHECK'S GREATEST HITS—*Little Darlin'*. SLD 8012 (\$)
 An album of Paycheck's biggest hits is sure to find many buyers. This package includes "A-Eleven," "Jukebox Charlie," "The Lovin' Machine," "The Ballad of the Green Berets" and many more. Must merchandise for country dealers.



COUNTRY
NAT STUCKEY—*Stuckey Style*. Paula LPS 2203 (\$)
 Nat Stuckey at his best on some outstanding tunes like "By the Time I Get to Phoenix," "Gentle on My Mind," and "Welcome to My World." His many fans won't be able to resist this beautiful production.



COUNTRY
MEET DARRELL McCALL—*Wayside WSS 1030* (\$)
 Country buyers really will want to meet this artist. He has already achieved hit chart action with "Wall of Pictures," included in this package. Others, delivered in the same dramatic style, are "Bury the Bottle With Me," and "The Marionette" and "Wrong Kind of Man."



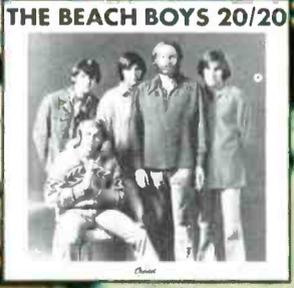
LOW-PRICE GOSPEL
BLACKWOOD BROTHERS QUARTET—*Just a Closer Walk With Thee*. RCA Camden CAS 2292 (\$)
 Gospel buyers will find this package a bargain at the price, for it contains strong performances by a noted group. The leadoff item is the standard, "Just a Closer Walk With Thee," and this is supported by "It Matters to Him," "When the Saints Go Marching In" and others.



On his left is Maria, ex-vocalist and tambourine whanger for The Jim Kweskin Jug Band. On her right is Geoffrey, ex-vocalist, guitar tickler, and washboard knuckler for The Jim Kweskin Jug Band. They are on their own now, and have gotten it together on a new single. It is Open Up Your Soul, written and produced by Jerry Ragovoy (not shown). Open Up Your Soul is where it belongs: on Reprise. Geoff and Maria Muldaur have gotten together. Have you?



VISIONARIANS



A Perfect Chart Reading

THE BEACH BOYS 20/20



Rhythm & Blues

BEST SELLING Billboard Rhythm & Blues Singles

Billboard SPECIAL SURVEY For Week Ending 1/25/69

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	I HEARD IT THROUGH THE GRAPEVINE... Marvin Gaye, Tamla 54176 (Jobete, BMI)	9	26	23	SEE SAW Aretha Franklin, Atlantic 2574 (Cotillion/East, BMI)	9
2	5	I'M GONNA MAKE YOU LOVE ME... Diana Ross & the Supremes with the Temptations, Motown 1137 (Act Three, BMI)	7	27	18	MY SONG Aretha Franklin, Atlantic 2574 (Lion of Houston, BMI)	8
3	4	CAN I CHANGE MY MIND... Tyrone Davis, Dakar 602 (Dakar, BMI)	6	28	27	SLOW DRAG Intruders, Gamble 221 (Razor Sharp, BMI)	9
4	6	SOULFUL STRUT... Young-Holt Unlimited, Brunswick 55391 (Dakar/BRC, BMI)	9	29	31	IF IT WASN'T FOR BAD LUCK... Ray Charles & Jimmy Lewis, ABC 11170 (Tangerine, BMI)	3
5	2	FOR ONCE IN MY LIFE... Stevie Wonder, Tamla 54174 (Stein & Van Stock, ASCAP)	11	30	—	TAKE CARE OF YOUR HOMEWORK... Johnnie Taylor, Stax 0023 (East/Memphis, BMI)	1
6	3	TOO WEAK TO FIGHT... Clarence Carter, Atlantic 2569 (Fame, BMI)	11	31	50	GRITS AIN'T GROCERIES... Little Milton, Checker 1212 (Conrad, BMI)	2
7	7	CLOUD NINE... Temptations, Gordy 7081 (Jobete, BMI)	10	32	25	JUST AIN'T NO LOVE... Barbara Acklin, Brunswick 55388 (Dakar/BRC, BMI)	8
8	8	THIS IS MY COUNTRY... Impressions, Curtom 1934 (Camad, BMI)	8	33	29	GOODBYE MY LOVE... James Brown, King 6198 (Dynatone, BMI)	10
9	10	ARE YOU HAPPY... Jerry Butler, Mercury 72876 (World War III/Parabut, BMI)	6	34	34	YOU'VE GOT THE POWER... Esquires, Wand 1193 (McLaughlin, BMI)	9
10	11	PAPA'S GOT A BRAND NEW BAG... Otis Redding, Atco 6636 (Lois/Tocca, BMI)	8	35	35	DON'T BE AFRAID (Do As I Say)... Frankie Karl & the Dreams, D.C. 180 (Proud Tunes, BMI)	11
11	9	WHO'S MAKING LOVE... Johnny Taylor, Stax 0009 (East, BMI)	15	36	32	ALMOST PERSUADED... Etta James, Cadet 5630 (Gallico, BMI)	3
12	12	ROCKIN' IN THE SAME OLD BOAT... Bobby Bland, Duke 440 (Don, BMI)	10	37	—	THE MEDITATION... TNT Band, Cotique C-136 (Cotique, BMI)	1
13	22	BEGINNING OF MY END... Unifics, Kapp 957 (Cuydra, BMI)	7	38	38	HANG 'EM HIGH... Booker T. & the M.G.'s, Stax 0013 (Unart, BMI)	10
14	15	EVERYDAY PEOPLE... Sly & the Family Stone, Epic 5-10407 (Dale City, BMI)	6	39	—	GETTING THE CORNERS... T.S.U. Toronados, Atlantic 2579 (Cotillion-Broken Soul, BMI)	1
15	16	HEY JUDE... Wilson Pickett, Atlantic 2591 (Maclean, BMI)	4	40	42	I'M JUST AN AVERAGE GUY... Masqueraders, AGP 108 (Press Music, BMI)	2
16	17	THERE'S GONNA BE A SHOWDOWN... Archie Bell & Drells, Atlantic 2583 (Downstairs/Double Diamond, BMI)	4	41	41	OB-LA-DI OB-LA-DA... Arthur Conley, Atco 6640 (Maclean, BMI)	2
17	14	READY OR NOT HERE I COME... Delfonics, Philly Groove 154 (Nickie Shoe, BMI)	6	42	39	FREEDOM TRAIN... James Carr, Goldwax 338 (Lyn-Loo/Partner, BMI)	7
18	19	NOT ON THE OUTSIDE... Moments, Stag 5000 (Gambi, BMI)	9	43	—	SOUL BROTHER, SOUL SISTER... Capitols, Karen 1543 (McLaughlin Tairi, BMI)	1
19	20	I FORGOT TO BE YOUR LOVER... William Bell, Stax 0015 (East/Memphis, BMI)	6	44	44	THIS OLD HEART OF MINE... Tammi Terrell, Motown 1138 (Jobete, BMI)	2
20	21	CALIFORNIA DREAMIN'... Bobby Womack, Mint 32055 (Honest John, ASCAP)	7	45	49	MY BABY SPECIALIZES... William Bell & Judy Clay, Stax 0017 (East/Memphis, BMI)	3
21	13	BRING IT ON HOME TO ME... Eddie Floyd, Stax 0012 (Kags, BMI)	11	46	45	LOOKING BACK... Joe Simon, Sound Stage 7 2622 (Eden/Sweco, BMI)	6
22	26	DOES ANYBODY KNOW I'M HERE... Dells, Cadet 5631 (Chevis, BMI)	3	47	—	SING A SIMPLE SONG... Sly & the Family Stone, Epic 5-10407 (Daly City, BMI)	1
23	28	BABY, BABY DON'T CRY... Smokey Robinson & Miracles, Tamla T 54178 (Jobete, BMI)	2	48	—	30-60-90... Willie Mitchell, Hi 2154 (Jec, BMI)	1
24	24	SOUL SISTER, BROWN SUGAR... Sam & Dave, Atlantic 2590 (Walden- Birdees, ASCAP)	4	49	—	CALIFORNIA SOUL... 5th Dimension, Soul SRC 770 (Jobete, BMI)	1
25	30	THERE'LL COME A TIME... Betty Everett, Uni 55100 (Jalynne, BMI)	3	50	—	JAN JAN... Fabulous Counts, Moira 103 (McLaughlin Ala King, BMI)	1

SOUL SAUCE



**BEST NEW RECORD
OF THE WEEK:
"I DON'T WANT
TO CRY"
RUBY WINTERS
(Diamond)**

By ED OCHS

SOUL SLICES: "Brer Soul," alias author-movie director Melvin van Peebles, won a rare solo spotlight in The New York Times Sunday (12) when his "Brer Soul" LP impressed critic Thomas Lask as "great (music), weaving a steady embroidery, sometimes sad, sometimes exultant and sometimes very funny." Lask also praised Peebles' "Lily Done the Zampoughi" for its gritty treatment of black culture. Both the man and his music were the talk of Soul Sauce late in 1968, now winning ears to rank with John W. Anderson's "Don't Pat Me on the Back" soul sermon and James Brown's "Say It Loud," Epic (the best-selling r&b disk of the past year)—as the first musical morality messages of the booming black culture. Anderson's debut single, "Mose" ("You still don't know my name is Mose") first struck at "the man" and his fate, echoing the dilemma of James Baldwin's "Nobody Knows My Name" essay. . . . Rock 'n' soul, revived first by the Dells, is now heavily on the upswing via Tammi Terrell's "This Old Heart of Mine"—revived as a hit in England by the original hitmakers the Isley Brothers-Jose Feliciano's resouling of Bruce Channel's goldie, "Hey Baby" and the Chambers Brothers' old Vault Records recording of "Shout"—not to mention past tunes rescued by the Supremes & Temptations, Marvin Gaye, Stevie Wonder, Otis Redding, Eddie Floyd and more. In fact, 12 of the top 50 r&b tunes are not original material. Top 40 has also moved into gold soul, reworking Jesse Belvin's "Goodnight My Love" (Paul Anka), the Drifters' "This Magic Moment" (Jay & the Americans)—but the refrain-drain on original music continues as pop and soul songs are swapped and retreaded for more musical mileage, capitalizing also on the turnover in listening audiences. . . . Great Memphis Sound, personal management firm headed by Sandy Newman, has opened a New York office, to give local service to clients, Carla Thomas, Bar-Kays, Judy Clay, Albert King and Ollie & the Nightingales. . . . Ray Charles will be honored with a gold plaque Friday (31) for his efforts aiding the St Augustine, Fla. School for Deaf and Blind Children, at a charity ball in Orlando, Fla. "The Genius" once attended the school as a youth. . . . P.S. SOUL: This year Soul Sauce invites you to share an even deeper commitment to soul by keeping us posted on your product—on the charts and on the way—your talent, and all the inside action that has made Soul Sauce your influential one-stop for the latest in r&b.

★ ★ ★

FILLETS OF SOUL: Johnnie Taylor, already in the gold for his "Who's Making Love?" disk (featured in his brand new LP)—has been named Stax Records' artist of the month. Taylor split to solo after joining the Soul Stirrers in 1960 as a replacement for Sam Cooke, the group's leader. Hip Records, a Stax subsidiary, is also moving with the Southwest F.O.B. ("Smell of Incense" and "Nadine," another revival—of Chuck Berry) and the Goodees ("Condition Red"). Six months after becoming Stax/Volt Records, an autonomous label, the firm is flying soul-first into the new soul year. . . . Roulette and Funtown Productions are high on the first Funtown release on the Roulette label, "Just a Few More Minutes," by Harry Batchlor & the Mighty Crowns. Jimmy Peterson and Jesse Principato of Funtown were responsible for "Who Was That," by Tina Britt on Veep. . . . Boosted by a strong review in The Times, Novella Nelson has been re-signed to continue at the Village Vanguard through Feb. 1. A fresh, new talent—Miss Nelson—borrows tunes from Bessie Smith and a deeply emotional reading of "Lilac Wine," always a gem in the live repertoire of Nina Simone. . . . Billy Guy and Albert King are splitting the bill at the Village Gate till Feb. 1. . . . Solomon Burke will debut on Bell Records with "Uptight Good Woman," co-produced by Burke and Tamiko Jones. Miss Jones thus returns the favor Burke did for songstress by joining her on "Try it Baby" and "Please Return Your Love to Me," featured on Tamiko Jones' first album for A&M. . . . The New York Record Men will honor 20-year radio veteran, Jack Walker, on Feb. 14, with a dinner at the Americana Hotel. Walker raises soul steam on WLIB's "Rhythm Express." . . . Robbie Dee, former deejay at WZUM and WCHB in Detroit, is open for a new position. Contact him at (212) 246-9544. . . . Speaking of phone numbers and where to reach a soul man—remember your Soul Sauce hot line at (212) 757-2800, ext. 57. . . . Margie Hendrix, former lead singer of the Raelets, will debut on Sound Stage with "Don't Destroy Me." . . . Coming from Atlantic: "The Best of Percy Sledge" and "The Best of Sam & Dave." . . . Clarence Carter will miss by one week Atlantic Rec-

(Continued on page 38)

"SHE'S
THE
ONE!"

BACKBEAT #599

★
THE SOUL TWINS

"JUMP
AND
SHOUT!"

DUKE #441

★
BUDDY ACE

"BABY
I NEED
SOMEONE!"

DUKE #442

★
JOHN ROBERTS

DUKE-PEACOCK RECORDS

2809 ERASTUS ST.

HOUSTON, TEXAS

Soulin'

by Allen Orange

Here at Sound Stage Seven we welcomed in the new year. Another year and we're still doin' our thing — we've still got our bag.



ELLA for an Ella Washington album. And that should start the year off on a right note for her many fans, as does her latest release, "He Called Me Baby."

Always busy, Ella just capped-off a nightclub engagement in New Orleans, and she heads for Indianapolis for several club dates. Ella's got her own thing, and it's taking the airwaves by storm.

Joe Simon's the cat man. He's off and running again this year with a great sound. Joe flew into Nashville to record new material for an upcoming single. Right now he's making the scene with "Looking Back." And what a scene!



JOE

Wherever Joe Simon sings, he lays it down like dynamite. This new year has Joe Simon's name written all over it.

With the start of the new year Sound Stage 7 previews two exciting new acts.

Margie Hendrix, former Raellet with Ray Charles, is doin' her own thing on our label. Margie starts the year with a great single, "Don't Destroy Me." And it's already tearing-up her thousands of fans. Margie's bag is dug by a great number of her fans who picked up on her duet with Ray Charles, "The Night Time Is The Right Time." Margie Hendrix is the gal with a lot of talent — and looks, too!

The Dynamic Seven also move into the Sound Stage 7 stables this year. The all male group pours it on strong in their new release, "Squeeze Me, Parts I and II." In school, the group lays it down strong during holidays and one nighters throughout the south. A summer concert is being prepared for the exciting group.

This year, or any year, Sound Stage 7 is where it's at. Baby, we're happening!

ELLA WASHINGTON
"He Called Me Baby"
(SS7-2621)

JOE SIMON
"Looking Back"
(SS7-2622)

MARGIE HENDRIX
"Don't Destroy Me"
(SS7-2624)

THE DYNAMIC SEVEN
"Squeeze Me,
Parts I and II"
(SS7-2625)



A Division of
MONUMENT RECORD CORPORATION
Nashville, Hollywood

KUDO-TV in Opener; Key Coglin Show

SAN FRANCISCO—KUDO-TV (Channel 38) has bowed here, and one of the key programs on the station, which will originate all its programming, will be a week nightly half-hour variety show hosted by Russ Coglin.

The Vern Alley Quartet, a jazz group, is a regular on the show. Another weekly show on the station — "Ground Zero" — also showcases record talent, although it centers around comedy. A weekly "Symphony" show will feature a concert by a Bay Area symphony. The Hungry i was spotlighted and entrepreneur Enrico Banducci appeared on one of the first shows, along with Frank Weber, keystone of the former Kingston Trio.

WBAB Features Hot 100 Format

BABYLON, N. Y.—WBAB is now featuring a Hot 100 format, according to program director Tony James. Billing the station as "The Happening Sound," James and music director Mike Jeffries are playing such tunes as "Fly With Me," by the Avant Garde on Columbia, "You Showed Me," by the Turtles on White Whale, and "Ob-la-di Ob-la-da," by Arthur Conley on Atco. Playlist of Jan. 6 included more than 60 records.

WNJU-TV Latin Hunt Started

NEW YORK — WNJU-TV (Channel 47) launched a talent search for Latin musical and comedy artists to be featured in a series of specials now in production by Humberto Delgado, executive producer of special programming for the TV station. WNJU-TV leans on Latin music shows in its programming. One special already completed is a musical variety show featuring Eduardo Davidson, creator of such rhythms as La Pachanga.

'Pops' Draws 11 Mil.

LONDON — According to the BBC-TV, "Top of the Pops" attracts 11 million viewers here each Thursday night.

Rhythm & Blues

Billboard SPECIAL SURVEY For Week Ending 1/25/69

BEST SELLING Rhythm & Blues LP's

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	TCB Diana Ross & the Supremes with the Temptations, Motown MS 682 (S)	4	26	26	ARE YOU EXPERIENCED Jimi Hendrix Experience, Reprise R 6261 (M); RS 6261 (S)	66
2	2	DIANA ROSS & THE SUPREMES JOIN THE TEMPTATIONS Motown MS 679 (S)	8	27	28	HICKORY HOLLER REVISITED O. C. Smith, Columbia (No Mono); CS 9680 (S)	30
3	6	I HEARD IT THROUGH THE GRAPEVINE Marvin Gaye, Tamla TS 285 (S)	15	28	27	TEMPTATIONS GREATEST HITS Gordy 919 (M); S 919 (S)	11
4	4	SOULED Jose Feliciano, RCA Victor LST 4045 (S)	8	29	29	DIANA ROSS & THE SUPREMES "LIVE" AT LONDON'S TALK OF THE TOWN Motown (No Mono); MS 676 (S)	17
5	5	LOVE CHILD Diana Ross & the Supremes, Motown MS 670 (S)	8	30	36	SILK 'N SOUL Gladys Knight & the Pips, Soul SS 711 (S)	4
6	3	ARETHA IN PARIS Aretha Franklin, Atlantic SD 8207 (S)	9	31	32	THE ICE MAN COMETH Jerry Butler, Mercury ST 61198 (S)	8
7	7	IN PERSON AT THE WHISKEY A GO GO Otis Redding, Atco SD 33-265 (S)	8	32	33	THE BEST OF THE IMPRESSIONS ABC ABCS 654 (S)	14
8	8	PROMISES, PROMISES Dionne Warwick, Scepter SPS 571 (S)	5	33	31	HOLD ME TIGHT Johnny Nash, JAD JS 1207 (S)	8
9	13	LIVE AT THE COPA The Temptations, Gordy GS 938 (S)	4	34	34	YESTERDAY'S DREAM Four Tops, Motown (No Mono); MS 669 (S)	17
10	22	SOULFUL STRUT Young-Holt Unlimited, Brunswick BL 754144 (S)	4	35	35	JOHN W. ANDERSON PRESENTS KASANDRA Capitol ST 2957 (S)	10
11	11	FOOL ON THE HILL Sergio Mendes & Brasil '66, A&M SPX 4160 (S)	8	36	39	THE TIME HAS COME TODAY Chambers Brothers, Columbia CL 2722 (M); CS 9522 (S)	22
12	9	JAMES BROWN LIVE AT THE APOLLO, VOL. 2 King (No Mono); 1022 (S)	21	37	—	EIVETS REDNOW Stevie Wonder, Gordy GS 932 (S)	1
13	12	FELICIANO Jose Feliciano, RCA Victor LPM 3957 (M); LSP 3957 (S)	28	38	—	PLUG ME IN Eddie Harris, Atlantic SD 1506	23
14	10	CHEAP THRILLS Big Brother & the Holding Co., Columbia KCS 9700 (S)	16	39	38	THERE IS Dells, Cadet (No Mono); LP 804 (S)	37
15	16	THIS IS MY COUNTRY Impressions, Curtom CRS 8001 (S)	11	40	43	FLY ME TO THE MOON Bobby Womack, United Artists LP 24014 (S)	2
16	18	SUPER HITS, VOL. 3 Various Artists, Atlantic SD 8203 (S)	5	41	40	ROAD SONG Wes Montgomery, A&M SP 3012 (S)	7
17	15	SPECIAL OCCASION Smokey Robinson & the Miracles, Tamla TS 290 (S)	18	42	42	I'VE NEVER FOUND A GIRL Eddie Floyd, Stax STS 2002 (S)	2
18	19	TIME PEACE/GREATEST HITS Rascals, Atlantic (No Mono); SD 8190 (S)	29	43	—	WHO'S MAKING LOVE Johnnie Taylor, Stax STS 2005	1
19	25	THE WORM Jimmy McGriff, Solid State SS 18045 (S)	5	44	44	YOU'RE ALL I NEED Marvin Gaye & Tammi Terrell, Tamla TS 284 (S)	19
20	45	FOR ONCE IN MY LIFE Stevie Wonder, Tamla TS 291 (S)	3	45	—	MASEKELA Hugh Masekela, Uni 7304 (S)	1
21	17	ARETHA NOW Aretha Franklin, Atlantic (No Mono); SD 8186 (S)	29	46	—	COLLECTION OF 16 ORIGINAL BIG HITS, VOL. 9 Various Artists, Motown 668 (S)	1
22	14	ELECTRIC LADYLAND Jimi Hendrix Experience, Reprise 2RS 6207 (S)	13	47	50	SMOKEY ROBINSON & THE MIRACLES GREATEST HITS, VOL. 2 Tamla T 280 (M); TS 280 (S)	48
23	20	LADY SOUL Aretha Franklin, Atlantic 8176 (M); SD 8176 (S)	49	48	47	SUPER HITS, VOL. 2 Various Artists, Atlantic SD 8188 (S)	6
24	23	DIANA ROSS & THE SUPREMES GREATEST HITS Motown M2-663 (M); M2S-663 (S)	53	49	49	THE TEMPTATIONS WISH IT WOULD RAIN Gordy (No Mono); GS 927 (S)	36
25	21	200 M.P.H. Bill Cosby, Warner Bros.-7 Arts WS 1757 (S)	13	50	—	I THANK YOU Sam & Dave, Atlantic SD 8205 (S)	6

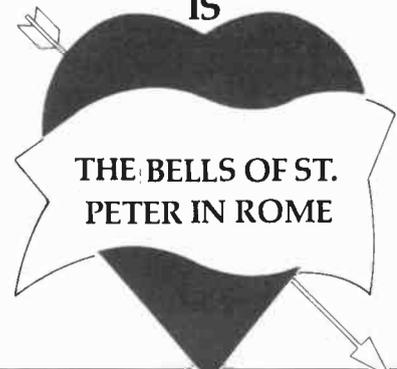
SOUL SAUCE

• Continued from page 37

ords' Bahamas sales convention, ending Sunday (19). Carter, whose new LP "The Dynamic Clarence Carter" is ready to roll, will star Friday (24) at the Junkanoo Club, Freeport in the Bahamas. . . . And working his way South for the Atlantic meet will be—Soul Sauce. . . . Thank you, **Ritchie Yorke** of the Globe and Mail in Canada, for your kind words about Soul Sauce. We will be looking forward to reading your liner notes (my favorite reading material) on upcoming LP's by **Aretha Franklin** ("The Soul of Soul") and **B. B. King** (His Best—the "Electric B. B. King"). . . . Writes **Dave McAleer** of Dragon Records in London: The R&B Association of Great Britain has officially formed to promote U. S. r&b in Britain. First on the agenda are the electing of artists to the Hall of Fame and voting for the best artists of 1968. And a prediction from McAleer for 1969—stardom for one **Donald Height**. . . . **Michael Gentile**, former Motown producer, has debuted on DynoVoice with "Mushroom City," co-penned and performed by **Jimmy Williams**. . . . Capitol Records is already getting strong reaction to "Here Today and Gone Tomorrow," by the **Ohio Players**. . . . **Miriam Makeba's** three-month European tour is underway with stops Feb. 1

in Pisa, Italy. TV dates through Feb. 5 and then to Sweden, Holland and Germany. On March 19 she will appear at the Olympia Theatre in Paris. Her latest single, issued last week, is **Bob Dylan's** "I Shall Be Released." . . . **Joe Tex** has extended his European tour to include TV and club dates in London, an appearance at the MIDEM festival in France, and dates in Italy and Sweden through the end of this month. . . . **Al DeMarino** of William Morris Agency reads Soul Sauce. Do you?.

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TODAY'S TOP HITS—Hey Jude, Those Were The Days, Abraham, Martin & John P8-150

FINIAN'S RAINBOW—Bugs Bower Chorus & Orchestra P8-152

GLORIA LYNNE—I Wish You Love P8-153

DEAN MARTIN—Young and Foolish P8-154

AL MARTINO—We Could P8-155

MATT MONRO—This is All I Ask P8-156

STAN GETZ—in Concert P8-157

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PATSY CLINE—I Can't Forget You P8-218

HANK LOCKLIN—Queen of Hearts P8-220

WYNN STEWART—Above and Beyond The Call of Love P8-221

FLOYD CRAMER & HOUSTON ROBERTS—Great Country Piano P8-222

HANK THOMPSON AND HIS BRAZOS VALLEY BOYS—Simple Simon, Simple Heart P8-223.

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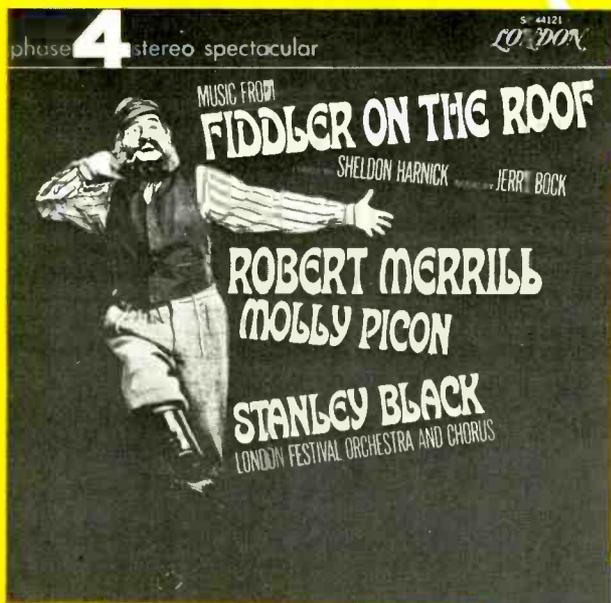
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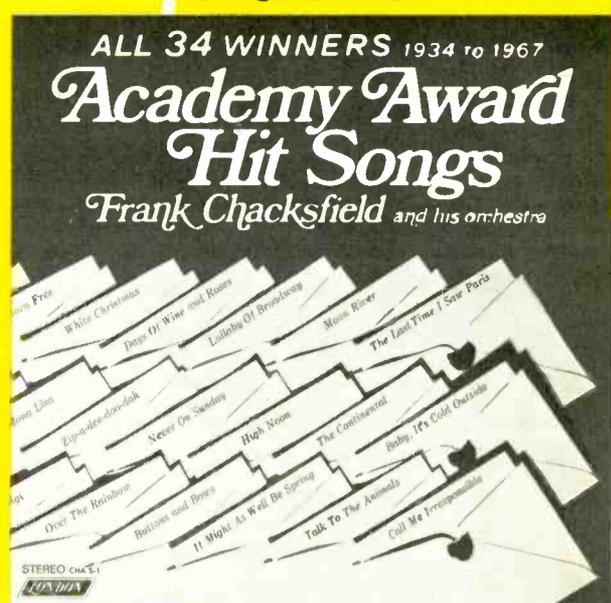
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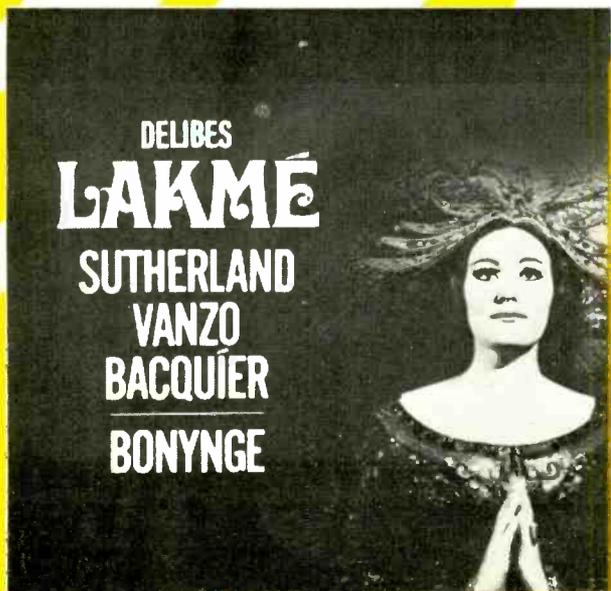
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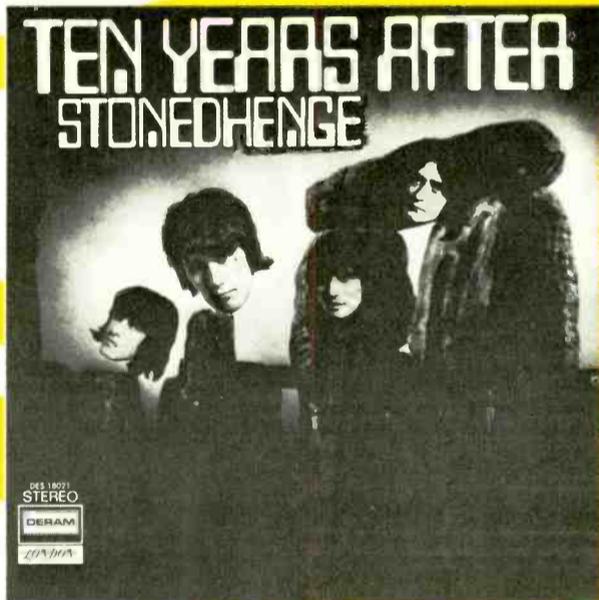


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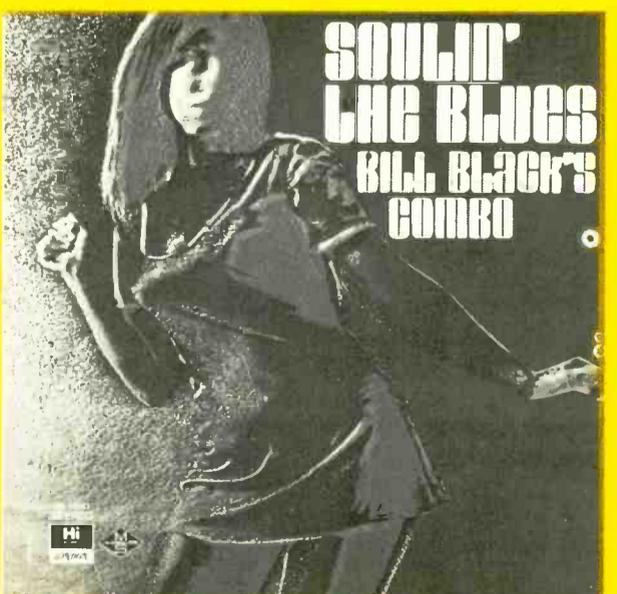
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Musical Instruments

Ozark Center to Spotlight Non-Amplified Instruments

By RON SCHLACHTER

MOUNTAIN VIEW, Ark.—A showcase for folk music and non-amplified instruments will be the finished product when the Ozark Folk Culture Center is completed here in early 1971.

While groundbreaking festivities are scheduled for this April, the center actually became a reality last month when the Federal Government approved a \$2,120,000 grant for the project. This will be coupled with a \$530,000 loan, which was approved earlier by the government.

A guiding force behind the project has been recording artist and former "Grand Ole Opry" star Jimmy Driftwood. Since leaving the "Opry" in 1963, Driftwood has devoted his full time to the annual Arkansas Folk Festival, the Friday night "Musicales" in the Mountain View courthouse and the campaign to build the center.

Speaking from his home in nearby Timbo, Driftwood said:

"Actually, we started planning the center in 1963 when we had the first folk festival here. A trip to colonial Williamsburg convinced me of the need for such a place. It seemed to me that there should not only be a place to see

things of the past but to hear the music, as well.

"This thing here is like the "Grand Ole Opry" was when it started. The only difference is that ours will stay the same. We're hoping that when the center is completed, it will be under the thumb of the Smithsonian Institution. Then we would be assured of the continuation and perpetuation of the fossils of music."

The annual festival, which is always held the third weekend in April, attracts between 20-25,000 persons, with 90 per cent of them from out of State. The festival got its start as a weekly get-together of local musicians. Carrying the banner of the Rackensack Folklore Society, the group became so popular that it had to move its meeting spot from the doctor's clinic to the courthouse.

"There were just too many people to fit in the clinic," said Driftwood. "The courthouse is packed every Friday night and in warm weather, people are even out on the lawn. We call it the Musicales or Friday Night
(Continued on page 44)

New Manoloff Guitar Book

CHICAGO — M. M. Cole Publishing Co. here is accepting orders for the new, revised "Spanish Guitar Method No. 1" by Nick Manoloff. The list price is \$2.50 each and dealers are offered a 40 per cent discount.

New Stock Boxes

CHICAGO — Music stock boxes, finished in two-tone, marbled glossy paper over heavy, pasted chip board, are now available from M. M. Cole Publishing Co. here. They are \$2.25 each or \$13 per carton of six.



JIMMY DRIFTWOOD, recording artist and former "Grand Ole Opry" star.

New Columbia Display Holds 34 Instruments, Accessories

CHICAGO—Columbia Records has introduced a music instrument and accessory merchandising program that includes a revolving pegboard merchandising display utilizing four square feet of floor space and exposing 34 different items.

Previewed here during Columbia Records' dealer showing at the Chicago branch, the display has a retail value of \$536.39. Company officials claimed the inventory on the display would probably turn over "five times a year in a normal record department." The profit is stated at 52.3 per cent.

All items are poly-bagged and features specially designed grom-

nets to discourage pilferage. Some of the more unusual items to be featured in such a mass merchandising display include a wooden, soprano recorder, a 10-inch turntable tambourine, a pair of maracas, drum sticks and guitar strings.

Simplification of drum sticks and strings represented one of the toughest challenges to the packagers, a spokesman said. Included are sticks for rock groups, combos and a 5A an 7A nylon-tipped stick.

The three guitar strings are electric nickel, electric flat wound and classic guitar, nylon/bronze.

BEST SELLING Billboard Folios

PIANO, FRETTED INSTRUMENTS,
INSTRUMENTAL BAND

TITLE (Publisher)

BIG BIG NUMBER ONE HITS—EASY PIANO
(Hansen)

GREAT GREAT HITS (Big 3)

MASTERS INSTRUMENTAL BLUES—GUITAR
(Oak)

PETER, PAUL & MARY, FOLK GUITAR—HERE'S
HOW (Warner Bros.-7 Arts)

70 BLOCKBUSTERS FOR '70—GUITAR (Hansen)

TEACHER'S PET—BOOK 4 FOR EASY PIANO
(Robbins)

WITH MY LOVE—ORGAN (Big 3)

WONDERFUL WORLD OF RICHARD RODGERS—
PIANO (Chappell)

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That means you can do more things with your instrument at every volume, anywhere in your range. And because you get more sound out of every watt you put into an SRO speaker, it's like doubling the power of your amp.

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Personality Song Books

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All Instrument Books

Music of Today—Brimhall

by: Jude Porter

There is nothing under the sun quite like the "sound of music" . . . it's the tempo of the time . . . it's the instant and intimate communication that closes the generation gap . . . it's the dynamic downbeat to dollars!!!

What's what in the world of sheet music this week? Here are the exciting new entries . . .

WOMAN HELPING MAN

The Vogues

I'D DO IT ALL AGAIN

Eloise Laws

DOESN'T ANYONE KNOW MY NAME

Vince Hill

GIRLS IN COUNTRY MUSIC

Bobby Braddock

TRACES

Classics IV

SPOTLIGHT SONG OF THE WEEK . . .

The name of the game is . . . great music. And great this is! Written and recorded by a gentleman named . . . Joe South.

GAMES PEOPLE PLAY

DEALERS . . . ATTENTION

Make plenty of room for these big chart-movers . . . they're packed with "pizzazz!"

YOU SHOWED ME

The Turtles

TRAGEDY

Brian Hyland

THE WORST THAT COULD HAPPEN

Brooklyn Bridge

BELLA LINDA

The Grassroots

RIOT

Hugh Masekela

LOOKING BACK

Joe Simon

POOR SIDE OF TOWN

Al Wilson

and

KUM BA YAH

Tommy Leonetti

What a record-making month we've had . . . each song S.M.I. has "scooped" you on has made the national chart scene! Here are two more to add to the list before the month slips away . . .

THE GREATEST LOVE and HEY BABY Definite "standard" material. Do not be without them!

Our sheet music spot-check this week is centered in the Southern California area.

Morse Preeman's "hit parade" sounds like this . . .

BOTH SIDES NOW

THOSE WERE THE DAYS

FOR ONCE IN MY LIFE

BY THE TIME I GET TO PHOENIX

ABRAHAM, MARTIN & JOHN

GENTLE ON MY MIND

MAGIC CARPET RIDE

and

LO MUCHO QUE TE QUIERO

We took an 8-store survey of

Wallich's Music City. The results

are "smashing" . . .

HEY JUDE

THOSE WERE THE DAYS

I'VE GOTTA BE ME

FOR ONCE IN MY LIFE

OB-LA-DI, OB-LA-DA

TOUCH ME

WICHITA LINEMAN

BOTH SIDES NOW

and

GENTLE ON MY MIND

Herewith . . . "The Best Of The

Best from S.M.I." See you next

week . . .

GOLD MARK ASSOCIATES

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The Ultimate Monster.

It's the "Exterminator."

Baldwin designed and built it to deliver the power and sound for today's plugged-in electric world of music. Rock groups are "power hungry" — and this one satisfies the appetite.

It's a solid state powerhouse of 250 watts peak power. Two 15", two 12" and two 7 inch speakers handle screaming trebles and roaring basses with no problem. Built with the sleek, modern look of today, the Exterminator looks like it belongs on stage. It has everything that's wanted in a total amplifier.

Put the Exterminator in your store and watch the magnetism. It attracts. But there's more. Let's talk support. We've launched a strong consumer advertising campaign that's reaching your customers on all levels — national consumer magazines — radio — underground newspapers. It's a promotion with punch!

The Exterminator is the top of the entire Baldwin line of great amplifiers. All built with the great looks and power that today's groups demand. Write for your catalog and see the entire selection.

We're going all out with support to make the Baldwins your fastest-moving amplifiers. Now, it's your move.

Baldwin
Distributed by GRETSCH



Audio Retailing

Companies Focus on Sophisticated Buyer

By RON SCHLACHTER

CHICAGO — Better quality home entertainment products were very much in evidence at last week's housewares show here as manufacturers and importers talked in terms of the "sophisticated buying public."

David Munguia, Kaysons International, Ltd., said his company is concerned with a good mechanical item and "not junk." The company representative said customers should no longer expect to get a tape recorder for \$5.

At Lloyd's Electronics, Inc., Hans Wedin said, "People want better merchandise. Styling and quality are considered first—then price."

Three new radio/phonograph combinations were on display at the Electra Radio Corp. exhibit. The models are AC/battery-operated and have a suggested list of \$24.95, \$49.94 and \$59.95. Concerning Electra's merchandise

dising campaign, national sales manager Ralph Setton said:

"We're as competitive as possible without affecting the quality of product. We go to Japan not for the lowest priced product but for the fairest competitive product."

"In buying products, we take suggestions from dealers. We also take suggestions from our sales representatives. First, we must decide on the product that is wanted. Then we try to style it to the best of our ability."

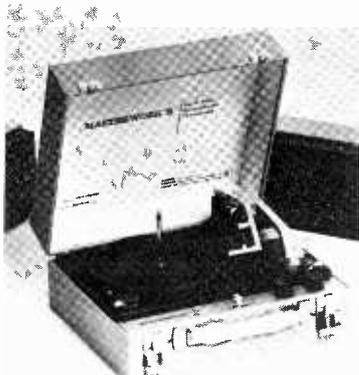
Several exhibitors, including Norm Weisman of Ross Electronics, stressed that customers want everything packed into one. One such product to meet this demand for compactness and versatility is Ross' model RE-514, the Musical Roamer. The unit is one of many AC/battery-operated AM/FM radio-phonographs.

J. S. Farnell, Mastercraft Electronics, Inc., summed up the phonograph/component field by saying, "The big thing with stereo is modular group arrangement, whether portable or line-connected. This seems to be where most of the interest is at."

Columbia Products



MASTERWORK Model M-2204, an economy-priced portable phono that plays stereo records monaurally, is among the new players introduced by Columbia. The unit has a solid-state amplifier, front-mounted speaker, turn-over cartridge and built-in 45 adapter. The list price is open.



MASTERWORK Model M-2305. This is another low end portable with stereo features from Columbia. Two four-inch speakers in detachable enclosures, high compliance stereo turnover cartridge, stereo separation are among its twin controls and up to 16 feet stereo separation are among its feature highlights. Price open, it could be retailed at about \$39.95.



MASTERWORK Model M-2309. This new portable with a Drop-A-Matic feature has two five-inch permanent magnet speakers in detachable enclosures. Other features include an 11-inch transcription-type turntable and three controls. Suggested list, \$69.95. Audio hassock pic 356 . . . ARVIN'S NEW HASSOCK designed stereo phonograph has a suggested list of \$149.95. The system features true acoustical diffusion, utilizing paired hassock cabinets. Each cabinet houses an 8-inch high energy magnet Velvet Voice speaker.



INSTRUMENTS / ACCESSORIES pre-pack display. Columbia Records has packaged this revolving, four-sided display featuring 34 different music instruments and accessories. Steve Lesley, from Columbia's Chicago branch, and a Playboy bunny, pose with the new merchandiser.



MASTERWORK Model M-4700. The unit, one of a series of packaged component systems, features solid-state stereo amplifier furnishing 20 watts; two, eight-inch speakers in enclosures; four-speed automatic changer; four controls; speakers output and input jacks. Suggested list, \$99.95.

Ozark Center

• Continued from page 42

Frollic, but city folk refer to it as the Hootenanny.

"We get so many performers that sometimes we have to run them across the stage like goats at an auction. When the center is built, we will be able to hold nightly shows and the artists will be able to play longer and be more appreciated. At the same time, we want to continue the Friday night musicales at the courthouse."

"We don't allow any amplified instruments—just a microphone. There's just too much competition between an amplified guitar and the one grampa used to play. We have no trouble hearing the instruments. They can be heard all over town. People down here make guitars. The old-time dulcimers have really had a shot in the arm."

Disc-O-Mat Sells Calif. Franchise

LOS ANGELES — Disc-O-Mat National, distributor of the 45-r.p.m. record vender, has sold the California franchise to Stanley W. Watts.

With the franchise sale of California, Disc-O-Mat has appointed master distributors in 18 States. Previously, Pop Shops, Inc., New York, purchased 10 States, and the District of Columbia, and the New England States were sold to Mike Caruana.

CHAPPEL TEAM SIGNED TO MONUMENT: DISK SET

NASHVILLE—Don and Donna Chappel, one of the few father-daughter acts in country music, have signed a contract with Monument Records and added a third member of the family to the band. Don Chappel said the pair would record within 10 days, prior to departing for Panther Hall in Fort Worth and Mineral Wells, as well as to other dates in the Southwest. The Chappels were due at the Wheeling WWVA Jamboree Feb. 7.

Chappel also said that his 14-year-old son, Mike, now is playing drums with the Chaperones, the band carried by the pair on road tours. They have their own bus, "the only one with a psychedelic roof," according to Donna.

The 16-year-old daughter, who has been singing professionally for the past 18 months, teamed up with Tammy Wynette on duets and on road appearances during her father's marriage to the Epic artist. She also has sung as a soloist, but now is singing with her father who comes from a musical family. One of his sisters is songwriter Jean Chappel, and another singer is Martha Carson.

Chappel said he and his daughter would do both singles and duets for Monument.

Vanderbilt U. Sets Institute on Trade

NASHVILLE — Vanderbilt University will conduct its first annual Institute on the Entertainment Industry here April 18, just prior to the Billboard International Music Industry Conference in Nassau.

Dick Frank, legal counsel for the Country Music Association and co-ordinator of the Institute, said the timing was established to catch people on their way to the Billboard conference.

"Many people will be traveling to the East Coast or toward Miami and will come through this way," Frank explained. "We are taking advantage of the situation to stage the Institute."

Among those slated to take part are Stanley Adams, president of ASCAP; BMI president Ed Cramer; Leonard Feist; Leo Strauss and Harold Orenstein.

The Institute is to be held in conjunction with the establishment of music law courses in the Vanderbilt School of Law, announced last fall by Frank.

Dean John Wade of the law school, and L. Ray Patterson, professor of copyright law, are helping bring together the panelists. Additionally, there will be a group of three, as yet unnamed, who will discuss the evolution and growth of Nashville music. It is believed Wesley Rose will be one.

Frank said the timing of the institute, geared specifically for the legal aspects of music, was set to allow all the participants and others from the Nashville area to fly to Nassau in time for the Billboard conference. The Nashville contingent promises to be a large one, with many already registered.

CMA Bd. Names Unit To Act On Pioneers

SAN JUAN, P. R. — The Country Music Association in its first board meeting of the calendar year appointed a committee to determine how best to honor pioneers of Country Music in the Hall of Fame and Museum.

The action came after Dave Kapp, a pioneer himself, made an impassioned plea on behalf of his contemporaries whose "names are not well enough known by the present generation to obtain the votes needed for entrance to the Hall of Fame." Kapp made the trip here to plea before the board.

Reports were made by all committees. Particularly encouraging was the report concerning last year's Music City Pro-Celebrity Golf Tournament and the announcement that Frank Rogers will return to direct it this year.

Consideration, also, is being given to adding a category to the board of directors for distributors in the record business. A committee was empowered to hire a public relations director for CMA, under the jurisdiction of executive director Jo Walker.

The possibility of a spring-time country music festival in Nashville next year also was put forward.

In a move to improve the standing of country music abroad, the board voted to hold its June meeting in Dublin. Dick Broderick, chairman of the international committee, promised

that leaders of the music industry in the United Kingdom, and possibly Europe, would come to the Dublin meeting to cement relationships.

The next board meeting will be held in March in Los Angeles.

Co. Is Set Up By M. Gordon

LOS ANGELES — Michael Gordon has formed a management music-production company here.

Ronald Goldstein directs the publishing operation, Marathon Music; Joe Saracono heads the management wing, Holly Management, and Gordon guides the production division.

The company represents the Summer Winds (Metromedia Records), the Majority of One (Kapp), the Cousins (Amos Productions), the Cookie Jar (UNI), the Revelation (Liberty) and Kenny Molan, who will write for Marathon.

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TOP 40 Easy Listening

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE, Artist, Label & Number	Weeks On Chart
-----------	---------	---------	---------	-------------------------------	----------------

1	5	9	9	I'VE GOTTA BE ME Sammy Davis Jr., Reprise 0779 (Damila, ASCAP)	8
2	1	1	1	WICHITA LINEMAN Glen Campbell, Capitol 2302 (Canape, ASCAP)	13
3	3	4	4	LO MUCHO QUE TE QUIERO Rene & Rene, White Whale 287 (Pecos, BMI)	10
4	9	12	18	RAIN IN MY HEART Frank Sinatra, Reprise 0798 (Razzle Dazzle, BMI)	5
5	6	6	7	SOULFUL STRUT Young-Holt Unlimited, Brunswick 55391 (Dakar/BRC, BMI)	10
6	12	14	17	A MINUTE OF YOUR TIME Tom Jones, Parrot 40035 (Anne Rachel Music, ASCAP)	7
7	4	2	2	I LOVE HOW YOU LOVE ME Bobby Vinton, Epic 10397 (Screen Gems-Columbia, BMI)	13
8	7	7	11	MY FAVORITE THINGS Herb Alpert & Tijuana Brass, A&M 1001 (Williamson, ASCAP)	9
9	2	3	3	SCARBOROUGH FAIR Sergio Mendes & Brasil '66, A&M 986 (Charing Cross, BMI)	11
10	11	11	14	I CAN'T HELP IT IF I'M STILL IN LOVE WITH YOU Al Martino, Capitol 2355 (Rose, BMI)	9
11	8	5	5	BOTH SIDES NOW Judy Collins, Elektra 45639 (Siquomb, BMI)	11
12	10	10	6	TILL Vogues, Reprise 0788 (Chappell, ASCAP)	10
13	14	17	26	SATURDAY NIGHT AT THE WORLD Mason Williams, Warner Bros.-Seven Arts 7248 (Irving, BMI)	7
14	17	21	22	IF I ONLY HAD TIME Nick DeCaro, A&M 1000 (Duchess, BMI)	9
15	22	33	38	GOODNIGHT MY LOVE Paul Anka, RCA 47-9648 (Quintet, BMI)	4
16	20	23	25	FLYIN' HIGH Julius Wechter & the Baja Marimba Band, A&M 1005 (Par-Ed, BMI)	6
17	19	19	20	EARLY MORNING BLUES AND GREENS Sue Raney, Imperial 66340 (Screen Gems-Columbia, BMI)	5
18	25	30	37	KUM BAH YAH Tommy Leonetti, Decca 32421 (Clinton, ASCAP)	5
19	—	—	—	YOU GAVE ME A MOUNTAIN Frankie Laine, ABC 11174	1
20	18	18	12	PUT YOUR HEAD ON MY SHOULDER Lettermen, Capitol 2324 (Sparka, BMI)	12
21	—	—	—	CLASSICAL GAS/SCARBOROUGH FAIR Alan Copeland Singers, A&M 1008 (Irving Music, BMI, Charing Cross Music, BMI)	1
22	23	28	30	L. A. BREAKDOWN (And Let Me In) Jack Jones, RCA 47-9687 (Labrea, ASCAP)	6
23	26	39	—	JOHNNY ONE TIME Brenda Lee, Decca 32428 (Hill & Range/ Blue Crest, BMI)	3
24	13	8	8	ABRAHAM, MARTIN & JOHN Dion, Laurie 3464 (Roznique/Sanphil, BMI)	10
25	30	34	34	STAND BY YOUR MAN Tammy Wynette, Epic 10398 (Gallico, BMI)	7
26	16	16	13	BATTLE HYMN OF THE REPUBLIC Andy Williams, Columbia 44650 (Public Domain)	14
27	15	13	10	CYCLES Frank Sinatra, Reprise 0764 (Irving, BMI)	15
28	29	—	—	WHEN I STOP DREAMING Ray Charles, ABC 11170 (Tangerine, BMI)	2
29	32	35	36	FEELING Marilyn Maye, RCA 47-9689 (September, ASCAP)	6
30	27	25	28	CHITTY CHITTY BANG BANG Paul Mauriat, Philips 40574 (Unart, BMI)	10
31	31	36	35	A FLEA IN HER EAR Claudine Longet, A&M 1002 (20th Century, ASCAP)	5
32	36	—	—	I'VE GOT MY EYES ON YOU Ray Conniff, Columbia 4-44724 (Regent, BMI)	2
33	33	31	32	POOR PAPA Sugar Shoppe, Capitol 2326 (Bourne, ASCAP)	9
34	34	37	39	IF I ONLY HAD TIME Johnny Mann Singers, Liberty 56083 (Duchess, BMI)	4
35	40	—	—	LES BICYCLETES DE BELSIZE Pete Fountain, Coral 62557 (Warner Bros.-7 Arts, ASCAP)	2
36	37	—	—	TALK UNTIL DAYLIGHT Joanie Sommers, Warner Bros. 7251 (Warner Bros.-7 Arts, BMI)	2
37	38	38	31	IN A LONG WHITE ROOM Nancy Wilson, Capitol 2361 (Morris, ASCAP)	6
38	35	29	29	HUSBANDS & WIVES Wayne Newton, MGM 14014 (Tree, BMI)	7
39	39	40	—	YOUNG HEARTS, YOUNG HANDS Jimmy Damon, Decca (Pincus, ASCAP)	3
40	—	—	—	WHERE HAVE ALL THE FLOWERS GONE Wes Montgomery, A&M 1008 (Fall River, BMI)	1



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Radio-TV programming

WONE Switches to Country— Joins 'Upgrading' Bandwagon

By CLAUDE HALL

DAYTON—WONE, a Group One station, switched to a country music format Jan. 19. Thus WONE becomes the latest station to make the change in what is a general movement toward upgrading of facilities in market after market. WONE is a 24-hour operation. Previously, the major country music source within the market was from WAVI, a daytime station.

WONE beams at 5,000 watts; WAVI offers 250 watts.

The same situation has recently happened in Boston, where WCOP went up against an FM station; in Miami where WGMA went country music and forced long-time country station WOA to go to ethnic programming; in Orlando, Fla., where WHOO with 50,000 watts is now giving fits to smaller stations through-

out the area; in Phoenix and in many other markets.

Jack Gardiner, program director of KBOX (a sister station located in Dallas), has been advising WONE on its new format; KBOX has been fantastically successful in ratings and billings since switching to country music. Bob Lyons, program director of WONE when it featured an easy listening format, will guide the station. Sam Yacovazzi is general manager. Personalities include Rick Stevens, Bob Clayton, and Jim Howell.

The change to country music was "not a question of desperation," said Yacovazzi. "It was a question of doing better." WONE had been a rocker several months back, then switched to easy listening.

"I have been watching the country music scene for some time," Yacovazzi said. "It's happening in radio all around us—Indianapolis, Columbus. Our sister station KBOX in Dallas is No. 1 in adults. There's certainly no reason why country music shouldn't happen in Dayton.

"Too, there has been enormous improvement in the field of country music; it's much better than it used to be. And artists like Eddy Arnold and Glen Campbell are influencing easy listening music and being played on easy listening stations."

The station will be heavy on community involvement, as in the past. It carries ABC news. McGauren-Guild-PGW is the national representative.



WABX-FM TEAMS with Russ Gibb, operator of the Grande Ballroom in Detroit, to stage a benefit for the poor of the city. More than 2,000 fans heard the Red, White and Blue, the 3rd Power and the Frost. From left, WABX-FM manager John Detz, and air personalities Jim Hampton and Dan Carlisle, show Gibb some of the \$1,200 worth of canned goods and \$700 donated to the Salvation Army. Jeep Holland of A-Square Productions also supervised the benefit.

PROGRAMMER SPEAKS UP

'Humanizing' the Computer

EDITOR'S NOTE: Barry Gaston, 26, is program and operations director of KFH, an easy listening station that captures a mass audience in Wichita, Kan. As part of a continuing series by leading authorities in the radio field, Gaston tells how the station turned a computer into a friend and how a station can stay young. Gaston, a graduate of Wichita State University, has been with KFH since 1960.

Radio programming departments have a well-defined, though newly discovered, foe: The popular computerized method of time buying. To comply with the sales departments' requests and the computers' demands for a specific audience, program directors have had to clearly define and quickly capture the specialized audiences time buyers are seeking. In some extreme cases, turning the station around is advisable. In less desperate situations, the process involves a tightening, brightening and general overhaul of the old format.

KFH in Wichita, Kan., came face-to-face with the computer three years ago. At that time KFH was not only the oldest station in the State, but came close to maintaining the oldest audience in the State also.

KFH listeners were the senior citizens, the golden-agers and the tea-and-crumpets set. These people had been loyal to KFH for years and we found ourselves programming the station to please this nonactive, nonbuying, nonparticipating audience.

When the computer began stepping on the programming department's toes, we did an about-face in short order. I think we have almost beaten the computer at its own game.

Fortunately, our situation did not involve a complete turning of KFH's format. We retained our middle-of-the-road format

and simply took steps to make it more appealing to younger listeners.

First Step

The first step was a tighter formatting of the station. That included the use of a loosely scheduled "hot clock."

For our purposes, the best hot clock includes weather at 15 and 45 minutes after the hour. An announcement of local community activities is given at 20 minutes before the hour with sports at 20 after. Personalities are urged to give a crossplug at 10 before the hour. We also include news on the hour and half-hour.

The purpose of this is to achieve a uniform sound. It helps maintain an image of predictability.

KFH is not only an entertainment outlet but is also strong

on information. We rely on CBS for national and international news reports. The KFH news staff concentrates on local happenings.

After a tightening of the station's format, the second major area of concern was our music policy. It's not enough to play a certain type of music to reach a certain audience. Just as important is how music is selected and presented to the listeners.

Listens Objectively

KFH maintains a highly contemporary good music sound. I listen objectively to every record.

I lean toward the better-known artists, the big names that are immediately recognizable. However, if we get a record by a famous artist that does not fit the over-all KFH sound, I disregard it.

I want all KFH music to have a strong melody line. People like to hum, whistle, or sing along with the radio. So we program many recent (within the last two years) hits, redone by name artists, bands or groups.

Our personalities play one oldie, a grand hit of the past, each hour. Such original versions of "Honeycomb," "Wonderland by Night" and "Chances Are" are good examples.

We lean heavily on instrumental versions of popular songs. We maintain a one-to-one ratio: one instrumental to

(Continued on page 54)

PACIFICA FUND FORMS MEMBERSHIP PROGRAM

NEW YORK—Pacifica Foundation, which operates listener-supported FM stations in New York, Los Angeles and San Francisco, is now syndicating some of its programming through a new set-up, the Pacifica Membership Program.

A spokesman for WBAI-FM, flagship station of Pacifica, said that WBUR-FM, Boston; WFCR-FM, Amherst, and KRAB-FM, Seattle, already have become "members." Under the membership basis, affiliate stations may broadcast up to 20 hours of Pacifica programming per quarter by paying a membership fee. They must program at least 60 hours annually.

Pacifica turns out some excellent programs, including an after-midnight show by Bob Fass that has aided the careers of such artists as Arlo Guthrie and Jerry Jeff Walker.

KRLA Revamps in New Bid for Market

LOS ANGELES — Shaken by a number of executive and disk jockey departures, KRLA has begun to restructure its operation to "improve its competitive situation in the rock market."

The station has also cut back on its highly polished automated programming during the daytime hours, although the emphasis from 7 p.m. until 6 a.m. remains on automation.

With two of its best voices and personalities gone—Dave Hull, the morning man and his backup Roy Elwell—and station manager John Barrett now with the Smothers Brothers organization, the Pasadena station has initiated the following:

- Revamped its DJ lineup with William F. Williams on from 6-9 a.m., Reb Foster shifted from nights to the 9 to noon slot, followed by Johnny Darin from noon to 3, and by Bob Dayton until 7 p.m.
- Promoted Hal Mathews to replace Barrett as station manager.
- Begun running contests after more than one year.
- Increased the tempo of its production over what it's been.
- Introduced "Odyssey," from 7-midnight, a lively non-disk jockey program using voice tracks by visiting artists to introduce music.

The "Odyssey" program is an off-shoot of KRLA's "Collage" show, which has been on the air over one year and is a rock 'n' roll version of American Airlines "Music Till Dawn." This program, running from midnight to 6 a.m., is KRLA's first experience with automated radio.

KRLA has been taping Roy Elwell's programs for the past 10 months—a fact kept quiet and hardly noticeable on the air. But the station felt that automation during the daytime was too restricting and when Elwell choose to go with KHJ-TV as

RKO'S STUDY ON POP MUSIC

LOS ANGELES—RKO General is preparing a study of the history of pop music for its radio stations. The adventurous project will utilize taped interviews and recordings to exemplify the various styles of pop music through the years. Ray Charles will be featured prominently in a lengthy interview, as will other stylists.

a program host, the time slot was returned to a live status.

"Odyssey" is developed by a number of the station's staff including Doug Cox, Dick Moreland, Johnny Darin and Bill Wood. Artists are invited to visit the station at any time and record comments for the show. Many record names have been performing as actors in the station's entertaining news shows heard every three hours.

Of all the rock stations in the market, KRLA has been the most adventurous, opening its Sunday programming to experimental shows of a cultural and educational nature and trying to sound like an above ground underground station at times.

While KRLA has gone its own selective way, KHJ has remained the mass music market station, unrivaled because KFHB is all news. Now it appears KRLA faces a major challenge in shaping itself up to regain its once-held leadership position.

KHYT Into Mixed Format

TUSCON — KHYT has switched to a mixed-music format, blending what new operations manager Wayne Vann considers to be the "cream of the crop" of easy listening, country music, and rock 'n' roll records. KHYT was formerly known as KMOP and featured a straight country music format. Vann had been at KGMC, Denver, where he installed and develop his programming concept of the "Best of 3 Worlds" of music.

"We phased out of country music slowly," Vann said, "but still including the cream of the crop, such as the new David Houston record." Owner of the station is Robert W. Cabbott, who was with KFRC in San Francisco.

KUAD to Debut With Country Play

WINDSOR, Colo.—General manager Philip L. Brewer plans to debut a country music station, KUAD, in mid-February. "We feel the station will meet great acceptance, not only in this area, but from people who believe as we do in the future of the new sound of country music."

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HOT 100

Pittston, Pa.—WPTS

Rick Shannon

BP: "Crossroads," Cream, Atco. BH: "Everyday People," Sly and the Family Stone, Epic.



Altoona, Pa.—WFBG

John Anthony
Program Director

BP: "Worst That Could Happen," Brooklyn Bridge, Buddah. BLFP: "Build Me Up Buttercup," Foundations, Uni. BLFH: "Sweet, Sweet Lovin' You," Jeffy and Jeff, Super K. Also: "Night Time Magic," Magic Ship, BT Puppy Records.

Battle Creek—WKFR

Bob Nyles

Music Director, Personality

BP: "Girl Most Likely," Jeannie C. Riley, Plantation. BLFP: "Polk Salad Annie," Tony Joe White, Monument. BH: "Soulful Strut," Youngholt Unlimited, Brunswick.

Bluefield, W. Va.—WKQY

Johnnie Charles

Music Director, Personality

BP: "Will You Be Staying After Sunday," Peppermint Rainbow, Decca. BLFP: "Deseri," Rueben and the Jets, Verve. BH: "Laurel Canyon," Jackie DeShannon, Imperial. BLFH: "Can I Change My Mind," Tyrone Davis, Dakar.

Eau Gallie, Fla.—WMEG

Dennis Sheppard

BP: "Change My Mind," Tyrone Davis, Dakar. BLFP: "Gloria '69," Shadows of Knight, Atco. BH: "Crimson and Clover," Tommy James and the Shondells, Roulette. BLFH: "Rosary Ann," Smubbs, Monument.



Hanover, N. H.—WDCR

Paul Gambiccini
Music Director

BP: "Witchi Tai To," Everything Is Everything, Vanguard Apostolic. BLFP: "You Gave Me a Mountain," Frankie Laine, and "Kum Ba Yah," Tommy Leonetti, Decca. BH: "Touch Me," Doors, Elektra. BLFH: "Daddy Sang Bass," Johnny Cash, Columbia. Good response to "Road Song," from the "Mason Williams Ear Show" LP.

Houma, La.—KJIN

Bob Towns

Music Director

BP: "Good Vibrations," Hugo Montenegro, RCA. BLFP: "Willy Jean," Sunshine Company, Imperial. BH: "Worst That Could Happen," Brooklyn Bridge, Buddah. BLFH: "Games People Play," Joe South, Capitol.

Ithaca, N. Y.—WVBR

George Hiller

Music Director

BP: "Sunshine and You," Arch of Triumph, Date. BLFP: "I'm the Urban Spaceman," Bonzo Dog Doo-Dah Band, Imperial. BH: "Touch Me," Doors, Elektra. BLFH: "Time of the Season," Zombies, Date.

Jacksonville—WAPE

Ike Lee

Program Director

BP: "Soulshake," Peggy Scott and Jojo Benson, SSS. BLFP: "My Love Is Like a Red, Red Rose," Joe Deihl, Athena. BH: "Touch Me," Doors, Elektra. BLFH: "If I Can Dream," Elvis, RCA.

Lewiston, Me.—WLAM

Bob Ouellette

Music Director

BP: "I'm Living in Shame," Supremes, Motown. BLFP: "Great Balls of Fire," Tiny Tim, Reprise. BH: "The Greatest Love," Dorsey Burnette, Liberty. BLFH: "Johnny One Time," Brenda Lee, Decca.



Lynchburg, Va.—WLL

Jerry Rogers
Music Director

BP: "Saturday Night at the World," Mason Williams, WB. BLFP: "Daddy Sang Bass," Johnny Cash, Columbia. BH: "You Showed Me," Turtles, White Whale. BLFH: "Baby, Baby, Don't Cry," Miracles, Tamla.

Marion, S. C.—WATP

Russ Cotton

Program/Music Director

BP: "My Love, My Love," Duprees. BLFP: "Drops of Rain," Love Society. BH: "Build Me Up Buttercup," Foundations. BLFH: "Condition Red," Goodees.

Massena, N. Y.—WYBG

Bill Kelly

Station Manager

BP: "You Showed Me," Turtles, White Whale. BLFP: "Good Vibrations," Hugo Montenegro and Orchestra, RCA. BH: "Going Up the Country," Canned Heat, Liberty. BLFH: "Malinda," Bobby Taylor and the Vancouvers, Gordy.

Midland/Odessa, Tex.—KCRS

Gary Allen

BP: "Baby, Baby Don't Cry," Miracles, Tamla. BLFP: "Condition Red," Goodees, Hip. BH: "Crimson and Clover," Tommy James and the Shondells, Roulette. BLFH: "This Magic Moment," Jay and the Americans, UA.

Monroe, N. C.—WIXE

Hayne Davis

Program Director, Personality

BP: "Soul Shake," Peggy Scott and Jo Jo Benson. BLFP: "Great Balls of Fire," Tiny Tim. BH: "Crimson and Clover," Tommy James and the Shondells. BLFH: "Can I Change My Mind," Tyrone Davis.

Niagra Falls, N. Y.—WJLL

Tom Kegel

Music Director

BP: "River Deep, Mountain High," Deep Purple, Tetragrammaton. BLFP: "Condition Red," Goodees, Hip. BH: "Come On, React," Fireballs, Atco.

Phoenix—KPIZ

Steve Martin

Music Director

BP: "Time of the Season," Zombies, Date. BLFP: "Sober Dance," Love Sculpture, Parrot. BH: "You Showed Me," Turtles, White Whale. BLFH: "Race With the Devil," Gun, Epic.

Pierre, S. D.—KCCR

Bob Bloor

Music Director

BP: "You Don't Have To," Beeds, Team. BLFP: "Everytime," In-Keepers, RCA. BH: "Worst That Could Happen," Brooklyn Bridge, Buddah. BLFH: "Magic Moment," Jay and the Americans, UA.

Richmond, Va.—WLEE

Ron Fraiser

Asst. Program Director/Air Personality

BP: "This Ole Heart of Mine," Tammi Terrell, Motown. BLFP: "Games That People Play," Joe Sonta, Capitol. BH: "Can I Change My Mind," Tyrone Davis, Dakar. BLFH: "Same."

Rochester, N. Y.—WRUR

Philis Fenster

Music Director

BP: "Indian Giver," 1910 Fruitgum Company, Buddah. BLFP: "I'm the Urban Spaceman," Bonzo Dog, Doo Dah Band. BH: "You Showed Me," Turtles, White Whale, Imperial.

San Angelo, Texas—KWFR

Sylvia Holmes

Program/Music Director, Personality

BP: "Touch Me," Doors, Elektra. BLFP: "Games People Play," Joe South, Capitol. BH: "Crimson and Clover," Tommy James and the Shondells, Roulette. BLFH: "July, You're a Woman," John Wilkinson, RCA.



San Antonio, Tex.—KTSA

Kahn Hamon
Program Director

BP: "You Showed Me," Turtles, White Whale. BLFP: "Baby Let's Wait," Royal Guardsman, Laurie. BH: "Hooked on a Feeling," B. J. Thomas, Scepter. BLFH: "Come On React," Fireballs, Atco.

Sarasota, Fla.—WYND

Ken Kold

Program/Music Director, Personality

BP: "River Deep, Mountain High," Deep Purple, Tetragrammaton. BLFP: "Hot Smoke and Sassafras," Bubble Puppy, International Artists. BH: "You Showed Me," Turtles, White Whale. BLFH: "Close the Barn Door," 49th Parallel, Maverick.



Scranton, Pa.—WSCR

Jim Drucker

BP: "I'm Livin' in Shame," Diana Ross and the Supremes, Motown. BLFP: "Soulshake," P. Scott/Jo Jo Benson, SSS International. BH: "Touch Me," Doors, Elektra. BLFH: "I've Gotta Be Me," Sammy Davis Jr., Reprise.

Springfield, Vt.—WCFR

Ron Bastone

Program Director/Personality

BP: "Touch Me," Doors, Elektra. BLFP: "Time of the Season," Zombies, Date. BH: "Build Me Up Buttercup," Foundations, Uni. BLFHs: "Come Live With Me," Shadow Mann, Tomorrow. "She's Not There," Road, Kama Sutra. "Scorpio Red," Holy Mackerel, Reprise.

Troy, N. Y.—WTRY

Mike Mitchell

Music Director

BP: "Sleep in the Grass," Ann Margaret/Lee Hazelwood, LHI. BLFP:

"Good Vibrations," H. Montenegro, RCA. BH: "Can I Change My Mind," Tyrone Davis, Dakar. BLFH: "Some Kind of Life," Ashley Brothers, Capitol.

Ventura, Calif.—KUDU

Gary Rawn

Music Director

BP: "Games People Play," Joe South. BLFP: "River Deep, Mountain High," Deep Purple. BH: "Touch Me," Doors. BLFH: "People," Tymes.

Wichita—KEYN

J. Robert Dark

Music Director

BP: "But You Know I Love You," First Edition, Reprise. BLFP: "Mo'ween," Teenmakers, Jamie. BH: "Touch Me," Doors, Elektra. BLFH: "Rock and Roll Woman," Buffalo Springfield, Atco.

Willoughby, Ohio—WELW

Chris Quinn

Music Director/Personality

BP: "Purple Haze," Dion, Laurie. BLFP: "Anthem," Hello People, Philips. BH: "Touch Me," Doors, Elektra. BLFH: "Girl in the World," Fun and Games, Uni.

Wilmington, Del.—WAMS

Bob Hollands

Music Director/Personality

BP: "My Love My Love," Duprees, Heritage. BLFP: "Girls, You Have to Wait," Patti Ward, Road. BH: "Everyday People," Sly and Stone, Epic. BLFH: "Condition Red," Goodies, Hip.

Winston-Salem, N. C.

Terry Wayne

Music Director

BP: "You Showed Me," Turtles, White Whale. BLFP: "Nothing But a Heartache," Flirtations, Deram. BH: "I'm Gonna Make You Love Me," Supremes/Temptations, Motown. BLFH: "Worst That Could Happen," Brooklyn Bridge, Buddah.

PROGRESSIVE ROCK

Albuquerque, N. M.—

KUNM-FM

L. A. Woodworth

Program Director

BP: "The Family That Plays Together," Spirit, Ode. BLFP: "The Insect Trust," the Insect Trust, Capitol. BH: "The Beatles," the Beatles, Apple. BLFH: "Three Dog Night," Three Dog Night, Dunhill. Also Getting Lots of Action: "Steppenwolf, Vol. 1," Dunhill; "Beggars' Banquet," Rolling Stones, London. "Switched On Bach," Columbia; "Ruben and the Jets," Mothers of Inventions, Bizarre; all of the Doors'.

San Jose, Calif.—KSJO

Bill Slater

Program Director

BP: "Sounds of Dissent," Mercury. BLFP: "Bayou Country," Creedence Clearwater, Revival, Fantasy. BH: "Any Day Now," Joan Baez, Vanguard. BLFH: "Phase I," Michael Condello, Scepter.

State College, Pa.—WQWK

Don Goldberg

Program Director

BP: "Blood, Sweat and Tears," the Blood, Sweat and Tears, Columbia. BLFP: "Led Zeppelin," Led Zeppelin, Atlantic. BH: "Shine On Brightly," Procol Harum, A&M. BLFH: "A Switched On Bach," Walter Carlos.



Worcester, Mass.—WORC

Jeff Starr

Program/Music Director, Personality

BP: "Wayne Cochran," on Chess (entire LP with "Boom, Boom," and "Get Down With It," Strong. BLFP: "I'm Black and I'm Proud," Rev. Jasper Williams on Jewel Records (entire LP). BH: "Led Zeppelin," Led Zeppelin, Atlantic (entire LP with "You Shook Me," Strong). BLFH: "The Sound of Dissent," Various Artists, Mercury (entire LP must be aired).

RHYTHM AND BLUES

Beaumont—K-JET

William (Boy) Brown

Program Director

BP: "Strange Feeling," Ted Taylor, Ronn. BLFP: "Got to Be Some Changes," Staple Singers, Stax. BH: "My Country," Impressions, Curtom. BLFH: "End of My Dream," Bleu-Lites, Bay Sound. Becoming a Monster: "Where Have You Been," Buddy Lamp, Duke.

COUNTRY

Albany, N. Y.—WEEE

Barry Frank

Program Director

BP: "Please Let Me Prove (My Love for You)," Dave Dudley. BLFP: "Flattery Will Get You Everywhere," Lynn Anderson. BH: "Who's Julie," Mel Tillis. BLFH: "Bring Love Back Into the World," Stu Phillips.

(Continued on page 56)

'Humanizing' the Computer

• Continued from page 52

are a medium-sized market of 400,000-plus people, distributors seem interested and make faithful weekly calls.

With such a great percentage of our music being instrumental, I choose those which echo the current vocal hits. Most versions are uptempo and familiar.

We program current hits by the original artist if the version fits our format. If not, I play other arrangements that are more compatible. When hits are at their peak, I play as many versions as possible, vocal and instrumental.

Even though KFH is a 24-hour station, our music tempo does not vary from day to nighttime listening. People up at night are usually workers and they probably don't want to be lulled to sleep. So we keep our sound cheerful and consistent all times of the day.

Records are not hard to come by in Wichita. Even though we

are a medium-sized market of 400,000-plus people, distributors seem interested and make faithful weekly calls.

Buys Records

Those records of less-known labels which we do not receive, I buy. We must always maintain a competitive advantage in the market and saving a dollar while waiting for a free disk is not worth the time lost to other stations' airing of the record. Music is such a current thing that we must have a hit immediately, while it is hot.

As a backup for those records we buy or receive from distributors, we subscribe to Billboard's Pop Album and Easy Listening Services.

Jingles add that final touch of tempo. After considerable searching, we found the jingle package from PAM's in Dallas is 50 per cent a cappella.

People are the heart of any radio station and at KFH we have the best. We have strongly

identifiable personalities who are encouraged to talk to, not at, their audience.

Our theory is person-to-person communication. And at night we ask people to talk with us. Our Wichtalk and Niteline evening phone-in shows provide listeners the opportunity to talk about anything under the Midwest moon.

Our staff of 38 professional radio people not only maintain a No. 1 rating in the market, but has favorably rearranged the demographics of our listening audience in three years.

Computerized time buying, which at first posed a problem, may now be a blessing in disguise. Program directors can no longer become complacent, resting comfortably on past ratings and faithful "old" listeners. They must maintain a constant stream of creativity and enthusiasm which serves as a fountainhead for the station's success.



*Claudine
Clours*



Radio Forum Set for June 19-21 in N. Y. C.

• Continued from page 1

come under critical study. Five hundred radio men attended the Forum last year.

This year, the Forum will not only be longer—three days—but the scope will be expanded to other aspects necessary in the operation of a radio station, such as production of commercials.

But the accent will be on music and music programming, including serious study this year of demographics and the increasing role demographics is playing in programming.

Last year's Forum in-

cluded such pacesetters as Gordon McLendon, president of McLendon Broadcasting and a pioneer in the Top 40 format; Elmo Ellis, general manager of WSB in Atlanta; Bill Meeks, president of PAMS; Ed Bunker, now general manager of KFI in Los Angeles; Howard Kester, general manager of KYA in San Francisco; Stan Kaplan, general manager of WAYS in Charlotte; Walter Schwartz, chief of the ABC radio networks; and Robert Wogan, vice-president of programs, NBC.

Further details will be provided later.

As you probably noticed on page 1, the second annual Billboard Radio Programming Forum will be held June 19-20-21 at the Waldorf-Astoria. You don't have to stay at the Waldorf, but I think they're going to let us in at fairly decent prices for this meeting. The Forum will not be a "fun and games" thing, but I might suggest you plan to bring the wife: there are fashion shows and TV game shows—plenty of things to keep her busy while you devote yourself to higher education during the day. This Forum will be highly beneficial and the greatest event of its kind. In the words of Joe Namath, "I guarantee it."

★ ★ ★

John Detz, manager of progressive rock station WABX-FM in Detroit, says, "We are picking up more and more agency accounts and sales look better than ever; in fact, every month since June has shown a marked improvement over the month before." . . . **Murray the K** is really cooking now on his weekend show on WMCA, billing part of the action as "Radio Free New York," a term he coined originally to fit Toronto. He's back in the groove and creating a lot of excitement, bikini'd babes and all.

★ ★ ★

Bobby Magic, formerly of WIXY, Cleveland, and WEAM, Washington, is now doing weekends at KYA, San Francisco. **Bill Holly**, program director of WFUN a few years ago in Miami, is now assisting KYA program director **Dick Starr** and keeping tabs on KOIT-FM, progressive rock automated station that Avco Broadcasting owns in San Francisco. . . . **Al McCoy** is back at KRUX in Phoenix as program director. I understand; he replaces **Rhett Walker**. McCoy had been with KOOL, that city. . . . **Bill Drake** is slated for a big feature article in True Magazine.

★ ★ ★

Jerry Bright has been named program director of WNOR, a Hot 100-format station in Norfolk, Va. **Don (Ron James) Molter** is the new music director. Bright says record service has been a little lax in recent months. Needs four copies of each record to: Program director, WNOR, 252 W. Brambleton Avenue, Norfolk, Va. 23510. . . . **James Steward** has just joined WEUP in Huntsville, Ala., and is doing a 2-5:45 p.m. show. He'd been with Leppy Records in Philadelphia and before that with WNOO in Chattanooga. Send records to him at the station, 816 Broad Street, Huntsville, Ala.

★ ★ ★

Dan Earhart is the new program director for KFMK-FM, progressive rock station in Houston. . . . **Les Howard** at WKWK in Wheeling, W. Va., says he's en route to the army. I hope you don't wind up with my old first sergeant, Les

★ ★ ★

Movements continue at Metro-media. And just as we predicted, **Richard Janssen** has been named general manager of KLAC, Los Angeles. **David C. Croninger** has been upped to president of Metro-media radio, and taking over his old role as general manager of easy listening station WNEW in New York is **Robert Mounty**. Mounty had been director of sales for the station. And, in case I hadn't mentioned it before, WHK's new general manager **Ken Gaines** has named **Jerry Lee** as program director of the Cleveland easy listening station. Lee had been 7-9 p.m. personality; **Jack Reynolds** moves into that slot and replacing Reynolds in the all-night slot will

Vox Jox

By **CLAUDE HALL**
Radio-TV Editor

in r&b radio, which I feel should **Shanan** is now in a noon-3 p.m. slot at WKYC, Cleveland, also an easy listening station.

★ ★ ★

Jim (Frank Furter) Stevens is now with WABQ in Cleveland in a noon-3 p.m. slot; he'd been with WJMO, Cleveland. I'm against use of cornball names, Jim, especially in r&b radio, which I feel should try to establish a better image (however, Jim is a former Golden Gloves champion, so I'm not going to argue too hard about the matter). . . . The new line-up at WTAC in Flint, Mich., includes **Johnny Cole**; **Bill Gibson**, formerly of WJIM in Lansing, Mich.; **Bob Dell**; **Sandy Duhn**, formerly of WTRU in Muskegon, Mich.; **Peter C. Cavanaugh**, and **Johnny Irons**. . . . When you guys write me, I wish you'd put the format of your station down or what type of show you do if the station is block-programmed.

★ ★ ★

Dave (Dave Allen) Armstrong, former program director of WREO in Astabula, Ohio, is now an air personality at WBNF, Binghamton, N. Y. . . . Got two calls about **Tim Tindall**—one from **John Rook**, program director of WLS in Chicago, and the other

from **Dan Atkins**, program director of CKLW in Detroit, both of whom worked with Tindall at one time or another, and both of whom report Tindall is in Hawaii in radio. Rook has a good idea that I'm willing to pursue—if everybody else is willing to help: A trackdown sort of chart about who started with who where and what sort of thing. Rook is compiling a list; anybody else want to help? Just send me your list. I want real names as well as air names.



AS PROOF OF the growing popularity of country music, country artists are increasingly in demand for prime time TV shows. **Buck Owens** and his **Buckaroos** guested Jan. 16 on CBS-TV's "Jonathan Winters Show." Owens sang his new Capitol Records single "Who's Gonna Mow Your Grass."

Campbell Hr. Set

NEW YORK — "The Glen Campbell Goodtime Hour" bows on CBS-TV network Jan. 29 at 7:30 p.m. (EST). The weekly color show is produced by **Roger Gimble**; **Ken Fritz** is executive producer.

programming aids

• Continued from page 54



Ashland, Ky. & Huntington, W. Va.—WTCR

Mike Todd

Program Director, Personality

BP: "My Woman Is Good to Me," David Houston, Epic. BLFP: "Only You," Norro Wilson, Smash. BH: "Table in the Corner," Conway Twitty, Decca. BLFH: "Where the Blue and Lonely Go," Roy Drusky, Mercury.



Burbank, Calif.—KBBQ

Larry Scott

Music Director

BP: "None of My Business," Henson Cargill, Monument. BLFP: "She's Lookin' Better by the Minute," Jay Lee Webb, Decca. BH: "Yours Love," Waylon Jennings, RCA. BLFH: "Only You," Norro Wilson, Smash.



Charlotte, N. C.—WWOK

Cloyd Bookout

Music Director, Personality

BP: "Motormouth Harry," Glenn Barber, Hickory. BLFP: "Ride a Little Horsey," Linda Gayle, Pompell. BH: "Daddy Sang Bass," Johnny Cash, Columbia. BLFH: "Who's Julie," Mel Tillis, Kapp.

Cincinnati, Ohio—WCLU

Dave Floyd

Program Director

BP: "It's a Sin," Marty Robbins, Columbia. BLFP: "If I Had a Hammer," Wanda Jackson, Capitol. BH: "Custody," Luke the Drifter, Jr., MGM. BLFH: "Restless," Carl Perkins, Columbia.

Cincinnati, Ohio—WZIP

Allan M. Peck

Music Director

BP: "She's Lookin' Better by the Minute," Jay Lee Webb, Decca. BLFP: "None of My Business," Henson Cargill, Monument. BH: "Darling You Know I Wouldn't Lie," Conway Twitty, Decca. BLFH: "My Woman's Good to Me," David Houston, Epic.



Flint—WKMF

Jim Harper

Program/Music Director, Personality

BP: "My Woman's Good to Me," David Houston, Epic. BLFP: "The Key That Fits Her Door," Bobby Stephenson, King. BH: "Each Time," Johnny Bush, Spot. BLFH: "Passin' Through," Ray Corbin, Monument.

Columbus, Ohio—WMNI

Roger Miller

BP: "Only the Lonely," Sonny James, Capitol. BLFP: "So Much to Do," Cal Smith, Kapp. BH: "They Don't Make Love," Eddy Arnold, RCA. BLFH: "When the Snow Is on the Roses," Jim and Jesse, Epic.



Fort Lauderdale—WIXX

Lyle Reed

Personality

BP: "If I Had a Hammer," Wanda Jackson, Capitol. BLFP: "None of My Business," Henson Cargill, Monument. BH: "You Know I Wouldn't Lie," Conway Twitty, Decca. BLFH: "Each Time," Johnny Bush, Stop.

Dallas-Fort Worth—KYAL

Johnny Dallas

BLFP: "Lead Me On," Bonnie Owens, Capitol. BH: "Keep Me From Crying Today"/"I Take a Lot of Pride," Merle Haggard, Capitol.

Harrisonburg, Va.—WKCY

Butch Fischer

Music Director, Personality

BP: "Custody," Luke the Drifter Jr., MGM. BLFP: "If I Had a Hammer," Wanda Jackson, Capitol. BH: "The Carroll County Accident," Porter Wagoner, RCA. BLFH: "Each and Every Part of Me," Bobby Lewis, U.A.

Kansas City—KCKN

Ted Gramer

Program Director

BP: "He's a Night Owl," Connie Eaton, Chart. BLFP: "My World Is Empty," Jose Feliciano, Victor. BH: "Custody," Luke the Drifter Jr., MGM. BLFH: "Only You," Norro Wilson, Smash.



Knoxville, Tenn.—WROL

Phil Rainey

Program/Music Director, Personality

BP: "He's a Night Owl," Connie Eaton, Chart. BLFP: "A Funny Thing Happened," Tex Ritter, Capitol. BH: "Too Hard to Say I'm Sorry," Mervyn Shiner, MGM. BLFH: "Won't You Come Home," Wayne Kemp, Decca.

Lynchburg, Va.—WBRG

Bob White

Music Director, Personality

BP: "Only the Lonely," Sonny James, Capitol. BLFP: "Darlin', You Know I Wouldn't Lie," Conway Twitty, Decca. BH: "To Make Love Sweeter," Jerry Lee Lewis, Smash. BLFH: "Too Hard to Say I'm Sorry," Mervyn Shiner, MGM.

(Continued on page 58)

RADIO-TV mart

This column is published for people seeking positions as well as station managers seeking personnel. Rate is \$5.00 per one half inch (app. 40 words). A box number will be used to protect the identity of the advertiser. Send copy along with payment to:

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Progressive Rock 1-M Stereo Station in major Southern California market is seeking creative air talent. Knowledge of contemporary music a must. On-air experience preferred. Contact Ron Middag or Steve Brown at (714) 239-1385, 645 Ash St., San Diego, California.

Need strong MOR personality that has something to say but knows when to shut up. Must be old enough to appreciate golden song. Salary \$300-\$500, depending on whether a.m. or p.m. show. Major Midwest market. Contact Claude Hall, Box AA.

Hot Job Tips: WKYC (easy listening), Cleveland; KFI (easy listening), Los Angeles; CKLW (Top 40), Detroit; WGBS (Top 40, progressive rock), Miami; KTHH (easy listening), Houston; WKWK (Top 40), Wheeling, W. Va.; talk to George Williams, Southern Broadcasting, c/o WTOB, Winston-Salem, N. C.; WMGS (country format), Bowling Green, may need someone. Talk to Ken Draper, programming db., Hollywood, re major market situation for program director and personalities.

KKJO, 5,000-watt station in St. Joseph, Mo., 816-279-6346, needs Top 40 DJ, 1st phone, Call collect. Program director Greg Everett.

POSITIONS WANTED

Available Immediately: Top-notch "Pro" top 40 man, 10 years' experience, excellent references, age 25. Real strong on news and production, experienced in copy writing and sales. Good voice, strong personality, has "Major Market Sound." For tape and resume call (601) 483-5029.

Third-class phone. Limited experience. Student of broadcast school, 3 years college. Prefer easy listening, jazz or news. Bob Rymell, 415 Springfield Drive, Richmond, Ky. 40475. (606) 623-1761.

Canadian, 20, two years college (marketing major), wants Top 40 position. Money, hours of work of little concern; want experience and chance to learn. George Pollard, 483 Blair Rd., Ottawa 8, Ont.

Robbie Dee, formerly with WZUM, Pittsburgh, and previously No. 1 DJ at WCHB, Detroit, is available. 212; 246-9544.

Problems? I want challenge. Have ideas, ability. Seeking prog. dir. position, preferably in SW market. College, nine yrs. exp., draft exempt. Looking for solid station that takes good people to come and stay. Currently in medium SW market. Contact Claude Hall, Billboard, Box I.

Major market Top 40 personality seeks change of scene. Salary \$16,000 or above. Contact Claude Hall, Billboard, Box J.

Andy Scorch. Recent broadcast grad. Seeks any capacity. 3rd phone, some college. Car, Tape, resume, and photo on request to 459 S. Olden Ave., Trenton, N. J.

programming aids

• Continued from page 56



Peoria, Ill.—
WXCL

Dale Eichor

Asst. Music Director
& Personality

BP: "Who's Gonna Mow Your Grass," Buck Owens, Capitol. **BLFP**: "If I Had a Hammer," Wanda Jackson, Capitol. **BH**: "What Are Those Things," Charlie Louvin, Capitol. **BLFH**: "You'll Always Be in My Heart," Sharon Roberts, MTA.



Philadelphia—
WRCP

Don Paul

Program Director

BP: "Kaw-Liga," Charlie Pride, RCA Victor. **BLFP**: "Day Gig," Sonny Curtis, Viva. **BH**: "My Woman's Good to Me," David Houston, Epic. **BLFH**: "Restless," Carl Perkins, Columbia.



Phoenix,
Ariz.—KTUF

Woody Starr

Program Director

BP: "My Woman's Good to Me," David Houston. **BLFP**: "Lead Me On," Bonnie Owens. **BH**: "Until My Dreams Come True," Jack Greene. **BLFH**: "Good Time Charlies," Del Reeves.

Toledo, Ohio—WTOD

Donn Williams

Program Director

BP: "Kaw-Liga," Charlie Pride, RCA. **BLFP**: "It's a Ruff Road," Lex Thomas.

Boone. **BH**: "Daddy Sang Bass," Johnny Cash, Columbia. **BLFH**: "Cloud Burner," Vern Stovall, Monument.

Xenia, Ohio—WBZI

Chad Chester

Music Director, DJ

BP: "Where the Blue and the Lonely Go," Roy Drusky, Mercury. **BLFP**: "Lead Me On," Bonnie Owens, Capitol. **BH**: "Daddy Sang Bass," Johnny Cash, Columbia. **BLFH**: "I Never Got Over You," Carl and Pearl Butler, Columbia.

COUNTRY

Des Moines, Ia.—WGO

Mike Hoyer

BP: "Funny Thing Happened," Tex Ritter, Capitol. **BH**: "Carrol County Accident," Porter Wagoner, RCA.

Miami Beach—WGMA

Frank Wiltse

BP: "Johnny One Time," Brenda Lee. **BH**: "Daddy Sang Bass," Johnny Cash.

EASY LISTENING



Atlanta—WSB

Chris Fortson

Music Librarian

BP: "My Man," Barbra Streisand, Columbia. **BLFP**: "May I Have the Next Dream," Malcolm Roberts, Major/Minor; "Where the Blue of the Night," Hank Locklin, RCA. **BH**: "Woman Helping Man," and flip, the Vogues, Reprise. **BLFH**: "Dream," Sajid Khan, Colgems.

Brunswick, Ga.—WMOG

Joe B. Gregory

Music Director

BP: "I Saw the Light," the Nashville Brass, RCA. **BLFP**: "Johnny One Time," Brenda Lee, Decca. **BH**: "Rain in My Heart," Frank Sinatra, Reprise. **BLFH**: "Has Anybody Lost a Love," Don Ho, Reprise.

Fresno, Calif.—KFIG

Don Roberts

Program Director

BP: "Soulful Strut," Young-Holt Unlimited. **BLFP**: "Games That Grownup Children Play," Browning Bryant. **BH**: "Hang 'Em High," Booker T. and the MG's. **BLFH**: "This Is My Life," Shirley Bassey.

Jackson, Miss.—WSLI

Bob Rall

BP: "Soulful Strut," Young Holt Unlimited. **BLFP**: "Good Vibrations," Hugo Montenegro. **BH**: "Less of Me," Bobbie Gentry and Glen Campbell. **BLFH**: "Talk Until Daylight," Joanie Sommers. Best Album, "Gentle on My Mind," Dean Martin.

Kingston, N. Y.—WBAZ

Gary Davis

Music Director, Personality

BP: "Women Helping Man," Vogues, Reprise. **BLFP**: "I Started a Joke," Bee Gees, Atco. **BH**: "A Minute of Your Time," Tom Jones, Parrot. **BLFH**: "Tears Won't Run," Allan Shaticin, RCA.



Miami—WIOD

Yolanda Parapar

Music Director

BP: "Woman Helping Man," Vogues, Reprise. **BLFP**: "Good Vibrations," Hugo Montenegro, RCA. **BH**: "Daddy Sang Bass," Johnny Cash, Columbia. **BLFH**: "Kum Ba Yah," Tommy Leonetti, Decca. New Tom Jones Parrot LP "Help Yourself" is very good.



Norwich—
WICH

Bob Craig

BP: "Woman Helping Man," Vogues, Reprise. **BLFP**: "Will You Be Waiting After Sunday," Peppermint Rainbow, Decca. **BH**: "Only the Lonely," Sonny James, Capitol. **BLFH**: "If I Only Had the Time," Nick DeCaro, A&M.

Phoenix—KRDS

Bob Pond

BP: "A Fool Such as I," Ronnie Rindard, Comit. **BLFP**: "The Dolphins," Dion, Laurie. **BH**: "Kay," John Wesley Ryles, Columbia. **BLFH**: "We'll Try Harder," Jack Greene, Decca.

Pomona, Calif.—KKAR

Gene Bush

Program Director

BP: "Sleep in the Grass," Ann-Margret/Lee Hazelwood, LHI. **BLFP**: "This Ole Heart of Mine," Tammi Terrell, Motown. **BH**: "Going Up the Country," Canned Heat, Liberty. **BLFH**: "Soulful Strut," Young Holt Unlimited, Decca.

San Diego—KOGO

Dick Roberts

Program Director

BP: "Good Vibrations," Hugo Montenegro Orch. and Chorus, RCA. **BLFP**: "This Magic Moment," Jay and the Americans, U.A. **BH**: "Talk Until Daylight," Joanie Sommers. **BLFH**: "Kum Ba Yah," Tommy Leonetti, Decca.

San Francisco, Calif.—KNBR

Michael Button

Music Director

BP: "Me About You," Lovin' Spoonful, Kama Sutra. **BLFP**: "I'll Know My Love," Vogues, Reprise. **BH**: "Somebody Soon," Judy Collins, Elektra. **BLFH**: "But You Know I Love You," First Edition, Reprise.

South Lake Tahoe, Calif.—
KTTH

Bill Kingman

Program Director

BP: "Memories Are Made of This," Gene and Debbie, TRX. **BLFP**: "Johnny One Time," Brenda Lee, Decca. **BH**: "Rain in My Heart," Frank Sinatra, Reprise. **BLFH**: "Sittin' on the Dock of the Bay," Glen Campbell, Capitol.

Springfield, Mass.—WSPR

Budd Clain

Program Director

BP: "Oliver," Frank Owens. **BLFP**: "I Can't Grow Flowers in My Yard," Aquarian Age. **BH**: "But I Know I Love You," First Edition. **BLFH**: "No Not Much," Smoke Ring. **BEST LP**: "Voices in Love," Voices in Love Chorus.

Spokane, Wash.—KXLY

Gary Giorgi

Program Director

BP: "Good Vibrations," Hugo Montenegro, RCA. **BLFP**: "Camp," Sir Henry, ABC. **BH**: "Scarborough Fair/Classical Gas," Copeland Singers, Alan. **BLFH**: "Dig It," Shake Keane, Phase 4.

Tucson, Ariz.—KHYT

Wayne Vann

Operations Manager

BP: "My Woman's Good to Me," David Houston, Epic. **BLFP**: "Importance of a Rose," Limelites, WB. **BH**: "Stormy," Classic IV, Imperial. **BLFH**: "My Special Prayer," Arthur Prysock, Verve. We also continue to get numerous requests for "Truck Stop," Jerry Smith, and "Kum Bah Yah," Tommy Leonetti.

(Continued on page 66)

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Photograph: Douglas McKenzie

says **LOUIS BENJAMIN,** **Managing Director, Pye Records Ltd.**

Pye Records is naturally proud of its 10 years association with its parent company, Associated Television, one of Britain's leading entertainment organizations. As you will see from the following pages the 10 years from 1959 have seen Pye Records' growth from a comparatively small company to one of the leaders of the British record industry. Its international interests have blossomed and borne fruit both as licensors in conjunction with leading record companies all over the world and as licensees for overseas product in Great Britain.

This reciprocal arrangement has worked well on both business and personal levels. We hope that whenever visitors from overseas visit us here in London they can feel they are among friends. At our International Sales Convention last September we were happy to welcome V.I.P.'s from twenty-one different countries, which gives a graphic illustration of this company's world-wide growth.

On that occasion I was happy to have been able to report that we had enjoyed the best year in the history of our company despite a certain amount of turmoil within the industry as a whole. I like to feel that this comparative stability derives from our

dependence on good catalog, unequalled distribution and a strong but flexible organization as our sources of strength.

In addition, we have been building up contingent segments to our over-all business, including custom pressing at our modern factory at Mitcham; our music company which is now a force to be reckoned with in the world of music; our partnership in the Alex Strickland chain of retail shops; our interest in the equity in the only rack-jobbing organization in Britain, and last but certainly not least our fully-equipped recording studios on our own premises with their unrivalled facilities, plus our own mobile recording units for live coverage of important outside concerts, etc. All these, plus other ancillary ventures such as cassettes, tapes, recording clubs, etc., are among the strong foundations on which this company now firmly stands.

We feel that, with the trend of events, 1969 will present one of the most challenging years in the history of the record business in the United Kingdom, and, with

the same team spirit that has built us into what we are today, it is our intention to take up this challenge and sustain our responsibilities to both licensor and licensee alike.

We believe that our particular form of marketing, which has brought us so much success will continue to prove that records can be sold as well as distributed and this policy, together with our diversifications, will ensure a healthy progression for the organization.

Our studios, custom pressing and retail ventures are continuing to expand and these facets of our business, together with the increasing development of our music publishing company, will help to make our 10th anniversary a memorable occasion.

To those who have entrusted us with their product during the past, we humbly say thank you for your good faith, and for those who are entrusted with our product, we again say thank you for your endeavours which have helped us to achieve so much to date.

**CONGRATULATIONS
ON YOUR
TENTH
ANNIVERSARY**

Welbeck Music: London

**CONGRATULATIONS
ON YOUR FANTASTIC
AND DYNAMIC 10 YEARS**

Soho Record Centre
And Associate Companies
London's Leading Record Retailers

JUST LOOK AT US NOW!

Ten years ago this month, in January 1959, a comparatively small and recent newcomer to the British gramophone record industry moved into a converted private house in Chandos Street in London's West End.

The company was called then, as it is called now, Pye Records Limited, and 50 per cent of its shares were owned by Associated TeleVision, one of the leading British independent television companies who had entered the disk industry in October 1958 when they acquired their first Pye Records holdings.

In that same month of January 1959, a young man was appointed as the new sales controller of Pye Records whose personal background and experience was completely involved with the entertainment industry. His name—Louis Benjamin.

Without going deeply into the various ramifications which resulted in the company's name and composition at that time, the story had begun with two independent record producers—the Nixa Record Company—mainly a classical label headed by New Zealander Hilton Nixon—and the Polygon Record Company—a "pop" label headed by leading independent producer Alan Freeman. These two had merged in 1955 to release records on the Pye-Nixa Label.

The Nixa Record Company was started by Hilton Nixon and obtained release rights of a French label and several American classical labels. From these he had made recordings with British and continental artists and then developed the classical side of the company to include records by such major British symphony orchestras as the Royal Philharmonic, the London Philharmonic, and the London Symphony Orchestra.

Polygon had been founded by Alan Freeman and his associates, and had several leading artists under contract, notably including the British pop stars Petula Clark and Jimmy Young, both in the early stages of their careers. It is incidentally interesting to note that albums by both these artists have been issued by Pye within the past two months. Alan Freeman himself was to remain with the new combination of companies for a further six years.

The reason for the inclusion of the name "Pye" into the combination was that the Nixa Company had been acquired in 1953 by the electronics firm of Pye of Cambridge, who joined with Caledonia Investments which owned a record factory at Mitcham, Surrey, among its many other valuable properties. It is from the same factory—now greatly developed—that Pye Records are still issued today.

Pye-Nixa had become Pye Records Limited in 1956 and moved into its Chandos Street offices in January 1959. Though small, the company's compactness was that of a coiled spring, the controlled expansion of which began that same year. Already Pye had been the first record company in Great Britain to bring out stereo recordings, of which the Science Museum in London has examples. That was in 1958.

Then, in May 1959, came what was rightly called the "breakthrough." This was the revolutionary step for the record business whereby the physical distribution of the product was made direct to the record dealers from Pye Records' factory at Mitcham, Surrey.

This new idea, conceived by then Sales Manager Les Cocks, of dealing direct with retail outlets from a fleet of vans based strategically all over Britain, gave both speed, flexibility and an enviable personal liaison with the point-of-sale men on the spot. For the first few weeks the newly formed Home Sales Force had the opportunity to get acquainted with their territories and establish the necessary good relationships with their dealers.

By the end of May 1959 sales were spectacularly higher than for the same period of the previous year. In particular, the average sales of all long-playing albums were double those of May 1958. This was particularly significant because it is the LP standard material of any catalog that has to be "sold" as against the sale of singles which are given



Pye's London headquarters in Great Cumberland Place overlooking Marble Arch.

strong topical promotion via the charts and the various radio and TV programs.

The scope of the various Pye labels covered the popular, jazz and classical fields. This range was to expand still further in the years ahead. But the company itself was also expanding and to such a degree that in October 1960 it moved its recording department to the new London headquarters of Associated TeleVision. So, in the lower ground floor studios of ATV House, the studios came into being which were to record so many famous names, bands and groups in the years which were to come.

By the end of 1959 the Golden Guinea label had become established; a new "strict tempo" series had been started for use in ballrooms, etc., and over the whole year, with the exception of one single week in June, Pye Records had had continuous representation in the British top 20 charts.

The home labels of records manufactured and distributed by Pye at that time included Pye, Piccadilly and Pye Jazz, and their releases as Pye International included such labels as Aristocrat, Colpix, Chancellor, Caprice, Joy and other leading American and European material. On the Golden Guinea label, they incorporated material from Miller International, Screen Gems, Elektra and Disney, plus interesting home material, particularly in the jazz field.

It was in the international field that it was seen that the greatest expansion could come, and in September 1961 Pye Records scooped the industry in Britain by acquiring the British licence for Frank Sinatra's Reprise label.

This major advance was consolidated by the subsequent decision of Sinatra himself to record his album "Great Songs From Great Britain" with Pye technicians and artistic control, his first British recording session.

Later in 1962, Pye Records began its drive to present and establish British artists in the American market. This was consolidated by the opening of its American office in New York where the company's affairs were—and are—handled by noted show business representative Irving Chezar.

At the same time, Pye was developing its world-wide coverage in Australia, Germany, Scandinavia, Holland, Spain and Italy, with resulting wider exposure of its leading contract artists into the international field.

At home, the company pioneered in various directions in the early 1960's. It introduced a number of releases on the interesting Pye Plus Nonesuch "Spoken Word" series: Tony Hancock was established as the leading British humorist on disks, and albums were released by such other famous British comedy stars as Benny Hill, Norman Vaughan and the late great Max Miller. A clear lead was also established in British traditional jazz with Kenny Ball, Chris Barber, Acker Bilk and Bob Wallis.

At the same time, considerable efforts were continuously made to expand and streamline the company's internal "behind-the-scenes" activities in order to cope with its outside expansion into new markets. New studio facilities were introduced, and the latest American methods of material handling plus improved factory production capacity, as well as the over-all modernization of the order and dispatch departments, led to a 20 per cent improvement in turnover.

Pye was the first British company to use commercial TV advertising and billboard promotion on key sites, in addition to the more usual extensive trade press advertising, window displays, etc., while their publishing subsidiary Welbeck Music ensured first-rate coverage in the music field.

By March 1962 Louis Benjamin had become general manager, and he was made managing director in 1963. He was ably supported in the further expansion of the "coiled spring" by top sales executive Les Cocks, factory director Bert Wren and the late George Margrave, com-

pany secretary. The a&r team and the exploitation unit were—and are—other examples of Louis Benjamin's flair for picking the right men for the right jobs.

The year 1964 saw further expansion in the international field, and such artists as Sandie Shaw, the Kinks, the Honeycombs and the Searchers were all featured in the American charts. Pye Records also represented several American labels at this time. In addition to Reprise, these included Colpix, Hickory, Autumn, Chess, Checker and Argo, Crown, Scepter, Dimension, Elektra, Miller International and Cameo-Parkway.

On Nov. 1, 1964, Pye Records contracted the product of the young and newly formed A & M (Alpert and Moss) Record Company.

At the same time, the company's releases were available (literally all over the world. There is little wonder that at the latest International Sales Convention, held in London in September 1968, there were over 40 representatives from over 21 different countries.

Similarly, great success was attained in Britain by American and other artists through Pye's manufacturing, distributing and merchandising channels. Chart successes were recorded by Frank Sinatra, Herb Alpert, Dionne Warwick, the Shangri-Las, Dean Martin, Sammy Davis Jr., Trini Lopez, Francoise Hardy, Chuck Berry, Bo Diddley and other leading international personalities. Dionne Warwick with her musical director Burt Bacharach recorded in the Pye studios, in addition to Frank Sinatra, Sammy Davis Jr., Petula Clark, Francoise Hardy, Chubby Checker and Bobby Rydell. Those days also saw the spread of special foreign-language version of hit songs by Sandie Shaw, Dionne Warwick, Jackie Trent, the Searchers, etc., who recorded in German, French and Italian to reach the spreading world markets which Pye was attacking so successfully.

It was in 1965 that Louis Benjamin announced that Pye Records had taken over the Warner Bros. label for British manufacture and distribution, in addition to the Reprise label. In that same year the company renewed its agreement with the French Vogue label, and made major launchings of continental stars to augment its international catalog with Durium and Hispavox.

Equipment was brought into the Mitcham factory which enabled it to produce an additional 250,000 records per week, and several internal appointments were made in connection with this ever-expanding program. Mention should also be made of the development of Pye's interests in Ireland, under the capable management of John Woods, which had necessitated the setting up of their own distribution of records there. This was a two-way traffic, for Pye now records many Irish singers, groups and show bands to add to the many flavored range of records made available in the U. K. through the Pye organization.

In July 1966 Associated TeleVision, which up to then had had a 50 per cent share in the company, bought out Pye of Cambridge and Caledonia Investments and so became 100 per cent owner of Pye Records, Ltd.

The installation of 18 Swedish Alpha presses was completed in that same year—each of these machines being capable of turning out four seven-inch records per minute. By the end of 1966 the highest weekly turnout of seven-inch disks was 350,000, and the highest number of 12-inch long-players was up to 95,000—both these figures being well within the capacity of the factory.

By 1967 Pye Records' earnings had increased tenfold over the previous four years, and twentyfold in the U. S. A. alone. This latter figure included the celebrated Golden Guinea "Collector" series of classical albums, while the budget-priced Marble Arch albums sold particularly well in France, Holland, Scandinavia and Germany. And the expansion still goes on.

This all-round success was achieved because Pye Records believes in being a complete record company. It is high as regards its ambitions; wide as regards its subject matter; deep as regards its awareness, and international as regards its world-wide connections.



This is where it started 10 years ago . . . a small office in Chandos Street, London.

LONG JOHN BALDRY
LET THE HEARTACHES BEGIN
KENNY BALL & JAZZMEN
MIDNIGHT IN MOSCOW
MARCH OF THE SIAMESE CHILDREN
CHRIS BARBER & JAZZMEN
PETITE FLEUR
JOE BROWN
THAT'S WHAT LOVE WILL DO
PICTURE OF YOU
PETULA CLARK
DOWNTOWN
MY LOVE
SAILOR
THIS IS MY SONG

LONNIE DONEGAN
MY OLD MAN'S A DUSTMAN
DOES YOUR SPEARMINT LOSE ITS FLAVOR
BATTLE OF NEW ORLEANS
DONOVAN
SUNSHINE SUPERMAN
CATCH THE WIND
VAL DOONICAN
IF THE WHOLE WORLD STOPPED LOVIN'
EMILE FORD
WHAT D'YOU WANNA MAKE THOSE EYES
AT ME FOR?
THE FOUNDATIONS
BABY, NOW THAT I'VE FOUND YOU
BUILD ME UP, BUTTERCUP

THE HONEYCOMBE
HAVE I THE RIGHT
THE IVY LEAGUE
TOSSING AND TURNING
THE KINKS
ALL DAY AND ALL OF THE NIGHT
SUNNY AFTERNOON
TIRED OF WAITING
YOU REALLY GOT ME
DEAD END STREET
WATERLOO SUNSET
THE OVERLANDERS
MICHELLE
THE ROCKIN' BERRIES
HE'S IN TOWN

THE SEARCHERS
NEEDLES AND PINS
WHEN YOU WALK IN THE ROOM
SWEETS FOR MY SWEET
SUGAR AND SPICE
SANDIE SHAW
THERE'S ALWAYS SOMETHING THERE TO
REMIND ME
GIRL DON'T COME
LONG LIVE LOVE
PUPPET ON A STRING
SOUNDS ORCHESTRAL
CAST YOUR FATE TO THE WIND
MARK WYNTER
VENUS IN BLUE JEANS

The teamwork construction of the company is so geared that any release list of any one week might well include a few solo star albums, a brass band or two, a cathedral choir, organ music, Latin-American rhythms and an album by a top-name British comic—all in addition to the British, American, Irish, etc., pop singers and groups.

On this page we pay more than a passing tribute to this kaleidoscope of talent over the 10 years, and the top of the page gives the lists of Gold and Silver Awards to British artists on the Pye labels in the past decade.

While on the subject of awards, Pye Records itself GIVES an Award—appropriately called the **PYE RECORDS TROPHY**—to the most outstanding young musician of the year in the National Youth Brass Band. The recordings of this enthusiastic group of young musicians are among our biggest sellers in this category. Brass band records are popular items in our repertoire, which ranges from "Sousa Plays Sousa—And Other Cylinders" (taken from pre-1914 cylinder recordings) to the current winners of the Annual Brass Band Contest at the Royal Albert Hall, London.

One of the solid foundations of any catalog is the supply of steady selling middle-of-the-road material which rarely enters any charts, as does the pop product, nor does it rate reviews in the classic-minded journals which deal mainly with concert and operatic releases.

Already Pye Records has an enviable reputation with regard to this type of output. Under the department controlled by Cyril Stapleton a wide variety of high quality LP's have been recorded and are rapidly being extended. New artists are constantly being signed to the label specifically to make album product, and a new series which Cyril Stapleton recently introduced is being built up in a very big way.

The first album, called "The Panoramic Sound of Cyril Stapleton," is being followed by "The Panoramic Sound of Lennon & McCartney"—featuring 12 of the songs by these celebrated Beatles writers; "The Panoramic Sound of Glenn Miller" and "The Panoramic Sound of Strings" will be subsequent issues of this superb series of high quality albums.

Tony Hatch is also recording the music of his own orchestra, such as "Latin Velvet" and (with the Tony Hatch Singers) "Warm Your Heart"; John Schroeder, who has already made a tremendous reputation for his orchestral recordings with "Sounds Orchestral," is also involved with

A FULL SPECTRUM OF ENTERTAINMENT

fine middle-of-the-road albums with the John Schroeder Orchestra, while Tony Macaulay has created a record with the "London Pops Orchestra" which is to be followed by a second one in this series in the early spring.

With items as widely diversified as Jack Dorsey's "Paraffin Jack Flash Ltd." and "Velvett Fogg," "The Awful Disclosures of Maria Monk" and Cyril Stapleton's "St. Paul's Cathedral Choir," there will thus be an impressive and wide-ranging collection of high quality albums available this spring.

In addition, there are the lower priced Golden Guinea and Marble Arch albums, which also have film music and regional records on their lists. The latter include Irish showbands and soloists, Welsh choirs and colliery bands, and the Scottish bands and singers—of which the Alexander Brothers have been consistently good sellers through the past few years. In addition, there are German beer-drinking songs, Hawaiian selections and Latin-American rhythms . . . in fact, the widest possible choice of all kinds of music.

This category serves, in effect, as a broad central beam of the spectrum between the pop of such top stars as the Kinks, Foundations, Donovan and the rest on the one hand, and the classical repertoire on the other.

On the classical side, Pye has long held a leading position in the British recording world. Early recordings featured such famous conductors as Sir Adrian Boult and Sir John Barbirolli, many of which have become standard items in the classical catalogue (including the first long-playing album of Holst's "Planets Suite").

The company's current classical labels include the low-priced Golden Guinea "Collector" series, the full-price "Virtuoso" series, and worth-while reissues on the Marble Arch label—especially in the new "MST" Stereo Two series

which gives Britain its lowest priced double-pack of Stereo recordings of high quality.

The Collector label consists of important reissues and specially recorded material, such as the currently highly successful Hallé Brass recording.

In 1967 Pye announced a new full price classical label, the aim of which was to get away from the standard 19th Century orchestral repertoire. Thus the "Virtuoso" series was born, and made available to the listening public many previously unrecorded works, using the finest available artists and recording techniques. The repertoire on this label is extremely varied, ranging from 16th Century choral works to contemporary symphonies and orchestral pieces.

The current releases include such artists as Campoli, Ralph Downes, Vazsonyi, St. Paul's Cathedral Choir, and other leading choirs and orchestras.

As mentioned previously, Pye's famous Golden Guinea label was introduced in August 1959 and was the first budget label to issue *new* recordings in mono and stereo (and in full four-color sleeves); the first record label to advertise on TV and the first record label to advertise on giant billboards.

In the last few years, the policy has been extended to encourage sales of regional and specialist interests. We have already noted the brass bands featured on this versatile label, and even these are divided into two subsections, as it were: namely, civilian bands (mainly colliery and large milling concerns, such as the Black Dyke Mills Band; the Brighouse and Rastrick Band; Grimethorpe Colliery Band, etc.), and the military bands, such as the famous Coldstream Guards.

Then, in October 1964, the Marble Arch label was introduced, to meet new budget conditions—this quickly became the leading budget line in British record dealers' shops, for both the quality and the range of its recordings.

The catalog, under the control of budget lines manager, Monty Presky, now has over 300 titles of all types of music—from Beethoven to the blues, from symphony orchestras to Donovan—with total sales approaching the 4 million mark.

Marble Arch was the first budget line in Britain to introduce Top 10 name artists.

In 1968 the Marble Arch label introduced Stereo 2—special *double* packs in stereo only, and Stereo Samplers to increase stereo interest and show that good stereo product can be obtained at budget prices.

The plans for 1969 include the introduction of 100 per cent exchangeability and regular monthly releases with a higher proportion of releases made available in stereo.

Pye has long enjoyed an enviable history as regards its outstanding comedy albums, mainly of the leading British TV comedians. The release of the original Tony Hancock albums resulted in massive sales—his "Blood Donor" album alone went over 100,000 copies—which is a phenomenal sale for a comedy record in the U. K.

Similarly, the release of the "Steptoe and Son" albums had a total sale of a quarter of a million—and these were *full-price* albums!

Special products organizer Monty Presky is still succeeding in getting the best of today's British comedians for the company.

A further instance of this company's being alert in many fields is shown by the fact that Pye seemed more aware than any other company of the growing importance of the various tape forms. Pye—and Pye licensed—material is available in all forms, through licensed deals with Philips for cassette release; University Recording for 8 track, and King Stereo for 4 track. There are more than 100 tapes of Pye material now available.



The Pye studios, conveniently situated in the lower ground floor below the main offices, have eight-, four-, three- and two-track plus mono equipment. The cutting installation and techniques place Pye in a leading position in Britain. This has resulted in a great deal of work being brought to us by outside customers.

There are two new tape dubbing rooms under construction which enable Pye to reduce multi-track tapes to mono and stereo away from the studio control rooms.

Clients come from all over Europe to make records for their local markets. Recent customers have been from Norway, Sweden, Holland, France and Germany, while many American artists now use our studio facilities, including Burt Bacharach, Nancy Sinatra, Sammy Davis Jr., Lena Horne plus earlier recordings made here by Paul Anka,

Gene Barry, Françoise Hardy and Eddie Mitchell (French) and Udo Jurgens. The studio is also very popular with British artists, and among those who have been in the studio are Spencer Davis, George Fame, the Small Faces, Neil Christian, etc., plus our own hit artists such as Petula Clark, Long John Baldry, Kinks, Rockin' Berries, Sounds Orchestral, etc., etc.

Continental A & R men come to use our studios to record British artists in foreign languages.

In addition to these internal facilities, great success has been achieved with our outside recording unit on location. Some recent and contrasting examples were Buddy Rich and his Band at Ronnie Scott's Club for Liberty; the Tiny Tim Concert at the Royal Albert Hall, for Reprise; Richard Strauss' Opera "Salome" for R.C.A. and Handel's "Theodora" for Vanguard Records.

John A. Carlsen, press officer of Pye Records, Ltd., would like to express his appreciation of the co-operation of Monty Presky in compiling this supplement, and pay tribute to the expertise of Tom Merrin, of Merrin Piler Associates, Ltd., in planning its editorial design.



GEOFFREY BRIDGE—joined Pye Records in January 1968 as International Director. Recently appointed General Manager.

PYE'S TEAM OF EXECUTIVES



LES COCKS—a Director of Pye Records. Joined the company as a salesman in 1956 and now Executive Director.



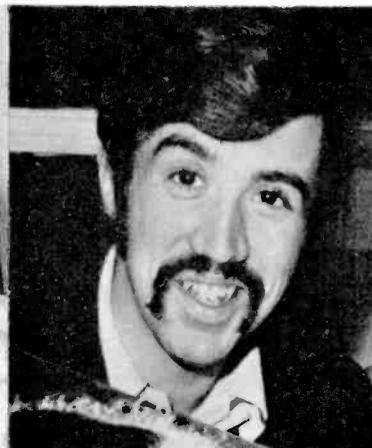
CYRIL STAPLETON—A & R Controller and famous bandleader, record producer and composer.



TONY HATCH—Producer of a host of hits over ten years; also an internationally famous songwriter.



JOHN SCHROEDER—Record producer, composer and arranger. Responsible for the Status Quo, Geno Washington, David Garrick and other hitmakers.



TONY MACAULAY—Record producer (responsible for the Foundations, Long John Baldry and Paper Dolls hits); composer (with John McLeod) of many No. 1 songs.



JACK DORSEY—Record producer, composer, arranger and notable musical director.



BOB AUGER—Technical Controller and internationally renowned balance engineer. Also responsible for Pye's classical productions.



JOHN MOON—Factory director; currently engaged in big production expansion scheme.



MONTY PRESKY—joined the company in 1956 and is currently responsible for Special Projects, repertoire and budget labels.



TOM GRANTHAM—joined the company in 1959 as a sales representative and is now Marketing Director.



JOHN A. CARLSEN—Press Officer; former public relations officer for the London Palladium, the Sadler's Wells Opera and many stars from both sides of the Atlantic.



JOHNNY WISE—Promotion Chief. Ex-music publisher and musician. Now responsible for all radio and TV coverage.



PAUL CHAVE—24-year-old Art Director, responsible for all Pye's graphic design.



ROY O'DWYER—General Sales Manager. Started with Pye in 1960 as a sales representative. Is now responsible for all U.K. sales activity.



PETER ELDERFIELD—Marketing Co-ordinator and International Manager, responsible for promotion of Pye repertoire throughout the world.



HARRY CASTLE—joined the company in 1955. Developed Export Sales from its beginning to its current operation in 75 countries.



ALEX EVERITT—International Product Manager, responsible for liaison with U.S. and continental licensors.



PETER SONTAR—International Import Manager. Previously Executive Producer for Pye's commercial radio programs.



IRVING CHEZAR—Head of Pye's U.S. office in New York since 1960.



DEREK HONEY—Financial Controller in charge of all accounting activities in Pye Group companies.



MADLINE HAWKYARD—joined Pye Records Ltd. when it was first formed. Is now Company Secretary and Contracts Manager.



EDITH WHITE—Copyright Manager—has been responsible for this department since 1955.

*Garrod & Lofthouse
Congratulates
Louis Benjamin
and Tye Records
on the outstanding
progress made over
the past ten years*

GARROD & LOFTHOUSE INTERNATIONAL LTD.

EUROPE'S LEADING RECORD SLEEVE MANUFACTURERS

LONDON

MANCHESTER

CATERHAM

CRAWLEY

REDHILL

PARIS

AMSTERDAM

THIS IS HOW THE PYE SYSTEM WORKS

Marketing director Tom Grantham and general sales manager Roy O'Dwyer are the men responsible for a major reason why Pye Records can count itself pre-eminent in the field of distribution of its products—and this includes all the various labels handled and distributed by Pye in Great Britain.

Tom has given us a run-down on his part of the operation, which now has 53 sales vans; seven depots; eight sales areas, each controlled by an area manager with the assistance of supervisors. Grantham and O'Dwyer, assisted by Nick Foakes, are at the pinnacle of this operation which started in the early days of 1959.

By August of that year, seven were operating (four in London and three in Manchester) the new concept of "Van Selling" which Pye had initiated the previous May. There were also some nonrecord wholesalers (jobbers) assisting with distribution at that time, owing to the small number of vans then developed. These jobbers were of great help during the period when jobbers over the years had always been friendly and by mutual agreement. By Christmas 1959 there were 11 vans; by the spring of 1960 the number had risen to 16.

Birmingham, Leeds and Newcastle were added to the list of centers and in the next few years, 1960-1964, new depot premises were found in the major towns, and in 1968 the Glasgow depot was moved to the "new town" developed in Cumbernauld.

The wholesalers had handled the Pye product exclusive of the Golden Guinea label, and as American product became available (as shown previously), this was handled solely and directly by Pye.

In 1960 it was decided to hold a sales conference to bring together not only the sales force but also the other main departments of the company. This first conference took place at Richmond, just outside London, and was attended by 64 staff members. At the dinner-dance in the evening, which included wives of the staff, 106 people attended.

In 1968, our ninth conference, 180 people attended the two-day sessions, and there were 350 people at the dinner-dance. Pye have found through experience that these conventions are highly stimulating (in many senses of the word!) and by bringing together the whole staff, with their wives, a great deal of good company feeling is engendered.

One of the more unusual outlets of the company, aside from its TV advertising and large London billboards mentioned before (which Pye pioneered in Great Britain), the Golden Guinea label was featured in the great Daily Mail Ideal Home Exhibition. This was continued into 1964, and resulted in tremendous response.

All promotion within the sales force has been from within. All the sales and field management started from the representative stage, and this continuing policy has resulted in a strong, united and loyal team, who understand thoroughly the workings and motives of the company.

Pye Sales Vans carry ALL Pye and associated catalog—a fact not always realized. They call on major retailers at least twice a week. In the sparser areas, it is a once-weekly visit. A retailer is thus able to rely on a regular call from a well-trained, well-informed representative who is able to supply his requirements immediately.

For those retailers who still do not come within the van service areas, the depots spaced across the United Kingdom give a first class rail and post system.

Advertising, press reviews and promotion through the media of radio and television—plus the occasional heaven-sent exposure in films—are the main channels by which the product becomes known to the general public. The gramophone record industry is unique in the fact that the actual product itself can be sampled by its public before they buy for themselves. The job of making sure that these samples get into the public ear is, of course, that of the promotion and exploitation department.

At Pye Records, we have a team whose reputation in the business is outstanding. It is headed by Johnny Wise, who joined the company in 1964. He is an ex-professional musician himself and played with many of the big name bands and orchestras of Great Britain before moving into the realm of artists management. From this he went into music publishing, staying nine years with the celebrated Lawrence Music Co. His next move was to Pye Records, where he was given the job of promotion chief.

Johnny's team consists of Derrick White, responsible for British product; Issy Price, responsible for international product; Peter Summerfield, who promotes artists for live appearances on television, and Eric Grier, office manager—together with the department's secretary and its own office junior.

With this team of highly experienced guys and girls, the Pye promotion department has won admiration and respect from disk jockeys, radio and TV producers, artists—and their managers—and agents for their efforts and relentless persistence, which have played no small part in the growth and development of Pye Records.

Behind any successful company you will find the "back room" administrative boys. Pye is no exception, and under the control of Basil Margrave and his successor, Bill Taylor,



Pye's London fleet of distribution vans line up ready for a day on the road.

lor, the administrative progress of the company is under constant review.

For every record released by Pye (whether under its own Pye logo or the product of a licensor) the treatment is the same. Whether it is a single or an album, there are 17 control stages for each record. It is the responsibility of production control to co-ordinate and progress all departments concerned with the release of the record. It is here that problems are sorted out daily—problems that affect sales, special promotion arrangements and press releases, and embarrass advance advertising, if release is delayed.

At the weekly singles and LP meeting, a representative of Pye's production control department will be seen, tucked in a corner, furiously taking minutes of the meeting and noting those records selected for future release. When the meeting breaks up, it is the production department that immediately swings into action—either ordering tapes, negatives and production parts from overseas companies or chasing our own a&r department managers for a tape to start the

ables records to be made and delivered to the main store at Mitcham for onward delivery to the depots and members of the sales force.

For delivery of record stocks from Mitcham, Pye Records use their own long-distance transport by road twice a week, with daily fill-in deliveries carried by British Railways. Railway dispatches, by the way, are carried by passenger trains to ensure speedy delivery to the areas controlled by the sales force—each of which is at a main line terminal. It is only when we are handling releases scheduled several months ahead and where large stocks of records require to be moved that the goods freight services of the railways are used.

In every company, each department will tell you that they are the heart of the company. Pye Records is no exception! Our sales force will say that without them no records would be sold. True. The accounts department will say that without receiving money the company could not survive. True. The recording department will say that without recordings there would be no records to sell. True. The production control department, together with the other facility departments, may not be the heart of the company but they certainly help keep the blood flowing to and from it in a very energetic and lively organization.

In nearby Mitcham, Surrey, Pye Records has its factory where its own and custom-pressed products are manufactured and given their first stage of distribution. This is a constantly growing, constantly changing plant where new machinery and methods are installed almost continually to keep pace with growing demands and new systems of working as they arise.

Here all the step-by-step stages of processing take place, from the arrival of the soft-faced "acetate" (cut at the Pye Studios from the original magnetic tape) to the dispatch of the finished product on the distribution vans.

The edge of the acetate is first filed to reveal the edge of its aluminum backing, then it is sprayed with a micro-thin coating of silver which makes electrical contact with the aluminum, ready for the next process. This is the plating with Pye's modern plating equipment where the silver film is plated up with nickel, electrically. Then the edges are ground away and the "sandwich" opened up to release the acetate which is now discarded at this stage. The silver-coated "master" is now replated to make the all-nickel "stamper" from which the records are pressed.

This is done by a battery of Swedish "Alpha" presses, which label the two sides simultaneously. Trimming, checking for pressing flaws and "spot-checking" follow in quick succession before the racking and packing stages are finally reached. Then the masters are stored in the metal-work library of some 5,000 masters and many thousands of stamping molds, including many hit numbers dating back to the '50's when the Pye Records story began.

Early in February 1963 the management of Pye Records appreciated that the rapid advancement—the uncoiling of the spring that we mentioned previously—of the company would be held back if our accounting and management information systems did not keep pace with the other technical advances.

On examining other organizations' computer systems, it was seen that none of them at that time appeared to be 100 per cent effective or relevant to our highly mobile and flexible distribution and selling pattern. It was therefore necessary for us to start at "square one" and design a tailor-made system to meet the requirements of the company and of our dealers.

Areas most urgently in need of attention were: (a) stock control and accounting; (b) sales ledger and credit control; (c) artists' and copyright royalty payments. Having engaged a team of management consultants to advise us on the configuration of the computer that would be most likely required, we came to the conclusion that it would be more economical to use a computer service bureau. It was from this decision that we started our association with IEO Computers Ltd., who were the forerunners of International

Continued on page P-30



BASIL MARGRAVE, until recently Administrative Controller of Pye Records.



BILL TAYLOR, now in charge of Pye's administrative and computer division.

first stage of production. This incessant progress chasing is one of the keys to the success of Pye Records. Without it, records would be advertised without being available; records would be selected for review without being available; records would be scheduled for radio and TV programs without being available. The department does not claim 100 percent success because, as we all know, the record industry is not alone in having its little problems. But a 3 per cent error for late releases over any one year is a very small margin indeed. And that is the figure at the moment.

The departments co-ordinated by production control are: (a) the studios where the tape is mastered prior to the cutting of a reference acetate with singles and the master cutting prior to delivery to the factory; (b) the copyright department, where the recording sheet is received, publisher information checked and label copy issued to the printers; (c) the art and print department, where the sleeve, film or Pye design is passed to the plate maker for onward delivery to the printer; (d) the factory where the test records are produced for re-checking by the international and a&r departments prior to the production run itself.

With all these check stages completed, the factory is now in a position to make their production run. It is at this stage that the distribution office at the factory, armed with the potential sales information from the sales force for each record in the future release, places their orders on the factory. In Pye Records there are record stocks held at Mitcham adjoining the factory, and in Birmingham, Manchester, Leeds, Glasgow, Bristol and in Dublin. These orders placed on the factory are made to a time-table which en-



10 TODAY

From University Recording.

Pye have certainly got lots to sing about today, and all sorts of birds to do the singing. We'll have a verse all of our own, because during 1968 our duplicating plant, the most sophisticated and versatile in Europe, started producing 8-track cartridges from Pye group labels. Not only have they sold like mad in the UK, Pye have exported cartridges into more than thirty export territories. That's why we and Pye together plan to turn this year's tens of thousands into next year's hundreds of thousands.

All of which gives us very good reason to say
"Many Happy Returns"

University Recording, Slot Stereo, Tempo Tapes
36 Hertford Street, London W 1

record label and sleeve specialists

WEST BROTHERS · PRINTERS · LIMITED

congratulate

PYE RECORDS LTD

on 10 years of solid progress

and are happy to be

associated with them

as one of their suppliers

WEST BROTHERS · PRINTERS · LIMITED

212 DURNSFORD ROAD · LONDON SW19

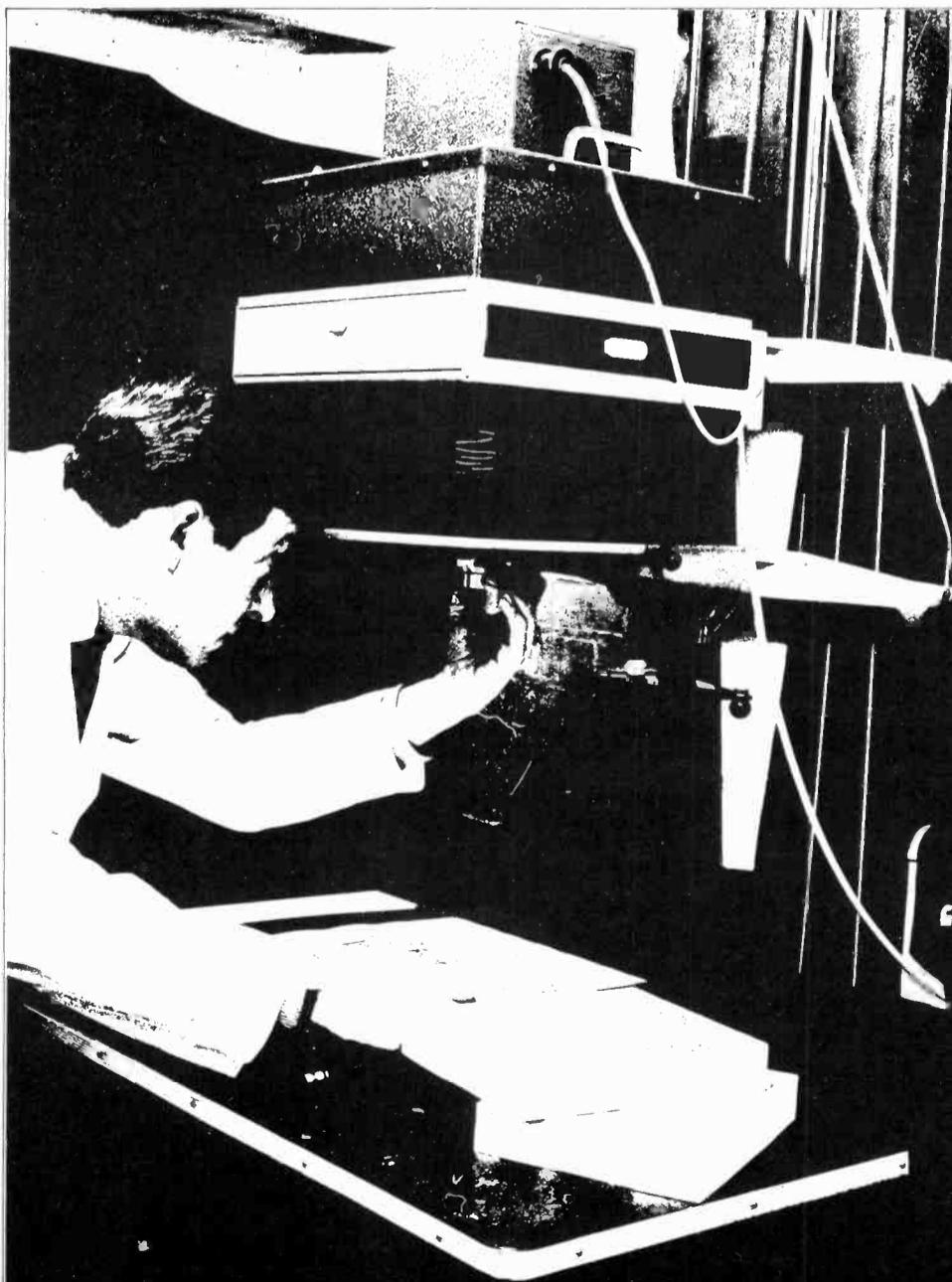
Telephone: 01-947 2106 - 9

Telex: 25694

Best Wishes On Your 10th Anniversary

DELGA PRESS LTD.
Typographers And Printers
Delga House Carmichael Road London SE25

F.G.HAWKINS (LITHO PLATES) LTD.
1 Colnbrook Street SE1



Ten years ago we
started working for you,
since then we have copied over
350,000 pieces of artwork
and transparencies and look
forward to the next 350,000.

“HAPPY BIRTHDAY”



**WAVERTON
LIMITED**
PHOTOGRAPHY
1-2 MARKET MEWS,
MAYFAIR, LONDON W1
01-493-0621/4

“Radio Luxembourg the greatest commercial Radio Station in the world sends sincere congratulations to the management and staff of Pye Records on the occasion of their Tenth Anniversary in Record Business”

CONGRATULATIONS

To



on their achievements over the past 10 years—and for installing new Neve Consoles to ensure even greater success in the next decade

Rupert Neve & Company Limited 'Priesthaus', Little Shelford, Cambridge

Tel: Shelford 3537

How Pye record

Pye Records Limited make all their recordings today, whether in the studio or, as in the photograph, on location, exclusively on 'Scotch' 'Dynarange' magnetic tape. It is one of the most important means by which Pye can give the public the high quality they expect from discs bearing the Pye name.

'Dynarange' has a unique low-noise oxide that gives a signal-to-noise ratio 3 to 5 db better than any conventional tape. This reduction in background noise means improved frequency response, particularly in the higher frequency range, and

considerably increased dynamic range. At the same time the exclusive 'Super-life' coating reduces magnetic oxide 'rub-off' to a negligible amount, so the life of the tapes is extended, while recording heads last much longer and require far less frequent cleaning.

All these features make 'Scotch' 'Dynarange' magnetic tape today's most advanced recording tape, and the first choice of the majority of recording studios. If 'Dynarange' tape can be of assistance to you, please write for technical literature and 'Scotch' magnetic tape data sheets.



3M House, Wigmore Street, London, W1A 1ET

Manufacturers of 'Scotch' Professional Quality Magnetic Tape, Instrumentation Tape, Quadrature and Helical Scan Video Tape, Computer Tape.

3M, 'Scotch' and 'Dynarange' are trademarks

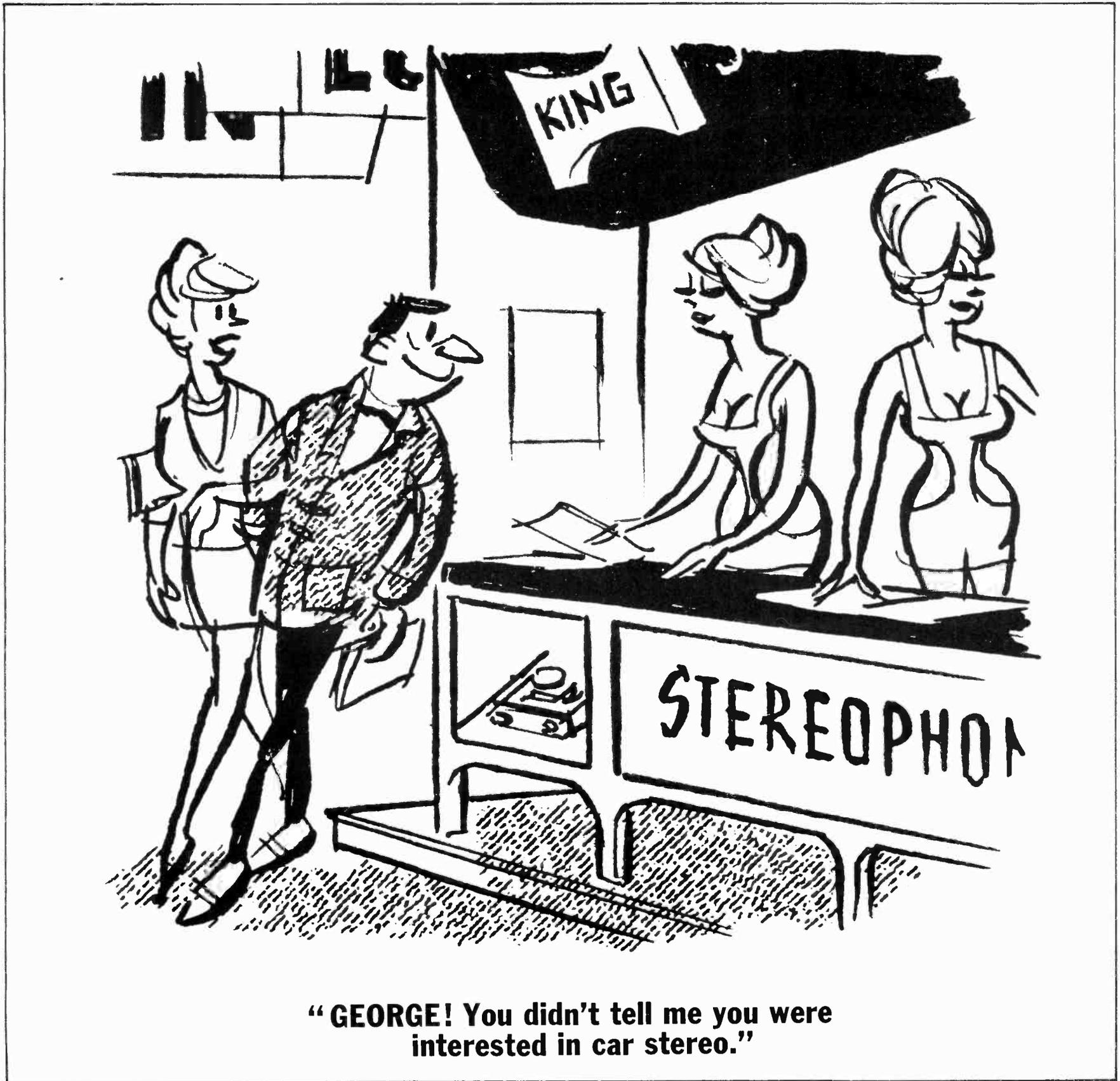


Congratulations to Pye

Hope the first
10 years' success story
will be repeated
over the next 100

**Chappell & Co. Ltd.,
50 New Bond Street,
London, W.1.**

Bradbury Wood Ltd.,
Bregman, Vocco & Cohn Ltd.
Britannia Music Co. Ltd.
Compass Music Ltd.
Erle Music Ltd.
Famous Chappell Ltd.
Frank Music Ltd.
Ipanema Music Ltd.
Irving Berlin Ltd.
Jewel Music Publishing Co. Ltd.
Joseph E. Levine Music Co. Ltd.
Lowery Music Ltd.
New World Music Ltd.
Springfield Music Ltd.
Valando Music Co. Ltd.
Williamson Music Ltd.



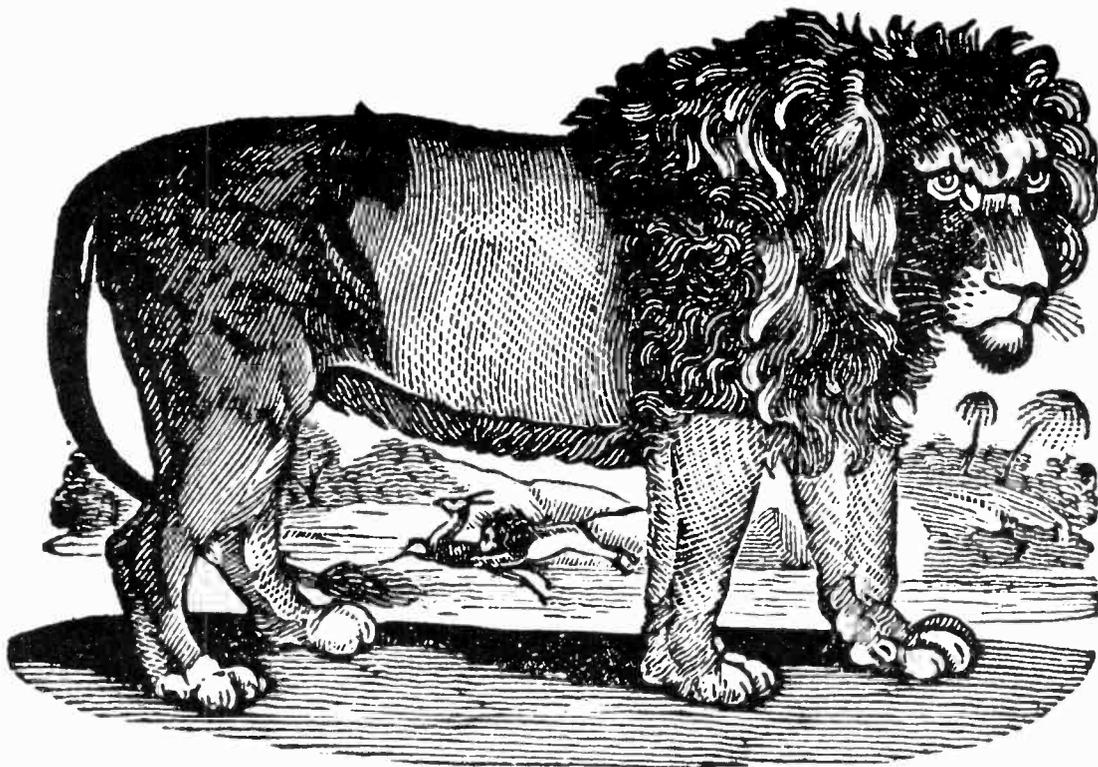
© AUTOCAR 1968

Britain's largest suppliers of 4 and 8 track home and car stereo tape cartridge players — both in the United Kingdom and overseas — are proud to be associated with Pye Records and extend their best wishes for continued mutual growth and success

HAPPY 10th BIRTHDAY PYE!!!! YOU'RE ON THE RIGHT TRACK



22 BRUTON PLACE LONDON W.1
TELEPHONES: 01-629 6553/4/5

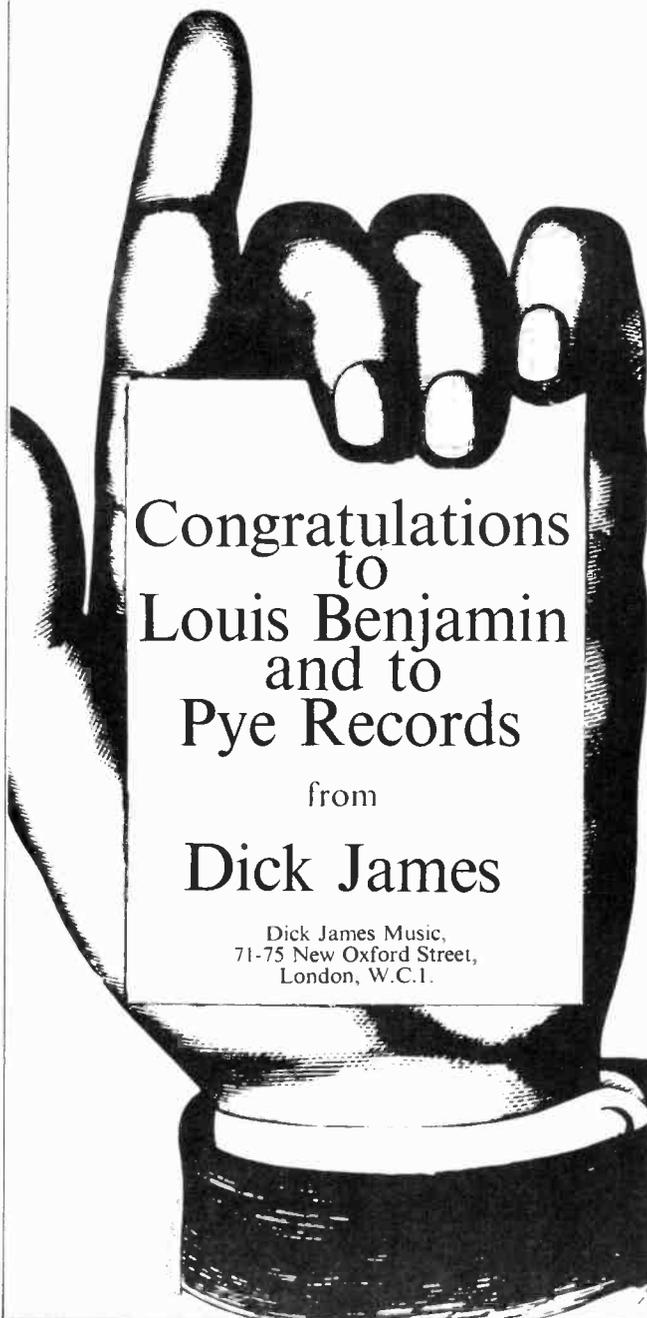


THE LION OF THE INDUSTRY IS TEN YEARS OLD CONGRATULATIONS

AVENUE RECORDINGS

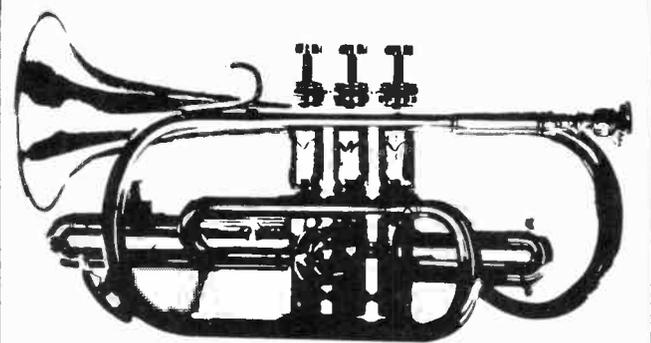
**The Joint Music Publishing
Firms Glocken Verlag
and Josef Weinberger wish
PYE RECORDS
on completion of 10 Years
in the Record business
success
over the next Hundred**

Josef Weinberger Ltd.,
Theatrical and Music Publishers,
10-16 Rathbone Street,
London, W1P 2BJ



Congratulations
to
Louis Benjamin
and to
Pye Records
from
Dick James

Dick James Music,
71-75 New Oxford Street,
London, W.C.1.



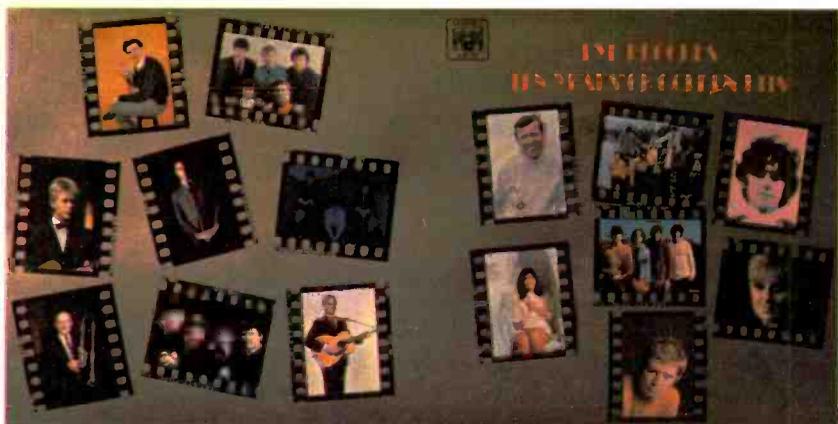
Congratulations to Pye Records

We are proud to have been associated with Pye Records in particular with regard to Brass Band releases and look forward to even greater successes in the future which is undoubtedly assured from record to record.

*The Beckingham Brothers,
F. Richardson Ltd.,
(Music Publishers to the Brass Band World)
Parliament Street,
Gloucester.*

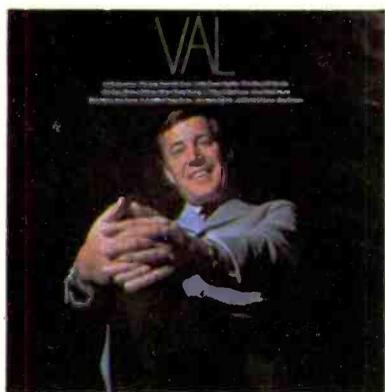
PYE RECORDS
PRESENTS
A WORLD OF
ENTERTAINMENT



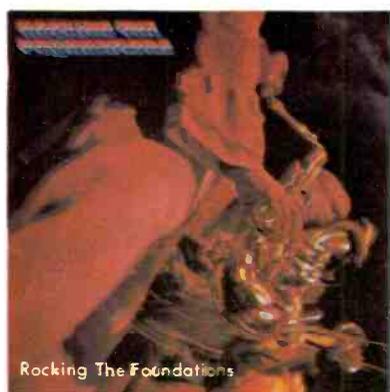


THIS BIRTHDAY BARGAIN TWO-RECORD PACK CONTAINS:
 THE KINKS · SANDIE SHAW · DONOVAN · THE FOUNDATIONS ·
 LONG JOHN BALDRY · VAL DOONICAN · THE SEARCHERS ·
 SOUNDS ORCHESTRAL · JACKIE TRENT · THE OVERLANDERS ·
 LONNIE DONEGAN · MARK WYNTER · THE HONEYCOMBS ·
 KENNY BALL · JOE BROWN · CHRIS BARBER · EMILE FORD ·

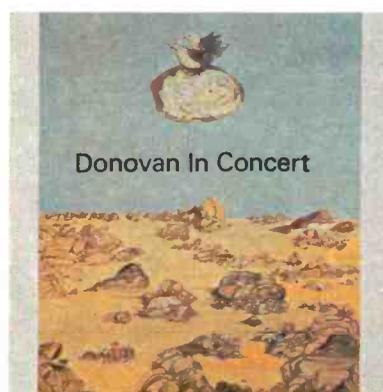
MT 10



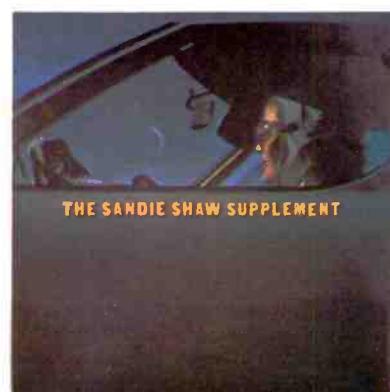
VAL DOONICAN
 Val
 NPL 18236 (M) NSPL 18236 (S)



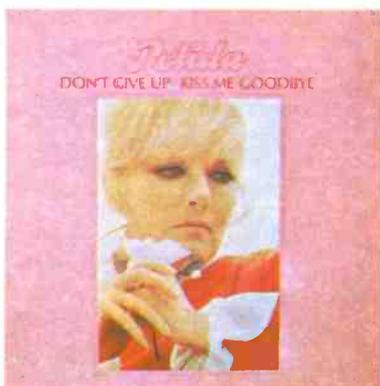
THE FOUNDATIONS
 Rocking The Foundations
 NPL 18227 (M) NSPL 18227 (S)



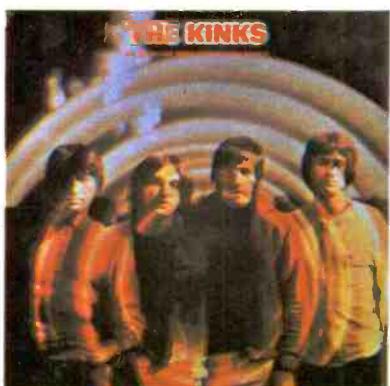
DONOVAN
 Donovan In Concert
 NPL 18237 (M) NSPL 18237 (S)



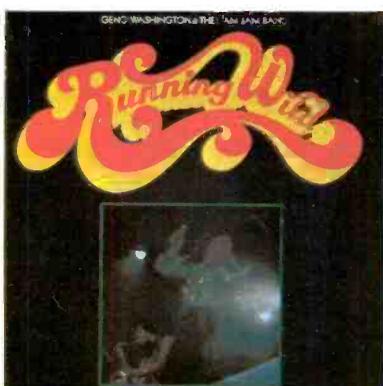
SANDIE SHAW
 The Sandie Shaw Supplement
 NPL 18232 (M) NSPL 18232 (S)



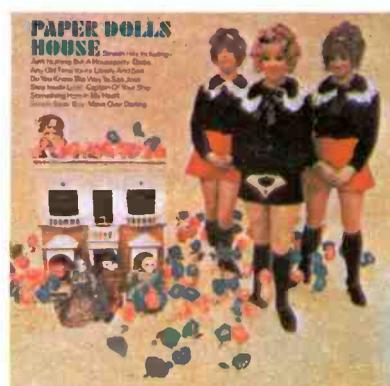
PETULA CLARK
 Petula
 NPL 18235 (M) NSPL 18235 (S)



THE KINKS
 The Kinks are The Village
 Green Preservation Society
 NPL 18233 (M) NSPL 18233 (S)



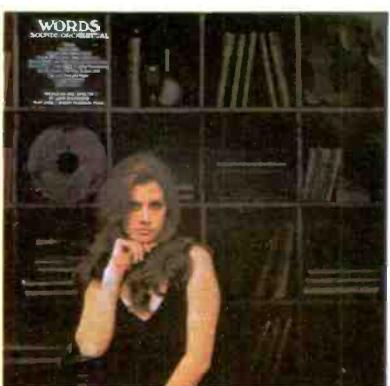
GENO WASHINGTON & THE RAM JAM
 BAND
 Running Wild
 NPL 18219 (M) NSPL 18219 (S)



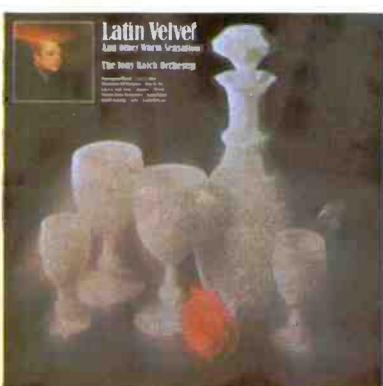
THE PAPER DOLLS
 Paper Dolls House
 NSPL 18226 (S)



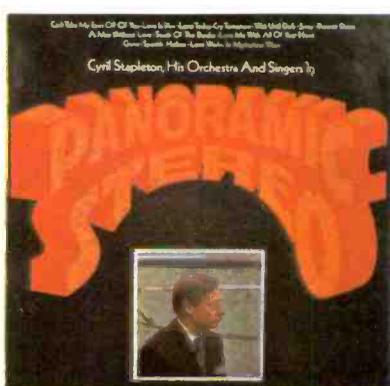
THE STATUS QUO
 Picturesque Matchstickable Messages
 From The Status Quo
 NSPL 18220 (S)



SOUNDS ORCHESTRAL
 Words
 NSPL 18224 (S)



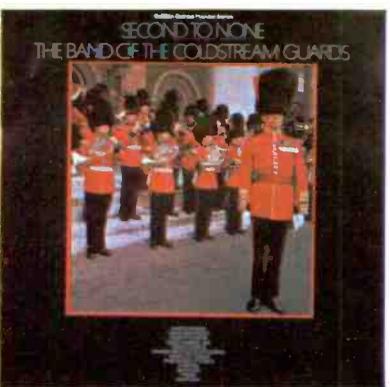
THE TONY HATCH ORCHESTRA
 Latin Velvet and other
 warm sensations
 NSPL 18239 (S)



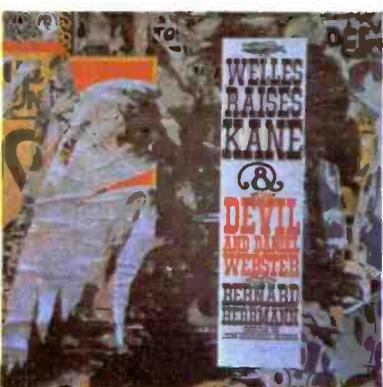
CYRIL STAPLETON, HIS ORCHESTRA &
 SINGERS IN PANORAMIC STEREO
 NSPL 18225 (S)



LONG JOHN BALDRY
 Let There Be Long John
 NSPL 18228 (S)



THE BAND OF THE COLDSTREAM GUARDS
 Second To None
 GGL 0419 (M) G5:SL 10419 (S)



BERNARD HERRMANN:
 Welles Raises Kane/
 The Devil and Daniel Webster
 The London Philharmonic
 Orchestra
 TPLS 13010 (S)



CARLOS GESUALDO
 Soloists And Chorus Of
 The Accademia
 Monteverdiana
 TPLS 13012 (S)

PYE RECORDS REPRESENTS THE BEST IN U.K. DISTRIBUTION

France Belgium

A L'Occasion De Cet
Anniversaire Nous Sommes
Tres Heureux De Saluer
Pye Records Et son
Brillant Animateur Louis
Benjamin Et Sommes Fiers
De Notre Collaboration
Reciproque Depuis L'Origine
Bien Amicalement



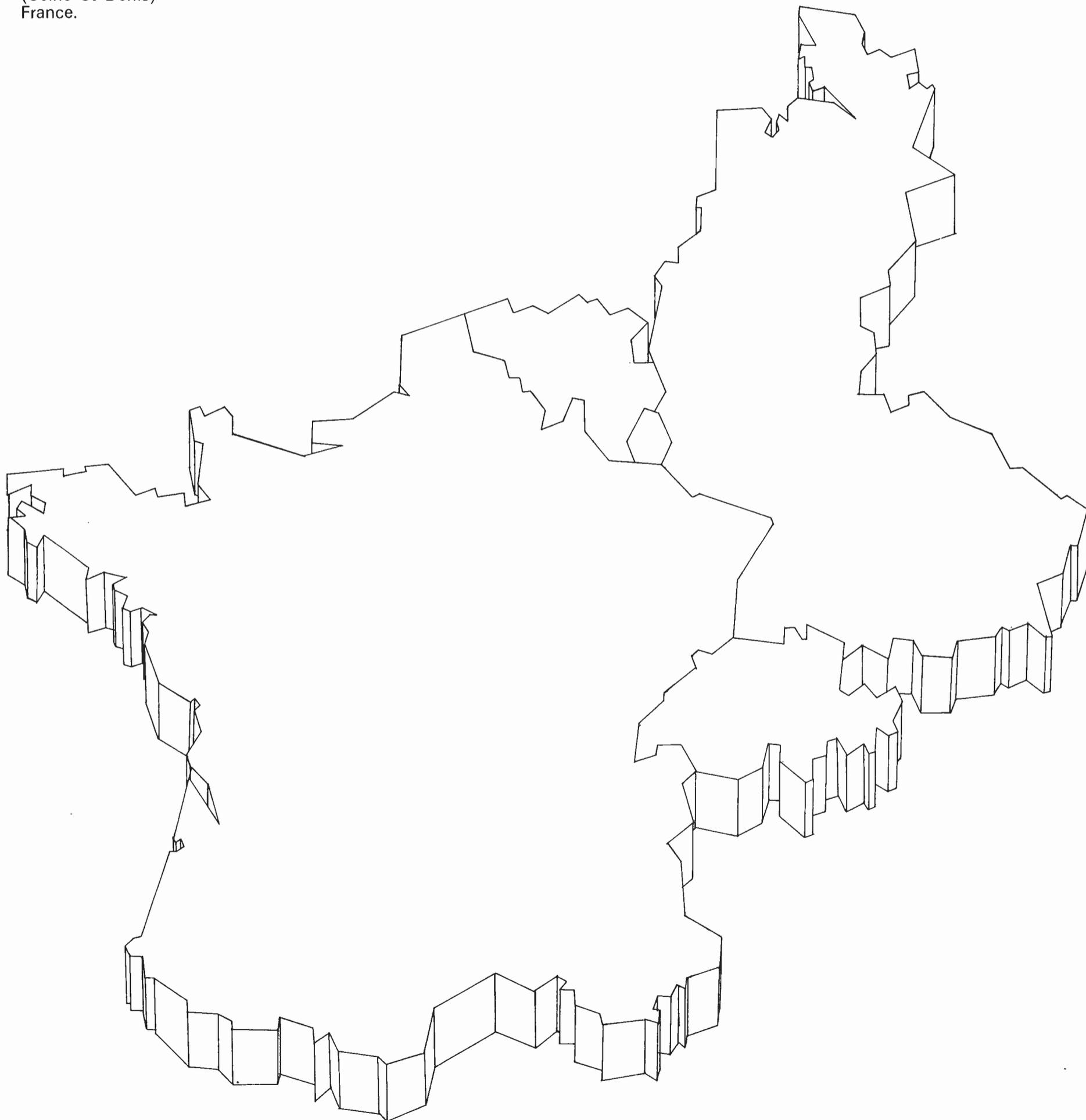
Leon Cabat,
Disques Vogue
82 Rue Maurice-Grandcoing
93 Villetaneuse
(Seine-St-Denis)
France.

Germany Switzerland

10 Jahre Pye
Herzlichen Glückwünsche
Zu 10 Erfolgreichen Jahren
Let's Say It With The
Foundations: 'We Are
Happy People'



Deutsche Vogue
Schallplatten Gmbh Koeln
5021 Grosskönigsdorf Bei
Köln,
Zur Mühle 2
Germany.



Norway

Vi hilser 10-års jubilanten

Norsk Phonogram A/S
Kirkeveien IV,
Oslo 3,
Norway.

Sweden

Vi gratulerar tio års
jubilaren

Philips Sonora
P.O. Box 5153
Stockholm 5,
Sweden.

Finland

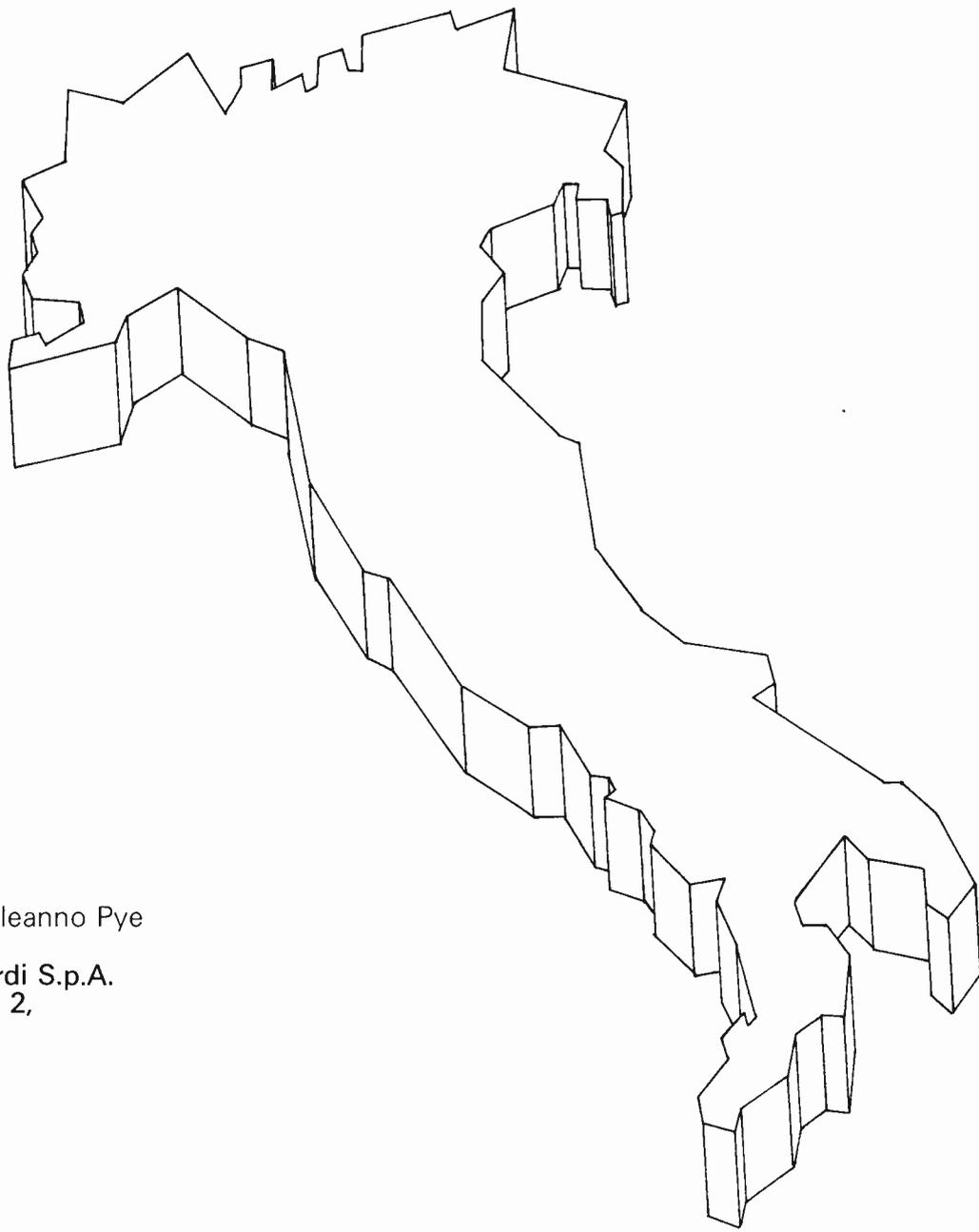
Onnittelemme kymmen
vuetias juhlijaa

By Finnlevy AB,
P.O. Box 10584
Helsinki 10,
Finland.



AB PHILIPS-SONORA

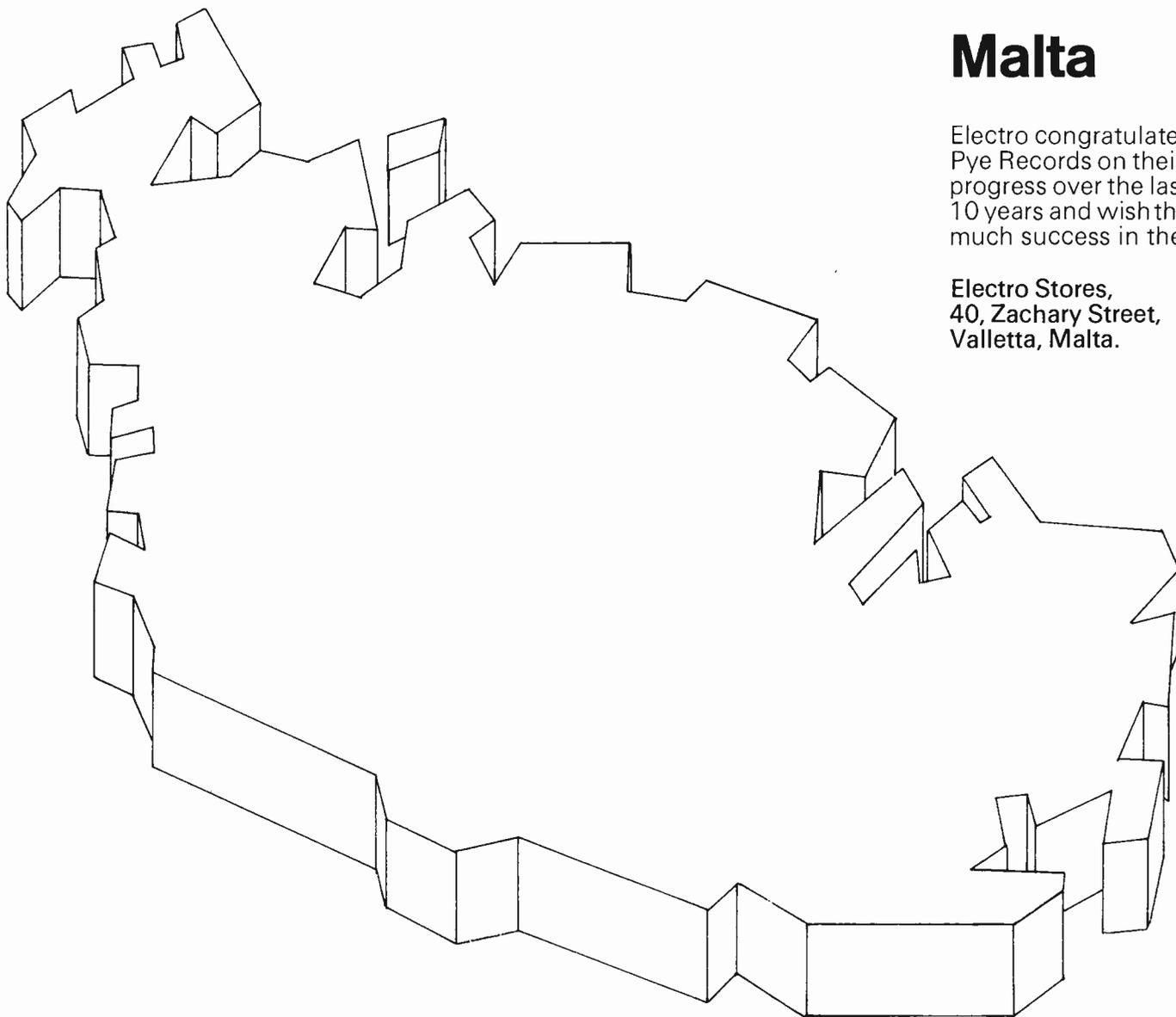




Italy

Buon Compleanno Pye

Dischi Ricordi S.p.A.
Via Berchet, 2,
Milan.



Malta

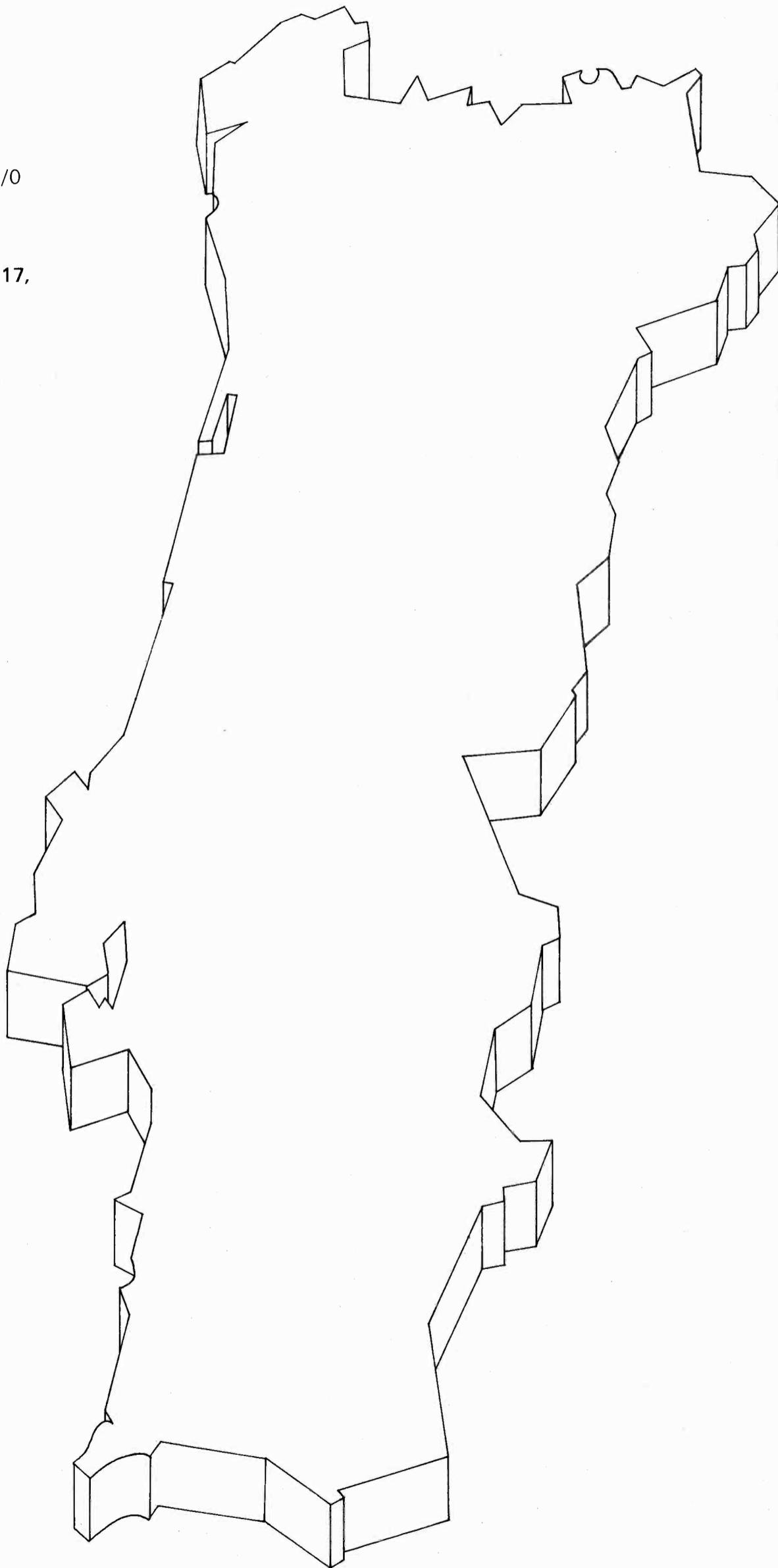
Electro congratulates
Pye Records on their
progress over the last
10 years and wish them as
much success in the future.

Electro Stores,
40, Zachary Street,
Valletta, Malta.

Portugal

Muitos Parabens Pelo 10/0
Aniversario

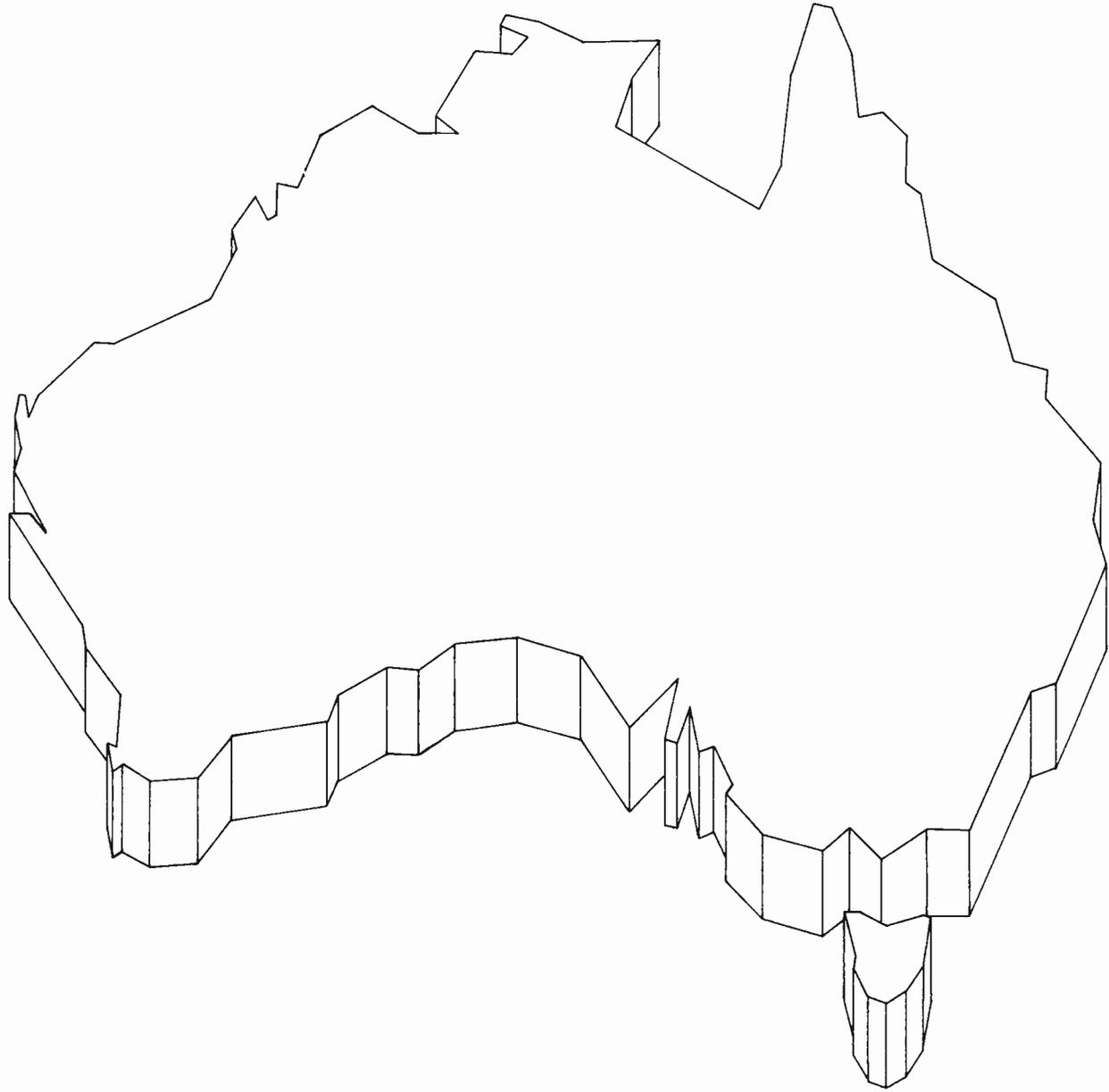
Arnaldo Trindade & C.A.
L.^{DA}
Rua de Santa Catarina, 117,
Porto.



Australia

Congratulations to Pye Records on their success over the last 10 years and continued success in the future.

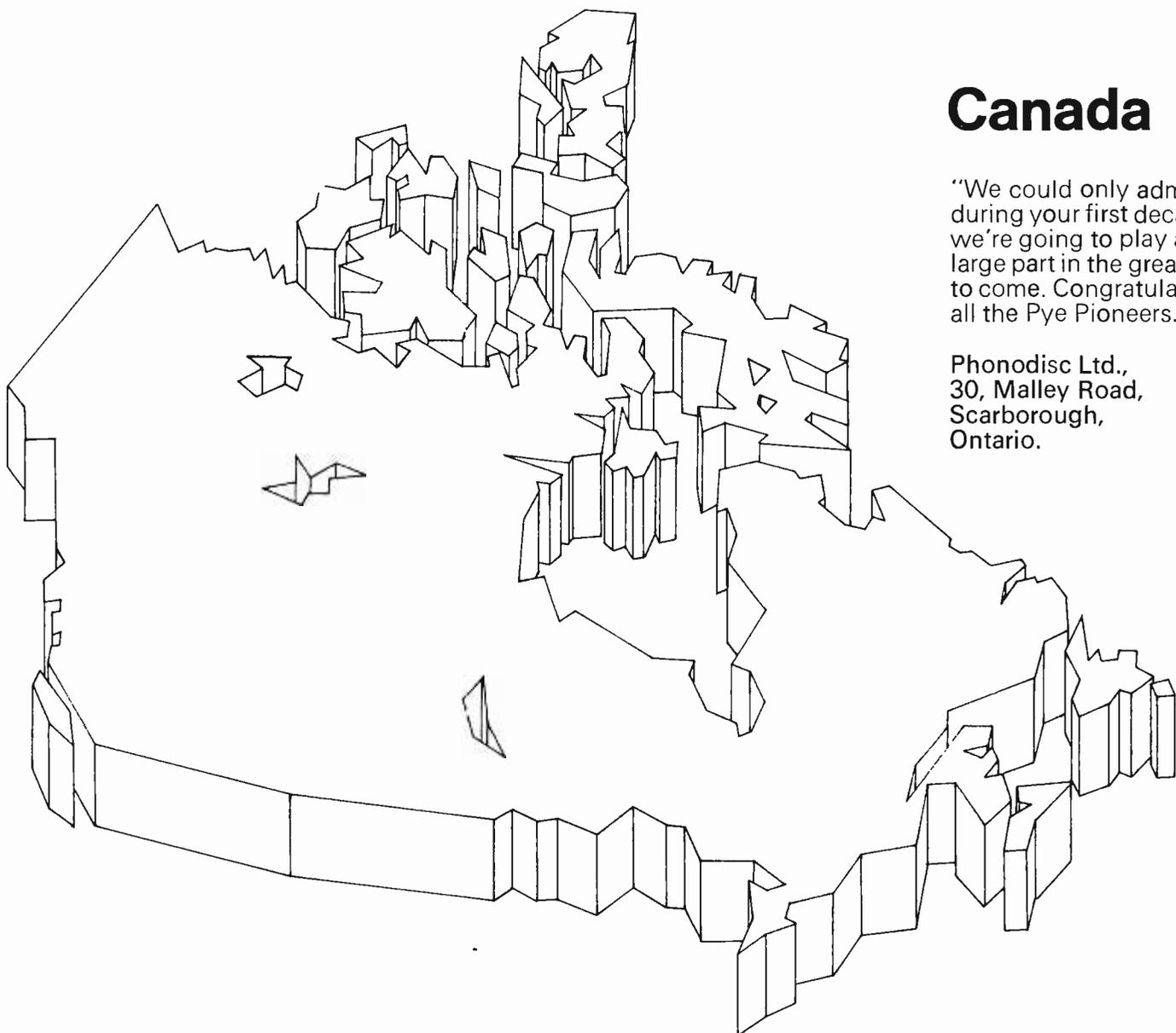
Astor Electronics Pty. Ltd.,
161-173 Sturt Street,
South Melbourne,
Victoria, Australia.



Canada

"We could only admire you during your first decade but we're going to play a very large part in the greater one to come. Congratulations to all the Pye Pioneers."

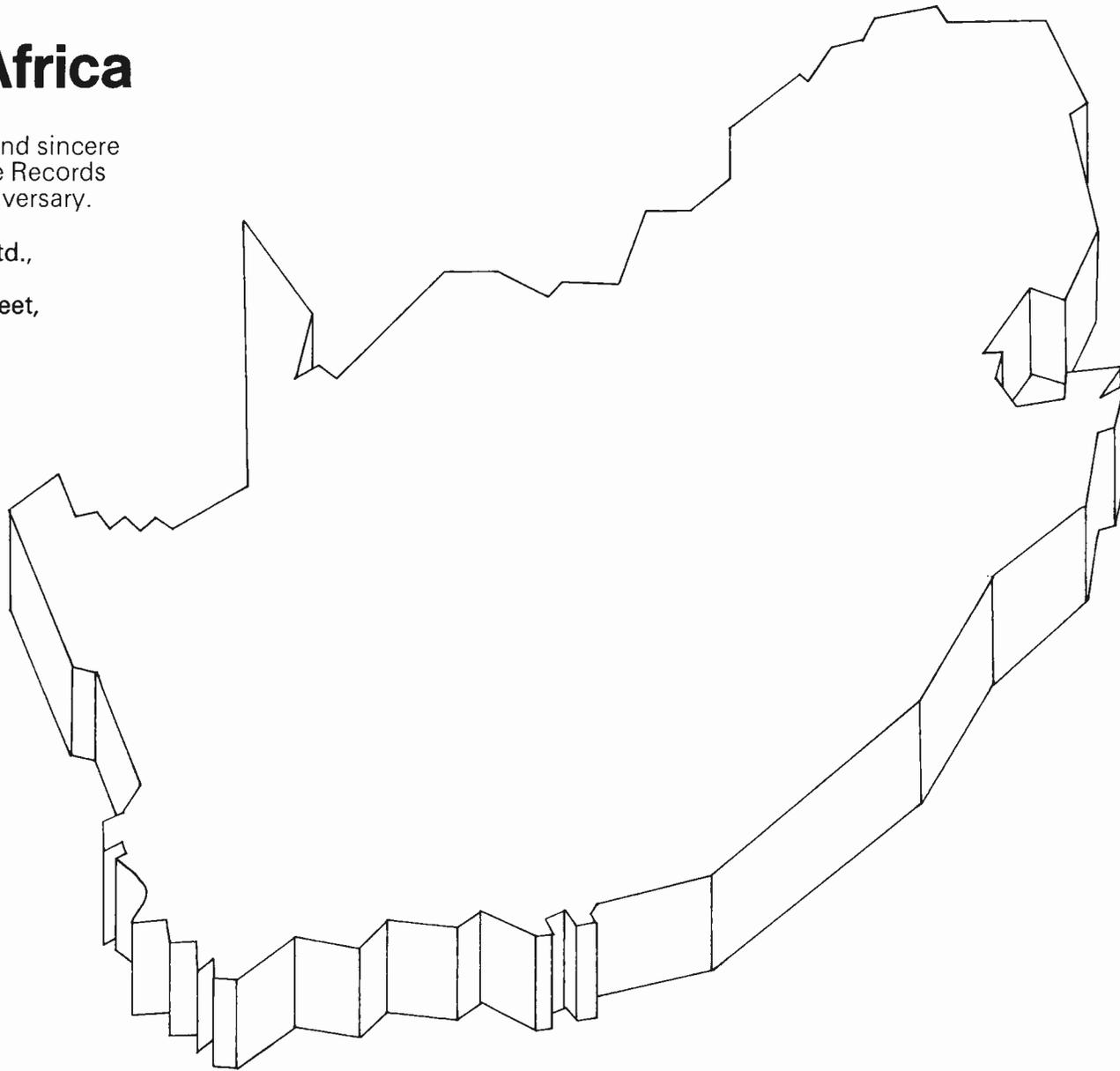
Phonodisc Ltd.,
30, Malley Road,
Scarborough,
Ontario.



South Africa

Congratulations and sincere best wishes to Pye Records on their 10th Anniversary.

Teal Record Co. Ltd.,
P.O. Box 4105,
124, President Street,
Johannesburg.



New Zealand

Pye Limited New Zealand congratulates Pye Records, London, on ten successful years on the international record scene, and thanks them for the support and assistance which has helped maintain the Pye labels at the top in New Zealand.

Pye Ltd.
P.O. Box 2839,
Auckland, C.I.
New Zealand.



Austria

Unsere herzlichsten
Glückwünsche zum 10.
Geburtstag.
Ariola—Schallplatten Ges.
m.b.H., Wien.

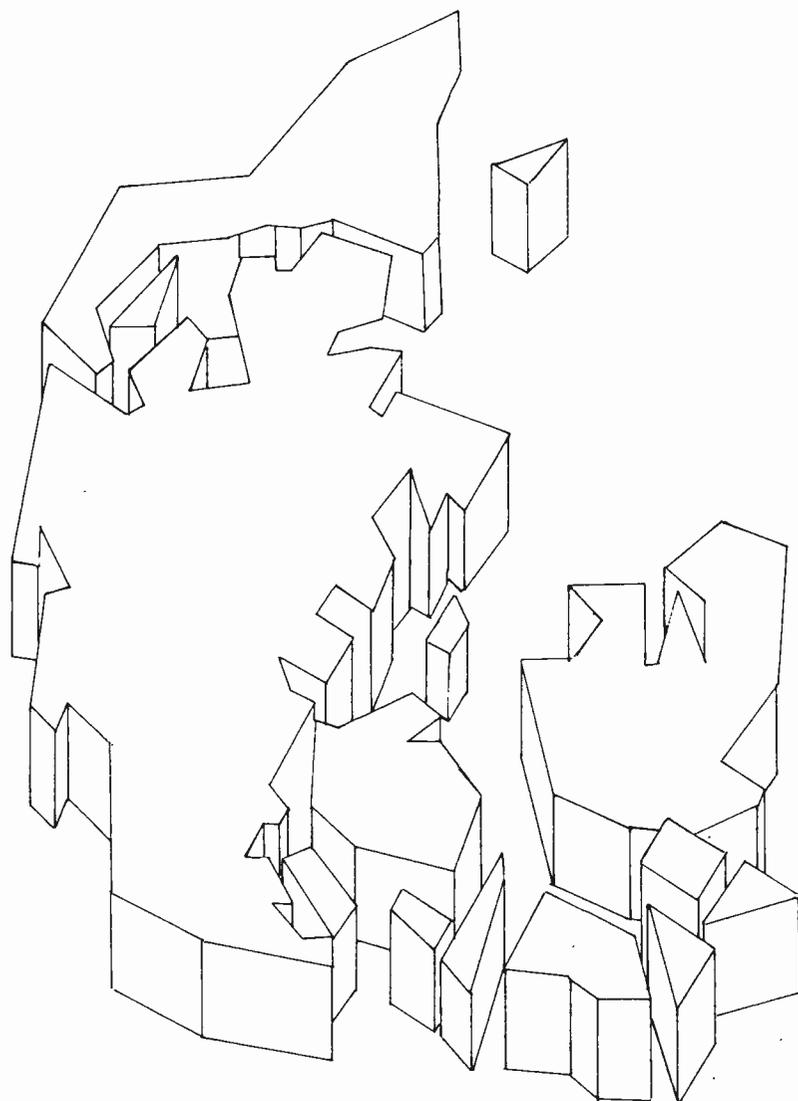
Ariola Schallplatten Ges.
M.B.H.
1010 Wien I.
Rotenturmstrasse 5-9.



Denmark

Vi gratulerer PYE RECORDS
med den enestående
position Pye har opnået i
branchen på kun 10 år.
Vi håber at kunne bidrage
vort til en stadig fortsat
fremgang.
Varmeste lykønskninger til
Mr. Benjamin og alle Pye's
medarbejdere.

Mørks Musikforlag,
1612 Copenhagen V,
247 Vesterport.





Netherlands

Van Harte Gefeliciteerd Door
Uw Nederlandse Vrienden.

Gramfoonplatenmij.
NV Negram-Delta
Herenweg 101
Heemstede
Holland



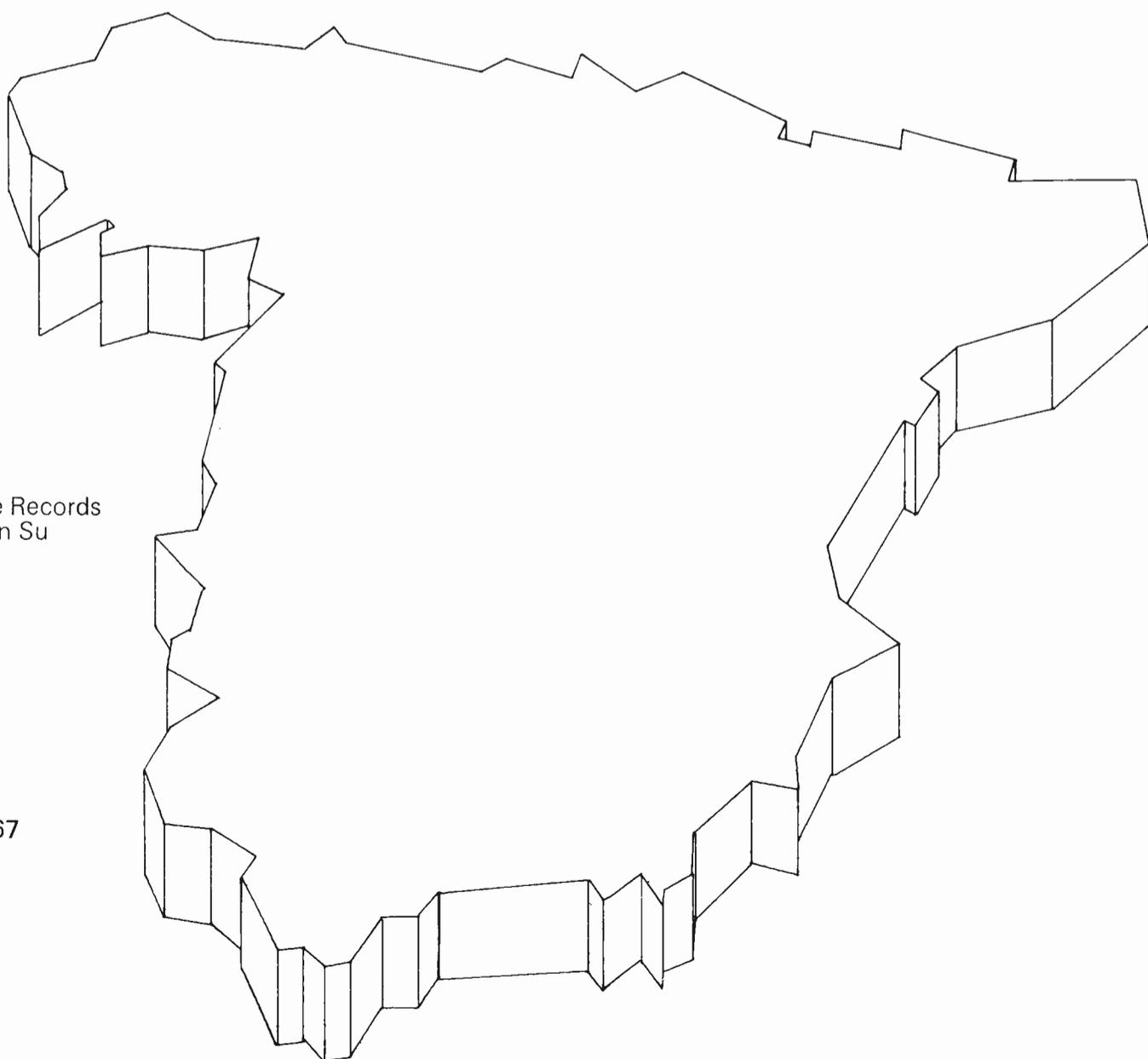
Spain

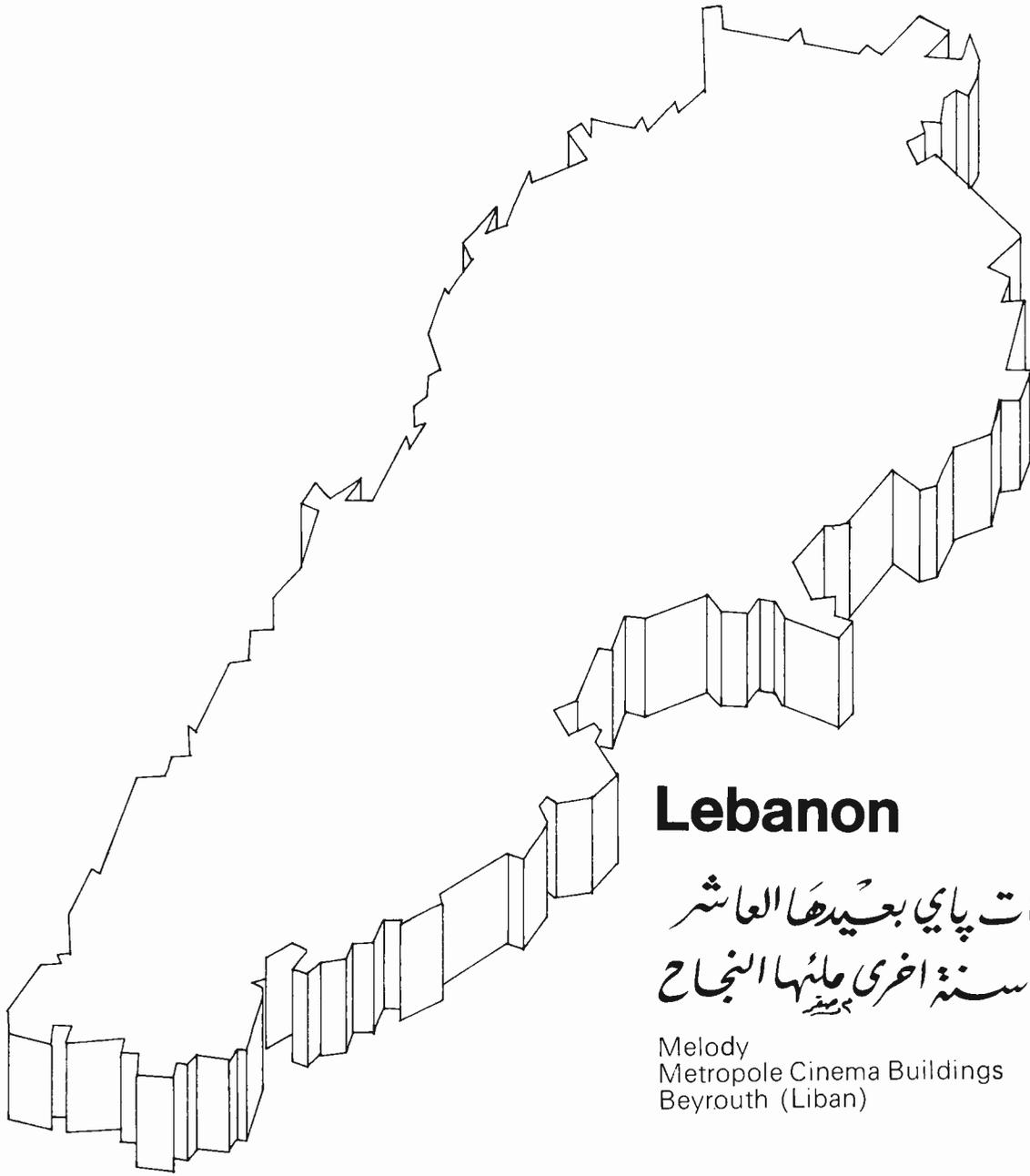
Felicitaciones A Pye Records
Y Louis Benjamin En Su
Decimo Aniversario

Hisvavox S.A.
Torrelaguna 102
Madrid 17.

Mexico

Gamma S.A.
Ejercito Nacional, 167
Apartado 7762
Mexico I, D.F.





Lebanon

تهانينا لشركة اسطوانات پايي بعيدها العاشر
واطيب التمنيات لمئة سنة اخرى مليها النجاح

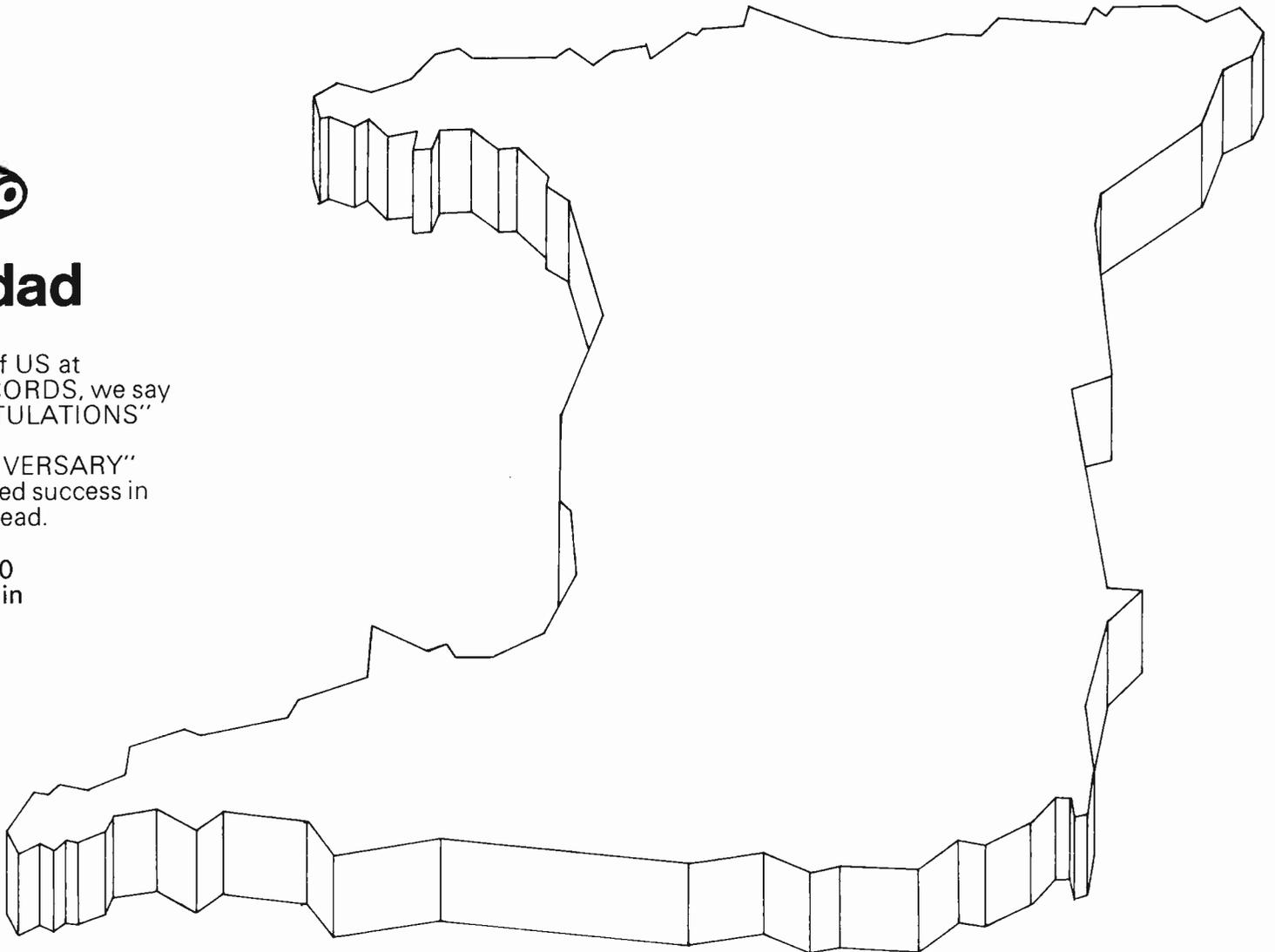
Melody
Metropole Cinema Buildings
Beyrouth (Liban)

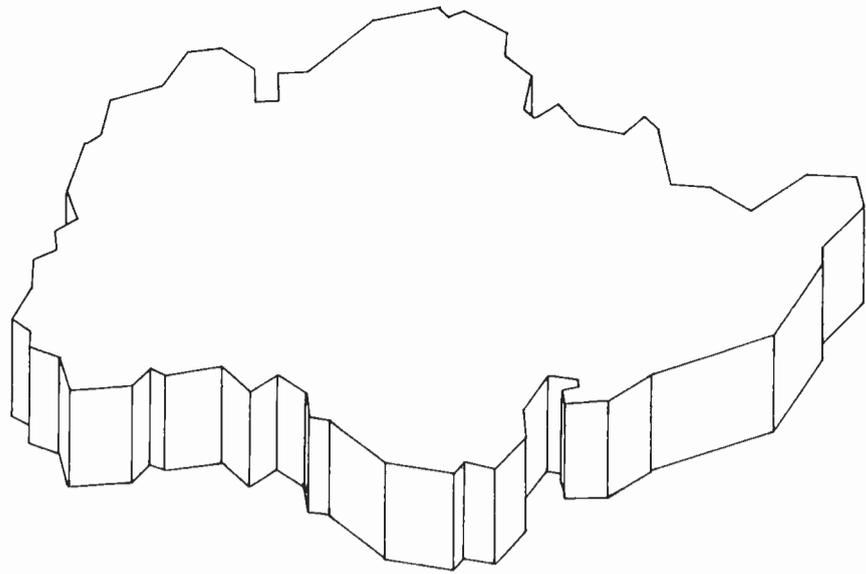
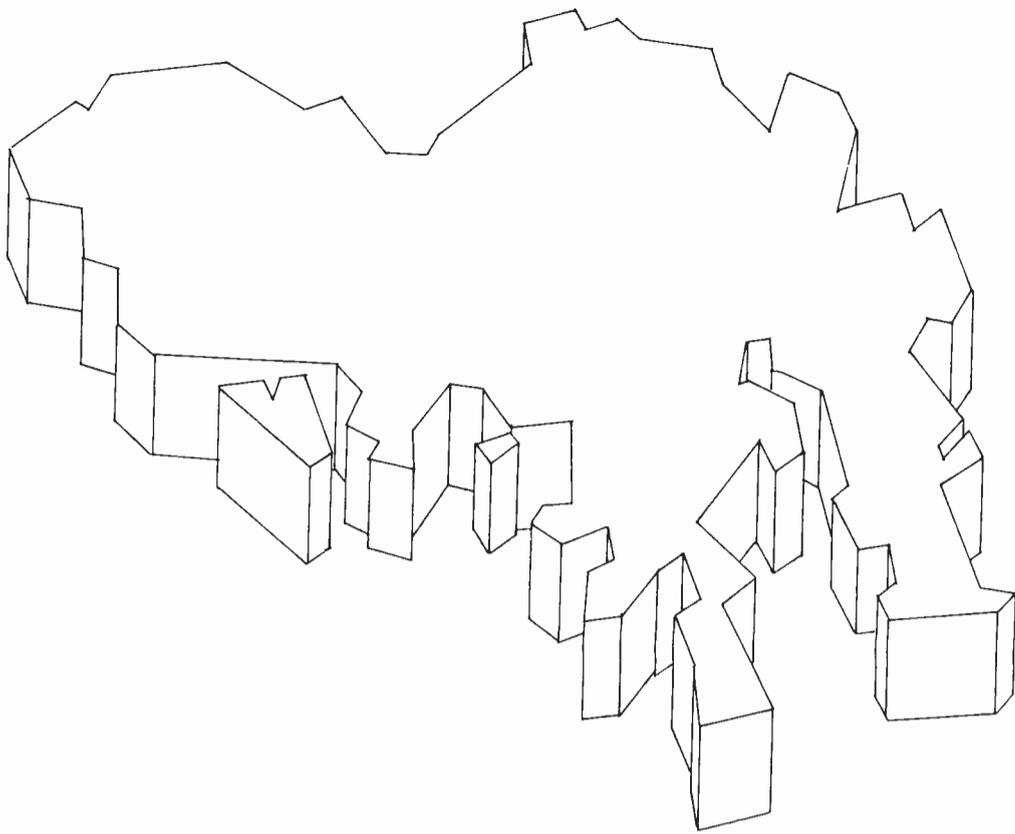


Trinidad

From ALL of US at
TELCO RECORDS, we say
"CONGRATULATIONS"
on your
"10th ANNIVERSARY"
and continued success in
the years ahead.

P.O. Box 890
Port-of-Spain
Trinidad.





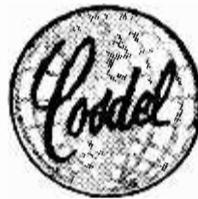
Hong Kong Singapore

Congratulations and continued success to Pye Records Ltd. on their 10th Anniversary

COSDEL
(HONG KONG) LTD.
1330-1332 Prince's
Building, Hong Kong.

Happy 10th Anniversary to Pye Records and congratulations on their formidable achievement.

COSDEL (Singapore) Ltd.,
P.O. Box 2659,
General Post Office,
Singapore 1.

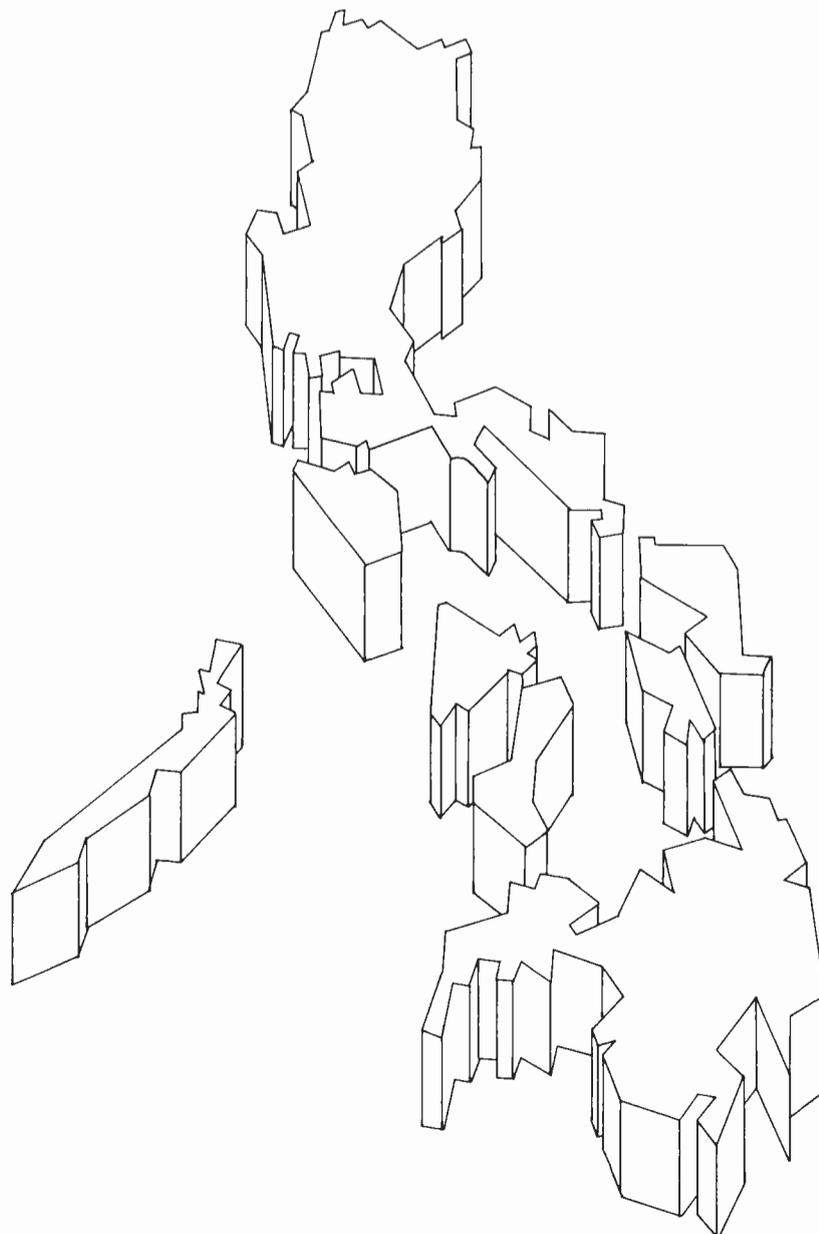


Philippine Islands

Congratulations and best wishes on 10 tremendous years in the Record Industry.

Dyna Products Inc.,
P.O. Box 4591,
Manila, Philippines.

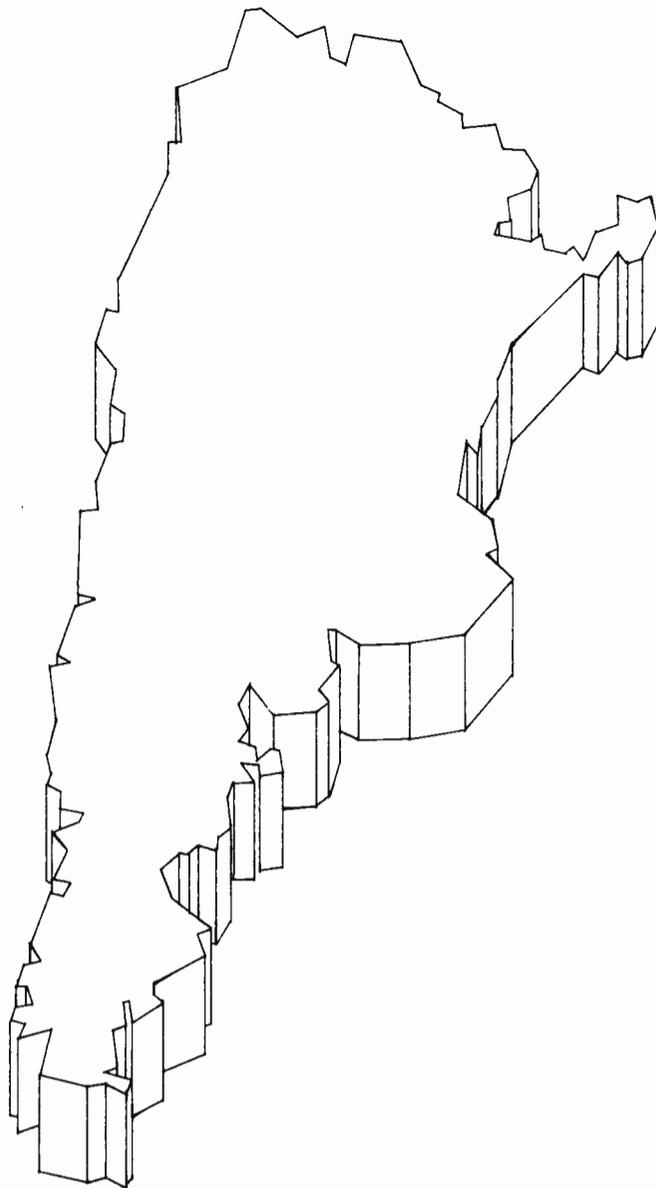
DYNA



Argentina

A nuestros
buenos amigos
les deseamos
sigan como hasta hoy . . .
éxito tras éxito.

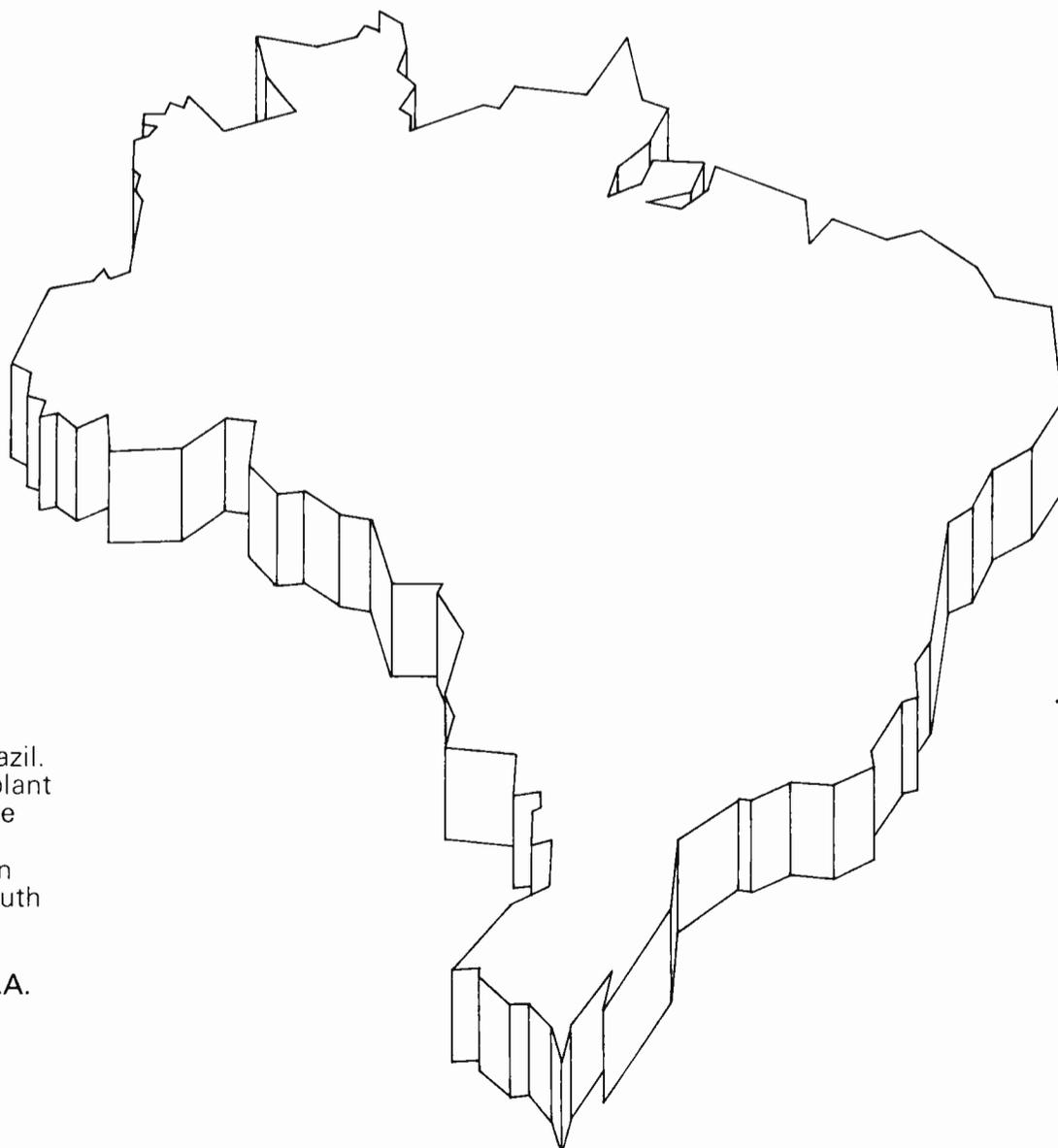
Sicamericana S.A.
Buenos Aires,
Argentina.



Brazil

Congratulations from
Musidisc.
—The most important
record company of Brazil.
—Complete pressing plant
with all facilities for the
record industry.
—The best and modern
recording studio of South
America.

Gravações Musidisc S.A.
Rua Da Lapa 120
Andar
Séde Própria
Rio.

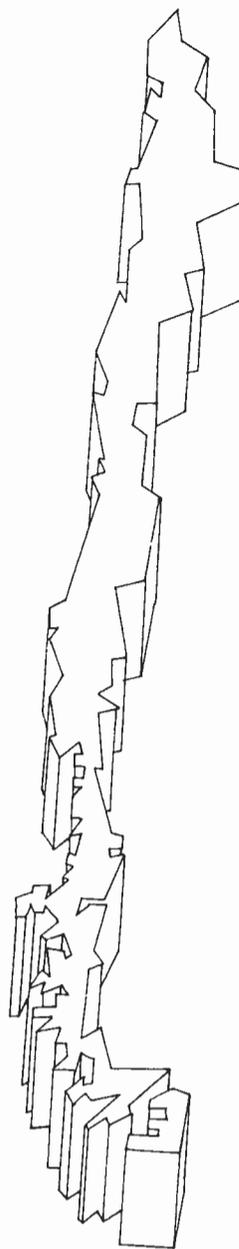


Chile

Nuestros Saludos A
Pye Records Ltd.
representado en Chile por

Goluboff Industrias
Fonograficas S.A.
Miraflores 113-119,
Santiago,
Chile.

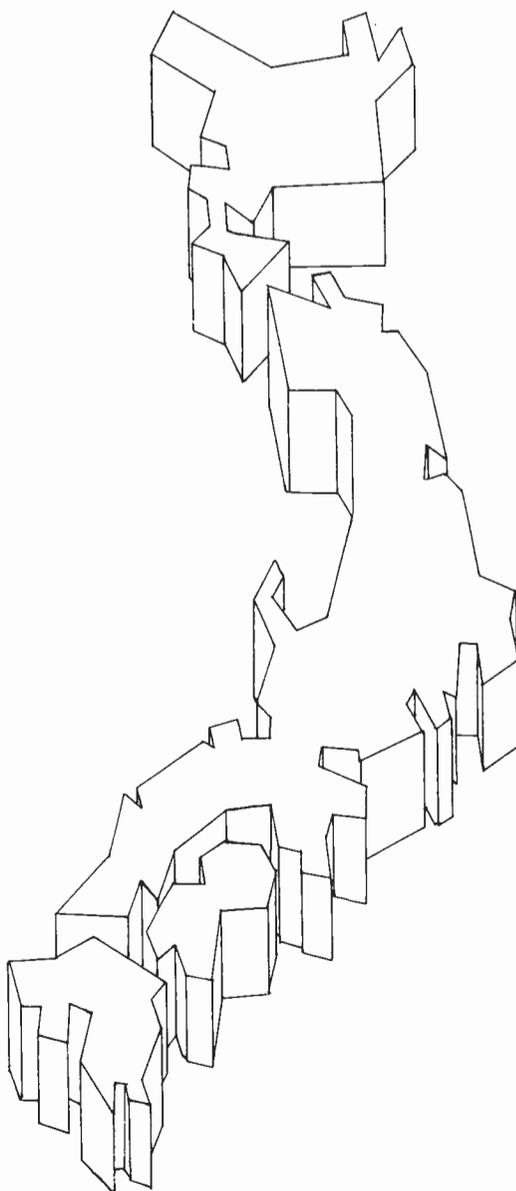
Goluboff INDUSTRIAS FONOGRAFICAS S.A.



Japan

祝

Nippon Columbia Co. Ltd.,
No.14-14, 4 Chome,
Akasaka, Minato-ku,
Tokyo





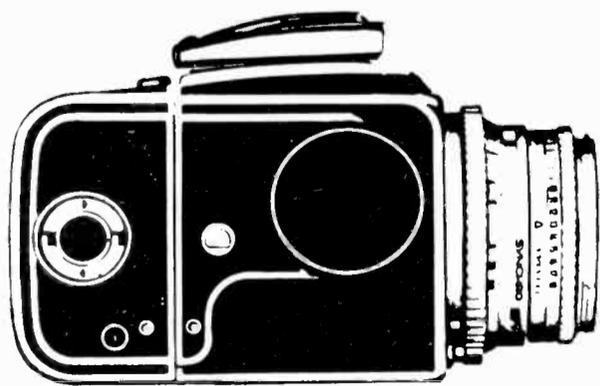
Italy

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Happy Birthday Fella's Now That You Are **10**



**JOHN
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LIMITED**



Creative Photography

Continued from page P-9

Computers Ltd., whose LEO 111 computer we still use today.

Our first task was to determine what information was vital to each level of management, and on what scale this should be produced. Having ascertained what we wanted out of the system, we then looked at the problems of collecting and collating the necessary data and translating this to a suitable format for computer input.

At this stage we took a very critical look at every existing form in use and found that a large number were, in fact, superfluous and most of the remainder could be simplified.

During this period we were working very closely with the Service Bureau whose programming service we were using, and at the same time were training some of our existing staff as punch operators and data edit clerks. One of the biggest tasks was the conversion of our existing sales ledger and stock files to magnetic tape. By May 1964 we had started extensive program trials and had everything ready for the changeover by July 1. Some months previously we had decided to implement the whole suite of ten programs at one step as they were all so highly integrated. The changeover in fact went very smoothly, and the relevant reports were produced at the appointed time.

Although a proportion of data originates at Mitcham, approximately 85 per cent is raised by the depots and salesmen who cover the whole British Isles. Each day they post their paperwork to Mitcham where it is booked in and checked. The information is then converted to punch paper tape by nine punch operators who, in the course of a week, handle over 45,000 items of information. This represents *five million characters* or nearly 8 miles of paper tape!

All data relating to a day's trading is processed the following night, when the first program checks that every item falls within the acceptable range limits previously set. Any erroneous items—such as wrong account numbers, incorrect quantities, etc.—are rejected and reported. All the acceptable data is "written" on to magnetic tape. The rejected items are investigated, corrected and re-submitted the following day. At the end of every week all the data is sorted to catalog order number and processed with the stock program to produce detailed reports on the week's sales, and the stock position in each of our 64 stock locations, together with commission earnings of each salesman and our own "best sellers" report.

At the month end, all data relating to the sales ledger is sorted to dealer account number order, and processed with the sales ledger program to produce a combined Invoice/Statement for each of our 4,500 dealers. This shows his purchases and credits in detail, together with a statement of account, 5 per cent returns account and detachable remittance advice.

Other very important output from the monthly run are the credit control reports. These are "exception reports" used to highlight the slow payers and the potential bad debts, thus freeing the Credit Controller from having to scrutinize every account in order to find the handful requiring his attention. As these reports are produced simultaneously with the invoice/statements, he can keep a very tight control over the whole sales ledger. We also produce particulars of sales by every dealer in every area for our area managers, and detailed reconciliation accounts for the chief accountant.

An extraction program from the weekly run, together with a Royalty Program, produces all our artists' and copyright royalty payment advices, giving full details of each artist's and publisher's earnings, and a summary of all direct exports, analysing these sales by territory and artist/copyright code.

It is very difficult to quantify the direct savings to the company attributable to the introduction of the computer system, as the growth of the company would have necessitated a very considerable expansion of the accounting and stock functions on the old systems. However, we have been able to hold the staffing of these departments at a much lower level than would otherwise have been possible, thus saving on general overheads. The indirect benefits have been felt by all departments in the availability of accurate and up-to-date statistics on which to base management decisions and future developments.

Outside the company, the system has greatly benefited our dealers by reducing the amount of work they have to do in checking invoices, etc., and the speedy rendering of our accounts at the end of the month has enabled them to pay their accounts promptly and so claim their full settlement discount. Similarly, they are now in a position to make their 5 per cent returns monthly, and so claim their allowances on a regular basis.

The artists and publishers now receive their earnings very much more promptly, as the payment advices for U.K. sales are normally produced within eight days from the quarter end, and settlement is made a few days later.

When decimalisation comes into effect in the U.K. on Feb. 15, 1971, we shall have the advantage of eliminating the need to change any accounting machines. As our programs operate in the binary RADIX, it will only be necessary to convert this back into decimal coinage instead of sterling before printing our various reports.

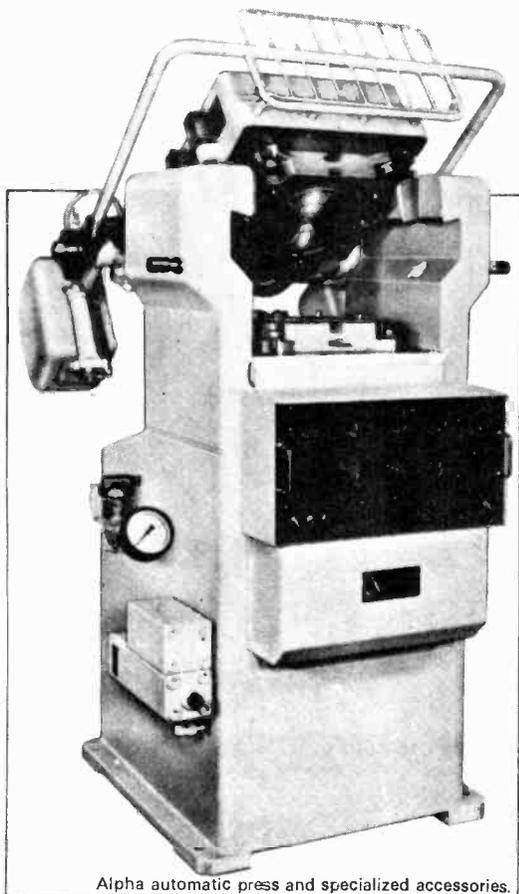
There are still several areas of the company's activities which remain to be computerized. These include bought ledger, operating statements, vehicle routing, and overseas royalties. Before long we hope to have all these functions integrated into the system. We are now moving into the second phase by transferring the operations on to a third generation computer, which will give us even greater power to develop the best possible system in the U.K. record industry.

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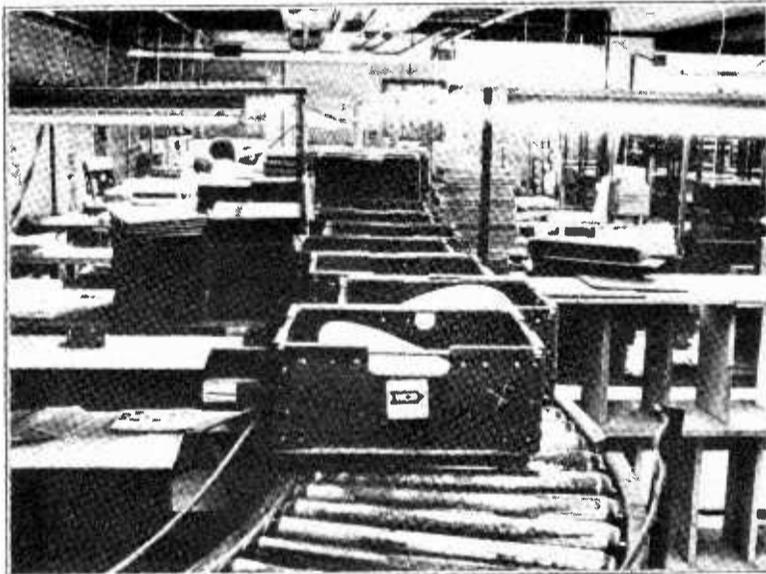


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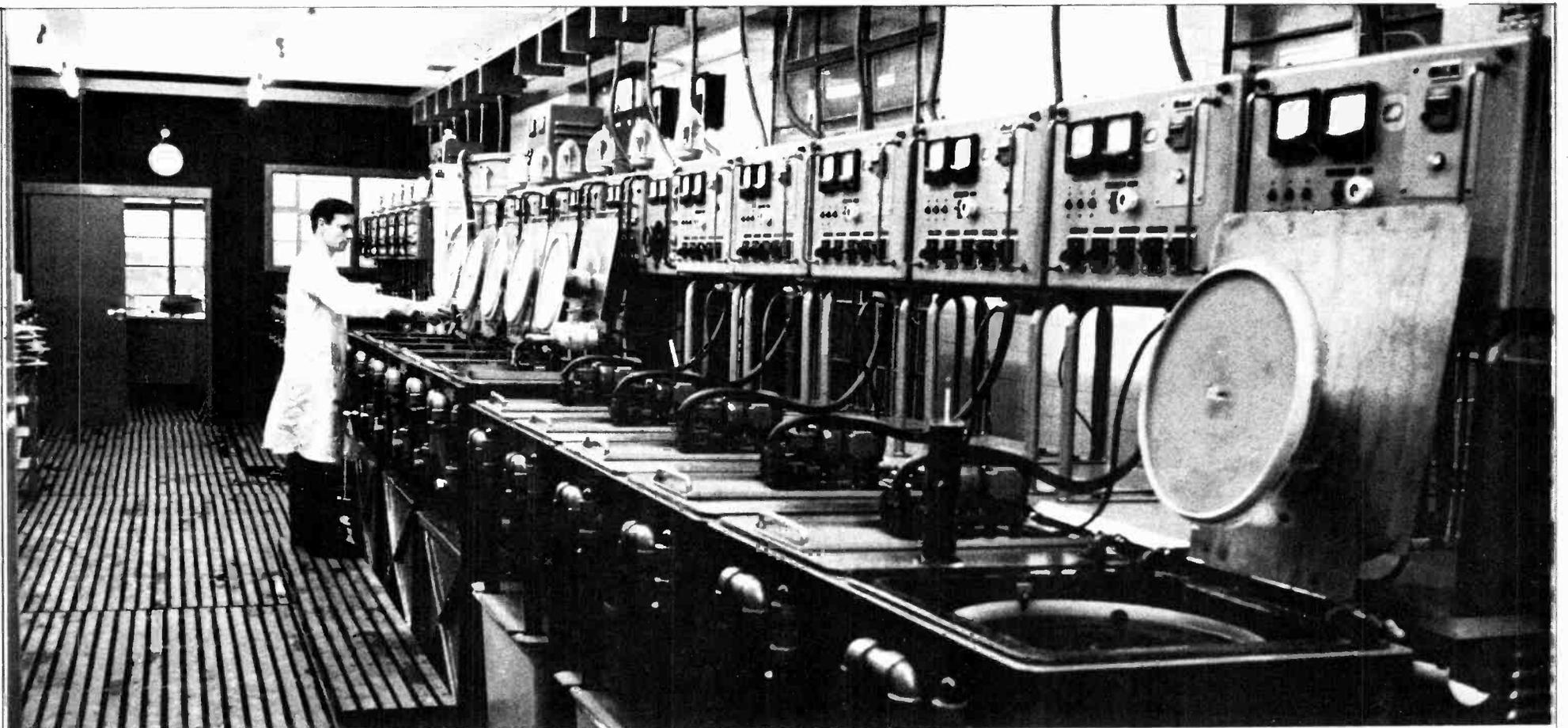
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Country Music

Shows and Meals on Wheels to Roll in Nation's Key Markets

NASHVILLE — Plans for a "showmobile," a mobile catering-entertainment complex, were announced here in conjunction with the debut of the Tex Ritter Chuck Wagon System.

Board chairman Mark Clark Bates, along with Ritter, announced plans for the fast-food system, and said the showmobile would be an adjunct to fixed locations in major markets. Doubling as a restaurant and an outdoor stage, the vehicle will be complete with a sound system and floodlights. It was said to

be ideal for radio stations or others promoting country shows in a given area.

Housed on a 27-foot Dodge Travco commercial traveler, the showmobiles will be customized by the Robert K. Price Company, of Peachtree City, Ga.

How It Works

Meals would be prepared at a fixed location, loaded on the mobile unit, and kept warm or cold en route to a dispensing site. A variation will include a unit designed for country music radio stations to encompass restaurant and entertainment facilities, but also a remote broadcast unit, with a stage on one side and food served out of a window dropped from the opposite side.

The showmobile will provide transportation of food and service personnel to the location of catered dinners.

The board of directors for the Tex Ritter's Chuck Wagon System includes, in addition to Bates and Ritter, Billboard publisher Hal Cook, past chairman of the board of the Country Music Association and now a member of the Country Music Foundation; Robert Worthington, a Knoxville law partner of Sen. Howard Baker; Ed Monahan, senior partner of Stanley Simon & Associates, a Wall Street financial management company, and Alvin Nance, general man-

ager of Durr's Gold Seal Meats, a Miami-based firm recently purchased by Lums. Worthington also will serve as secretary, Robert D. Green as treasurer, and Bates as president.

Plans for this undertaking have been more than a year in the making, and explain in part why Ritter last year gave up his Hollywood home to move here. The firm will move into a new building, now under construction, about March 1 in the Greenhills section of the city. A strong, experienced management team now is being assembled.

Menu Set

The menu for the chuckwagons will include barbecue, beefburgers, frankfurters, roast beef and other specialty items. There will be parent-owned retail outlets and franchises in which the buyer will receive a highly refined total system designed to produce the maximum profit.

The prototype will be built here, with construction slated to start within a few weeks. The company authorized a private offering of 500,000 shares, but was oversubscribed so quickly many could not be accommodated. All directors are stockholders.

Ritter, Capitol's oldest artist from standpoint of service, has been successful in virtually every field of entertainment. He also is law school trained.



COLUMBIA'S CARL PERKINS, second from left, stops by the Nashville Billboard office with Cedarwood contingent to discover a Perkins-written song on top of the charts "Daddy Sang Bass," sung by Johnny Cash, and a Perkins-sung song "Restless" moving up. At left is Cedarwood's John E. Denny, at right Curley Rhodes, and second from right is Billboard's Bill Williams.

Nashville Scene

By BILL WILLIAMS

To the surprise of everyone, Chet Atkins' longtime right hand, Mary Lynch, has left RCA and moved to Fred Foster and Monument. . . . The Willis Brothers and the Duke of Paducah have changed agencies, going to Aud-Lee. . . . The Tillman Franks Singers will debut Feb. 1, with a single on Paula. Stan Lewis points out that Paula was strong in country last year, with the establishment of Cheryl Poole, (Continued on page 64)

Country Acts May Move Into Puerto Rico Scene

SAN JUAN, P. R. — Rafael Alicea Vallejo, former career army man and now chief security officer of the San Jeronimo Hilton here, said he expects to be booking country acts here on a regular basis in the near future.

Alicea, a devoted country music supporter, said he would bring Bobby Lord to San Juan as the first country act to play

a major night club in one of the oceanfront hotels.

"That will be just the beginning," he said. "It is a breakthrough." Alicea contends that not only is Puerto Rico full of country fans, but many of the guests from the mainland staying at the hotel have voiced a preference for country music.

He indicated that if the Bobby (Continued on page 64)

BILLBOARD TALKS TAPE

thoroughly, responsibly, accurately and weekly in the Tape Cartridge section of Billboard, the most widely-read editorial coverage of this rapidly-growing industry.

For up-to-the-minute, in-depth reporting read the news on Tape Cartridge first in the weekly issue of Billboard.

Meet Tammy Wynette's closest competition.



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Tammy is the fastest-selling female singer in country today.

Every one of her singles and LP's has made it high on the charts. And last year three out of four of her singles reached number one.

Now Tammy's biggest hit "Stand By Your Man" becomes the title song of her new album. We don't have to tell you that the sales potential of this album is dynamite.

In fact, it may very well become the biggest LP in country today . . . that is until the next Tammy Wynette album.



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Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 1/25/69

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart
1	1	DADDY SANG BASS Johnny Cash, Columbia 4-44689 (House of Cash, BMI)	8	38	40	MY SPECIAL PRAYER Archie Campbell & Lorene Mann, RCA 9691 (Maureen, BMI)	4
2	2	THE CARROLL COUNTY ACCIDENT Porter Wagoner, RCA Victor 47-9651 (Warden, BMI)	12	39	37	PLASTIC SADDLE Nat Stuckey, RCA Victor 47-9631 (Acclaim, BMI)	16
3	4	WHEN THE GRASS GROWS OVER ME George Jones, Musicor 1333 (Glad, BMI)	10	40	63	MY WOMAN'S GOOD TO ME David Houston, Epic 5-10430 (All Gallico, BMI)	2
4	9	THE BALLAD OF FORTY DOLLARS Tom T. Hall, Mercury 72863 (Newkeys, BMI)	11	41	42	LONGEST BEER OF THE NIGHT Jim Ed Brown, RCA Victor 47-9677 (Greenwood, BMI)	7
5	3	I TAKE A LOT OF PRIDE IN WHAT I AM Merle Haggard & the Strangers, Capitol 2289 (Blue Book, BMI)	12	42	48	EACH TIME Johnny Bush, Stop 232 (Pamper, BMI)	5
6	6	THE GIRL MOST LIKELY Jeannie C. Riley, Plantation 7 (Singleton, BMI)	8	43	32	HOLD ME TIGHT Johnny Carver, Imperial 66341 (Nash, ASCAP)	8
7	8	YOURS LOVE Waylon Jennings, RCA Victor 47-9642 (Wilderness, BMI)	11	44	47	EACH AND EVERY PART OF ME Bobby Lewis, United Artists 50476 (Screen Gems-Columbia, BMI)	5
8	20	UNTIL MY DREAMS COME TRUE Jack Greene, Decca 32423 (Blue Crest, BMI)	8	45	46	PLEASE TAKE ME BACK Jim Glaser, RCA 9696 (Glaser, BMI)	4
9	7	WICHITA LINEMAN Glen Campbell, Capitol 2302 (Canopy, ASCAP)	13	46	41	LITTLE ARROWS Leapy Lee, Decca 32380 (Duchess, BMI)	15
10	11	PLEASE LET ME PROVE (My Love for You) Dave Dudley, Mercury 72856 (Newkeys, BMI)	11	47	50	FADED LOVE AND WINTER ROSES Carl Smith, Columbia 4-44702 (Milene, ASCAP)	4
11	29	TO MAKE LOVE SWEETER FOR YOU Jerry Lee Lewis, Smash 43045 (Gallico, BMI)	5	48	49	HE'S GOT MORE LOVE IN HIS LITTLE FINGER Billie Jo Spears, Capitol 2331 (Allroads, BMI)	9
12	14	FLATTERY WILL GET YOU EVERYWHERE Lynn Anderson, Chart 59-1059 (Greenback, BMI)	9	49	52	I NEVER GOT OVER YOU Butlers, Columbia 44694 (Blue Book, BMI)	4
13	16	DARLING YOU KNOW I WOULDN'T LIE Conway Twitty, Decca 32380 (Duchess, BMI)	5	50	53	YOUR SWEET LOVE LIFTED ME Bobby Barnett, Columbia 44716 (Gallico, BMI)	4
14	12	YOUR SQUAW IS ON THE WARPATH Loretta Lynn, Decca 32392 (Sure-Fire, BMI)	14	51	51	TOO HARD TO SAY I'M SORRY Murv Shiner, MGM 14007 (Jack, BMI)	4
15	15	MY SON Jan Howard, Decca 32407 (Stallion, BMI)	10	52	54	HIM AND HER Bill Wilbourne & Kathy Morrison, United Artists 50474 (United Artists, ASCAP)	3
16	19	VANCE Roger Miller, Smash 2197 (Russell-Cason, ASCAP)	7	53	—	NONE OF MY BUSINESS Henson Cargill, Monument 1122 (Tree, BMI)	1
17	17	KAY John Wesley Ryles, Columbia 4-44682 (Moss-Rose, BMI)	8	54	59	RESTLESS Carl Perkins, Columbia 4-44723 (Cedarwood, BMI)	4
18	13	STAND BY YOUR MAN Tammy Wynette, Epic 10398 (Gallico, BMI)	15	55	56	SINCE THEY FIRED THE BAND DIRECTOR (At Murphy High) Linda Manning, Mercury 72875 (Newkeys, BMI)	5
19	5	SMOKEY THE BAR Hank Thompson, Dot 17163 (Brazos Valley, BMI)	14	56	58	WALKING MIDNIGHT ROAD June Stearns, Columbia 44695 (Durning, BMI)	4
20	22	GOODTIME CHARLIE Del Reeves, United Artists 50487 (Passkey, BMI)	5	57	57	I REMEMBER LOVING YOU Sheb Wooley, MGM 14005 (Channel, ASCAP)	3
21	21	WOMAN WITHOUT LOVE Johnny Darrell, United Artists 50481 (Passkey, BMI)	9	58	61	TRUE LOVE TRAVELS ON A GRAVEL ROAD Duane Dee, Capitol 2332 (Blue Crest/Hill & Range, BMI)	6
22	10	THEY DON'T MAKE LOVE LIKE THEY USED TO Eddy Arnold, RCA Victor 47-9667 (Tree, BMI)	10	59	62	LOVE IS JUST A STATE OF MIND Roy Clark, Dot 17187 (Tree, BMI)	2
23	24	WHAT ARE THOSE THINGS (With Big Black Wings) Charlie Louvin, Capitol 2350 (Blue Crest/Hill & Range, BMI)	6	60	66	EYE TO EYE Kenny Vernon/Lawanda Lindsay, Chart 59-1063 (Peach, SESAC)	4
24	25	BRING ME SUNSHINE Willie Nelson, RCA Victor 47-9684 (Bourne, ASCAP)	6	61	54	SONG FOR JENNY Ed Bruce, Monument 1118 (Pamper, BMI)	4
25	23	I WANT ONE Jack Reno, Dot 17169 (Tree, BMI)	11	62	—	WHEN YOU'RE SEVENTEEN Jimmy Dickens, Decca 32426 (Acclaim, BMI)	1
26	30	DON'T WAKE ME I'M DREAMING Warner Mack, Decca 32394 (Page Boy, SESAC)	10	63	68	OH WHAT A WOMAN Jerry Reed, RCA 47-9701 (Vector Music, BMI)	2
27	18	I'VE GOT YOU ON MY MIND AGAIN Buck Owens & His Buckaroos, Capitol 2300 (Blue Book, BMI)	14	64	—	THE PRICE I HAD TO PAY TO STAY Jeannie C. Riley, Capitol 2378 (Mayhew, BMI)	1
28	31	NAME OF THE GAME WAS LOVE Hank Snow, RCA 47-9685 (Delmore, ASCAP)	5	65	70	GIRLS IN COUNTRY MUSIC Bobby Braddock, MGM 14017 (Tree, BMI)	3
29	26	BALLAD OF TWO BROTHERS Aultry Inman, Epic 10389 (Tree, BMI)	13	66	—	WHERE THE BLUE AND LONELY GO Roy Drusky, Mercury 72886 (Moss-Rose, BMI)	1
30	35	WHO'S JULIE Mel Tillis, Kapp 959 (Barton, BMI)	6	67	71	CLOSEST THING TO LOVE Skeeter Davis, RCA 47-9695 (Crestmoor, BMI)	3
31	38	WHILE YOUR LOVER SLEEPS Leon Ashley, Ashley 7000 (Gallico, BMI)	3	68	69	BRING LOVE BACK INTO OUR WORLD Stu Phillips, RCA Victor 47-9673 (Acuff-Rose, BMI)	6
32	44	ONLY THE LONELY Sonny James, Capitol 2370 (Acuff-Rose, BMI)	2	69	—	SUGAR CANE COUNTRY Maxine Brown, Chart 59-1061 (Yonah, BMI)	4
33	28	BORN TO BE WITH YOU Sonny James, Capitol 2271 (Mayfair, ASCAP)	16	70	72	TONIGHT WE'RE CALLING IT A DAY Hugh X. Lewis, Kapp 955 (Wilderness, BMI)	4
34	34	STRINGS Wynn Stewart, Capitol 2341 (Blue Book, BMI)	7	71	73	THE BITTER TASTE Elton Britt, RCA 47-9658 (Peer Int'l, BMI)	4
35	33	IN THE GOOD OLD DAYS (When Times Were Bad) Dolly Parton, RCA Victor 47-9657 (Owepar, BMI)	11	72	74	ONLY YOU Norro Wilson, Smash 2192 (Wildwood, BMI)	3
36	43	CUSTODY Luke the Drifter, MGM 14020 (Screen Gems-Columbia, BMI)	2	73	—	ANYTIME Patsy Cline, Decca 25744 (Hill & Range, BMI)	1
37	39	YOU TOUCHED MY HEART David Rodgers, Columbia 44668 (Gallico, BMI)	11	74	75	HAVE I TOLD YOU LATELY THAT I LOVE YOU K. Wells/R. Foley, Decca 32427 (Wells, BMI)	2
				75	—	SOFTLY AND TENDERLY Lois Johnson, Columbia 4-44725 (Central Songs, BMI)	1

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back'*

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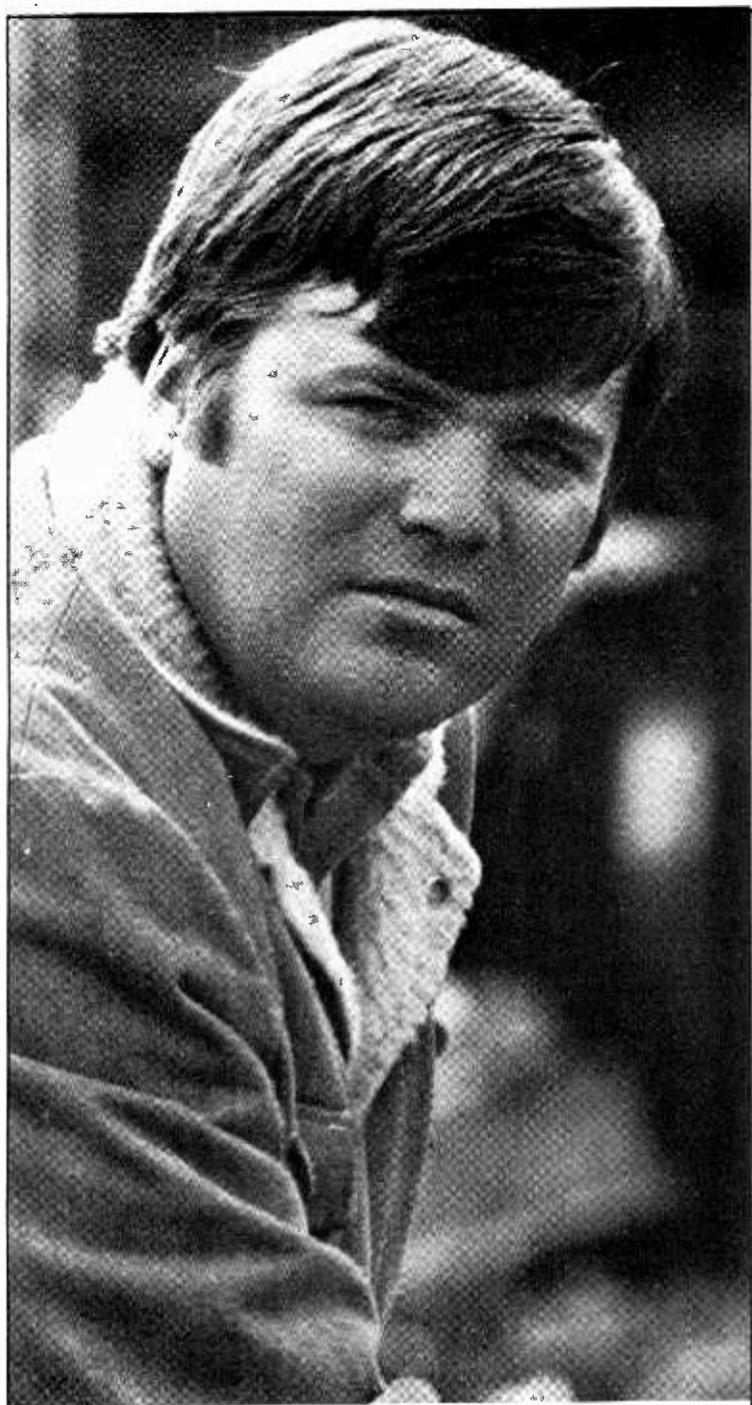
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COUNTRY MUSIC

Nashville Scene

• Continued from page 60

Tony Douglas & Mickey Gilley, the acquisition of Gene Wyatt from Mercury, and the signing of young Kenny Hart. Still in the can are many Nat Stuckey masters, and an album will be released soon. . . . Sounds of Music distributing company of Belen, N. M., will handle all distribution for Natural Sound label and Spin Records. Natural Sound has a new single by Billy Kaundart and Spin has one with Connie Moore.

Charlie Louvin, Capitol Records artist, receives a tribute to his talent when Imperial releases the first album by Houston Fearless, a top rock group on the coast. In a session, the group cut Louvin's latest hit, "What Are Those Things," and in their album liner mentioned how much they admired Louvin and his contributions to music. Louvin plays Atlanta's Playroom early in February. . . . A key to the city of Orlando, Fla., was presented to Columbia's David Houston by Mayor pro tem Doug Barnes. The presentation was for doing benefits to raise funds for a local charity project. . . . Bobby Braddock, one of the city's talented songwriters, now is establishing himself as a singer with his "Girls in Country Music" on MGM. . . . Tex Clark of Brite Star promotions returned to Newbury, Ohio, after five days in Miami where he spoke to the Florida Music Co. The firm (Brite Star) will set up a Chicago office this year with Buzz Green as manager. . . . Steve Amm has started his own production and distributing firm, and now has opened a record shop bearing his name at Connersville, Ind.

Kenny Roberts has a new Starday album "Country Music Singing Sensation" and a single by the same title. Roberts has moved back to Dayton after 11 years in Michigan to be "closer to Wheeling and Nashville." Moeller Talent has booked him at the Flame and at the Horseshoe in February. . . . RCA's Felton Jarvis is doing an Elvis Presley session in Memphis, the first there for Presley since the early days of his career. . . . Marijohn Wilkins has sold her home to Dottie & Bill West and is moving to Europe, retaining her interest, however, in Buckhorn Music publishing company. . . . Connie Francis is in town to cut for MGM, under the direction of Shelby Singleton. . . . Jeannie C. Riley is going to film the "Glen Campbell Show." . . . Bonny Bucy, former head of Ballyhoo, Inc., has changed the name of her firm to Bonny Bucy and Associates. . . . Charley Pride has broken four more attendance records in Texas, and they were all his own originally.

Country Acts

• Continued from page 60

Lord venture is successful he will bring another Decca artist, Bill Anderson.

Alicea says he became a country music devotee while serving in the army. At his home he has a collection of pictures of country artists and possesses most country albums released in the past decade.

The security officer said he wanted Lord to be the first to put on the show in a swank club because he felt the "Grand Ole Opry" singer had a great amount of class, and felt he would be readily accepted by any sophisticated group.

Last fall Alicea made a trip to Nashville to visit the "Opry" and to meet many artists. It was then that he first began negotiating for Nashville talent on the vacation island.

Billboard Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 1/25/69

★ STAR Performer—LP's registering proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	WICHITA LINEMAN Glen Campbell, Capitol ST 103 (S)	11
2	2	HARPER VALLEY P.T.A. Jeannie C. Riley, Plantation PLP 1 (S)	17
3	3	WALKIN' IN LOVELAND Eddy Arnold, RCA Victor LSP 4089 (S)	14
4	4	I WALK ALONE Marty Robbins, Columbia CS 9725 (S)	11
5	6	BORN TO BE WITH YOU Sonny James, Capitol ST 111 (S)	11
6	8	LITTLE ARROWS Leapy Lee, Decca DL 75076 (S)	5
7	7	GENTLE ON MY MIND Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	69
8	9	JIM REEVES ON STAGE RCA Victor LSP 4062 (S)	12
9	5	MAMA TRIED Merle Haggard, Capitol ST 2972 (S)	18
10	10	JOHNNY CASH AT FOLSOM PRISON Columbia (No Mono); CS 9639 (S)	33
11	12	ALREADY IT'S HEAVEN David Houston, Epic (No Mono); BN 26391 (S)	9
12	13	BOBBIE GENTRY & GLEN CAMPBELL Capitol ST 2928 (S)	16
13	11	LORETTA LYNN'S GREATEST HITS Decca (No Mono); DL 75000 (S)	30
14	15	A TIME TO SING Hank Williams Jr., MGM (No Mono); SE 4540 (S)	20
15	17	JUST THE TWO OF US Porter Wagoner & Dolly Parton, RCA Victor LPM 4039 (M); LSP 4039 (S)	17
16	14	SONGS OF PRIDE . . . CHARLEY THAT IS Charley Pride, RCA Victor LPM 4041 (M); LSP 4041 (S)	19
17	19	JEWELS Waylon Jennings, RCA Victor LSP 4085 (S)	4
18	20	SOLID GOLD '68 Chet Atkins, RCA Victor LSP 4061 (S)	7
19	16	BY THE TIME I GET TO PHOENIX Glen Campbell, Capitol T 2851 (M); ST 2851 (S)	57
20	18	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	92
21	33	A NEW PLACE IN THE SUN Glen Campbell, Capitol (No Mono); ST 2907 (S)	37
22	22	THE ROMANTIC WORLD OF EDDY ARNOLD RCA Victor LPM 4009 (M); LSP 4009 (S)	34
23	23	D-I-V-O-R-C-E Tammy Wynette, Epic (No Mono); BN 26392 (S)	26
24	21	BEST OF MERLE HAGGARD Capitol (No Mono); SKAO 2951 (S)	22
25	26	NEXT IN LINE Conway Twitty, Decca DL 75062 (S)	15
26	28	LOVE TAKES CARE OF ME Jack Greene, Decca DL 75053 (S)	6
27	30	SHE STILL COMES AROUND Jerry Lee Lewis, Smash SRS 67112 (S)	3
28	27	SOUTHERN BOUND Kenny Price, Boone BLPS 1214 (S)	6
29	29	UNDO THE RIGHT Johnny Bush, Stop LSP 0005 (S)	16
30	25	BEST OF COUNTRY DUETS Various Artists, RCA LSP 4082 (S)	7
31	24	HONEY Bobby Goldsboro, United Artists UAL 3642 (M); LSP 4041 (S)	38
32	34	COMING ON STRONG Henson Cargill, Monument SLP 18103 (S)	4
33	31	HEY LITTLE ONE Glen Campbell, Capitol T 2878 (M); ST 2878 (S)	44
34	32	ANOTHER TIME, ANOTHER DAY Jerry Lee Lewis, Smash (No Mono); SRS 67104 (S)	33
35	35	BLUE RIBBON COUNTRY Various Artists, Capitol STBB 2969 (S)	17
36	38	4th DIMENSION George Hamilton IV, RCA Victor LSP 4066 (S)	2
37	42	SHE WEARS MY RING Ray Price, Columbia CS 9733 (S)	2
38	40	NASHVILLE AIRPLANE Lester Flatt/Earl Scruggs, Columbia CS 9741 (S)	4
39	39	LOVE'S A WOMAN'S JOB Norma Jean, RCA Victor LSP 4060 (S)	2
40	41	DRINKING CHAMPAGNE Cal Smith, Kapp KS 3585 (S)	3
41	37	LOOKING AT THE WORLD THROUGH A WINDSHIELD Del Reeves, United Artists UAS 6647 (S)	6
42	43	SUNSHINE AND RAIN Connie Smith, RCA Victor LSP 4077 (S)	9
43	44	HAPPY STATE OF MIND Bill Anderson, Decca DL 75056 (S)	2
44	36	LITTLE THINGS Jeannie Seely, Monument SLP 18104 (S)	3
45	—	TELL IT LIKE IT IS Archie Campbell & Lorene Mann, RCA LSP 4086 (S)	1

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WANTED — MAGNETIC RECORDING Tape, permanent—seconds, used, any condition, size, etc. Cassette, regular. Tremendous quantities needed. Cash. Write Box 540, c/o Billboard, 165 W. 46th St., New York, N. Y. 10036. fe1

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Country Music

WIXX Shift Forces Scheduling of Hits

FORT LAUDERDALE, Fla.—WIXX, which has switched to an all-request version of its country music format is now "scheduling the top 20 current hits to get them on the air." Operations manager K. C. Jones said the problem developed because of a flood of requests from listeners for the "older, more traditional material."

The format shift, bowed a week ago, brought calls for the early Hank Williams, Flatt and Scruggs, Faron Young, Stonewall Jackson, Eddy Arnold and Jim Reeves. These were the most requested artists on WIXX last week.

"It came as a big surprise to me," said Casey Jones, who installed the programming move which has air personalities tape each phone request and play the tape back over the air as the actual introduction to the record. It took about a month, Jones said, to catalog properly the station's library.

He had expected most of the calls to request newer records, but after four days had to revise the programming to schedule the new records to get them on the air. Among the newer releases that are being heavily requested, according to music director Lyle Reeb, are George Jones' "When the Grass Grows Over Me," Porter Wagoner's "Carroll County Accident" and Stonewall Jackson's "Angry Words."

W. Coast DJ Couple Right on the Beam

By ELIOT TIEGEL

LOS ANGELES — Two actors turned disk jockeys are keeping alive the old radio format of husband-wife teams.

Only this isn't a husband and wife combination and the two stations beaming their program, KWIZ in Santa Ana and KLOK, San Jose, have nothing to do with old-time radio.

The two hosts are Buddy Clyde, previously of the "Our Gang" film comedies, and Fran Marion, a former musical comedy actress, who host the "Buddy and Fran" show which blends a potpourri of music with ad lib comments.

They do their 6 to 10 a.m. show live at KWIZ which tapes the program for rebroadcast one week later on KLOK. Both stations are musically programmed by Bill Weaver, who devised the Buddy and Fran concept as well as the total music attack to develop an audience in the 18-34 age bracket.

Weaver set up the morning co-hosted program to give the station something out of the normal. The 5,000-watt Santa Ana station beams into parts of Los

Angeles county and shows up in the two-county Pulse surveys. The Los Angeles stations are becoming strong music outlets, Weaver feels, and thus KWIZ can only compete by offering something extra.

Buddy and Fran avoid any local references so the tapes are also "localized" to the San Jose market. The music reflects Weaver's concept of mixing soft rock singles and LP cuts with soft oldies dating back 15 years.

The current format is the end result of Weaver's initial all-request concept of three years ago, which was the first such effort in this area. He took the best of the all-request concept and devised his combination mixture which he believes appeals to 18-34 age group.

KWIZ plays 16 singles an hour, Weaver claims, with the number going up to a reported 18. The playlist is changed according to Weaver's whims. "It is all done by feel," he says. "When I feel a record is done, I pull it off." Weaver's mix offers Brasil '66, Elvis Presley, Beatles, Bobby Vinton, the Tijuana Brass.

programming aids

• Continued from page 58



Waynesboro, Va.—WAYB

Carolyn Bleam
Music Director

BP: "Rain in My Heart," Frank Sinatra, Reprise. "If I Only Had Time," Johnny Mann Singers, Liberty. BLFP: "I Saw the Light," Nashville Brass, RCA. BH: "I Saw the Light," Nashville Brass, RCA. BLFH: "Goodnight My Love," Paul Anka, RCA.

Wichita, Kan.—KFH

Barry Gaston
Operations Director

BP: "California Soul," Fifth Dimension, Soul City. BLFP: "Talk Until Daylight," Joanie Sommers, WB. BH: "Good Vibrations," Hugo Montenegro, RCA. BLFH: "But, You Know I Love You," First Edition, Reprise.

OTHER PICKS

COLLEGE—Randy Brooks, Nashville, Tenn., WRVU, BP: "Someday Soon," Judy Collins, Elektra, and BH: "Touch Me," the Doors, Elektra. . . . Neil K. Stocker, Bethlehem, Pa.,

WRMC, BP: "Led Zeppelin," Atco (LP), and BH: "Make This Day Last Forever," My Dear Watson Group. . . . Dave Reich, Potsdam, N. Y., WTSC, BP: "Saturday Night at the World," Mason Williams, Warner Bros.-7 Arts, and BH: "Stormy," Classics IV, Imperial.

Dearest Sue,
This is my last letter.
The hand that wrote it
Can no longer move a pen.
It was written
In case I fell in battle...
Forget me Sue,
Fall in love again!
Fearless Fred

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Coin Machine World

New Compact Rock-Ola Puts Stereo in Small Locations

CHICAGO—Stereo sound in the smaller location is one of the merchandising possibilities available with the new compact phonograph introduced this week by Rock-Ola Manufacturing Corp. The unit, the Deluxe 441, is a companion to the recently introduced Psychedelic Money Grabber, and works with all the accessories introduced with the larger model, including extension speakers and a feature

for playing 33 $\frac{1}{3}$ -r.p.m. stereo albums.

A 100-selection machine, the Deluxe 441 features a stereo amplifier, twin 12-inch extended range speakers and two smaller oval tweeters. A feature for controlling the volume of the parent unit individually from remote speakers, called an "L" pad, is another feature.

The Deluxe 441, the most recent of a series of compact jukeboxes from Rock-Ola that dates back nine years to the Princess, features easy programming with flip-down title strip racks and conveniently located record indicator numbers for fast loading.

The powerful vacuum tube amplifier features a thermister controlled automatic volume control and flips over for easy adjustment.

All accessories available for the larger, 160-selection Model 440, fit the new compact. These include the Little LP feature, two-for-a-quarter play pricing kit, receiver, phonette wall box, money counter, motorized volume control, extension speakers, easily accessible rear accessory connection panel, removable slug rejector housing mechanism and one-key dome/door locking system.

The single unit selection panel include price card, coin slot, repeat button, selection buttons and credit signal window are located in one unit.

The theme of the new unit is "great compact turn-on to maximize the mini-spot take." The design features chrome and anodized aluminum grille and emphasizes accessibility and interchangeable parts.

Indianapolis Law 'Omits' Pool Tables

INDIANAPOLIS — Coin-operated pool tables have been "excluded" from a new ordinance that would have placed such equipment in the category with billiard parlors. The exclusion came about through language that refers to locations where there are "two or more" tables. The ordinance raised billiard table licenses from \$5 to \$75 a year.

"Most operators' locations have only one table," said Joe Flynn, president, J & J Distributing Co., here, "so the next effect leaves coin-operated tables in the original classification of coin-operated equipment."

He said the issue allowed Indianapolis coin machine people to acquaint themselves with city officials and that he expects the city will consult operators now when it plans other licensing and tax changes.

Local Papers Like Jukebox Story: Ellis

By EARL PAIGE

OMAHA—Jukebox programming, unique methods of merchandising music and unusual locations are subjects that interest local newspaper feature writers. Howard Ellis, president, Music Operators of America (MOA), and recently the subject of a profile in The Omaha World Herald, told last week how operators can generate local news stories and features.

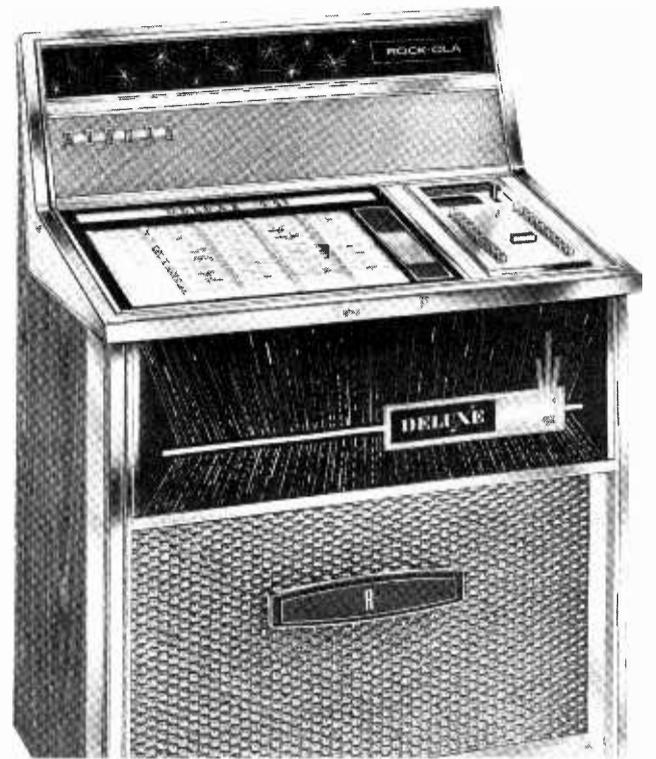
Ellis' story, "Jukebox Men Must Know What's Happening in Music," written by John Taylor, clearly demonstrated that the public is interested and curious about jukebox programming, how records are selected, arrangements with locations and many other aspects.

Ellis' firm, Coin-A-Matic Music Co., maintains a library of over 4,000 records and services 450 jukeboxes. Some of the newer locations for jukeboxes are dress departments in large stores. Ellis has jukeboxes in the J. C. Penney stores here.

Ellis, who has made public relations programs his chief goal as MOA president this year, said a routine news release to the paper generated the feature story.

"The release concerned my trip to Chicago for MOA's con-
(Continued on page 71)

New Equipment



Rock-Ola—100-Selection Deluxe 441

Rock-Ola Manufacturing Corp. has released a compact companion unit to its new 160-selection, Model 440 Psychedelic Money Grabber. The new unit, see above, is called the De luxe 441 and features 100 selections, a stereo sound system consisting of a vacuum tube amplifier with thermister controlled automatic volume control and a speaker system comprised of two 12-inch extended range speakers and two five-inch by seven-inch oval tweeters. The unit also has an "L" pad on the amplifier which allows for quieting the parent unit while leaving remote speakers increased. All the accessories available for Model 440 work with the 441. These include receiver, phonette wall box, money counter, extension speakers, Little LP feature, two-for-a-quarter play kit, motorized remote and volume control. The 441 measures 46 $\frac{1}{2}$ inches high, 31 $\frac{1}{2}$ inches wide and 24 $\frac{1}{2}$ inches deep.

What's Playing?

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

Crete, Neb., Location: Kid-Student U. Snack Bar, Doane College

ROSELLA RAY,
programmer,
Ray's Music.



Current releases:

"Abraham, Martin and John," Dion, Laurie-3464;
"Hey Jude," Beatles, Apple-2276;
"Love Child," Supremes, Motown-1135.

Oldies:

Location does not respond to oldies.

Malta, Mont., Location: Adult (Over 30)-Tavern

DOROTHY CHRISTENSEN,
programmer,
Christy's Music Co.



Current releases:

"Ranger's Waltz," The Mom & Dads, Hill & Range-1296;
"Little Arrows," Leapy Lee, Decca-32380;
"Drinking Champagne," Cal Smith, Kapp-938.

Oldies:

"Walk Right Back," Everly Brothers;
"My Adobe Hacienda," Bob Wills.

Les Montooth, Peoria, Ill., Location: Kid-Restaurant

BILL BUSH,
programmer,
Les Montooth.



Current releases:

"I Love How Much You Love Me," Bobby Vinton, Epic-10397;
"Crimson & Clover," Tommy James, Roulette-7028;
"Touch Me," Doors, Elektra-45647.

Oldies:

"Folsom Prison Blues," Lenny Dee;
"Have I Told You Lately That I Love You," Kitty Wells & Red Foley.

Neb. Program Spurs Growth

By RON SCHLACHTER

OMAHA—A survivors assistance program has created an incentive for operators to join the Coin Operated Industries of Nebraska (COIN), according to president Ed Kort.

"This was the selling point for three of four new members who joined at our recent meeting," said Kort. "People are beginning to realize the need for such a program. There have been several examples in our State where widows have been taken following the death of their husbands."

At present, Kort is willing to lend his personal assistance for one to two weeks on a route where a member operator has passed away. Kort has named Ted Nickols to head a committee, consisting of Ed Hatfield and Dick Taylor, to draw up plans for a working assistance program.

"At first, our directors will work with the committee to assist families in the different territories of the State," explained Kort. "However, eventually we want to establish a regular man to do this. He would travel throughout the State. We need someone in both office management and service." At the recent COIN meeting here, Kort also asked for and received the group's approval for a letter to the manufacturers of coin-operated equipment.

"The purpose of the letter is to bring attention to poor equipment," said Kort. "We're just
(Continued on page 71)

New Equipment



Williams—Four-Player Flipper Game

Williams Electronics, Inc., has introduced a captive ball feature and is including it on this new four-player game called Cabaret. The feature consists of post that moves up and down, depending on the activity of the ball which activates it. With the post up, the ball is held captive to be propelled again by the flippers. Other features of the new game include a score selector disk that changes values throughout the playfield; a super bonus score in the backbox; a super bonus hole which advances super bonus, scores 300 points and puts ball back into play; rollover land which scores an extra ball when lighted; and match play. An instruction manual is also included. The unit is adjustable for three or five-ball play and add-a-ball and as an option, features single, double or triple chutes.

Coming Events

Feb. 1-2—South Carolina Coin Operators Association, Columbia.
 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, Governors House, Montgomery.
 April 17-20—National Vendors Association, annual convention and trade exhibit, Hollywood Beach Hotel, Miami.
 (Continued on page 70)

Atlas Toasts Rowe MM-3



ROCCO IACULLO, Reliable Music Co. (left), and Joe Kline, Atlas Music.



HANK HAEVENAAR, Rowe International, Inc., regional representative and (right) Stan Levin, Atlas Music Co., Chicago, pose with new Rowe Music 'Miracle MM-3 phonograph.



MIKE BLUMBERG, Atlas Music (left), and Otis James, Otis Music Co.



ED GINSBERG, president, Atlas Music (right), and operator John Rawski, J & J Music Co.



BILL PHILLIPS, Atlas Music (left), and Joe Klykun, also of Atlas.

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800 North Kedzie Avenue, Chicago, Illinois 60651

Licenses, Slugs, Theft Ring Force Action by Ill. Group

By EARL PAIGE

CHICAGO — Bulk operators here are faced with "indiscriminate and confiscatory" licensing laws, losses from the use of poker type slugs and theft of money from machines by a ring of organized criminals. These three problem areas are currently the chief concern of the Bulk Vendors Association of Northern Illinois, according to president Bill Krugman.

The association, formed recently and already instrumental in apprehending and prosecuting some thieves, will shortly be incorporated as a state group and invites participation from all businessmen operating in Illinois, said Krugman, president, Vend-Master Co. here.

The battle to gain more equitable licensing fees has been carried on at the local level through a committee, Krugman said. "If we're not successful with this approach we may have to take up licensing at the state level."

He said that some municipalities charge as much as \$80 a year for a five-stand installation. "The more fair price would be from \$6 to \$10. We can't recommend what should be charged but we can present our case, show what our profit level is and make city authorities aware of our business."

The group has recently contacted the U. S. Treasury De-

partment in regard to poker chips. "We also intend to coordinate our efforts with the New York Bulk Vendors Association, which has been fighting the poker and bingo chip slug problem for a long time."

Krugman said there is no doubt that the theft of money from bulk vending machines in the Chicago area "is part of an organized effort."

"In many cases we know the thieves have keys and special tools for entering machines. They're very bold. Most robberies occur while the stores are open.

(Continued on page 71)

Coming Events

• Continued from page 68

April 18-19 — Wisconsin Automatic Merchandising Council, Bi-lotti'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, Terre, Verde Island, St. Petersburg.

May 16-17 — New Jersey Automatic Merchandising Council, Holiday Inn, Atlantic City.

May 23-24 — Pennsylvania Automatic Merchandising Council, Shawnee-on-the-Delaware, Shawnee.

NVA Mailing Applications To Exhibitors

CHICAGO — Exhibitor applications were mailed last week in preparation for the National Vendors Association (NVA) annual convention at the Hollywood Beach Hotel, Hollywood Beach, Fla. The event, to be held April 15-19, will give members the opportunity to plan a vacation around the convention.

Special rates for four days prior to the event and four days afterwards are being negotiated. Rates will be set up on the Modified American plan, which includes rooms, breakfast and dinner.

Reservations are to be made through NVA here and reservation cards will be mailed shortly, according to executive secretary Jane Mason.

Chairman of the convention is Rolfe Lobell, who is currently in Florida. Other chairmen are Margaret Kelly, Penny King, program co-ordinator: Herb Goldstein, Oak Manufacturing, workshop: Carmen Di Angelo, Carmer Gum, publicity: Tom Emmes, Graff Vending, entertainment: Bernard Bitterman, Bitterman & Son, exhibits: Sheldon Goldberg, Reliable Distributors, reservations.

Predict '69 to Be 'Highly Competitive'

CHICAGO — Steady expansion, more volume and careful scrutiny of costs are necessary if bulk operators are to survive

in 1969. This is the opinion of Bob Kantor, Confection Specialties, Inc., here, who predicts that the "inflationary squeeze" will make the new year "highly competitive."

Penny gum, which still represents "55 per cent of the dollars" bulk operators take in, said Kantor, represents one of the toughest challenges. "I'm not at the point of trying three balls for a nickel.

"I would rather see efforts to convince the government it should mint a 2-cent piece. With copper becoming so expensive the government may be forced to another type of coin anyway."

Kantor is not overly enthusiastic about concentrating more in quarter capsule merchandise as a way to offset the recent price raises of penny gum. "You have to offer such good items that your cost becomes prohibitive. When your cost is between 8 and 10 cents it represents too large a percentage," he said.

Rising commissions are another problem operators can look for, Kantor believes, but he said this was not so much a result of location demands. "Too many operators become nervous and offer higher commissions.

"Operators forget to completely analyze their total operation and just look at the cash flow. When they need funds for expansion they run to the supplier and obtain more and more credit.

"This year, more than ever, operators must adopt new methods of cost and inventory control and be able to move in the direction where there is more profit.

Kantor said he expects to expand and concentrate on generating more volume. He does not foresee a greater shift to edible items.

(Continued on page 71)

Bulk Banter

Florida has been attracting a number of bulk vending industry people during the cold season. Mr. and Mrs. Roger Folz, Folz Vending, Oceanside, N. Y., and Mr. and Mrs. Bob Kantor, Confection Specialties, Inc., Chicago, spent some time fishing together.

Rolfe Lobell, vice-president, Leaf Brands, Inc., division of W. R. Grace & Co. and chairman of the National Vendors Association (NVA) convention to be held in Florida April 15-19, is also visiting in Florida.

Mr. and Mrs. Earl Grout, Vendall Distributing Co., Minneapolis, were also in Florida. Mr. and Mrs. Bud Proctor, also of Vendall, recently toured Chicago and visited Leaf Brands, Northwest Corp. and other firms.

Bob Raleigh, Indianapolis; Irv Katz, St. Louis; Chuck Marenberg, Toledo, and Bob Kantor all toured the big housewares and variety show at Chicago's Navy Pier last week searching for new novelty items.

Fred Loewes, partner with Robert Guggenheim, Karl Guggenheim, Jamaica, N. Y., has been in Florida. Lyle Becker is a proud new grandfather.

Bill Krugman, president, Vend-Master, Chicago, and also president, Bulk Vendors Association of Northern Illinois, is successfully recuperating from a serious heart operation. An artery from Krugman's leg was transplanted to his heart. The operation was performed at the Cleveland Cline Hospital.

Jane Mason, Leaf Brands, is busily involved with preparation for the NVA's convention in the Hollywood Beach Hotel, Hollywood, Fla.

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LOW PRICE

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VICTOR 1/2 CABINET VENDORAMAS

- 1—210 CT
- 1—100 CT
- 5—Capsule
- 10—Capsule
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\$10 Each

VICTOR #2000

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- Holds \$23 worth of giant (100 CT) gum.

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- Light or Dark Hard Shell30
- Rainbo Peanuts, Hard Shell30
- Imperials Cinnamon23
- Imperials Fruit Buttons24
- Sparkling Mix29
- Chocolate Pokies (M & M type)50
- Jelly Beans, Midget33
- Spanish Peanuts30
- Virginia Peanuts47
- Cashews, 450 ct.90
- Cashews, butts82
- Vendors Mixed Nuts60
- Mission Almonds93
- Tab Gum
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- Indian Craft Rings 9.50
- Asst. Items with Lighter 8.00
- Precious Gem Rings 7.50
- Jewelry Mix 7.50
- Jumbo Dice Mix 8.00
- Jumbo Creepy Bugs 8.00
- Mini Books (3 per capsule). 8.00

HOT 5¢ VEND ITEMS

- (all 250 per bag)
- Asst. Economy Mix \$4.25
- Bugs 5.00
- Rings 5.00
- Economy Ring Mix (no front) 4.00
- Regular Deluxe Assmt. 5.00
- Asst. Jewelry (Bangles & Beads) 5.00

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Coinmen In The News

PHILADELPHIA

Over 600 people attended the recent day-long 1969 Preview Party sponsored by David Rosen, Inc.

In addition to the hundreds of operators from throughout the area, city officials, factory executives and newspapermen were in attendance.

Rowe executives on hand included **John Moyer**, vice-president of product engineering; **Ray Tabor**, vice-president of marketing; **James Abato**, director of service engineering; **Art Seglin**, special service engineer; **Louis DiPalma**, field engineer; **Clint Shockley**, regional sales manager, and **O. J. Mullinix**, regional sales manager.



NORTHWEST SALES CO. has moved into an ultra-modern building at 5440 Southeast 26th Avenue, Portland, Ore. A Wurlitzer outlet opened in 1957, the firm is a branch of Northwest Sales Co., Seattle, opened in 1936.



SERVICE DEPT.



OVER 1,000 people attended the opening of the new Northwest Sales Co. building. The firm services Oregon, Washington, Idaho, Montana and parts of Alaska.

RON PEPPLE (left), president, Northwest Sales Co., tours modern plant with partner Marshall R. McKee, who heads the Portland office.

Over 600 at Rosen Showing



OVER 600 attended the recent party sponsored by David Rosen, Inc., at which the new Rowe International, Inc., Music Miracle jukebox was among equipment previewed. Here, Rosen (right) presents keys to a new Cadillac to Bernie Saperstein (left) and Harvey Friedman, B & B Vending Co., Baltimore.



ROWE EXECUTIVES at the Rosen party included (from left) John Moyer, vice-president, engineering; Ray Tabor, vice-president, marketing; Clint Shockley, regional sales manager; O. J. Mullinix, regional sales manager, and with them, Eliot Rosen, treasurer of the Philadelphia distributing complex.



RECORDING personality Jimmy Roselli (right), who performs on United Artists Records, poses with the new Rowe phonograph and Eliot Rosen.



PRIZES for everyone, including a souvenir package of records, a pen, a RoweVue slide and brochure. Here, Billboard correspondent Maurie Orodjenker (left) and Ray Tabor (right) pose with Rosen, whose son, Lewis, chose the occasion to announce his engagement to Leslie Jurikson.

Say You Saw It in
Billboard

New PhonoVue Film Pairing

WHIPPANY, N. J. — New pairings of PhonoVue films and recordings from Rowe International, Inc., last week: L-2917T, Conference Room, paired with "Hold on This Time," Stax 0023, and "Yaw'll," Dynamo 125; L-2917F, Coconuts, "Shame, Shame," Atlantic 2560, and "Love Child," Motown 1135; L-2913P, Going Going, Gone "Red Hot," MGM KCG 184, and "Tra, La, La Song," Decca 32429; L-2917C, Angella in Luxembourg, "I'm Gonna Hold on as Long as I Can," Tamla 54177, and "Home Cooking," Soul 35055; also, L-2917U, Surprise Package, "Slow Drag," Gamble 221, and "Sweeter Than Sugar," Buddah 92; L-2917J, Beach House, "30-50-90," Hi 2154, and "In Care of the Blues," Decca 25744; L-2916H, Misty Night, "Love Light," Calander 1007, and "Hey, Hey, Pt. 1," ABC 11155; L-2909E, "Wine, Women & Pirates," "Build Me a Buttercup," UNI 55101, and "Soulful Strut," Brunswick 55391.

Neb. Program

Continued from page 67

stressing the need for testing in regard to play appeal and quality of parts. This is our way of letting the manufacturer know that we're concerned about it."

Attending the COIN meeting here were Fred Granger, executive vice-president of the Music Operators of America (MOA), and Lou Ptacek, MOA secretary. Ptacek told the group about the success of two-for-a-quarter play in his State of Kansas.

Howard Ellis, MOA president and COIN secretary-treasurer, gave a brief rundown on the MOA public relations program.

"I've already given one public relations speech and we're planning more," said Kort. "We would like to speak to different types of civic organizations."

As for the Nebraska tax situation, Kort said:

"There hasn't been much developed. The bill is still being prepared, so we don't know how it will come out."

The bill, which is expected to be submitted before the end of January, would levy a \$25 tax per machine and a \$250 tax per distributor. Kort has named Ed Zorinsky to head a committee to study possibilities of countering the tax.

Jukebox Story: Ellis

Continued from page 67

vention. After a short story appeared I was contacted by John Taylor for the feature."

Ellis said operators should send local papers news release or make editors aware of:

- An operator's election as civic club, State association or church officer; or activities such as committee work with civic and trade groups.
- Any expansion plans.
- Any move to new site.
- Enlargements of staff.
- Any new contracts with prominent locations.
- A trip, such as to a national convention.
- Any prominent visitor, such as an operator from a foreign country.
- Activities such as tournaments.
- Any unusual merchandising program.
- Sponsorship of bowling teams or little league teams.

GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$12.00
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Mach.	18.00
Atlas 1¢ & 5¢ 100 Ct. Ball Gum	12.00
Acorn 8 Lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.95
Pistachio Nuts, Jumbo Queen, White	.91
Afgan Crown Red Lip Pistachio Nuts	.72
Afgan Prince Red Lip Pistachio Nuts	.69
Cashew, Whole	.90
Cashew, Butts	.82
Peanuts, Jumbo	.50
Spanish	.32
Mixed Nuts	.60
Baby Chicks	.36
Rainbow, Peanuts	.32
Bride Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.50
Munchies, 16-lb. carton, per lb.	.39
SweetTarts	.38

Wrapped Gum—Fleers 4M pcs.	\$14.40
Tecole Roll, 2M pcs.	7.20
Rain-Blo Ball Gum, 2100 per ctn.	7.60
Rain-Blo Ball Gum, 2100 printed per carton	7.85
Rain-Blo Ball Gum, 5550 per ctn.	9.40
Rain-Blo Ball Gum, 4300 per ctn.	9.50
Rain-Blo Ball Gum, 3550 per ctn.	9.50
Mallettes, 2400 per carton	8.65
2c Cartons, minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Minimum order, 25 Boxes, assorted.	

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Theft Forces Action

Continued from page 70

"We advise members to report thefts immediately and obtain an 'RD' number on the case from the police. This helps follow-up and aids in prosecuting the thieves if they are caught. We encourage members to prosecute in every case."

The group is tentatively scheduled to meet Feb. 3 at the Como Inn. Krugman, recuperating from a serious heart operation, said only his doctors can tell if he will be able to attend.

Highly Competitive

Continued from page 70

"The exception would be gum. Gum, especially 210 count, is still the most profitable edible item. The next most profitable item is the 10-cent novelty capsule."

BARGAINS from KING'S One Stop

Psychedelic Pin-On Buttons \$12.00 M Rings for 1¢ Vending, 800 to bag 1.90	
Filled Capsule Mixes All 250 per bag	
5¢ Economy Mix	\$3.90
5¢ De Luxe Mix	5.00
5¢ Ring Mix	4.50
10¢ Hippie or Swinger	8.00
10¢ Economy Mix	7.00
10¢ De Luxe w/Lighter	8.00
25¢ Jewelry Mix, 100 to bag V.10.00	

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IF I ONLY HAD TIME



C/W
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Classical Music

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BEST SELLING Classical LP's

Billboard SPECIAL SURVEY For Week Ending 1/25/69

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	3	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS SWITCHED ON BACH Walter Carlos/Benjamin Foikman, Columbia MS 7194 (S)	9
2	2	HOROWITZ ON TELEVISION Vladimir Horowitz, Columbia (No Mono); MS 7106 (S)	19
3	1	MOZART: CONCERTOS NOS. 17 & 21 (Elvira Madigan) Anda/Camerata Academica of the Salzburg Mozarteum (Anda), DGG (No Mono); 138 783 (S)	51
4	4	SOUNDTRACK: 2001: A SPACE ODYSSEY MGM (No Mono); SIE 13 ST (S)	24
5	5	ROYAL FAMILY OF OPERA (3 LP's) Various Artists, London (No Mono); RFO-S-1 (S)	18
6	6	VERDI: REQUIEM (2 LP's) Various Artists/Vienna Philharmonic (Salti), London OSA 1275 (S)	5
7	7	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	26
8	9	CHOPIN: SONATAS NOS. 2 & 3 Van Cliburn, RCA Red Seal LSC 3053 (S)	8
9	8	MY FAVORITE CHOPIN Van Cliburn, RCA Red Seal LM 2576 (M); LSC 2576 (S)	147
10	10	BELLINI AND DONIZETTI HEROINES Beverly Sills/Vienna Volksoper Orch. (Jalas), Westminster WST 17143 (S)	7
11	13	GLORY OF GABRIELI E. Power Biggs/Various Artists, Columbia (No Mono); MS 7071 (S)	47
12	14	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Red Seal LM 2252 (M); LSC 2252 (S)	129
13	12	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia (No Mono); MS 7176 (S)	23
14	17	TCHAIKOVSKY: 1812 OVERTURE New Philharmonic (Buketoff), RCA Red Seal LSC 3051 (S)	4
15	20	THE ART OF ALEXANDER KIPNIS Seraphim 60076 (M); (No Stereo)	22
16	22	BIZET-SCHREDRIN: CARMEN Bolshoi Theatre Orch. (Rozhdestrensky), Melodiya/Angel (No Mono); SR 40067 (S)	12
17	21	BEETHOVEN: THE COMPLETE PIANO CONCERTOS (5 LP's) Gilels/Cleveland Orch. (Szell), Angel SE 3731 (S)	20
18	23	MOZART: CONCERTOS NOS. 21 & 24 Robert Casadesu/Cleveland Orch. (Szell), Columbia (No Mono); MS 6695 (S)	28
19	11	UP, UP AND AWAY Boston Pops (Fiedler), RCA Red Seal (No Mono); LSC 3041	20
20	15	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA Red Seal LM 2609 (M); LSC 2609 (S)	27
21	34	HANDEL: MESSIAH (2 LP's) Mormon Tabernacle Choir/Philadelphia Orch. (Ormandy) Columbia M2L 263 (M); M28 607 (S)	8
22	28	BACH: ORGAN FAVORITES, VOL. 1 E. Power Biggs, Columbia ML 5661 (M); MS 6261 (S)	22
23	27	PROKOFIEV: PETER & THE WOLF/TCHAIKOVSKY: NUTCRACKER SUITE New York Philharmonic (Bernstein), Columbia ML 5593 (M); MS 6193 (S)	39
24	—	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Los Angeles Philharmonic (Mehta), London CS 6609 (S)	1
25	18	ORFF: CARMINA BURANA Janowitz/Fischer-Dieskau/Stolz/Schoenburg Children's Chorus/Orch. & Chorus of the German Opera Berlin (Jochum), DGG (No Mono); 139 362 (S)	16
26	16	DONIZETTI: LA FILLE DU REGIMEN (2 LP's) Sutherland/Pavarotti/Various Artists/Royal Opera House Orch. (Bonyngel), London (No Mono); OSA 1273 (S)	20
27	19	BRITTEN: BILLY BUDD (3 LP's) Various Artists/London Symphony (Britten), London OSA 1390 (S)	10
28	—	R. STRAUSS: ARIADNE AUF NAXOS (3 LP's) Janowitz/King/Various Artists, Dresden State Opera Orch. (Kempe), Angel SCL 3733 (S)	1
29	24	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	84
30	32	MAHLER: SYMPHONIES NOS. 6 & 9 (3 LP's) New York Philharmonic (Bernstein), Columbia M3S 776 (S)	21
31	29	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA Victorola VICS 1265 (S)	7
32	30	INTERLUDE Soundtrack, Colgems COSO 5007 (S)	12
33	33	PORTRAIT OF THE ARTIST (3 LP's) Dietrich Fischer-Dieskau, Angel SCB 3729 (S)	8
34	35	BEETHOVEN: SONATAS FOR PIANO Rudolf Serkin, Columbia M1 5881 (M); MS 6481 (S)	2
35	36	MAHLER: DES KNABEN WONDERHORN Schwarzkopf/Fischer-Dieskau/London Symphony (Szell), Angel S 36547 (S)	8
36	37	BEETHOVEN: COMPLETE SYMPHONIES (8 LP's) Berlin Philharmonic (Karajan) DGG SKL 101/8 (S)	22
37	25	WAGNER: DES RHEINGOLD Various Artists/Berlin Philharmonic (Karajan), DGG 139 226/28 (S)	15
38	26	HANDEL: MESSIAH (5 LP's) Addison/Warfield/New York Philharmonic (Bernstein), Columbia M2L 242 (M); M2S 603 (S)	6
39	39	THE SPECTACULAR CLEVELAND ORCHESTRA (2 LP's) Cleveland Orchestra (Szell), Columbia M2X 787 (S)	2
40	40	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Vienna Philharmonic (Karajan), London Stereo Treasury STS 15-083 (S)	2

NEW YORK—Fine performances of music from renaissance to avant-garde are included in the eight-album initial release of Vox's Candide label. The LP's, listing for \$3.50, are packaged with the notes included inside the package, rather than as liner notes.

Two of the contemporary albums contain first recordings, including a Messiaen program recorded under the composer's artistic direction. Yvonne Loriod, an expert interpreter of 20th-century music, is the piano soloist as Vaclav Neumann conducts the Czech Philharmonic in "Oiseaux Exotiques" and "Reveil des Oiseaux," which feature simulated bird sounds. Miss Loriod also plays "La Bouscarle."

Composer Karlheinz Stockhausen plays filters and potenti-

ometers in the first recording of his 1967 "Prozession." The other performers on this fascinating disk are Alfred Alings and Rolf Gehlhaar, tamtams; Johannes G. Fritsch, viola; Harald Boje, elektronium, and Aloys Kontarsky, piano.

Darius Milhaud conducts the Orchestra of Radio Luxemburg in a good pairing of his "Six Little Symphonies" and "L'Homme et son desir." Soprano Josette Doemer, contralto Marie-Jeanne Klein, tenor Venent Arend and bass Raymond Koster are featured in the latter piece as well as in "Symphony No. 6." This symphony also features oboist Norbert Matern and cellist George Mallach.

Grayston Burgess conducts the Purcell Consort of Voices and the Jaye Consort of Viols

in a program of English secular music of the late renaissance, while the Eastman Brass Quintet has a notable program of German and English music of the Late Renaissance.

John Field, early 19th-century Irish composer, is represented by a sterling album featuring pianist Rena Kyriakou. The first side contains a first listing of the "Concerto No. 2" with C. A. Buente and the Berlin Symphony, while the flip has seven Field nocturnes. Buente and the Berlin also perform on an admirable program of first listings for Busoni including the "Konzertstueck for Piano" with Frank Glazer as the superb piano soloist. Other soloists in this set are Herman Klemeyer in the "Divertimento for Flute," tenor W. H. Moser in "Rondo Arlecchinesco" and Walter Triebkorn in "Concertino for Clarinet."

Completing the issue is a truly remarkable disk featuring brilliant performances by Bruno Hoffmann on glass harmonica. Hoffmann plays Beethoven's "Romance in G"; Neumann's "Duo in G (Wie en Hirt sein Volk zu weiden)" with lutenist Michael Schaeffer and "Sonata in C"; Schlett's "Sonata in A Minor"; Reichert's "Rondeau in B-Flat" with violinists Herbert Anrath and Walter Albers, violist Ernest Nippes, cellist Hans Pluemacher, and double-bass Gert Nose; Tomaschek's "Fantasie in E Minor" and Roellig's "Rondo in A" with the Kessler String Quartet.

FRED KIRBY

Avant Garde Series Is Off to a Flying Start

NEW YORK — Deutsche Grammophon's Avant Garde Series is off to a strong start this month with three albums of varying materials. The strongest sales item appears to be a Karlheinz Stockhausen set, which utilizes five different conductors in its two selections. Completing the release are a chamber music pressing and a choral LP.

The packages of the new series contain horizontal bands of similar color with one color section comprising most of the cover with four bands at the top (the Stockhausen set contains shades of blue). Under the DGG logo in the upper right-hand corner is "avant garde" in lower case black letters.

Stockhausen supervised and produced the recordings of his intricate works and is one of the conductors in each. In "Gruppen" for three orchestras, the Cologne Radio Symphony is divided into three sections

with Bruno Maderna and Michael Gielen as the other conductors. "Carre" for four orchestras and choruses. Here the divided orchestra and chorus of North German Radio, Hamburg are "Mauricio Kagel, Andrzej Markowski, Gielen and Stockhausen. This serene piece is a masterful conception.

First recordings by well-known contemporary composers (Continued on page 96)

Metropolitan Plans 6 New Productions for 1969-1970

Continued from page 4

ture Birgit Nilsson, Reri Grist, Lili Chookasian, Jess Thomas, Thomas Stewart, Gekhard Stolze, Zoltan Keleman and Karl Ridderbush. Karajan is recording the cycle for DGG with many of the same principals. Miss Nils-

son and Stolze have recorded their roles on London. The four-year Met project is being sponsored by Eastern Airlines.

A gift of Mrs. DeWitt Wallace, a founder and co-chairman of Reader's Digest Association, is making the new "Boris" possible. Nicolai Ghiaurov will sing the title role as will Siepi. Other principals will be Raina Kabaivanska, Judith Forst, Jean Madeira, Nicolai Gedda, George Shirley, William Dooley and Fernando Corena, Zubin Mehta conducting.

Silvio Varviso will conduct the "Orfeo," which will feature Grace Bumbry, Gabriella Tucci and Roberta Peters. Miss Bumbry has recorded Orfeo for Angel. The production is being sponsored by Francis Goelet.

Miss Darre in Fine Concert

NEW YORK—Jeanne-Marie Darre gave a brilliant performance as soloist in Saint-Saens' "Piano Concerto No. 2" with the American Symphony at Carnegie Hall on Monday (13). Miss Darre's graceful, sensitive pianistic acrobatics drew a thunderous ovation. She responded with two brief flashy solo encores.

While Vanguard is Miss Darre's U. S. label, she has recorded the Saint-Saens piano concertos for Pathe. Everett Lee conducted the concerto and Hindemith's "Concert Music for Strings and Bass, Op. 50" and Dvorak's "Symphony No. 6."

FRED KIRBY

Westminster Bows Tenor

NEW YORK — Westminster Records is introducing Spanish tenor Pedro Lavirgen to U. S. consumers this month with an operatic aria album obtained from Hispavox. The seven other Westminster January titles include a South American guitar recital by Ramon Ybarra and four-piano music of Schubert and Mozart performed by Paul Badura-Skoda and Joerg Demus.

The Tipton Trio performs sonatas for flute, cello and harpsichord of Rameau and Blavet, while the Allegri String

Quartet has a Mozart-Beethoven coupling. Soprano Maxine Makas sings 25 Poulenc art songs accompanied by pianist Anthony Makas.

Bach orchestral music is offered by Robert Rudolf and the Vienna Radio Orchestra with soloists Martin Isepp, harpsichord; Kurt Rapf, organ; Karl Koblinger and Karl Gruber, oboes d'amore; Wilhelm Heinrich, trumpet, and Hans Kneihe, recorder. Completing the release is an album of Bartok, Dohnanyi and Kodaly played by violinist Robert Gerle and pianist Regis Benoit.

NEW ACTION LP's

Billboard SPECIAL SURVEY For Week Ending 1/25/69

Title, Artist, Label & No.

CHOPIN: ETUDES

Agustin Anievas, Seraphim S-60081 (S)

RACHMANINOFF: PIANO CONCERTO NO. 3

Weissenberg/Chicago Symphony (Pretre), RCA Red Seal LSC 3040 (S)

A BAROQUE OPERA FESTIVAL (2 LP's)

Sutherland/Various Artists/London Philharmonic Orch. (Bonyngel), London OSA 1270 (S)

DONIZETTI: LUCIA DEL LAMMERMOOR (2 LP's)

Callas/Di Stefano/Gabbi/Florence May Festival 1953, Seraphim 1B 6032 (M); (No Stereo)



Ormandy, the Philadelphia Orchestra, and RCA are right where they belong.

Together.



LSC-3055*



LSC-3065*



LSC-3058*



LSC-3059



LSC-3060



LSC-3057



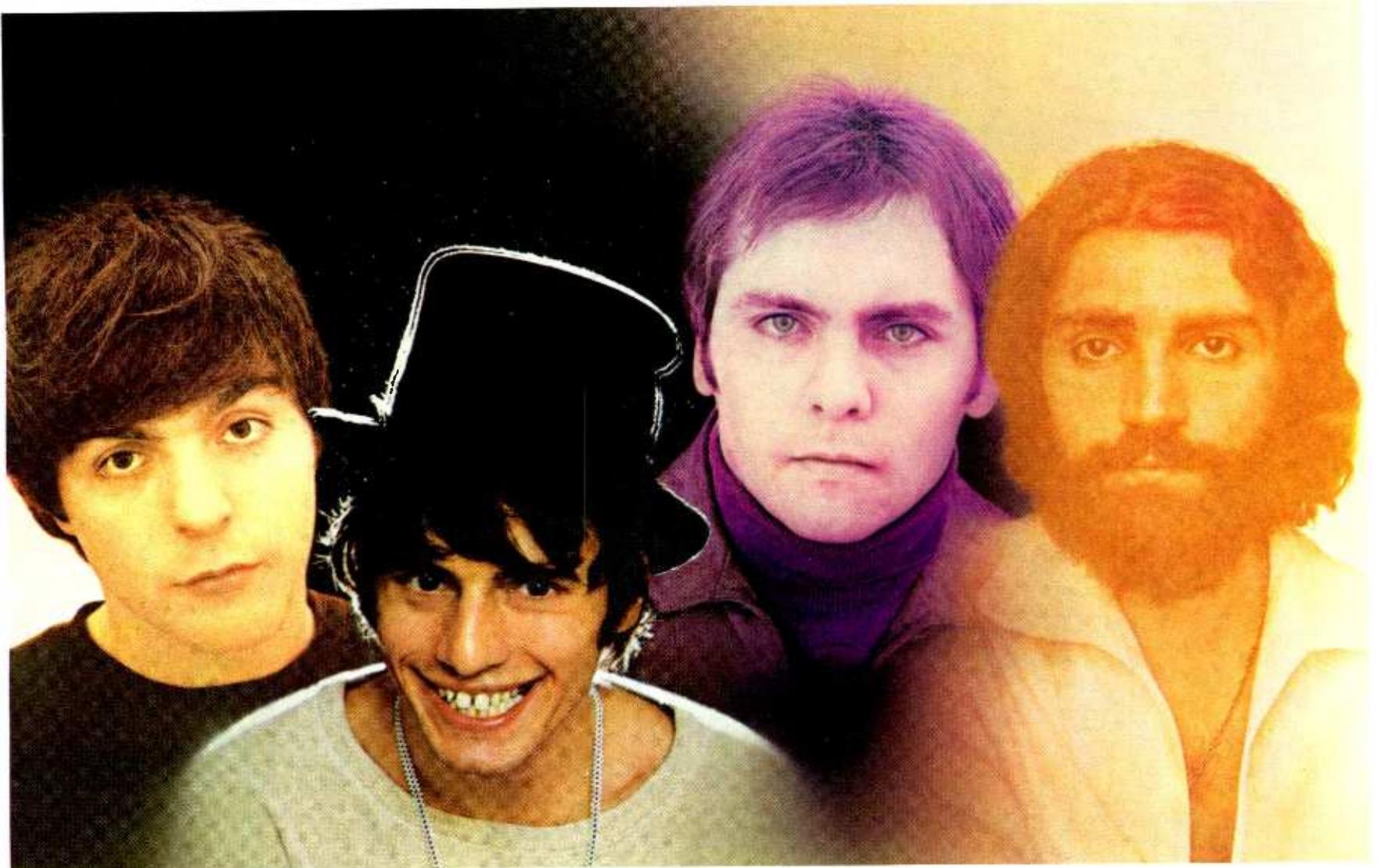
BONUS ALBUM

And to celebrate the start of this distinguished exclusive collaboration, Red Seal has devoted the entire six-album January release to the orchestra. Two of the albums feature the artistry of Artur Schnabel and Van Cliburn. Packaged with each album in this release is a free limited edition bonus recording of highlights in the history of the Philadelphia Orchestra. A national advertising campaign—including full pages in major market newspapers—and complete point-of-sale display pieces back this milestone release.



* Available on RCA Stereo 8 Cartridge Tape.

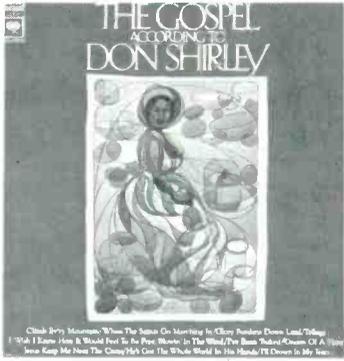
Thanks for a wonderful year
THE RASCALS



Management Sid Bernstein

Billboard Album Reviews

JANUARY 25, 1969



JAZZ
THE GOSPEL ACCORDING TO DON SHIRLEY—Columbia CS 9723 (S)
 This is Shirley's usual group, piano backed by cello and bass, with occasionally an orchestra tacked on, performing a selection of gospel tunes ("I've Been Boked," and "The Saints"), gospel influenced material, and some mavericks such as "Climb Ev'ry Mountain" and "Blowin' in the Wind." However, the whole album keeps in the gospel-jazz groove with distinct commercial potential.



CLASSICAL
SCHUBERT: WANDERER FANTASY/MOMENTS MUSICAUX—Wilhelm Kempff, DGG 139 372 (S)
 Wilhelm Kempff's performances here are brilliant, and this, coupled with the romantic repertoire, makes the package a strong one for classical buffs. The sound is excellent.



CLASSICAL
MOZART: SYMPHONIES Nos. 28 & 29—Berlin Philharmonic (Boehm), DGG 139 406 (S)
 One of the world's foremost Mozart interpreters, Karl Boehm here conducts the superb Berlin Philharmonic in superlative performances of the often-performed "Symphony No. 29" and the less-often-recorded "Symphony No. 28." Boehm will again conduct in the U. S. this season.

★★★★ 4 STAR ★★★★★

SOUNDTRACK ★★★★★
SOUNDTRACK—Buona Sera, Mrs. Campbell. United Artists UAS 5192 (S)

POPULAR ★★★★★

WERNER MULLER—Vienna. London SP 44118 (S)
DAVID ROSE—Something Fresh. Capitol ST 124 (S)
GUY LOMBARDO—The New Songs! The New Sounds! Capitol ST 128 (S)
SAMMY KAYE—Music From Sweet Charity. Decca DL 75074 (S)
TAJ MAHAL—The Natch'l Blues. Columbia CS 9698 (S)
LENNY DEE—Turn Around, Look at Me. Decca DL 75073 (S)
QUARTE TRES BIEN—Our Thing. Decca DL 75044 (S)
ZACHARIAS PLAYS THE HITS—Capitol ST 150 (S)

WOODY'S TRUCK STOP—Smash SRS 67111 (S)
STAINED GLASS—Crazy Horse Roads. Capitol ST 154 (S)

FRESH FRUIT FROM THE STRAWBERRY STREET SINGERS—RCA Victor LSP 4084 (S)

CURT RAMSEY'S CHAMPAGNE QUINTET—Sweet Memories. Ranwood R. 8038 (S)

NORMA ZIMMER SINGS HER MOST REQUESTED SONGS—RCA Victor LSP 4071 (S)

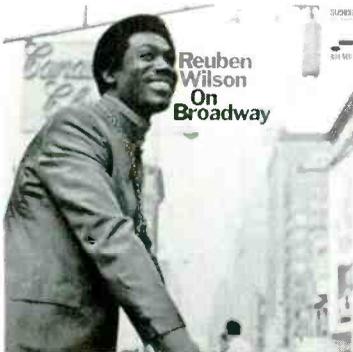
FLOATING BRIDGE—Vault 124 (S)

BOBBY LAUREL—Beautiful Days of My Youth. MGM SE 4618 (S)

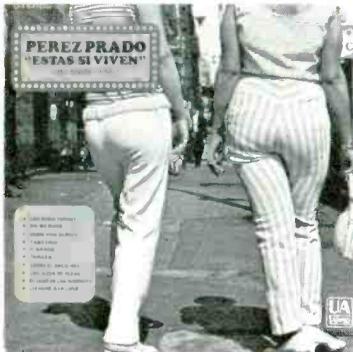
LOW PRICE POP ★★★★★

LIVING PERCUSSION—The Beat Goes On. RCA Camden CAS 2255 (S)

• Continued



JAZZ
REUBEN WILSON ON BROADWAY—Blue Note BST 84295 (S)
 Reuben Wilson is one of the top jazz organists around and this package should bring him the popularity he deserves. It's a swinging set he plays with his talented quartet and the numbers bounce out with a happy drive. There's a strong chance here for pop attention, too.



INTERNATIONAL
PEREZ PRADO—Estas Si Viven. UA Latino L 31032 (S); LS 61032 (S)
 Perez Prado shows both audacity and ingenuity in his latest album offering; for one thing, the ventures into the mundane with "Los Ojos de Texas (The Eyes of Texas)" and out of the mists of time with "On My Mind." Back into the mists with "Sobre el arco Iris" (Over the Rainbow). But the trend is fascinating music. Exotic and tempting.



INTERNATIONAL
VICENTICO VALDES—Arriba Vicentico! UA Latino L 31034 (M); LS 61034 (S)
 Sexy, torchy tunes by a master of this type of music in the Latin field. The background is lush and exotic behind such tunes as "Buscame en Ti." Vicentico Valdes blends mariachi instruments with full orchestration on some of the tunes like "Acercame a Tu Vida," while driving drums accent "Porque Tengo Tu Amor."

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The charts tell the story—Billboard has THE CHARTS

Album Reviews

4 STAR

• Continued

COUNTRY ★★★★★

HARGUS ROBBINS—One More Time. Chart CHS 1011 (S)
PAT PATTERSON—Most Requested Country Songs. Jalap LP 0001 (S)

LOW PRICE COUNTRY ★★★★★

WENDY DAWN—Harper Valley P.T.A. RCA Camden CAS 2293 (S)

CLASSICAL ★★★★★

BRUCKNER: 8 MOTETS/150th PSALM—Stader/Various Artists/Berlin Philharmonic (Jochum). DGG 136 552 (S)
BRAMMS: COMPLETE CELLO SONATAS—Janos Starker. Everest 3235 (S)
BEETHOVEN: NINTH SYMPHONY—Various Artists/Berlin Philharmonic (Furtwaengler). Everest 3241 (S)
ROMANTIC VIENNA—Boys Choir of Vienna Woods/Vienna State Opera Orch. (Etti). Everest 3240 (S)

BEETHOVEN: NINTH SYMPHONY—Various Artists/Berlin Philharmonic (Furtwaengler). Everest 3241 (S)

ROMANTIC VIENNA—Boys Choir of Vienna Woods/Vienna State Opera Orch. (Etti). Everest 3240 (S)

ROMANTIC VIENNA—Boys Choir of Vienna Woods/Vienna State Opera Orch. (Etti). Everest 3240 (S)

JAZZ ★★★★★

DUKE ELLINGTON—Hot in Harlem, Vol. 2. Decca DL 79241 (S)

GUITAR SOUNDS FROM LENNY BREAU—RCA Victor LSP 4076 (S)

THE JOE THOMAS GROUP—Comin' Home. Cobblestone CBS 7001 (S)

EDDIE GALE'S GHETTO MUSIC—Blue Note BST 84294 (S)

SPECIAL MERIT PICKS

POPULAR

TED HEATH—Swing Is King Vol. 2. London SP 44113 (S)

Ted Heath's finely drilled British big band work their collective way through a set of familiar standards from the swing era, from Miller's "String of Pearls" to Herman's "Apple Honey." Stereo, as always in this series, is exceptional although personnel listings would have helped. Driving instrumentals.

GORDON MACRAE—Only Love. Capitol ST 125 (S)

MacRae's legit baritone voice is just right for this program of quality songs from the current crop of Broadway musicals. "Only Love," from Kander & Ebb's "Zorba" and "Whoever You Are I Love You" from the Bacharach-David smash "Promises, Promises" are two ballads sung with casual grace. A welcome package for Broadway buffs.

BOTH SIDES OF PEOPLE—Capitol ST 151 (S)

The People had a solid hit a while back with their "I Love You," single, and the follow-up LP proved equally successful. This latest venture gives them even more opportunity to display their talent and versatility, as they offer a well-balanced program of smooth rock material. "I've Got You on My Mind" and "You'll Never Know for Sure" are standouts, and a country-flavored "Hasty Heart" is exceptional and interesting.

THE BEST OF PETE JOLLY—Mainstream S 6114 (S)

Basically this is Jolly with bass and drums (occasionally strings and a bite of brass are added) and a style that is easy-on-the-ear jazz, nothing frightening or far out. Included are two tracks that achieved hit status for Jolly's piano artistry—"Little Bird" and "Sweet September." But it is also tracks like "Hello, Dolly" that will widen his appeal.

MRS. MILLER—Does Her Thing. Amaret ST 500C (S)

Mrs. Miller is back and this time with some material especially written for her including songs with a contemporary flavor, such as "Green Thumb" and "The Roach." But, this unusual performer who still gets TV exposure, also tackles the recent hits with "Green Tambourine" and the standard "Tip Toe Through the Tulips" among the highlights. "Renaissance of S-mut" is another good cut for this irresistible artist.

ALBUM REVIEWS

BB SPOTLIGHT

Best of the album releases of the week in all categories as picked by the BB Review Panel for top sales and chart movement.

SPECIAL MERIT

Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

FOUR STARS

★ ★ ★ ★ Albums with sales potential within their category of music and possible chart items.

JOE HENDERSON—Tetragon. Milestone MSP 9017 (S)

LOW PRICE CHILDREN'S ★★★★★

CHARLES R. GREEN—The Unicorn. RCA Camden CAL 1103 (M); CAS 1103 (S)

INTERNATIONAL ★★★★★

LATIN DIMENSION—It's a Turned On World. Columbia ES 1926 (M); EX 5226 (S)

NATIONAL ANTHEMS OF THE WORLD—Vienna State Opera Orch. Everest 3239 (S)

FRANK FERRER JR. ORCH.—The Wonderful Latin-American Sound of Puerto Rico. RCA International FSP 220 (S)

POLKA ★★★★★

LI'L WALLY—Witamy Prezydenta (Welcome Mr. President). Jay Jay 5121 (S)

SPOKEN WORD ★★★★★

A TREASURY OF GERMAN POETRY—Alfred Rothschild. Spoken Arts SA 998 (M)

GOSPEL ★★★★★

BROTHER JOE MAY—I've Been Dipped in Water. Nashboro NLP 7057 (S)

REV. JASPAR WILLIAMS—I'm Black I'm Proud. Jewel LPS 0024 (S)

BETHANY MEN QUARTET—Songs for Life. Creative Sound CSS 1509 (S)

JACK HOLCOMB—Dearest to My Heart. Canaan CAS 9656-LP (S)

DOROTHY LOVE COATES & THE GOSPEL HARMONETTES—Till My Change Comes. Nashboro NLP 7065 (S)

BROTHER SCOTT—A Response. GIA M/S 117 (S)

GIANT BUDDY HOLLY—Coral CRL 757504 (S)

No fan—thus no radio station—could afford to ignore this unique album of one of the pioneers of rock, Mr. Buddy Holly. This is a selection and collection of some unheard and only slightly heard material. A collector's item that a substantial audience will want to have in their files—and no radio station should be without.

LES WILLIAMS ORCH.—The Collected Works of Donovan. Imperial LP 12422 (S)

Donovan is a musical magician, and even when he's not chanting his own sung poems, his melodies—translated instrumentally for easy listeners—are tunes for light jazz swingers and lovers of that lush orchestrated sound applied to folk and calypso rhythms. "There Is a Mountain," "Mellow Yellow," "Colours" and nine more Donovan hits are tasty moments of music from Les Williams' group.

LOW PRICE POP

CHET ATKINS—Relaxin' with Chet. RCA Camden CAS 2296 (S)

Some of the older works of the nation's greatest guitar-player—Chet Atkins. Here's his "April in Portugal," and "Say Si Si" and "In the Chapel in the Moonlight." This LP is bound to strike psychological responsible chords in the older (five and 10 years ago) generation and the younger generation will findlate at the development of Mr. Guitar.

COUNTRY

MERLE TRAVIS—Strictly Guitar. Capitol ST 2938 (S)

These guitar instrumentals by Merle Travis are loaded with originality and taste, and the album includes a wonderful list of selections. Included are "Heart of My Heart," "Lazy River," "Cuddle Up a Little Closer," "Way Down Yonder in New Orleans" and more.

CLASSICAL

SYLVIA MARLOWE PLAYS FRANCOIS COUPERIN LE GRAND—Decca DL 71061 (S)

Sylvia Marlowe, one of today's premier harpsichordists, again turns to Francois Couperin with highly satisfying results. In addition to the "25th Ordre" and the "26th Ordre," Miss Marlowe expertly plays seven shorter pieces, some of which are recording firsts.

SEGOVIA AND THE GUITAR—Andres Segovia. Decca DL 79931 (S)

Decca has re-packaged and re-channeled two Andres Segovia LP's (Bach: Chaconne, No. DL 79751) for simulated stereo play on the guitar maestro. Now available in stereo are, on this disk, compositions by Luys de Narvaez, Dowland and Alessandro and Domenico Scarlatti, while the "Bach" LP features Segovia performing works by Sors, Mendelssohn, Villa-Lobos and Rodrigo. The two records are fine collector's material.

FOLK

HEDGE & DONNA 2—Capitol ST 107 (S)

This fine folk duo's second Capitol album offers one excellent number after another.

Lawyers: Advances Not the Thing

By GEOFFREY LINK

SAN FRANCISCO — This city's two leading lawyers for rock musicians, Brian Rohan and Richard Hodges, believe the reputation groups here have for demanding large contract advances is unjustified.

"No one in this town is demanding huge advances," Rohan said. "The emphasis now is on the contents of the contracts. We are more interested in promotion and publicity, good production and a fair royalty rate."

"Not only are we not asking for big advances," agreed Hodges, "but the market conditions have changed and we're not in as strong a bargaining position as a year ago."

Rohan, lawyer for 30 groups — 21 of which have signed contracts, including the Grateful Dead, Blue Cheer and Sir Douglas Quintet — answered Dunhill Records vice-president Jay Lasker, who recently charged that in San Francisco "all you hear about are the huge advances everybody's getting."

Both Dunhill and Tetragrammaton Records have refused to offer advance money for signing groups, preferring to invest in promotion and production.

More Important

"Other things in the contract are more important," said Hodges, "such as independent producers for the bands and making sure the groups get to keep all copyrights on their own material."

Rohan said the groups are willing to forgo big front money for "more live promotion—free concerts in parks, universities and benefits — and some degree of artistic control. They don't want to be pushed through the studio."

The reputation for demanding big advances stems mainly from contracts signed by a few groups in late 1967 and early 1968 when record companies began to tune in on the San Francisco Sound.

Quicksilver Messenger Service (Capitol), the Steve Miller Band (Columbia) and Mother Earth (Mercury) at that time all negotiated long-term contracts in excess of \$500,000 and

Donna's sensitive "Four Women" and Hedge's "Always and Endless" are among the standouts. Topnotch cuts by both young artists include "From Silverlake," "Little Child" and the spiritual "Josea."

GOSPEL

THE SACRED SIDE OF JACKIE DAVIS—Brunswick BL 754143 (S)

Jackie Davis, a persuasive and powerful reader of church classics, invites listeners to participate in the religious mood of "Remember Me," "In the Garden" and "Deep River" and nine more arrangements. Vocals with instrumental accompaniment are Davis' forte, while his deep, rich work on the Hammond organ multiply his skill as a translator of melodic and lyrically beautiful gospel songs.

SPOKEN WORD

VARIOUS ARTISTS—Classic American Short Stories. Spoken Arts SA 3001 (S)

Spoken Arts has created an impressive deluxe package of 10 LP's featuring the very best in American short stories. The distinguished narrators include Robert Ryan, Alexander Scourby and Hurd Hatfield, among others, and the authors represented run the gamut from Poe, Twain and Hawthorne to Harte, O. Henry and Washington Irving. The beautiful boxed edition will prove an important addition to school and home libraries.

GRAVES: THE RUBAIYAT OF OMAR KHAY-YAM AND OTHER POEMS—Robert Graves. Spoken Arts. SA 1010 (M)

Robert Graves effectively reads the translation of the "Rubaiyat" by Omar Ali-Shah and himself on this disk, as well as 23 of his short poems. He reads the same "Rubaiyat" translation on SA 965, which also has the Edward Fitzgerald translation read by Robert Speaight and Maxine Audley.

received \$65,000 or more front money.

Mess Up Group

Rohan believes the big advances "just mess a group up" (Steve Miller and Mother Earth have undergone personnel changes) and admits "we were unsophisticated" when the front money was demanded. But at that time, he said, groups felt the advances were necessary "to make sure companies had an interest in them."

Now advances in the \$20,000 range are more typical, Rohan said, and in some cases artists sign for less. Two bands he represents are asking for no advances.

Hodges, who represents 17 groups — eight of which have been signed, including Mad River, Steve Miller and Country Joe and the Fish—believes a "very good deal" for a "super group" (one with a large local following that has played the major dance halls) now is \$30,000 spread out over a year."

Josey: Ops Stunt Stereo Disk Growth

AUSTIN, Tex. — Jukebox operators are hampering the growth of the stereo single, charges Bill Josey, president of Sonobeat Records which specializes in stereo singles for the jukebox industry.

Most jukeboxes in the Texas area advertise "Stereo Music" on the machine itself, but the operators haven't installed a stereo speaker system at the location, Josey said. Too, stereo records cannot be recorded as loud as monaural singles; stereo records are often as much as 10 decibels quieter than monaural records because the groove must carry twice the information and must therefore be wider. The difference in loudness levels makes most stereo singles impractical for jukeboxes. They are too low to be heard clearly, according to Josey.

K-K 'Redirecting' Fruitgum & Express Along New Tracks

NEW YORK — The 1910 Fruitgum Company and the Ohio Express are undergoing a "redirection" process by Jerry Kasenetz and Jeffrey Katz to "gear them for an expanding audience."

The redirection includes additional personnel, new stage acts and a broadening of musical styles for the two groups, both of whom have turned in million-selling "bubblegum" hits.

Jamie Lyons, former lead singer of the Music Explosion, is the new lead voice for the Ohio Express. The Express also added Bud Kaye, organist, formerly with the You Know Who group.

The 1910 Fruitgum Company has added Chuck Trois, formerly of the Soul Survivors, plus three horn men for a new group total of eight. The new musicians will be used on recordings and in personal appearances.

Both Lyons and Mark, lead singer of the 1910 Fruitgum Company, will have solo releases later this month issued on Kasenetz and Katz's Super K Records label. The current group singles on Buddah Rec-

In October of 1967, Hodges said, "a super group could have got \$50,000 to \$60,000" advance money.

Rohan and Hodges agree that a rock band's high equipment and transportation costs are a major factor in determining advances. "Any rock group is going to need \$15,000 over the first year just to function," Hodges said.

Also in mind is a profit-sharing deal, Rohan said, with royalties on a sliding scale—low at first and then increase as sales rise. The old standard rate of 3 per cent of 90 per cent of gross sales is "negotiable," Rohan added, with royalties now usually at 5 per cent of 100 per cent of sales and some groups getting up to 8 per cent.

Mother Earth's royalties are tied strictly to LP sales. They begin at 7 per cent, and if sales reach 250,000 LP's the first year, they go up ½ per cent, and ½ per cent for each succeeding 50,000 LP's up to 10 per cent.

"An answer to this problem would be for jukebox manufacturers to build an automatic gain control into their units. This, in the form of a small, inexpensive integrated circuit, would automatically compensate for differences in levels of one record to another and would provide that an over-all high level would be assured," Josey said. "And manufacturers could provide stereo speaker systems, wiring diagrams, and hints for installation of stereo systems to the jukebox operators."

He said that Sonobeat was waiting for the stereo single business to come of age. "We know it will, that's why we're in it now." He complimented Johnny Bilotta for his foresightedness on stereo singles. Sonobeat produces only stereo singles, selling to the consumer as well as the jukebox field.

ords are "Sweeter Than Sugar" (Express) and "Indian Giver" (Fruitgum).

Stage presentations for the groups are being reorchestrated by Peter Reynolds. Following through on the "redirection" theme for recordings, Kasenetz and Katz are currently at work on albums for the groups, (both to be titled "Two Sides Of . . .") which will feature rhythm and blues and underground cuts as well as "bubblegum" recordings.

Record Plant to Build Coast Unit

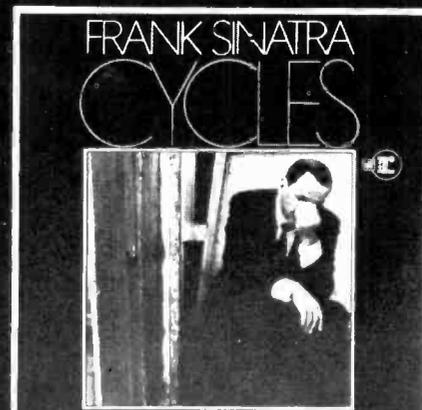
NEW YORK—Record Plant, a nine-month-old multisound studio recording complex, has begun negotiations for the building of an operation in Los Angeles. It's expected that the new studio facilities will be ready by the spring.

The Record Plant is having a computer control board designed. The board will be installed in late 1969.

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



From



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Europe too is going Stereo 8

RCA

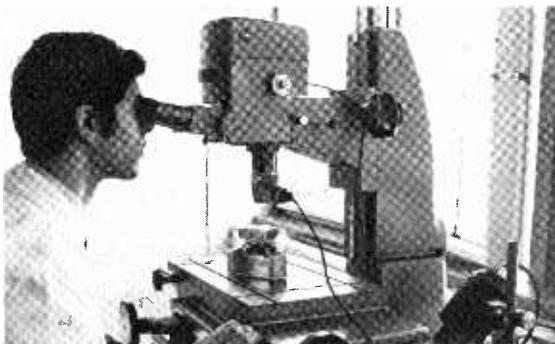


RCA Stereo 8 cartridges run on Europe's roads for a new way of driving

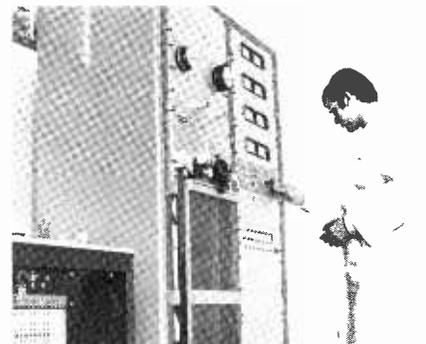
Production facilities in Rome



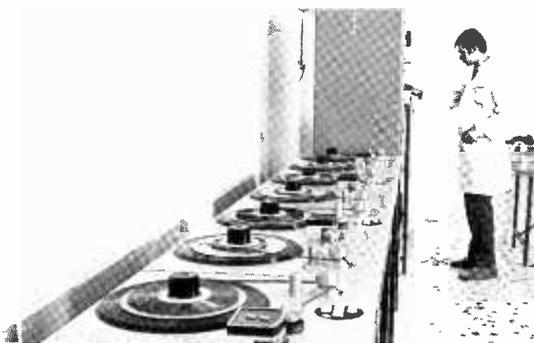
Mastering Room



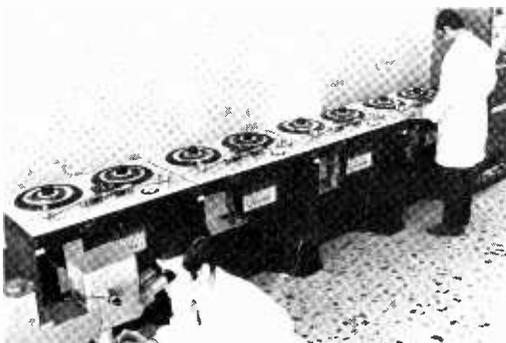
Heads and tracks microscope control



Master Reproduce System with basket and logic



High Speed Slaves Focused-gap-system



Stereo 8 Assembly Line

RCA S.p.A. - Via Tiburtina Km. 12 - Roma, Italy

International News Reports

Morandi, 'Raining' Take Canzonissima

MILAN—The winning artist in the 1968 edition of Canzonissima, the 15-week-long Saturday night pop singer/song competition run in conjunction with Italy's annual New Year's lottery, was Gianni Morandi (RCA), with 494.43 points, singing "Scende la Poggia" (It's Raining).

The annual event, sponsored by RAI, the Italian radio and TV corporation, is considered one of Italy's most important springboards for record sales because of wide audience appeal. The competition ended Jan. 6.

Second, with less than half the points, was Claudio Villa (Fonit-Cetra), 224.67 points, singing "Povero Guore" (Poor Heart).

He was followed by Al Bano (EMI-Italiana), 99.72 points, with "Mattino" (Morning); Orietta Berti (Phonogram), 75.06 points, "Se Mi Innamoro di un Ragazzo Come Te" (If I Fall in Love With a Boy Like You); Patty Pravo (RCA), 59.76 point "Tripoli 1969"; and Caterina Caselli (CGD), 46.36 points, "Il Carnevale" (The Carnival).

Since the Finalissima phase of

Canzonissima started, four of the final six songs have entered the top 15 of Italian charts: "Scende la Poggia," No. 4; "Tripoli 1969," No. 9; "Carnevale," No. 13; and "Mattino" No. 15.

Hosts for the 1968 series of Canzonissima broadcasts were PDU artist Mina, actor Walter Chiari, and comic Paolo Panelli.

Forty-eight singers, including three foreign artists, Shirley Bassey (United Artists), U. K.; Antoine (Vogue), France; and Rocky Roberts (Durium), U. S., participated in the contest which consisted of five rounds: past song hits (eight broadcasts of six singers each), current song hits (three broadcasts of eight singers each), unpublished songs (two broadcasts of six singers each), the semi-finals and Finalissima (one broadcast each in which the six semi-finalists reperformed their new songs).

Elimination of participants was determined by postcard votes sent in by mail and by the verdict of three special juries, with the exception of the semi-finals, when only mailed-in votes were counted. The Finalissima was judged by special panels of 25 jurists in 20 local RAI stations.



NANCY WILSON with Augusto Marsagao, director of the Brazil International Festival of Popular Song. Miss Wilson will be a U. S. representative on the Festival jury this year.

40 Songs Will Vie in Rio's Song Contest

RIO DE JANEIRO — Forty carnival songs have been selected to compete in the annual, state-directed Song Competition. Six judges from the Popular Music Council of the Image and Sound Museum will select 19 songs for the final, when the songs are presented at the Joao Caetano Theater, Feb. 2-6.

Finals will be held at the Maracanazinho Stadium, Feb. 8.

First prize, and the Lamar-tine Babo Trophy, is worth \$2,500 to the writer. Second prize is worth \$750; the third-prize winner receives \$500.

The winning singer or group receives the Carmen Miranda trophy and \$500. Second prize is \$375 and third \$250.

Emphasis in the competition is on the samba. In the 40 songs selected, the saba outnumbers marches, while a number of songs deal with current events, including Dr. Barhard's heart transplant operation. Revolution and war are not included.

Companies are promoting carnival song records disks, and manufacturers are planning to close their plants during February for the usual month-long vacation.

MENDES TOUR NETS 4 T'JNES

RIO DE JANEIRO — On a recent trip, Sergio Mendes picked up four titles for inclusion on his upcoming album. They were "O Ovo" (The Egg), by Hermeto; "O Sonho" (The Dream) and "Pr'um Espaço" (For a Space) by Egberto Gismonti; and "De Onde Vens" (Where Do You Come From?), by Dori Caymmi and Nelsinho Mota.

Mendes and Herb Alpert arrived in Brazil for a vacation.

RPM Moves Out On Ad Front

JOHANNESBURG — RPM Records became the first local record company to place a full-page advertisement in two colors in the South African Sunday Times. The paper has the biggest circulation in South Africa.

RPM used the advertisement to promote one album.

Top Writers Of Mexico

MEXICO CITY — Mexico's top 10 money-making composers were listed by the Society of Authors and Composers of Music when the Society revealed 1968 royalty collections nationally and world-wide reached \$1,200,000, \$104,000 over 1967.

The top 10 by income: Agustín Lara, Jose Alfredo Jimenez, Gabriel Ruiz, Alberto Dominguez, Consuelo Velazquez, Carlos Riguil, Mario Riguil, Mario Molina Montes, Alvaro Carrillo and Lorenzo Barcelata. Homero Aguilar was 11th.

Vazquez Top Peerless Act

MEXICO CITY—Marco Antonio Vazquez was Peerless de Mexico's top seller on 45's, EP's and LP's, according to a report published by the firm.

Top 45's were "Me Das Una Pena" (Marco Antonio Vazquez); "Conozco a Los Dos" (Frankie y Los Matadores); "Amor Sincero" (Hermanos Zai-zar); "Urgencia" (Jose Martin); "Charanga Costena" (Corraleros de Majagual); "La Pelirroja" (Fabulosos del Ritmo); "Amor Necio" (Marco Antonio Vazquez); "Me Piden" (Los Babys); "Duda" (Gustavo Morales) and "Arrividerci" (Frankie y Los Matadores).

Top EP's were "Me Das Una Pena" (Marco Antonio Vazquez); "Conozco a Los Dos" (Frankie y Los Matadores); "Charanga Costena" (Corraleros de Majagual); "Amor Sincero" (Hermanos Zai-zar); "Eleanor" (Tortugas); "Amor Necio" (Marco Antonio Vazquez); "Delilah" (Tom Jones); "La Pelirroja" (Fabulosos del Ritmo); "Urgencia" (Jose Martin) and "Me Piden" (Los Babys).

Top albums were "Me Das Una Pena" (Marco Antonio Vazquez); "Amor Necio" (Marco Antonio Vazquez); "Charanga Costena" (Corraleros de Majagual); "Eres Arco Iris" (Rolling Stones); "Amor Sincero" (Hermanos Zai-zar); "La Pelirroja" (Fabulosos del Ritmo); "Urgencia" (Jose Martin); "Celos" (Duetto Fontana); "Delilah" (Tom Jones) and "Negrita Concepcion" (Los Sonor's).

Churls to A&M

TORONTO — A&M Records has signed the Churls, a Toronto group. A single and album are being recorded by the group.

Sales Upsurge At Nor-Disc

OSLO—Nor-Disc's sales in 1968 were up 34 per cent over 1967, according to the company's managing director, Totto Johannessen.

"The main reason for the increase," said Johannessen, "is the widening range of LP material in our catalogs. Our best-sellers through the year were albums by Decca artists Tom Jones and Engelbert Humperdinck; A&M artists Herb Alpert and the Tijuana Brass, and Polydor's James Last."

The album sales boom has been general in Norway. Singles sales have remained steady. LP's, on the other hand, increasingly outsell singles in terms of value—a trend which began in 1967.

Johannessen was attending MIDEM in Cannes with press officer Mrs. Kari Neegard, after participating in the DGG repertory meeting in Eindhoven, Holland, Jan. 20-21.

Holland's Top Tunes Listed

AMSTERDAM—Top song in Holland for 1968, according to the year's charts compiled by Radio Veronica, was Heintje's "Ich bau' dir ein Schloss" on CNR, published by Basart. Second was Tom Jones' "Delilah" (Decca); third was "Times Were When" (Imperial) by the Dutch group, the Cats.

Of the 1968 Top 100 compiled by Veronica, 24 were domestic productions, 34 were of U.S. origin and 36 British.

The Bee Gees and the Beatles each had four titles in the list, and Tom Jones three.

From The Music Capitals of the World

COPENHAGEN

EMI has released a Danish album of the Disney cartoon "The Jungle Book" to coincide with the film's premiere here. The record, on the Disneyland label, features the voices of Joachim Clausen, Freddy Albeck, Sven Asmussen, the late Preben Uglebjerg and Ulrik Neumann in a translation by Sejr-Volmer Sorensen. Nordisk Film co-produced the record. . . . The German hit "Arrividerci Franz," written by Henry Mayer, has scored heavily here in the version by Birthe Kjaer on CBS. The song is sub-published by Sweden Music. . . . Danish artist Ludvig Brandstrup was the subject of a special tribute program on Television. NPA released an album featuring the artists who took part in the show and Tono released an LP of tracks recorded some years ago by Brandstrup. . . . Nordisk Polyphon has launched the reactivated Jazzland, Riverside and Battle labels on the Danish market. . . . Charlez Aznavour was in Copenhagen for a concert, and Tono did special promotion on the Aznavour Barclay recordings. . . . EMI has acquired representation of the Dunhill label in Denmark. ESPEN ERIKSEN

SAN JUAN

Bobby Rydell ended his date at the Caribe Hilton Hotel Jan. 16. . . . Cotique Records (N. Y.) is releasing five albums with the Puerto Rico market in mind. Three of them: "Hot Pastrana" by Joey Pastrana and his orchestra; "Good People" by the Lat-Teens and "The Meditation" by the TNT Band with Tito Ramos, vocalist, have been teen dance-oriented. Trio Copas and "El Brindis del Bohemio en New York" are an easy listening album. Cotique has enjoyed good sales in Puerto Rico during the past six months. . . . Johnny (El Bravo) Lopez and his group (Velvet Records) have a hit in "Celeste," from the album "Fabulous Latin Soul," Lopez, who started recording with Seeco Records, is popular among

teen crowd via his weekly TV shows (Channel 4) and playing one-night shows in all the key spots here. ANTONIO CONTRERAS

DETROIT

The Whit-Lo Singers, conducted by Arthur Whitemore, appeared Saturday (18) at the Masonic Auditorium. . . . Wayne Cochrane and the C. C. Riders open for one week Monday (20) at the Moon Supperclub. . . . The Sounds of Soul show, presented by Earl Buchanan, is booked into Cobo Arena Saturday (25). On the show will be the Unifics, Booker T and the MG's, Mary Wells, King Curtis, the Dells, Peaches and Herb, and the Counts. . . . Mike Paine is the new early afternoon disk jockey on WJLB. ROGER BASS

SAN FRANCISCO

The Bach Aria Group presented its first concert here in six years Jan. 7. . . . Buck Owens and His Buckaroos played the Circle Star Theater Monday (20) with Sheb Wooley, Freddie Hart, Tommy Collins and Rose Maddox. . . . Pat Boone and Roger Williams play the Circle Star Jan. 21-28. . . . Rod McKuen opens Friday (31) at Basin Street West. . . . Sarah Vaughan is at the Fairmont Hotel's Venetian Room through Feb. 5. . . . The Family Dog staged its first show at Winterland, Jan. 18-19, since being forced to close last month because it lost its Avalon dance permit. The ballroom is set to reopen soon. . . . The Mothers of Invention, Sir Douglas Quintet, Pacific Gas and Electric performed as did Peter Albin, bassist, for Big Brother and the Holding Company. Lights were by Jerry Abrams' Headlights. . . . Tim Hardin is at Winterland Friday and Saturday (24 & 25). The booking coincides with the release of Hardin's first LP for Columbia, "Suite for Susan Moore and Damian." . . . Sanpata, Crystal Syphon and Crazy Horse are scheduled for Fillmore West's audition night in (Continued on page 85)



4 Signings Key Cap. of Canada Big Thrusts at French Mart

By RITCHIE YORKE

MONTREAL — Capitol Records of Canada this week made big strides into Canada's French-speaking market with the signing of four major names, including Pierre LaLonde. In addition, Capitol intends to launch the new signings in English-speaking Canada and throughout the rest of the world.

Ron Plumb, executive vice-president and general manager, announced the signing of LaLonde, and fellow singers Claude Valade, Natalie Baron and Alain Olas.

Plumb added that negotiations had been made for these artists over the last few months by Paul White, director of a&r for Canadian Capitol. He called LaLonde, who stars in a prime time Montreal TV show, "Jeunesse d' Aujourd'hui," one of the most important artists in Canada. A top seller in French Canada, LaLonde has a chart entry, "Une Puce" (This Guy's in Love

With You), the last disk on his own label, Prestige Records. LaLonde also had a U. S. TV show under the name of Pete Martin.

Sessions Next Month

White said that he will record LaLonde in French, English, Spanish and several other languages. First sessions are due in February, with White as producer.

White stated that Miss Valade's first masters were now being recorded and would be released to coincide with her two-week appearance this month at Montreal's Bonaventure Room. Miss Baron has already completed recording sessions with Capitol. Teen-age singer Alain Olas will record under the supervision of a&r man Pierre Dubord, who will also record other local talent, Louis Bannet and Pascal Normand.

Rounding out the Capitol promotion of French-speaking talent, White also announced that

albums by country star Gary Buck and the Brian Browne trio would shortly be released.

Increases Activity

The Canadian company increased its activity with local product at the start of 1968 by releasing singles by Christyne Chartrand and followed these with an album recorded in Paris. Capitol's most ambitious project in this area took place in May when it recorded top European singer, Adamo, in concert during his Canadian tour.

Capitol's increased interest in the French Canadian market has resulted in signing a distribution deal with the newly formed Revolution label, owned by one of Quebec's top independent producers, Tony Roman. This new affiliation brings some of Quebec's major artists, including Stephane, Loulou, Jenny Rock.

(Continued on page 87)



COLUMBIA RECORDS of Canada Ltd. recently held a dinner at Toronto's Inn-on-the-Park for its 10 Year Club. Members came from Montreal and Toronto to join in the celebration. Back row, left to right, H. E. Simpson, H. Cresswell, J. Curtis, M. Roberts, P. S. Westwood, T. Williams. Second row, S. Kitagawa, R. Lynch, F. T. Wilmot, M. S. Lansburg, W. Hughes, E. Colero and J. Robertson. Front row, P. Wright, C. Camilleri, R. Morrer, J. Gascon, M. Mellilo, J. M. Laroque and J. Broady.

King's First Ontario Stint

TORONTO — Blues guitarist and singer B. B. King appears for the first time in Ontario when he plays in Kingston, on Monday (20) and Toronto's Massey Hall, Feb. 14.

Polydor, Canadian distributor for ABC Records, will rush re-

lease his Bluesway album, "His Best — the Electric B. B. King," to coincide with the visit. King is booked here by Richard Flohil, a partner in Concept Associates and one of the organizers of last year's successful Mariposa Folk Festival.

Albums Cue Col. Canada 'Revolutionary' Meeting

TORONTO—Columbia Records of Canada introduced 64 albums to key staff members, distributors and dealers at a two-day product meeting at the Four Seasons Motor Hotel Jan. 9-10.

The theme of the meeting was "Revolution" and unveiled product included 17 new underground albums, plus several electronic classical sets which the company intends to promote on the youth market as part of the new music scene in Canada.

A Columbia executive commented: "There has been a revolution in public taste and buying habits. Although 1968 was the greatest ever in the history of Columbia, we must expand.

Heading the new product were albums by Blood, Sweat and Tears (featuring ex-Toronto vocalist, David Clayton Thomas), Steppenwolf (a Toronto group where they were known as John Kay and the Sparrow), Al Kooper and Mike Bloomfield. This follow-up to the "Super Session" album by the duo, features another Toronto musician, drummer Skip Prokop.

Also unveiled were product from the Electric Flag, Dion, City, Spirit, Taj Mahal, Wilkinson Tricycle, Latin Dimension, It's a Beautiful Day, Byrds, Hoyt Axton and Moby Grape, plus an "Anthology of British Blues, Vol. 3." Special emphasis was also placed on existing electronic classical product with works by Bach, Stockhausen, Stravinsky and Schoenberg.

The second LP by Montreal poet-novelist-singer Leonard

(Continued on page 85)

Rock Pile's Acts Listed

TORONTO—The Rock Pile, the city's only venue for underground music, has announced acts booked in the club for February and March.

They include Muddy Waters, Led Zeppelin, Iron Butterfly, Procol Harum, Mothers of Invention, John Mayall's Bluesbreakers, Small Faces and Julie Driscoll with Brian Auger.

New house band for the club is Mary Lou Horner, replacing Transfusion.

CALLOWAY TO CHUM-FM

TORONTO — Kim Calloway joined CHUM-FM, the Toronto underground station, on Monday (20), replacing Hugh Curry, who recently left the station. Calloway was previously with the station's AM service as part of the news team.

Feature on New Product

TORONTO—A new regular feature is being introduced this week in the Canada section of Billboard — a listing of just-released Canadian product, issued domestically.

Singles

"All That I Love"—Michael Terry (Columbia C4-2848); "Si J'appelle Montreal" — Claude Leveille (Columbia C47-49); "City Lights"—Churls (A & M 400X); "California Girl"—Eddy Chwill and Ray Sauer (Barry B3501X); "Fantasy World" — Meddy's People (Quality 1931); "Cruel War"—Sugar and Spice (Franklin QC 622); "It's Crazy" — Shirley Field (Melbourne WG 3307); "Put the Torch to Me" — Marquis (Melbourne WG 3308); "Machine Gun Molly" — Billy Stoltz (Melbourne WG 3310); "The Revenuer's Daughter" — Bob King (Melbourne WG 3311); "9 Til 5"—French Revolution (London M17367); "It Never Rains on Maple Lane" — Five Man Electrical Band (Capitol 2368); "Don't Look Back"—Julian Gallo and Carol Cole (RCA Victor 57-017).

Albums

"Boss Brass"—Rob McConnell (CTLS 1105); "Catch the Wind" — Anita Ortez (CTLS 1108); "Velvet Nose and Thumpkin All Around the Town"—Martha Guran (RCA Camden/CAS—1105); "Irwin Prescott Sings"—Irwin Prescott (FBS 5235); "The Sweet Somethings"—The Sweet Somethings (Melbourne FMLP 4014).

EMICAN TAKEOVER OF SHERMAN RESULTS IN STRONGER ORGANIZATION

ELECTRIC & MUSICAL INDUSTRIES (CANADA) LTD. (EMICAN) has announced that it has purchased all of the outstanding shares of Sherman Enterprises Limited. EMICAN, based in Toronto, Ontario, is a subsidiary of Capitol Industries Inc.

Sherman Enterprises, with its head office Ottawa, Ontario, has been controlled by Mr. Alex Sherman, its President and founder; Mr. Arnold Gosewich, General Manager and Treasurer; Mr. Allan Sherman, Vice-President. The Shermans and Mr. Gosewich will remain with the operation in executive capacities.

EMICAN currently has a nation-wide rack jobbing organization engaged in the distribution of phonograph records, tapes, and other related prod-

ucts. Sherman Enterprises has a similar rack jobbing operation covering Eastern Canada and in addition has a record retail chain of 14 outlets in Ontario and Quebec. The EMICAN distribution network will now include the Sherman distribution facilities located in Ottawa and Moncton, New Brunswick.

Mr. R. M. Plumb, Vice-President of EMICAN, summarized his comments on the acquisition as follows:

"The pooling of talents and resources that results from this agreement will do much to broaden the scope of, and strengthen the operation of EMICAN. It will give the former owners of Sherman Enterprises and their employees an opportunity to grow within a much larger organization."

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BENDIKSEN TO SONET PARLEY

OSLO—Arne Bendiksen, top publisher of 1968 in Norway, according to Billboard's 1969 Record Talent Edition, will attend a Sonet meeting in Nice after MIDEM.

Bendiksen arrived in Cannes from London, where he attended the Transatlantic sales convention with Dag Haeggquist, managing director of Sonet, Stockholm, and Karl Emil Knudsen, managing director of Dansk Grammophon, Copenhagen.

Meanwhile, Bendiksen bought "Cab Driver" for Norway from Sweden Music. The song will be recorded for Triola by Kjell Grunnteig. Benny Borg will record "When the Snow Is on the Roses" for Triola. Bendiksen acquired Norwegian rights to the song from Reuter and Reuter, Stockholm. It will also be recorded by Borg in Swedish for release in Sweden on Discofon.

2 Get Gold Disks In South Africa

JOHANNESBURG — Gold disk awards—for South African sales exceeding 25,000—were recently awarded to Dan Hill for "Sounds Electronic 6" (RPM), and Sam Sklair for "Dance Date '68" (Teal).

Hore Cancels Date

JOHANNESBURG — New Zealand country singer John Denver Hore canceled the remaining four weeks of his 10-week South African tour. Hore records for the newly formed Aj and R label, distributed by the Gallo group.

'68 Banner Year for W. German Industry

• Continued from page 1

tourists, such as Berlin, Hamburg, Cologne and Munich.

Phenomenal sales (3 million) by Dutch singer Heintje, who recently received 10 gold disks from Ariola - Eurodisc also stimulated interest in records. Ariola, flooded with orders for Heintje singles and LP's, had to have records pressed by Teldec and Deutsche Grammophon.

Another factor which enlarged the record market has been the increase in production of budget albums. Albums selling at \$1.25 are extremely popular in Germany, and there are albums at \$2.50 featuring such names as the Beatles, the Bee Gees, Caterina Valente and Udo Jurgens.

"Our most successful year has been 1968," said Polydor product manager Werner Klose, who added that the company's best selling artists were James

Last (two gold disks). Freddy (gold disk), Roy Black (gold disk), the Bee Gees (gold disk), Rita Pavone, Karel Gott and Renate Kern.

Metronome's Leif Kraul told Billboard: "The market growth continues. By October 1968, our sales had already topped the total for the whole of 1967." Spearheading the boom were the soul albums from the Atlantic catalog, which Metronome promoted with samplers and a big publicity campaign, and some underground product from the Elektra catalog.

Kraul said Metronome's best sellers were Gert Boettcher, Anna-Lena, Bernd Apitz, Sir Henry and the Butlers, Acker Bilk, Aretha Franklin, the Doors, Vanilla Fudge, Otis Redding and Wilma, whose "Heintje, Build a Castle for Me" topped the 150,000 mark.

Metronome's plans in 1969 will be, said Kraul, to promote new German talent and to expand its budget operation.

Virus Bugs Humperdinck in His South African Concert

JOHANNESBURG—A stomach virus infection hit British singer Engelbert Humperdinck during his Jan. 3 concert here—part of his South African tour. The singer broke down in the middle of his third number.

Police were called to control the crowd demanding money back from the manager of the Civic Theater.

Both performances the following night were canceled. The in-

fection affected Humperdinck's voice.

During the rest of his four-week South African tour—which began here Dec. 30—the singer has been enjoying capacity business.

Promoting the tour are the Qubell Brothers, who are also presenting the Patti Page Show, which opens here Monday (27).

Supremes to Top Carnival

TORONTO—Diana Ross and the Supremes is the top attraction at the Waterloo Lutheran University's Winter Carnival—generally regarded as Canada's second biggest winter Mardi Gras. The Motown act will appear at the Kitchener Memorial Auditorium, on Thursday (23).

Highlights of the Carnival, which runs from Jan. 21-25, will be televised by CKCO-TV, in Kitchener.

Phonogram of Norway Moves

OSLO—Norsk Phonogram AS has moved to Rosenborggaten 19, Oslo 3, but retains its original telephone number — (02) 69.59.02. The new building also houses A/S Nor-Disc, and the two companies will combine their two operations.

To facilitate this, the companies have created A/S Musikk-Distribusjon (MuDi) headed up by Peder Fintland.

Norsk Phonogram, the Philips company in Norway, and Nor-Disc, the Deutsche Grammophon representative, will continue as competing record companies but will have common accounts department.

In addition to Philips, Phonogram also represents CBC and Pye and Nor-Disc handles Decca, Barclay and the Swedish label, Metronome.



CBS ARTIST Tony Bennett, left, is welcomed by Australian Record Company executives Ray Bull, center, general sales manager, and A. W. T. Smith, managing director.

From The Music Capitals of the World

TORONTO

Decca country star Conway Twitty will appear at Toronto's Horseshoe Tavern, Jan. 30-Feb. 1. . . . UNI's Neil Diamond will appear at the University of Windsor, Feb. (2). . . . Al Mair, field promotion manager for Compo, reports that Dionne Warwick's "Promises, Promises" LP (Scepter) has received the largest initial order yet on a Warwick album. . . . Five Man Electrical Band's "It Never Rains in Maple Lane" has broken out in radio charts in Toronto, Montreal, Ottawa, San Francisco and 13 other U. S. markets, said Capitol national promotion chief, Bert Renka. . . . Gordon Lightfoot's "Back Here on Earth" album is expected to reach Canadian gold disk status soon.

Four Seasons play the University of Waterloo, Thursday (30). . . . Veteran U. K. singer David Whitfield appeared at the Royal York for a one-nighter, Jan. 10. . . . Wayne Faro and the Schmaltz Band finish a two-week engagement at Le Coq d'Or Tavern, Thursday (30). . . . Tony Bennett starts a week date at the Montreal Playboy Club, Monday (20). . . . Two Columbia Italian artists, Gigliola Cinquitti and Citrina Caselli, appeared recently at the Maple Leaf Gardens. . . . CHUM-FM and Brower Walker Enterprises showed the Beatles' film, "Magical Mystery Tour" at the O'Keefe Center. Also featured were Warner Bros. artist Eric Anderson, and local singer Robert McBride. . . . Comedian Bill Cosby is set for the O'Keefe Center in March.

Canadian Talent Library has released "Mas Mucho Lucio," an album by Lucio Agostio, including three of his compositions. The CTL now has 142 radio stations on its list. . . . From Montreal, Liberty label manager Dave Doucette announces the release of 27 cassettes and 8-track tape recordings, including product by Johnny Rivers, Sandy Nelson and the Ventures. . . . Publisher

Quality Execs At Atl. Meet

MONTREAL — Three executives of Quality Records attended the Atlantic Records convention in Nassau, the Bahamas. Both senior executives, George Keen and George Struth attended with Quebec branch manager Liam Mullan. Mullan was previously Atlantic label manager in Canada, a position he relinquished when he moved here from the Toronto head office last year.

Howard Mandsheim has started a twice-monthly music paper, Spin.

Top selling single and album in Canada at present is "These Eyes" and "Wheatfield Soul" by Guess Who (RCA). . . . Polydor released the London cast recording of "Hair" (produced by Norrie Paramor) on Monday (20). . . . Archie MacDonell, press officer for the Guess Who, visited Montreal to promote the group's "These Eyes" single, a U. K. hit. . . . Disk jockey news: Jack Hoepfner has left CFRW, Winnipeg. . . . Bruce Steele has joined CKSL, London, and Phil McKellar has moved from CKEY to CKFM, both in Toronto. . . . Wayne Gregory, of CHLO, St. Thomas, and Bob Livingston, CHIN, Toronto, have both joined CKTS, in Sherbrooke, Quebec.

RITCHIE YORKE

SEGOVIA IN CANADA TOUR

TORONTO — As part of a short Canadian tour, guitarist Andres Segovia will appear at Massey Hall here, Friday (31). The Decca recording artist appears at the Centennial Hall, London, Ont., on Monday (20).

Compo, which distributes Decca in Canada, is tying in with the visit and organizing in-store promotions.

Mexico Gets 'Hair' Album

MEXICO CITY — Orfeon Records will release "Hair," although the production in Acapulco was closed following its premiere and the 17 foreign actors in the cost of 31 were deported.

Authorities closed the Acquarius Theater, where the English-language production was staged at a cost of \$150,000, because it lacked "sanitary facilities."

The Actors Union had previously warned the cast that only Mexicans could address in the production.

Immigration authorities pointed out the foreigners in the cast, of which 12 were Americans, had not been granted permission to work in Mexico, but were in the country as tourists.



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From The Music Capitals of the World

• Continued from page 81

January. . . . Set for Thursday-Sunday (23-26) at Fillmore is **Iron Butterfly** and **James Cotton**. . . . The **Borodin Quartet** performs at University of California (Berkeley) Friday (31). . . . **Peter Eros** will conduct the San Francisco Symphony at Foothill College in Los Altos, with **Anthony di Bonaventura** playing Bartok's "First Piano Concerto." Also on the program will be Berlioz' "Roman Carnival Overture" and Shostakovich's "Symphony No. 10."

GEOFFREY LINK

AMSTERDAM

Red Bullet's **Jerry Voisin** returned from a business trip through the U. S. and Canada, during which he negotiated for the U. S. release on Capitol of the latest single by the Dutch group **Golden Earrings**, "Just a Little Bit of Peace in My Heart." Voisin also contracted **Neil Reschen** to represent Red Bullet Productions in Canada and the U. S. . . . **Dureco** has acquired Dutch rights for the American JAD label. . . . **Polydor**, Nederland, N.V., has moved its Hague offices from Piet Heinplein 5 to Piet Heinplein 6. . . . **Dureco** started a promotion campaign for French singer **Eric Charden**. . . . **Bovema** launched its 1969 campaign for the Pickwick label with the release of 10 double albums. . . . CBS released the live **Maurice Chevalier** album, "Enregistrement Public," recorded last October during Chevalier's 80th birthday celebrations. . . . French singer **Juliette Greco** will tour Holland in March giving concerts at the Hague, Amsterdam and Eindhoven. . . . In February the teen-age monthly "Teenbeat" will become part of the **Paul Acket** group with a circulation of 215,000. Acket also publishes the monthly "Musiek Express."

BAS HAGEMAN

BRUSSELS

Fonior has acquired the rights to distribute product on the British Morgan label in the Benelux countries. Meanwhile, the company has released its first two singles on the JAD label, featuring **Johnny Nash** and **Lloyd Price**. An LP of **Johnny Nash**, "Hold Me Tight," is being released this month. . . . The **Flirtations** appeared on the Belgian TV, taped an appearance on the **Vibrato** show, to be screened at the end of the month. . . . The

Albums Cue Col.

• Continued from page 82

Cohen will be released in February, it was announced.

On the more traditional classical music front, the convention was told that Columbia is mounting a heavy promotion campaign on four new albums by pianist **Phillippe Entremont**.

Albums by **Don Shirely**, **Don Ellis**, **Charlie Byrd**, **Percy Faith**, **Jerry Vale** and **Johnny Cash** were introduced to show that Columbia was continuing to record established easy listening artists with contemporary pop and rock material.

Columbia, meanwhile, continues its drive to establish Canadian talent with a successful single, "All That I Love" by Toronto singer **Michael Tarry**. The single was made in Toronto.

The Columbia convention was organized by Canadian executives including **Bill Eaton**, **Jack Robertson** and **Charlie Camilleri**. Product was presented to the convention in a "mixed media" manner, involving slides, lights and sound effects.

latest single by the **New Inspiration** on Decca, "Mr. Moody," was produced by **Jack Verdonck**. Musical director for the session was **Charles Blackwell**.

Fonior has released the first album by **William Vermandere**, "Myn Menshen van te Lande," in which he sings of people in northwestern Belgium. **Ronny Temmer's** new single for Decca is "Sneeuwkllokje." . . . Fonior reports its top selling artist of 1968 as **Tom Jones**, **Engelbert Humperdinck** and the **Rolling Stones**. . . . The **Strangers**, group from Antwerp, have recorded a new album for Decca, "Strangers in Stereo."

JAN WALDORP

BELGRADE

Jugoton artist **Tereza Kesovija** has been voted the most popular Hungarian female artist of 1968 by readers of Jukebox magazine. Voted top male artist was RTB's **Arsen Dedic**, and the top group was the **Trubadours of Dubrovnik**. Voted top international artist were **Aretha Franklin**, **Tom Jones** and the **Beatles**. . . . Guests in a special New Year TV program here included **Giorgio Gaber**, **Sylvie Vartan**, **Francoise Hardy**, **Yves Montand**, **Nancy Wilson** and the **Dave Clark Five**. Yugoslav TV also screened the **Tom Jones** special award in recognition of the one million records he has sold since beginning his recording career. . . . Jugoton reports that sales of "Delilah" by **Tom Jones** have topped 200,000 in Yugoslavia. . . . The latest double album by the **Beatles** was on sales in Yugoslavia two weeks after its British release. The album is distributed by Jugoton.

BORJAN KOSTIC

PARIS

Micheline Brunel has replaced **Roger Ribeyre** as head of promotion for the RCA-Decca group. **Katia Babl** has joined the television relations department, **Jeanne-Marie Marchand** has joined the radio department, **Marika Vetelay** has taken over press relations and **Bernard Daures** has joined the marketing division. . . . Spain's 1968 Eurovision Song Contest winner, **Massiel**, is to record two titles in French for Disc'AZ. . . . Russian-born CBS artist **Yvan Rebroff** will take the lead in the French stage version of "Fiddler on the Roof" which opens at the Marigny Theater in November.

The **Beatles**, the **Rolling Stones** and **Joe Cocker** were featured in a French TV New Year's Eve Surprise Party show. . . . Erato has released an album of the Concerto for piano, trumpet and string orchestra and the piano sonata No. 2 by Shostakovich with **Annie d'Arco**, **Maurice Andre** and the **Paillard Orchestra**. . . . The seventh instrumental hit album by **Raymond Lefevre** (Riviera), includes versions of "Hey Jude," "Those Were the Days" and "Les Bicyclettes de Belsize."

DUBLIN

EMI's Irish managing director, **Harry Christmas**, released only three albums in 1968, but two of them have won awards. Highlights from "The Bohemian Girl," "Maritana" and "The Lily of Killarney" chosen by the magazine "Records and Recording" as one of the best disks of the year; and EMI received a similar award from "The Gramophone" for "She Moves Thro' the Fair"—an album of Irish love songs. Both albums featured **Veronica Dunne** and **Eric Hinds**. . . . In line with British austerity measures, record prices in Eire were increased Jan. 1. Singles are now 6 cents dearer at 90 cents. . . . Pye will issue a budget album of Irish groups on the Marble Arch label next month. Included are the **Movement**, the **Strangers**, the **Bye Laws**,

the **Vampires** and the **Orange Machine**. The disk is introduced by disk jockey **Pat Egan**.

Hugh Hardy has set up a record release deal with **Gerard W. Purcell's** New York agency which will initially involve U. S. release in February of **Derrick and the Sounds'** "The Power of Love" and **Terry Connelly and the Trixon's** "Just Another Song." Both are originals and were issued in Ireland on Target and Release respectively. . . . The **Royal Showband** left for a six-month tour which will include dates in Nassau and Las Vegas. . . . **Larry Cunningham** guested on **Arthur Murphy's** radio show "It's Country Style." . . . **Val Doonican** will make three-week Irish tour for **Nelius O'Connell** at Easter.

KEN STEWART

TOKYO

RCA Victor, Japan, announce that they have sales exceeding the 10 billion yen mark (approximately \$30 million)—the first time in Japanese recording history. . . . Biggest Christmas album seller was **Pat Boone** (RCA). . . . "Love Child," by **Diana Ross** and the **Supremes**, is moving up the Japanese charts following Dec. 25 release. . . . **Miles Davis Quintet** failed to arrive in Japan when the jazz group were refused visas. . . . **New Christy Minstrels** drew well on their January tour, but CBS-Sony officials say they failed to match attendance figures of **Brothers Four**. The **Minstrels** left Jan. 11 for Australia and New Zealand.

Johnny Cash stopped here on his way to Okinawa and Korea for military dates, and was feted at the airport by CBS/Sony executives. . . . RCA new singer **Shirley Saunders** has not completed recording sessions, but her album will be released in March. . . . CBS/Sony are still trying to arrange for a **Simon and Garfunkel** tour in view of the duo's popularity. The problem is finding a promoter to handle the guarantee. . . . Billboard's Tokyo representative, **Elson Irwin**, has been signed by Victor Publishing to write English lyrics for two songs to be recorded by **Hatsumi Kanna**—the single to be released in Canada and other countries in April. . . . ABC group **Honey Ltd.** were a big hit on the **Bob Hope** Christmas special tour of the Far East.

ELSON E. IRWIN

NEW YORK

Pop impresario **Fred Weintraub** has been named a special consultant to the National Entertainment Conference. Weintraub organized the Campus Coffee House Circuit. . . . The 1968 New York Film Critics Award will be presented at the Rainbow Grill on Sunday (26). . . . The **Free Design**, Project 3 group, deferred at the Presidential Inaugural Ball at the Washington Hilton Hotel on Monday (20). . . . They shared the spotlight with the **Lionel Hampton Orchestra**. . . . **Edward B. Marks Music Corp.** will publish the title tune for the film, "The Miracle of Love," penned by jazz composer **Curtis R. Lewis**. . . . **Al Hirt** will star on a one-hour TV special to be aired in the spring. . . . **Dion**, Laurie recording artist, has signed with New Dawn Artists Management. . . . **Gordon Kingsley**, a pioneer in Moog music, will compose and arrange the music for the NBC-TV special "Religion in New York" to be aired Feb. 17. His latest Vanguard LP is "Kaleidoscope-Vibra-

tions." . . . Great Memphis Sound, personal management firm headed by **Sandy Newman**, has opened a New York office at 54 West 55 Street. . . . The **Fuzzy Bunnies** are held over at Harlow's until Sunday (19). . . . The **Campbell, Sliver, Cosby Corp.** has opened permanent East Coast headquarters at 65 East 55 Street here. **William Hammerstein**, CSC vice-president, directs the East Coast operation. . . . Columbia Records' **Lauro Nyro** will make her television debut on "The Kraft Music Hall" Wednesday (22). . . . Vanguard guitarist **Buddy Guy** will share the bill with **Albert King** at the Village Gate Jan. 13-Feb. 1. . . . Comedian **Pat Cooper's** new United Artists LP, "More Saucy Stories," will be released this month. . . . UA's **Bobby Goldsboro** will headline the Flamingo Hotel in Las Vegas next April 24 for four weeks. . . . **Jackie Hayes**, wife of WMCA deejay **Murray Kaufman**, opened Jan. 10 in "A Day in the Life," an off-Broadway play by **Michael Shurtleff**. . . . The Bitter End is looking for rock groups to audition for concerts and **Fred Weintraub's** College Coffee House Circuit. Auditions will be held on Saturdays between 2-6 p.m. at the Bitter End, 147 Bleecker Street. . . . **Kagan/Meir**, a radio and recording complex, has been formed by **Sheldon S. Kaga**, formerly a producer with Elektra and Prestige Records, and **George B. Meier**, an editor at Goodway Publications. . . . The **Irish Rovers**, Decca folk group, will appear for the third time on NBC-TV's "The Virginian," on Wednesday (29). **ED OCHS**

LONDON

EMI is giving its staff record producers their own music publishing companies in an effort to bring in new writing talent within the Ardmore and Beechwood group. Ardmore's **Phil Greenop** reveals that the companies would give the producers an incentive to bring in new talent. After costs had been met, producers would receive an equal share of the profits with Ardmore and Beechwood. All the new companies will be administered by Ardmore and Beechwood. The first company is **Initial Music** which will be used by **Norman Smith** and **David Paramor**. The company has already published several numbers including the B side of the **Bedrocks** current hit. **Ambleside Music** is launched on Jan. 2 for producer **Bob Barrett**. Other music publishing companies for EMI's a&r men **David Mackay** and **Jonathan Peel** are currently being set although it seems unlikely that the remaining EMI producer **Wally Ridley** will have his own company. EMI group director records **L. G. Wood** and the company's manager of international copyright **Charles Dawson-Pane** are listed as directors of Initial and Ambleside. **John Reid** recently joined Ardmore and Beechwood to cover the company's airplay on BBC radio.

Major Minor chief **Phil Solomon** is currently planning to recruit his own team of 30 sales representatives to cover the U. K. The new team will come under the company's newly appointed sales manager **Ian Brown**, who was formerly Scottish area manager at Pye. Four area managers are being signed to the company and will take up their posts Feb. 10.

This latest expansion by Major Minor will not affect current distribution deals, although Selecta now has an exclusive distribution contract with Major Minor for Scotland. The area managers will be based in Birmingham, Scotland, Northern Ireland and two will cover the London region. Major Minor has withdrawn from the EMI rack consortium and is planning to supply its own racks in selected areas. **Phil Solomon** is negotiating with other independents to put their product in the racks.

Campbell-Connelly's professional manager **Mike Collier** has left the company to launch his own music publishing company—**Mother Mistro Music**. Collier has been at Campbell-Connelly for the past five years. Collier is currently in Cannes for MIDEM. He has already secured a number of deals for the new company and one of his first deals has been to sub-publish overseas "Give Me Love" through Screen Gems-Columbia. (Continued on page 86)



"THE GREATEST LOVE"

The (Original Hit) Record

by **BILLY JOE ROYAL**



on Columbia



YOUR VALENTINE IS

A HARPSICHORD

DJ Mulligan To Local TV

VANCOUVER — Disk jockey **Terry Mulligan** has left Radio CKLG to work in local TV. **Tim Burge** has taken over his spot.

CKLG has scheduled a 10-week promotion on a specially prepared Atlantic album. Proceeds will go to charity.

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*Continued from page 85

Collier's new company will also handle the publishing interests of a new record production company which is being set up with a major Radio 1 disc jockey. Campbell-Connelly's new professional manager is **John Read**, who has been with the company for seven years. . . . **Monique Peer**, president of Peer Southern, was here earlier this week prior to her trip to MIDEM. Monique Peer was accompanied by **Mario Conti**, the company's international professional manager. After MIDEM, Peer Southern will hold a meeting for all of its European branch managers at Cannes.

Epic's new label manager in the U. K., **Chesley Millikin**, arrived here last week. Millikin is based at the offices of CBS. He will liaison between Epic acts and independent record producers. Millikin will also scout for new British talent to record for the label. Epic product, which includes **Sly and the Family Stone** and the **Chambers Brothers** is issued here on the CBS Direction label. . . . The Swedish Sonet label distributed here through Transatlantic has secured release rights to the American Takoma label. Among the acts which record for the label is **John Fahey**. Sonet has also set publishing deals with singer **Udo Jurgens** and composer **Francis Lai**. Both deals are for selected works.

Derek Sinclair, the former marketing manager of Rank Wharfedale (Home and Overseas), is joining EMI's World Record Club at the beginning of next month as marketing manager. Sinclair was previously at EMI for eight and a half years in sales and marketing. EMI is shifting **Austin Bennett** to the WRC from the sales and distribution division on March 1. Bennett will be responsible for licensing WRC product. . . . **Leslie Avenell** has been re-elected presi-

dent of the Music Publishers Association. **David Toft** succeeds **Sydney Bron** as the MPA's new vice president. . . . Page One is planning to release solo records by the members of the **Troggs**. The group has a new record released on Page One this week, "Evil Woman," from the latest album by the Liberty group, **Canned Heat**. **Ronnie Bond** of the Troggs has his first solo, "Anything for You," to be issued next month, and an album by **Chris Britton** and a single by **Reg Presley** are being recorded.

Jeff Kruger's Ember label is running a campaign to boost sales of **Glen Campbell** in this country. Ember has taken on **Tony Hall's** THE company to assist in promotion with Ember's **Jimmy Henney**. Campbell's latest single is "Wichita Lineman." Other product to be included in the campaign are two forthcoming albums, "Turn Around and Look at Me" and "Wichita Lineman."
PHILIP PALMER

OSLO

Polydor singer **Wencke Myhre** will star in a revue at the Chat Noir cabaret theater, which opens in February. It will be Miss Myhre's first engagement in Norway after a year of success in Sweden. . . . Nor-Disc has released an EP of four songs from the musical "Cabaret," playing at the Oslo Nye Theater. The record features **Toralv Maurstad**, **Wenche Foss** and **Georg Richter** singing **Finn Ludt's** Norwegian versions of "Willkommen," "It Couldn't Please Me More," "Married," and "Two Ladies." . . . Two newcomers discovered on TV make their debut—**Stein Ingebrigsten** on RCA Victor and the **Magpies** on Nor-Disc. . . . Triola singer **Kirsti Sparboe** left for Berlin to record her third German record, "Ein Student aus Uppsala" for Decca. Written by **Henry Mayer** and produced by **Kabitsky**, the song will also be recorded in Norwegian and Swedish. . . . The semi-professional group **Gluntan**, who had a No. 1 hit in Norway with "Langs hver en vei," have been refused a year's leave of absence by their employer, the Post Office.
ESPEN ERIKSEN

MANILA

ABS-CBN Channel 9 telecast "The Trini Lopez Hour" in color simultaneously with Channel 3 in Cebu and Channel 4 in Bacolod. . . . Super Record Co. is releasing three LP's on London Phase 4 Stereo, "Overture," by **Stanley Black**; "Strings Latino," by **Edmundo Ros**; and "Focus on Phase 4," by various artists. . . . Filipinas Record Corp. is issuing **Henry Mancini's** "Springtime for Hitler" as a follow-up to his successful "Two for the Road."
Home Industries, which did not release many singles last year, is starting the new year with releases

PRAGUE HOLDS ROCKFEST AFTER DELAY BY CRISIS

PRAGUE—The second International Rock Group Festival, originally scheduled for November 1968 but postponed because of the summer crisis, was held here Dec. 22-23.

Two afternoon and two evening concerts in the Lucerna Hall attracted such attendances that a plate glass window in the entrance hall was broken and police had to disperse the crowd with tear gas. In the hall, however, the audience remained calm and well-behaved even during the psychedelic performance of the Prague group, the Primitives, who make use of smoke and fire and artificial snow.

Enthusiastic receptions were given to the British group, the Nice, to the Dutch group, Cuby and the Blizzards, and to a group from Sweden, the Mackie Mark Men.

The concert featured Czech rock groups from all parts of the country and proved that rock music has a wide following in Czechoslovakia. Both Czech record companies, Supraphon and Panton, recorded their various groups live at the festival and each company will issue an album of the performances.

Action Records

Singles

★ NATIONAL BREAKOUTS

- I'M LIVIN' IN SHAME . . . Diana Ross & the Supremes, Motown 1139
- PROUD MARY . . . Creedence Clearwater Revival, Fantasy 619
- GIVE IT UP OR TURNIT A LOOSE . . . James Brown (James Brown), King 6213

★ REGIONAL BREAKOUTS

- TIME OF THE SEASON . . . Zombies, Date 1528 (Mainstay, BMI) (Houston)
- POT SMOKE & SASSAFRASS . . . Bubble Puppy, International Artists 128 (Tapier, BMI) (Houston, Dallas-Fort Worth)

Albums

★ NATIONAL BREAKOUTS

- ORIGINAL CAST—Promises, Promises . . . United Artists UAS 9902 (S)

★ NEW ACTION LP's

- W. C. FIELDS . . . Blue Thumb S 3 (S)
- TOUCH . . . Coliseum DS 51004 (S)
- PACIFIC GAS & ELECTRIC—Get It On . . . Power P 701 (S)
- TOMMY JAMES & THE SHONDELLS—Crimson and Clover . . . Roulette SR 42023 (S)
- TOM JONES—Help Yourself . . . Parrot Pas 71025 (S)
- 1910 FRUITGUM CO.—Goody Goody Gumdrops . . . Buddah BDS 5027 (S)
- JOHNNY CASH—The Holy Land . . . Columbia KCS 9766 (S)

DUSA LISTS BEST SELLERS

MEXICO CITY — Best sellers in 1968 for Discos Universales (DUSA) were: **Durcy Denys**, "Basta Ya"; **Oscar Chavez**, "La Nina de Guatemala"; **Victor (Piruli) Iturbe**, "Felicidad"; **Experiencia Quartet**, "Mrs. Robinson"; **Chucho de Muro**, "Barrio Pobre"; **Ramon Gaona**, "La Tinta"; **Las Adelitas**, "Mi Cafetal"; **Lobos de Penelo**, "Vendras"; **Victor Iturbe**, "Hasta Hoy," and **Raul Ferrer**, "Ayudame Vaivir."

by **Bobby Goldsboro**, **Ellie Greenwich**, **Dave Dee & Group**, **Vince Everett**, **Spencer Davis Group**, **Jerry Wallace**, the **Cowsills** and the **New Colony Six**. Among Home Industries' successful disks last year are **Bobby Goldsboro's** "Honey," **Ellie Greenwich's** "Niki Hoeky," and **Paul Mauriat's** "Love Is Blue." . . . Mareco is issuing singles by **Tommy Roe** (ABC), **Roy Orbison** (Monument), **Neil Sedaka** (SGC Records), **Wilson Pickett** (Atlantic), **Sandy Posey** (MGM), the **Chambers Brothers** (Columbia), the **Pendulum** (Kama Sutra), **Wayne Newton** (MGM), **Jeannie Seely** (Monument), **Ella Washington** (Sound Stage 7) and **Jerry Combs** (Warner Bros.)

The showing of the one-hour "TCB," featuring **Diana Ross & the Supremes** and the **Temptations**, in color over ABC-CBN, Channels 3 and 9, was a success. . . . ABS-CBN also telecast the **Beatles' "Magical Mystery Tour"** and a one-hour spectacular featuring **Sergio Mendes & the Brasil '66**, **Herb Alpert & the Tijuana Brass** and **Simon & Garfunkel**. . . . The movie "The Graduate," which features **Simon & Garfunkel**, is continuing to reap success.
OSKAR SALAZAR

Norway Alters Rules for Euro

OSLO — The rules governing the selection of the song to represent Norway in this year's Eurovision Song Contest in Madrid, March 30, have been changed to avoid the secrecy of precious years which has given rise to suspicion of collusion.

The names of the composers and lyricists will be announced this year as soon as the songs have been selected for the national final and composers will be allowed to discuss their songs with arrangers, conductor and artists so as to achieve the best possible interpretation.

The competition is open to all as in previous years, but previous winners have received a special invitation to compete again. Composers entering songs include **Arne Bendiksen**, **Kjell Karlsen**, **Thor Hultin**, **Dag Kristoffersen**, **Georg Elgaen** and **Sigurd Jansen**.

The finals of the national contest will be staged March 1.

New Conducting Dates for Dumont

ZURICH—After a guest appearance at the Southwest German radio station in Kaiserslauten, Swiss conductor **Cedric Dumont** will conduct at the Bavarian radio station in Munich in February and will conduct at a symphony concert at Strasbourg, France, in March.

Dumont, who was at MIDEM as head of light entertainment and light music for the Swiss Broadcasting Corp. and as owner of the Edition Coda music publishing company, will also go to London next month for talks on a musical he has been commissioned to write. He is also set to record a new album and is writing the music for an Israeli TV series.



"THE GREATEST LOVE"

The (Original Hit) Record

by **BILLY JOE ROYAL**
on Columbia



when answering ads . . .

Say You Saw It in
Billboard

HITS OF THE WORLD

Billboard

ARGENTINA

(Courtesy Escalera a la Fama)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ELLA, ELLA YA ME OLVIDO	*Leonardo Favio (CBS)—Melograf
2	2	FUISTE MIA EN VERANO	*Leonardo Favio (CBS)—Melograf
3	3	LA CHEVECHA	*Palito Ortega (RCA)—Clanort
4	4	TODO PASARA	Matt Monro (Odeon); *Hernan Figueroa Reyes (CBS)
5	6	FALTAN 5 PA' LAS 12	Daniel Patino (RCA); *Pepito Perez (DiscJockey)
6	5	SEREMOS AMIGOS/LA CHICA DEL PARAGUAS	*Los Gatos (RCA)—Fermata
7	7	UP WITH PEOPLE!	Viva la Gente! (Philips); Los Salvadores (RCA); *Billy Bond (Music Hall)
8	8	HEY JUDE	Beatles (Odeon); Larry Page Orchestra (Fermata)—Fermata
9	—	HOLD ME TIGHT	Johnny Nash (EMI); Tony Swete (Groove)
10	9	AQUELLOS FUERON LOS DIAS	Mary Hopkin (EMI); Sandie Shaw (RCA); Gigliola Cinquetti (CBS)—Odeon

AUSTRIA

This Week	Last Week	Title	Artist
1	6	LITTLE ARROWS	Leapy Lee (Hansa)
2	10	ES GEHT EINE TRANE AUF REISEN	Adamo (Columbia)
3	5	DIE LIEBE IM ALLGEMEINEN	Wencke Myhre (Polydor)
4	8	SOMETIMES	Mireille Mathieu (Ariola)
5	3	ICH BAU' DIR EIN SCHLOSS	Heintje (Ariola)
6	—	OB-LA-DI, OB-LA-DA	Marmalade (CBS)
7	9	MATHILDA	Udo Jurgens (Ariola)
8	7	HEY JUDE	Beatles (Parlophone)
9	4	MY LITTLE LADY	Tremeloes (CBS)
10	—	WITH A LITTLE HELP FROM MY FRIENDS	Joe Cocker (Polydor)

BRITAIN

(Courtesy Record Retailer)
*Denotes local origin

Last Week	This Week	Title	Artist
1	3	OB-LA-DI, OB-LA-DA	*Marmalade (CBS)—Northern (Mike Smith)
2	4	ALBATROSS	*Fleetwood/Mac (Horizon)—Fleetwood/Immediate (Mike Vernon)
3	2	BUILD ME A BUTTERCUP	*Foundations (Pye)—Immediate/Welbeck/Schroeder (Tony McCauley)
4	1	LILY THE PINK	*Scaffold (Parlophone)—Noel Gay (Norrie Paramour)
5	10	FOR ONCE IN MY LIFE	Stevie Wonder (Tama-Motown)—Jobete/Carlin (Henry Crosby)
6	8	SOMETHING'S HAPPENING	*Herman's Hermits (Columbia)—Cyril Shane (Mickie Most)
7	5	URBAN SPACEMAN	*Bonzo Dog Doo Dah Band (Liberty)—Bron (A.C. Vermouth)
8	6	SABRE DANCE	*Love Sculpture (Parlophone)—Leeds
9	7	AIN'T GOT NO—I GOT LIFE/YOU GOTTA DO	Nina Simone (RCA)—U-A Music (Stroud)
10	12	PRIVATE NUMBER	Judy Clay & William Bell (Stax)—East (Booker T. Jones)
11	9	SON OF A PREACHER MAN	Dusty Springfield (Philips)—London Tree (Jerry Wexler)
12	23	FOX ON THE RUN	*Manfred Mann (Fontana)—Mam Music (Bron/Mann)
13	29	BLACKBERRY WAY	Move (Regal Zonophone)—Essex (Jimmy Miller)
14	13	ONE, TWO, THREE O'LEARY	*Des O'Connor (Columbia)—Morris (Norman Newell)
15	16	THE GOOD, THE BAD, AND THE UGLY	Hugo Montenegro (RCA)—United Artists (Hugo Montenegro)
16	22	SOS HEADLINE NEWS	Edwin Starr (Polydor)—Essex (Golden World Records, Inc.)
17	15	LOVE CHILD	Supremes (Tama-Motown)—Jobete Carlin (Clan)
18	11	I'M A TIGER	*Lulu (Columbia)—Valley (Mickie Most)
19	14	RACE WITH THE DEVIL	*Gun (CBS)—Keen *Pop-Gun (John Goodison)
20	17	A MINUTE OF YOUR TIME	*Tom Jones (Decca)—Carlin (Peter Sullivan)
21	18	MAY I HAVE THE NEXT DREAM WITH YOU	*Malcolm Roberts (Major Minor)—Pedro (Tommy Scott)
22	21	HARPER VALLEY P.T.A.	Jeannie C. Riley (Polydor)—Keith Prowse (Shelby Singleton)
23	39	YOU GOT SOUL	Johnny Nash (Major Minor)—Tee Pee (Jad)

24	30	GOING UP THE COUNTRY	*Canned Heat (Liberty)—Metric (Dallal Smith)
25	25	PLEASE DON'T GO	*Donald Peers (Columbia)—Donna (Les Reed)
26	24	OB-LA-DI, OB-LA-DA	*Bedrocks (Columbia)—Northern (Norman Smith)
27	20	THIS OLD HEART OF MINE	Isley Brothers (Tama-Motown)—Jobete, BMI (Holland/Dozier)
28	32	QUICK JOEY SMALL	Kassennetz-Katz (Buddah)—Carlin (Katz-Kassennetz-Levine-Resnick)
29	31	MRS. ROBINSON (EP)	Simon and Garfunkel (CBS)—Pattern (Bob Johnston)
30	38	SOUL LIMBO	Booker T. and the M.G.'s (Stax)—East (Booker T. Jones)
31	46	HEY JUDE	Wilson Pickett (Atlantic)—Northern (Rick Hall)
32	40	LOVE STORY	*Jethro Tull (Island)—Chrysalis Terry Ellis/Jethro Tull
33	—	DANCING IN THE STREET	Martha and the Vandellas (Tama-Motown)—Jobete/Carlin (Stevenson/Hunter)
34	33	BLUEBIRDS OVER THE MOUNTAIN	Beach Boys (Capitol)—Northern Beach Boys
35	45	YOU'RE ALL I NEED TO GET BY	Marvin Gaye (Tama-Motown)—Jobete (Motown)—Jobette, BMI (Ashford/Simpson)
36	36	ON MOTHER KELLY'S DOORSTEP	*Danny I.-Rue (Page One)—Francis, Day and Hunter (Stephen Komlosy)
37	34	TOY	*Casuals (Decca)—Carnaby (David Pardee)
38	—	TO LOVE SOMEBODY	Nina Simone (RCA)—Abigail (Denny Davis)
39	26	DON'T FORGET TO CATCH ME	*Cliff Richard (Columbia)—Shadows Music (Norrie Paramour)
40	19	BREAKING DOWN THE WALLS OF HEARTACHE	*Bandwagon (Direction)—Screen Gems/Columbia)—Denny Randell/Sandy Linzer
41	37	ATLANTIS	*Donovan (Pye)—Mickie Most
42	27	IF I KNEW THEN WHAT I KNOW NOW	*Val Doonican (Pye)—Cinephonic (Bill Rodgers)
43	28	ELENER	*Turtles—Carlin (Turtles)
44	—	I PUT A SPELL ON YOU	Nina Simone (Philips)—Sheldon (Hal Mooney)
45	—	I GUESS I'LL ALWAYS LOVE YOU	Isley Brothers (Tama-Motown)—Jobete/Carlin (Holland/Dozier)
46	—	RING OF FIRE	Eric Burden and the Animals (MGM)—Shapiro-Bernstein (Animals)
47	—	PFOPE	*Tymes (Blue Horizon)—Chappell (Jimmy Wisner)
48	—	WHITE ROOM	*Cream (Polydor)—Bratleaf (Felix Pappalardi)
49	43	I'M IN A DIFFERENT WORLD	Four Tops (Tama-Motown)—Jobete/Carlin (Taylor/Holland/Dozier)
50	35	THOSE WERE THE DAYS	Marv Hopkin (Apple)—Essex (Paul McCartney)

BRAZIL

(Courtesy Brazilian Institute of Public Opinion and Statistics)

This Week	Last Week	Title	Artist
1	1	THOSE WERE THE DAYS	Mary Hopkin (Odeon)
2	2	HEY JUDE	Beatles (Odeon)
3	3	SO O OME	Norival Vilela (Copacabana)
4	0	MILIONARIO	Os Incriveis (RCA)
5	0	BOM O MAU E O FEIO	Hugo Montenegro (RCA)
6	0	SOU LOUCA POR VOCE	Elizabeth (Caravelle)
7	0	MRS. ROBINSON	Simon and Garfunkel (CBS)
8	0	LIGHT MY FIRE	Jose Feliciano (RCA)
9	0	AO MESTRE COM CARINHO	Lulu (Odeon)
10	0	MONIA	Michel Gogoni (Philips)

FINLAND

(Courtesy of Intro)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	KAYMME YHDESSA AIN	(Vi ska go hand i hand)—*Tapani Kansa (Sonet)—Scandia
2	2	OI NIITA AIKOJA	(Those Were the Days)—*Paivi Paunu (Columbia)—Essex
3	3	ANGELICA	*Danny Scandia—Scandia
4	5	MUISTO VAIN JAA	(Only a Fool Breaks His Own Heart)—*Jouko ja Kosti (Polydor)—Fazer
5	10	TYTTO NIIN KUIN PITAA	(My Little Lady)—*Johnny Scandia—Sweden Music
6	4	EIKA SUOKON ANTAA	SAAN (Happy Birthday) Sweet Sixteen)—*Kirka Bahitzin (Scandia)—Scandia
7	6	THOSE WERE THE DAYS	Mary Hopkin (Apple)—Essex
8	—	KAYN UIDELEEN EILISEEN	(Bicyclettes de Belsize)—*Markku Aro (CBS)—Fazer
9	—	TENKKA-TENKKA-POO	(Lily the Pink)—*Simo Salminen (Scandia)—Scandia

10	7	SE OLI SILLOIN	(Let It Be Me)—*Jarkko ja Laura (Decca)
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HOLLAND

(Courtesy Platennieuws and Radio Veronica)

This Week	Last Week	Title	Artist
1	1	HAIR	Zen (Philips)—U.A. Music/Altona
2	4	LILY THE PINK	Scaffold (Parlophone)—Basart
3	2	ELOISE	Barry Ryan (MGM)—Belinda
4	5	OB LA DI, OB LA DA	Marmalade (CBS)—Leeds/Basart
5	8	AIN'T GOT NO/I GOT LIFE	*Nina Simone (RCA)—Altona
6	3	BATTLE HYMN OF THE REPUBLIC	Andy Williams (CBS)—Public Domain
7	7	LEA	Cats (Imperial)—Veronica
8	6	JERUSHALAIM	Rika Zarai (Philips)—Chappell
9	10	IN THE BEGINNING	Boots (Philips)—Immediate
10	—	SON OF A PREACHER MAN	Dusty Springfield (Philips)

ITALY

(Courtesy Musica e Dischi, Milan)
*Denotes local origin

This Week	Last Week	Title	Artist
1	4	SCENDE LA PIOGGIA	*Gianni Morandi (RCA)—RCA
2	3	UNA CRITARBA CENTO ILLUSIONI	*Nino Reitano (Ariston)—Colosseo
3	1	TU CHE M'HAI PRESO IL CUOR	*Gianni Morandi (RCA)—Suvini Zerboni
4	9	TRIPOLI 1969	*Patty Pravo (Arc)—Leonardi
5	13	IL CARNEVALE	*Caterina Caselli (CGD)—Tiber
6	15	MATTINO	*Al Bano (VdP)—VdP
7	2	ZUM ZUM ZUM	Sylvie Vartan (RCA)—Curci
8	11	L'ATTORE	*Adriano Celentano (Clan)—Clan
9	6	RAIN AND TEARS	Aphrodite's Child (Mercury)—Alfiere
10	5	INSIEME A TE NON CI STO PIU	*Caterina Caselli (CGD)—Arión
11	10	IL GIOCATTOLO	*Gianni Morandi (RCA)—Mimo
12	7	SENTIMENTO	*Patty Pravo (Arc)—RCA Italiana
13	12	UN ANGELO BLU	*Equipe 84 (Ricordi)—Senza Fine
14	—	BAMBINA	*Serio Leonardi (Derby)—Apollo
15	8	APPLAUSI	*Camaleonti (CBS)—April Music

JAPAN

(Courtesy Original Confidence Co., Ltd.)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	KOI NO KISETSU	*Pinkv and Killers (King)—All Staff
2	4	NAGASAKI BLUES	*Aoe Mina (Victor)—Victor
3	2	THOSE WERE THE DAYS	Marv Hopkin (Apple)—Shinko
4	3	IMA WA SHIAWASEKAI	*Sagawa Mitsuo (Columbia)—J & K
5	5	AOI TORI	*Tigers (Polydor)—Watanabe
6	10	ASA NO KUCHIZUKE	*Ito Yukari (King)—Watanabe
7	6	SAYONARA NO ATO DE	*J. Yoshikawa and Blue Comets (Columbia)—Ohashi
8	9	13 JOURS EN FRANCE	Francis Ray (Saravah)—Pacific
9	7	TOSHIE NO HITO	*Mori Shin-ichi (Victor)—Watanabe
10	13	HEY JUDE	Beatles (Odeon)—Toshiba
11	8	YUUZUKI	*Mavuzumi Jun (Capitol)—Ishihara
12	14	HITORI SAKABA DE	*Mori Shin-ichi (Victor)—Victor
13	15	AISURITTE KOWAI	*Jun and Nene (King)—Watanabe
14	17	SWAN NA NAMIDA	*Ox (Victor)—Top
15	11	SOUND OF SILENCE	Simon and Garfunkel (CBS/Sony)—Shinko
16	18	JUN-AI	*Tempters (Philips)—Tanabe
17	12	SHIRISUGITANONE	*Los Indios (Polydor)—Kaminari
18	16	KIRI NI MUSEBU YORU	*Kuroki Ken (Toshiba)
19	—	SEINEN WA KOYA O MEZASU	*Folk Crusaders (Capitol)—Pacific
20	19	WATASHITTE DAME NA ONNA NE	*Ohtsuka Kuniko/Mahina Stars (Toshiba)—Ishihara

MALAYSIA

(Courtesy Radio Malaysia)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I'M A TIGER	Lulu (Columbia)
2	2	OVER YOU	Gary Puckett and the Union Gap (CBS)
3	5	WAIT FOR ME, MARY ANNE	Marmalade (CBS)
4	4	I'M READY NOW	*Trailers (RCA)
5	3	MY LITTLE LADY	Tremeloes (CBS)
6	6	I WILL COME TO YOU	Dusty Springfield (Philips)
7	—	RIDE MY SEE-SAW	Moody Blues (Deram)
8	7	WITH A LITTLE HELP FROM MY FRIENDS	Joe Cocker (Regal Zonophone)

9	—	CLOUD NINE	Temptations (Tama-Motown)
10	9	MAGIC CARPET RIDE	Steppenwolf (Dunhill)

NEW ZEALAND

(Courtesy New Zealand Broadcasting)

This Week	Last Week	Title	Artist
1	1	LOVE CHILD	Diana Ross and the Supremes (Tama)
2	2	MY LITTLE LADY	Tremeloes (CBS)
3	3	DON'T COME ANY CLOSER	Allison Durbin (HMV)
4	4	ALICE IS THERE	Fourmyla (HMV)
5	5	DAYS OF PEARLY SPENCER	Avengers
6	6	A DAY WITHOUT LOVE	Love Affair
7	7	MAGIC CARPET RIDE	Steppenwolf (Dunhill)
8	1	I KNOW WHY	Fourmyla (HMV)
9	—	ELENORE	Turtles (White Whale)
10	—	LILY THE PINK	Scaffold (Parlophone)

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	THE SOUNDS OF SILENCE	Simon and Garfunkel (CBS)—Mareco, Inc.
2	2	MRS. ROBINSON	Simon and Garfunkel (CBS)—Mareco, Inc.
3	4	SCARBOROUGH FAIR	Simon and Garfunkel (CBS)—Mareco, Inc.
4	3	HEY JUDE	Beatles (Parlophone)—Dyna Products, Inc.
5	8	CHEWY, CHEWY	Ohio Express (Buddah)—Mareco, Inc.
6	5	TWO FOR THE ROAD	Henry Mancini and Chorus (RCA Victor)—Filipinas Record Corp.
7	6	YOUNG GIRL	Gary Puckett and the Union Gap (CBS)—Mareco, Inc.
7	—	MAY I TAKE A GIANT STEP	1910 Fruitgum Co. (Buddah)—Mareco, Inc.
8	—	DON'T TELL MY HEART TO STOP LOVING YOU	Jerry Vale (CBS)—Mareco, Inc.
9	7	OVER YOU	Gary Puckett and the Union Gap (CBS)—Mareco, Inc.
10	10	MIDNIGHT CONFESSIONS	Grassroots (RCA Victor)—Filipinas Record Corp.

PUERTO RICO

(Courtesy of WKAQ—El Mundo)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SE ACABO	Chucho Avellanet (UA Latino)
2	2	PORQUE YO TEOAMO	Sandro (Columbia-Miami)
3	3	SABRE OLVIDAR	TNT Band (Cotique)
4	4	HEY JUDE	Beatles (Apple)
5	5	ESA	*Roberto Ledesma (Gema)
6	6	YO SOY LO BUENA	Blanca Rosa Gil (Velvet)
7	7	RECONCILIACION	Marco A. Muniz (RCA Victor)
8	8	MIDNIGHT CONFESSION	Grassroots (Dunhill)
9	9	CELESTE	*Johnny El Bravo (Velvet)
10	10	TUS MEJORES HORAS	*Tommy Olivencia (Tioly)

SINGAPORE

(Courtesy Radio Singapore)

This Week	Last Week	Title	Artist
1	3	A MINUTE OF YOUR TIME	Tom Jones (Decca)
2	4	ELOISE	Barry Ryan (MGM)
3	1	WRECK OF THE MARY ANTOINETTE	Dave Dee and Co. (Fontana)
4	5	I WANT TO SING WITH YOUR BAND	Petula Clark (Pye)
5	2	LITTLE ARROWS	Leapy Lee (MCA)
6	8	A DAY WITHOUT LOVE	Love Affair (CBS)
7	7	ICE IN THE SUN	Status Quo (Pye)
8	—	CHEWY CHEWY	Ohio Express (Pye)
9	6	LISTEN TO ME	Hollies (Parlophone)
10	9	LES BICYCLETES DE BELSIZ	Engelbert Humperdinck (Decca)

SOUTH AFRICA

(Courtesy Springbok Radio, EMI)

This Week	Last Week	Title	Artist
1	1	JESAMINE	Casuals (Decca)—David Pardo Mills Music (Gallo)
2	4	YOU CAN CRY IF YOU WANT TO	Troggs (Fontana)—Bill Landis Belinda (Gallo)
3	2	ELOISE	Barry Ryan (MGM)—Larry Page Dick James Music (Gallo)
4	5	BANG-SHANG-A-LANG	Archies (RCA)—Kirschner Don Kirschner Music (Teal)
5	6	ONLY ONE WOMAN	Marbles (Polydor)—B & M Gibbs-R. Stigwood Belinda (Gallo)
6	3	MY LITTLE LADY	Tremeloes (CBS)—Mike Smith Cyril Shane (GRC)
7	8	LILY THE PINK	

HUGH MASEKELA

is
creating
a
sales

'RIOT'

UNI 55102

**BREAKING
POP**



UNIVERSAL CITY RECORDS · A DIVISION OF MCA INC.

Spotlight Singles

NUMBER OF
SINGLES REVIEWED

THIS WEEK
124

LAST WEEK
109

*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

MARVIN GAYE & TAMMI TERRELL— GOOD LOVIN' AIN'T EASY TO COME BY

(Prod. Ashford & Simpson) (Writers: Ashford-Simpson) (Jobete, BMI)—The powerful duet can't miss going right back up to the top of the chart with this driving rhythm item. Strong Ashford-Simpson material with a dynamite vocal performance. Flip: "Satisfied Feelin'" (Jobete, BMI). Tamla 54179

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

*DIONNE WARWICK—THIS GIRL'S IN LOVE WITH YOU/DREAM SWEET DREAMER

(Prod. Bacharach-David) (Writers: Bacharach-David) (Blue Seas/Jac, ASCAP)—The recent Herb Alpert smash gets a powerful femme reading here and much of sales potential of the past hit is here as well. Flip is a potent compelling new ballad from the winning Bacharach-David team that has equal potential for play and sales. Scepter 12241

DONOVAN— TO SUSAN ON THE WEST COAST WAITING

(Prod. Mickie Most) (Writer: Leitch) (Peer Int'l, BMI)—His follow-up to "Lalena" is another infectious piece of rhythm material with a serious lyric message right in tune with the times. Strong entry for a high spot on the Hot 100. Flip: "Atlantis" (Peer Int'l, BMI). Epic 5-10434

*O. C. SMITH—HONEY (I Miss You)

(Prod. Jerry Fuller) (Writer: Russell) (Russell-Cason, ASCAP)—Another cut from his "Hickory Holler Revisited" hit LP, and a fine performance of the Goldsboro million seller it is. His bluesy treatment should put it high on the Hot 100 chart all over again. Flip: (No Information Available). Columbia 4-44751

IVEYS—MAYBE TOMORROW

(Writer: Tom) (Apple, ASCAP)—The Beatles' label comes up with another powerful entry and discovery in this solid sounding new group. Easy beat rhythm ballad is delivered in a top emotional reading that will pull it through to a high spot on the Hot 100. Flip: "Daddy's a Millionaire" (Apple, ASCAP). Apple 1803

PAUL REVERE & RAIDERS— MR. SUN, MR. MOON

(Prod. Mark Lindsay) (Writer: Lindsay) (Boom, BMI)—Following up their "Cinderella Sunshine," hit of late last year, group has a sales topper here in this hard driving, strong Mark Lindsay rhythm material. It's a mover all the way through. Flip: "Without You" (Boom, BMI). Columbia 4-44744

NEIL MacARTHUR—SHE'S NOT THERE

(Prod. Mike Hurst) (Writer: Argent) (Gallico, BMI)—The former leader of the Zombies goes it solo and this revival of their past hit will make it happen all over again. Wild and creative arrangement of the rock ballad and a strong vocal workout. Should hit big. Flip: "World of Glass" (Felsted, BMI). Deram 7524

LONDON PHOGG—THE TIMES TO COME

(Prod. Keith Colley) (Writers: Colley-Henderson) (Four Star, BMI)—Driving and pulsating rhythm item with powerful lyric line. Should prove a left field giant and establish the group as top sellers in a hurry. Strong entry and one to watch carefully. Flip: "Takin' It Easy" (Magic Lamp, ASCAP). A&M 1010

OHIO PLAYERS— HERE TODAY AND GONE TOMORROW

(Prod. Johnny Brantley) (Writers: Ohio Players) (Cudda-Pane, BMI)—Disk debut of a soul group out of Dayton, Ohio, is loaded with sales potential for both the r&b and pop markets. The blues, easy rocker moves from start to finish with a solid vocal workout. Flip: "Bad Bargain" (Cudda-Pane, BMI). Capitol 2385

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

FIVE BY FIVE—Apple Cider (Prod. Gene Kent) (Writer: People Beechwood, BMI)—The "Fire" group hit the Hot 100 with considerable impact and this fast paced, infectious rocker has much of the sales potential of the past hit. Paula 319

***PERRY COMO—Seattle/Sunshine Wine** (Prod. Chet Atkins & Andy Wiswell) (Writers: Sheldon-Keller) (Screen Gems-Columbia, BMI)—(Writer: Walker) (4 Star, BMI)—Two strong sides in today's selling vein. First is an infectious rhythm item from the TV show "Here Come the Brides," and loaded with juke box appeal. The flip side, a Cindy Walker country ballad, is given a top Como performance. RCA 47-9722

FLEETWOOD MAC—Albatross (Prod. Mike Vernon) (Writer: Green) (Lovely, ASCAP)—The interesting bluesy instrumental currently at the No. 2 spot on the British chart could easily prove a left field chart winner here. Rhythm number is most infectious. Epic 5-10436

FRIEND & LOVER—Circus (Prod. Jim Post & Jim Schwall) (Writer: Post) (Lowery, BMI)—The "Reach Out in the Darkness" duo comes up with interesting lyric idea penned by Jim Post and set to an easy beat rock rhythm. Good material, well performed. Verve Forecast 5100

EDWIN STARR—Twenty-Five Miles (Prod. Bristol & Fuqua) (Writers: Bristol-Fuqua-Starr) (Jobete, BMI)—Rhythm item rocks all the way through with a top wailing vocal workout by Starr. Should make play and sales noise. Gordy 7083

EXCITERS—You Don't Know What You're Missing ('Til It's Gone) (Prod. R. Robinson-L. Banks-T. Wiltshire) (Writers: Bank-Rooney)—The "Tell Him" group has a pulsating rhythm number that could easily bring them back to the charts with impact. Exciting dance beat and sound. RCA 47-9723

PEGGY MARCH—Purple Hat/Try to See If My Way (Prod. Pierre G. Maheu) (Writers: Holdridge-Fearon) (Lissauer, ASCAP)—(Prod. Danny Davis) (Writers: David-Bacharach) (Blues Seas/Jac, BMI)—Two good commercial sides by the stylist. First is a big, driving production ballad. . . new material with a top performance for today's market. Flip is a well done revival of the Bacharach-David rhythm ballad. RCA 47-9718

THREE DOG NIGHT—Try a Little Tenderness (Prod. Gabriel Mekler) (Writers: Woods-Connelly) (Connelly-Robbins, ASCAP)—The Sinatra classic updated by Otis Redding is given another pop-rock revival here by the group with a current chart LP. Well done, although very close to the Redding treatment. Dunhill 4177

ELECTRIC PRUNES—Hey Mr. President (Prod. Dave Hassinger) (Writers: Barkan-Adams) (Screen Gems-Columbia, BMI)—Timely lyric message set to a wild and raucous beat that never lets up. Powerful dance item and the message comes through loud and clear. Reprise 0805

***MATT MONRO—When Joanna Loved Me** (Prod. David Cavanaugh) (Writers: Wells-Segal) (Morris, ASCAP)—This Robert Wells-Jack Segal ballad beauty was inserted into the Rod McKuen scored film "Joanna" and Monro has a strong commercial reading here. Top Sid Feller arrangement. Capitol 2390

***LARRY PAGE ORCH.—Wichita Lineman** (Prod. Larry Page) (Writer: Webb) (Canopy, ASCAP)—The producer-conductor did well with his instrumental version of "Those Were the Days," and this fine lush arrangement of the Glen Campbell smash should meet with the same play and sales success. Page One 21018

EASYBEATS—Gonna Have a Good Time (Prod. Easybeats & Mike Vaughn) (Writers: Vanda-Young) (Miller, ASCAP)—Pulsating rhythm driver is a discotheque winner that could easily prove a hot chart item. Wild sounds. United Artists 50488

CANNIBAL & HEADHUNTERS—Get In On Up (Get Up the Courage) (Prod. Bob Feldman) (Writers: Peques-Spencer) (Grand Canyon, BMI)—The "Land of 1,000 Dances" group debuts on the Capitol label with a solid beat rock item that should have no trouble bringing them back to the disk scene. Capitol 2393

CLIFFORD CURRY—I Need a Little Help Girl (Prod. Buzz Cason) (Writer: Russell) (Russell-Cason, ASCAP)—Smooth, bluesy reading of another fine and compelling ballad from the pen of Bobby Russell. Strong material with a performance to match. Elf 90024

INEZ & CHARLIE FOXX—Baby Give It to Me (Prod. Charlie Foxx) (Writer: Whitehead) (Su-Ronn/Catalogue/Cee & Eye, BMI)—A blues rocker that should prove a chart winner for both r&b and pop charts. Driving rhythm with a wild vocal workout. Dynamo 127

TOP 20 COUNTRY

COUNTRY

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

WEBB PIERCE— IF I HAD LAST NIGHT TO LIVE OVER

(Writers: Pierce-Powell) (Cedarwood, BMI)—His "Saturday Night" took him way up the country chart and this compelling and plaintive ballad will meet with equal play and sales impact. Flip: "No Tears Tonight" (Moss-Rose, BMI). Decca 32438

DOTTIE WEST & DON GIBSON—RINGS OF GOLD

(Prod. Chet Atkins & Danny Davis) (Writer: Thomas) (Acuff-Rose, BMI)—Their first duet will run them right up the chart in rapid fashion. The rhythm ballad with good lyric line is performed in top style and will not only prove a big seller but will warrant more duets from them. Fop potential as well. Flip: "Final Examination" (Tree, BMI). RCA 47-9715

HANK WILLIAMS JR.—A BABY AGAIN

(Prod. Jim Vienneau) (Writer: Wheeler) (United Artists, ASCAP)—Following up his "It's All Over But the Crying" smash, Williams has another blockbuster in this rhythm item set in two tempos and given a top blues vocal workout. Strong Billy Ed Wheeler material. Flip: "Swim Across a Tear" (Audlee/Gallico, BMI). MGM 14024

NAT STUCKEY—JOE & MABEL'S 12th STREET BAR & GRILL/LOVING YOU

(Prod. Felton Jarvis) (Writer: Braddock) (Tree, BMI)—(Writers: Lieber-Stoller) (Presley, BMI)—Two equally potent sales entries from Stuckey. First is a catchy and clever rhythm item penned by Bobby Braddock. Flip is the past Presley hit ballad performed with a top blues feel and sensitivity that could prove a left fielder and one of his biggest disks to date. RCA 47-9720

BOB LUMAN— COME ON HOME AND SING THE BLUES TO DADDY

(Prod. Glenn Sutton) (Writer: Corbin) (Return, BMI)—Luman has a rhythm winner here that could take him all the way to the top. Fast paced number with good lyric line is delivered in top Luman style. Flip: "Big, Big World" (Studio, BMI). Epic 5-10439

CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

CHARLIE WALKER—Honky-Tonk Season (Blue Crest, BMI). EPIC 5-10426
MAC CURTIS—The Friendly City (Tree, BMI). EPIC 5-10438
WILMA BURGESS—Parting (Is Such Sweet Sorrow) (Blue Echo, BMI). DECCA 32437
CLYDE OWENS—I Ran Off the Road of Love (Peach, SESAC). CHART 1069
DON ROBERTSON—Honey Eyed Girl (Don Robertson, ASCAP). RCA 9721
KIRK HANSARD—Dissatisfied (Acclaim, BMI). CHART 1068

TOP 20 R&B

R&B

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

LOWELL FULSOM—LOVIN' TOUCH

(Writers: Fulsom-Facyson) (Modern/Budget, BMI)—Pulsating blues rocker, well written and given a wild Fulsom reading that will put him high on the chart. Strong commercial entry. Flip: "Price for Love" (Modern/Budget, BMI). Kent 505

SUGAR & SPICE—IN LOVE FOREVER

(Prod. Guy Draper) (Writer: Draper) (Andjun, ASCAP)—The producer of the Unifics, Guy Draper, comes up with another powerful discovery in this boy and girl duet that has equal sales potential for both pop and r&b. Kapp 973

CHART

Spotlights Predicted to reach the R&B SINGLES Chart

SOLOMON BURKE—Up Tight Good Woman (Fame, BMI). BELL 759
BABY WASHINGTON—I Know (Saturn/At Last, BMI). SUE 4
SOUL BROTHERS SIX—Somebody Else Is Loving My Baby (Corillion, BMI). ATLANTIC 2592

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

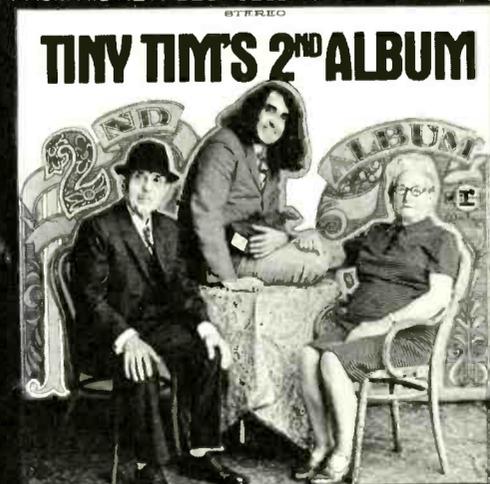
A Tiny Tim You've Never Heard Before!
Fast becoming the biggest single of his career...



**GREAT
BALLS OF
FIRE**

R 0802

FROM HIS NEW BEST SELLING REPRISE ALBUM



PRODUCED BY RICHARD PERRY



TOP LP'S

FOR WEEK ENDING JANUARY 25, 1969

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
1		7	1	*	BEATLES Apple SWBO 101 (S)				
2		5	2	2	DIANA ROSS & THE SUPREMES WITH THE TEMPTATIONS —T.C.B. Motown MS 682 (S)				
3		11	6	3	GLEN CAMPBELL —Wichita Lineman Capitol ST 103 (S)				
4		8	4	4	SERGIO MENDES & BRASIL '66 —Fool on the Hill A&M SP 4160 (S)				
5		7	5	5	ROLLING STONES —Beggar's Banquet London PS 539 (S)				
6		9	3	6	DIANA ROSS & THE SUPREMES JOIN THE TEMPTATIONS Motown MS 679 (S)				
7		20	12	7	IRON BUTTERFLY —In-A-Gadda-Da-Vida Atco (No Mono); SD 33-250 (S)				
8		22	7	8	BIG BROTHER & THE HOLDING COMPANY —Cheap Thrills Columbia (No Mono); KCS 9700 (S)				NA
9		56	9	9	JUDY COLLINS —Wildflowers Elektra (No Mono); EKS 74012 (S)				
10		17	8	10	STEPPENWOLF —The Second Dunhill DS 50037 (S)				NA
11		29	11	11	RASCALS —Time Peace/Greatest Hits Atlantic (No Mono); SD 8190 (S)				
12		18	13	12	SOUNDTRACK —Funny Girl Columbia BOS 3220 (S)				NA
13		28	14	13	JOSE FELICIANO —Feliciano! RCA Victor LPM 3957 (M); LSP 3957 (S)			NA	NA
14		7	15	14	DIANA ROSS & THE SUPREMES —Love Child Motown MS 670 (S)				
15		47	16	15	GLEN CAMPBELL —Gentle on My Mind Capitol (No Mono); ST 2809 (S)				
16		15	10	16	JIMI HENDRIX EXPERIENCE —Electric Ladyland Reprise 2RS 6307 (S)				
17		9	18	17	TRAFFIC United Artists UAS 6676 (S)				NA
18	★	8	21	18	CANNED HEAT —Livin' the Blues Liberty LST 27200 (S)				
19		10	19	19	ARETHA FRANKLIN —Aretha in Paris Atlantic SD 8207 (S)				
20	★	5	25	20	FRANK SINATRA —Cycles Reprise FS 1027 (S)				
21		29	17	21	CREAM —Wheels of Fire Atco (No Mono); SD 2-700 (S)				
22	★	6	55	22	ELVIS PRESLEY —Elvis RCA Victor LPM 4088 (M); (No Stereo)		NA	NA	NA
23		75	23	23	JIMI HENDRIX EXPERIENCE —Are You Experienced? Reprise (No Mono); RS 6261 (S)				
24		8	26	24	JOSE FELICIANO —Souled RCA Victor LSP 4045 (S)				
25		46	27	25	SOUNDTRACK —The Graduate Columbia (No Mono); OS 3180 (S)				NA
26		7	28	26	DIONNE WARWICK —Promises, Promises Scepter SPS 571 (S)				
27	★	10	47	27	GRASSROOTS —Golden Grass Dunhill DS 50047 (S)				
28		40	20	28	SIMON & GARFUNKEL —Bookends Columbia (No Mono); KCS 9529 (S)				NA
29		14	22	29	BILL COSBY —200 M.P.H. Warner Bros.-Seven Arts WS 1757 (S)				
30		33	24	30	O. C. SMITH —Hickory Holler Revisited Columbia (No Mono); CS 9680 (S)				NA
31		16	32	31	BARBRA STREISAND —A Happening in Central Park Columbia CS 9710 (S)				NA
32		33	33	32	JOHNNY CASH —At Folsom Prison Columbia (No Mono); CS 9639 (S)				NA
33		57	30	33	GLEN CAMPBELL —By the Time I Get to Phoenix Capitol T 2851 (M); ST 2851 (S)				
34		34	29	34	ANDY WILLIAMS —Honey Columbia (No Mono); CS 9662 (S)				NA
35	★	4	56	35	ASSOCIATION —Greatest Hits, Vol. 1 Warner Bros.-Seven Arts WS 1767 (S)				
36		23	34	36	ENGELBERT HUMPERDINCK —Man Without Love Parrot (No Mono); PAS 71022 (S)				
37		38	37	37	HERB ALPERT & THE TIJUANA BRASS —Best of the Brass A&M (No Mono); SP 4146 (S)				
38		116	38	38	SIMON & GARFUNKEL —Parsley, Sage, Rosemary & Thyme Columbia CL 2563 (M); CS 9363 (S)				NA
39		13	31	39	GARY PUCKETT & THE UNION GAP —Incredible Columbia CS 9715 (S)				NA
40		21	40	40	JAMES BROWN LIVE AT THE APOLLO —Vol. 2 King 1022 (S)				
41		11	36	41	RICHARD HARRIS —The Yard Went on Forever Dunhill DS 50042 (S)				
42		17	42	42	SMOKEY ROBINSON & THE MIRACLES —Special Occasion Tamla TS 290 (S)				
43		72	44	43	VANILLA FUDGE Atco 33-224 (M); SD 33-224 (S)				
44		49	48	44	CHAMBERS BROTHERS —The Time Has Come Columbia CL 2722 (M); CS 9522 (S)				NA

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
45		16	39	45	JEANNIE C. RILEY —Harper Valley P.T.A. Plantation PLP 1 (S)				
46		60	52	46	CREAM —Disraeli Gears Atco 33-232 (M); SD 33-232 (S)				
47		25	43	47	DOORS —Waiting for the Sun Elektra EKS 74024 (S)				
48		16	46	48	BOBBIE GENTRY & GLEN CAMPBELL Capitol ST 2928 (S)				NA NA
49		21	53	49	VOGUES —Turn Around, Look at Me Reprise RS 6314 (S)				
50	★	6	61	50	JUDY COLLINS —Who Knows Where the Time Goes Elektra EKS 74033 (S)				
51	★	4	94	51	DEAN MARTIN —Gentle on My Mind Reprise RS 5330 (S)				
52		16	35	52	PROCOL HARUM —Shine on Brightly A&M SP 4151 (S)				
53		46	49	53	STEPPENWOLF Dunhill (No Mono); DS 50029 (S)				
54		29	45	54	ARETHA FRANKLIN —Aretha Now Atlanta SD 8186 (S)				
55		35	57	55	DEAN MARTIN —Greatest Hits, Vol. 1 Reprise (No Mono); RS 6301 (S)				
56		15	41	56	DONOVAN —Hurdy Gurdy Man Epic BN 26420 (S)				NA NA
57	★	4	68	57	W. C. FIELDS —Original Voice Track From His Great Movies Decca DL 79164 (S)				
58	★	5	63	58	FOUR SEASONS —Edizione D'Oro (Gold Edition) Philips PHS 2-6501 (S)				
59		150	60	59	SOUNDTRACK —Dr. Zhivago MGM 1SE-6ST (S)				
60		202	58	60	SOUNDTRACK —The Sound of Music RCA Victor LOCD 2005 (M); LSOD 2005 (S)				NA NA
61		47	54	61	SERGIO MENDES & BRASIL '66 —Look Around A&M SP 4137 (S)				
62		7	62	62	BOX TOPS —Super Hits Bell 6025 (S)				
63		31	59	63	JOHNNY RIVERS —Realization Imperial (No Mono); LP 12372 (S)				
64		97	51	64	DOORS Elektra (No Mono); EKS 74007 (S)				
65		84	65	65	BEATLES —Sgt. Pepper's Lonely Hearts Club Band Capitol MAS 2653 (M); SMAS 2653 (S)				
66		70	67	66	DIANA ROSS & THE SUPREMES —Greatest Hits Motown (No Mono); MS 676 (S)				
67		26	72	67	ORIGINAL CAST —Hair RCA Victor LOCD 1150 (M); LSO 1150 (S)				NA NA
68	★	4	83	68	TEMPTATIONS —Live at the Copa Gordy GS 938 (S)				
69		20	66	69	PETER, PAUL & MARY —Late Again Warner Bros.-Seven Arts WS 1751 (S)				
70	★	7	84	70	LETTERMEN —Put Your Head on My Shoulder Capitol ST 147 (S)				
71		21	69	71	FRANK SINATRA —Greatest Hits Reprise FS 1025 (S)				
72		14	70	72	RAY CONNIF & THE SINGERS —Turn Around, Look at Me Columbia CS 9712 (S)				NA
73		29	76	73	SOUNDTRACK —2001 Space Odyssey MGM (No Mono); SIE 13 ST (S)				NA
74		100	71	74	SIMON & GARFUNKEL —Sounds of Silence Columbia CL 2469 (M); CS 9269 (S)				NA
75		13	50	75	STEVE MILLER BAND —Sailor Capitol ST 2984 (S)				NA NA
76		13	79	76	MARVIN GAYE —I Heard It Through the Grapevine Tamla TS 285 (S)				NA
77		64	91	77	SOUNDTRACK —Camelot Warner Bros.-Seven Arts (No Mono); BS 1712 (S)				
78		21	75	78	CRAZY WORLD OF ARTHUR BROWN Track SD 8198 (S)				
79	★	2	111	79	SPIRIT —The Family That Plays Together Ode Z12 44014 (S)				
80		21	78	80	JEFFERSON AIRPLANE —Crown of Creation RCA Victor LSP 4058 (S)				NA
81	★	4	100	81	YOUNG-HOLT UNLIMITED —Soulful Strut Brunswick BL 754144 (S)				
82		9	88	82	OTIS REDDING —In Person at the Whiskey A-Go-Go Atco SD 33-265 (S)				
83		23	74	83	JEFF BECK —Truth Epic (No Mono); BN 26413 (S)				NA
84		111	82	84	TEMPTATIONS —Greatest Hits Gordy (No Mono); 919 (S)				
85		22	85	85	MIKE BLOOMFIELD, AL COOPER, STEVE STILLS —Super Session Columbia (No Mono); CS 9701 (S)				NA
86		22	81	86	BEE GEES —Idea Atco (No Mono); SD 33-253 (S)				
87		17	73	87	DIANA ROSS & THE SUPREMES —"Live" at London's Talk of the Town Motown MS 676 (S)				

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

Continued on Page 92

TOP LP'S

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RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
		63	89	88	DIONNE WARWICK—Golden Hits, Part 1 Scepter SRM 565 (M); SPS 565 (S)				
		16	80	89	CHAMBERS BROTHERS—A New Time, a New Day Columbia CS 9671 (S)			NA	
		21	86	90	DEEP PURPLE—Shades of Tetragrammaton T 102 (S)				
		97	77	91	ANITA KERR/ROD MCKUEN/SAN SEBASTIAN STRINGS—The Sea Warner Bros.-Seven Arts (No Mono); WS 1670 (S)				
		10	96	92	VARIOUS ARTISTS—Super Hits, Vol. 3 Atlantic SD 8203 (S)				
	★	2	108	93	LEAPY LEE—Little Arrows Decca DL 75076 (S)				
	★	5	115	94	PETULA CLARK—Greatest Hits, Vol. 1 Warner Bros.-Seven Arts WS 1765 (S)				
		35	64	95	RAY CONNIFF & THE SINGERS—Honey Columbia (No Mono); CS 9661 (S)			NA	
		49	87	96	ARETHA FRANKLIN—Lady Soul Atlantic 8176 (M); SD 8176 (S)				
		90	95	97	CREAM—Fresh Atco 33-206 (M); SD 33-206 (S)				
	★	6	116	98	MONKEES—Soundtrack: Head Colgems COSO 5008 (S)				
		29	93	99	VANILLA FUDGE—Renaissance Atco (No Mono); SD 33-244 (S)				
		3	105	100	DEEP PURPLE—Books of Taliesyn Tetragrammaton T 107 (S)				
		14	98	101	SOUNDTRACK—Star 20th Century-Fox DTCS 5102 (S)	NA	NA		
		43	102	102	GLEN CAMPBELL—Hey Little One Capitol (No Mono); ST 2878 (S)			NA	
		39	99	103	MOODY BLUES—Days of Future Past Deram DE 16012 (M); DES 18012 (S)				
	★	7	120	104	JOHNNY MATHIS—Those Were the Days Columbia CS 9705 (S)			NA	
		15	106	105	VARIOUS ARTISTS—Rowan & Martin Laugh-In Epic FXS 15118 (S)			NA	NA
	★	2	157	106	ROD MCKUEN/ANITA KERR/SAN SEBASTIAN STRINGS—Home to the Sea Warner Bros.-Seven Arts WS 1764 (S)				
		8	104	107	BEE GEES—Rare, Precious & Beautiful Atco SD 33-264 (S)				
		64	97	108	MAMAS & PAPAS—Farewell to the First Golden Era Dunhill (No Mono); DS 50025 (S)				
		10	112	109	JOHNNY NASH—Hold Me Tight JAD JS 1207 (S)	NA	NA	NA	NA
	★	13	125	110	ARCHIES Cataldar KES 101 (S)			NA	NA
		6	117	111	MOTHERS OF INVENTION—Cruising With Ruben & the Jets Verve V6-5055X (S)			NA	NA
		58	109	112	BEATLES—Magical Mystery Tour Capitol MAL 2835 (M); SMAL 2835 (S)				
		30	113	113	SOUNDTRACK—Wild in the Streets Tower (No Mono); 5099 (S)				
		32	101	114	GLEN CAMPBELL—A New Place in the Sun Capitol (No Mono); ST 2907 (S)				
		51	107	115	JIMI HENDRIX—Axis: Bold as Love Reprise (No Mono); RS 6281 (S)				
		26	121	116	CREEDENCE CLEARWATER REVIVAL Fantasy (No Mono); 8382 (S)				
	★	8	138	117	IMPRESSIONS—This Is My Country Curton COS 8001 (S)				
		31	118	118	MASON WILLIAMS—Phonograph Record Warner Bros.-Seven Arts (No Mono); WS 1729 (S)				
		2	122	119	ELECTRIC FLAG Columbia CS 9714 (S)				
		17	129	120	SOUNDTRACK—Finian's Rainbow Warner Bros.-Seven Arts BS 2550 (S)				
		21	103	121	DEAN MARTIN—Greatest Hits, Vol. 2 Reprise RS 6320 (S)				

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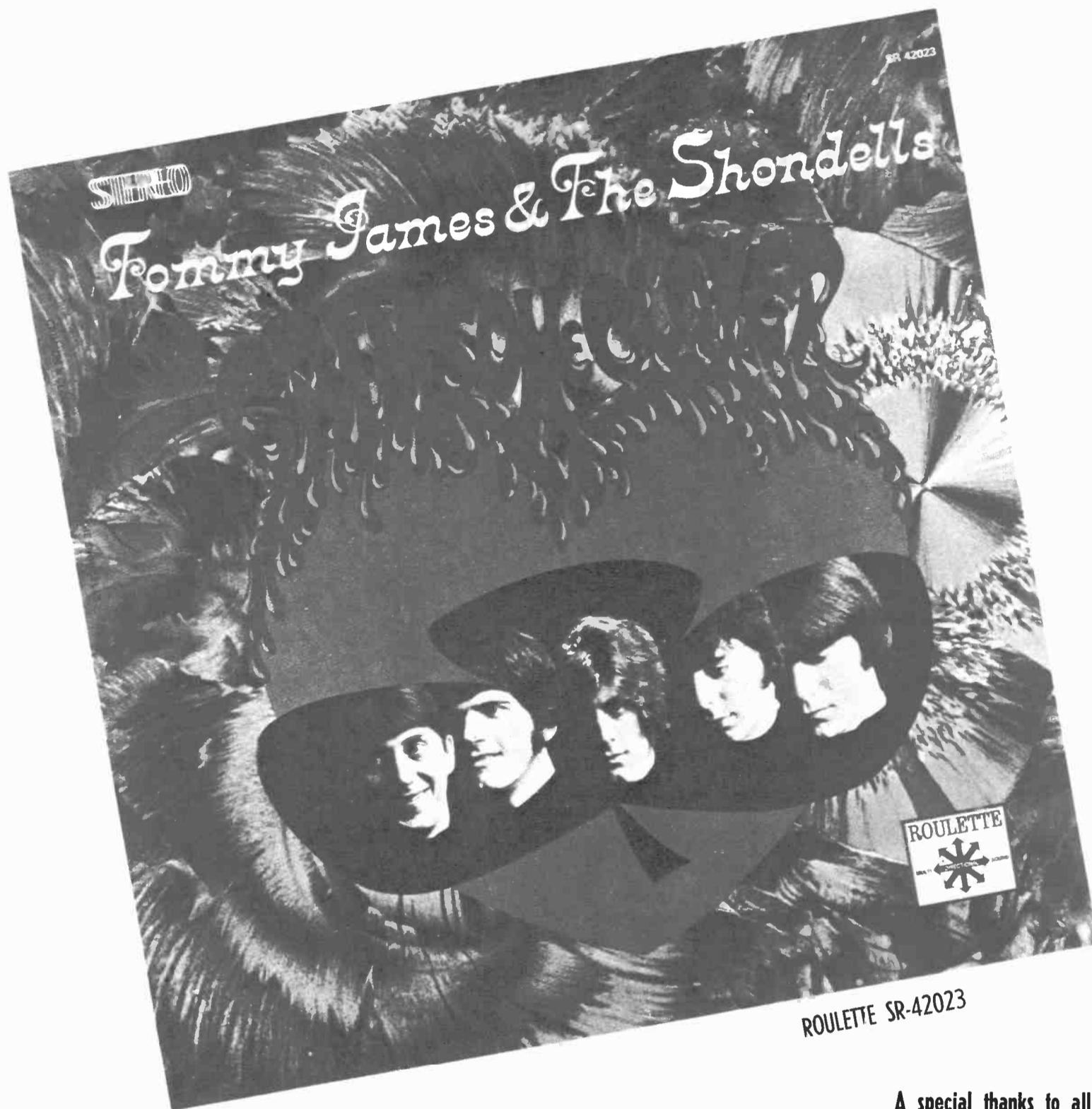
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RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
		158	124	122	ORIGINAL CAST—Man of La Mancha Kapp KL 4505 (M); KS 5505 (S)				
		51	123	123	SOUNDTRACK—The Good, the Bad & the Ugly United Artists UAL 4172 (M); UAS 5172 (S)				
		45	114	124	IRON BUTTERFLY—Heavy Atco LP 33-227 (M); SD 33-227 (S)				
	★	1	—	125	ORIGINAL CAST—Promises, Promises United Artists UAS 9902 (S)				
	★	4	150	126	BOBBY VINTON—I Love How You Love Me Epic BN 26437 (S)			NA	
		43	119	127	IRISH ROVERS—Unicorn Decca DL 4951 (M); DL 74951 (S)				
		5	131	128	RHINOCEROS Elektra EKS 74030 (S)				
		25	127	129	JOAN BAEZ—Baptism Vanguard (No Mono); VSD 79275 (S)				
		37	110	130	GARY PUCKETT & THE UNION GAP—Young Girl Columbia (No Mono); CS 9664 (S)			NA	
	★	3	173	131	STEVIE WONDER—For Once in My Life Tamla 291 (S)				NA
		63	126	132	ARLO GUTHRIE—Alice's Restaurant Reprise (No Mono); RS 6267 (S)				
		3	139	133	RICHIE HAVENS—Richard P. Havens 1983 Verve 30472 (S)	NA	NA	NA	NA
		36	135	134	TEMPTATIONS—Wish It Would Rain Gordy 927 (S)				
		28	130	135	VARIOUS ARTISTS—Super Hits, Vol. 2 Atlantic (No Mono); SD 8188 (S)				
		38	136	136	MONKEES—The Birds, the Bees & the Monkees Colgems COM 109 (M); COS 109 (S)		NA	NA	NA
		6	142	137	DION Laurie SLP 2047 (S)				
		3	145	138	RENE & RENE—Lo Mucho Que Te Quiero White Whale WW 7119 (S)				
		19	128	139	MARVIN GAYE & TAMMI TERRELL— You're All I Need Tamla TS 284 (S)				
		34	90	140	JUDY COLLINS—In My Life Elektra EKS 74027 (S)				
		49	133	141	CANNED HEAT—Boogie With the Liberty (No Mono); LST 7541 (S)				
		37	143	142	RICHARD HARRIS—A Tramp Shining Dunhill (No Mono); DS 50032 (S)				
		41	132	143	BOBBY GOLDSBORO—Honey United Artists UAL 3642 (M); UAS 6642 (S)				
		27	140	144	DONOVAN—In Concert Epic (No Mono); BN 26386 (S)			NA	
		4	143	145	JERRY BUTLER—The Ice Man Cometh Mercury ST 6119B (S)				
		20	92	146	MOODY BLUES—In Search of the Lost Chord Deram DES 18107 (S)				
	★	1	—	147	ROGER WILLIAMS—Only for Lovers Kapp KS 3665 (S)				
		11	141	148	WES MONTGOMERY—Road Song A&M SP 3012 (S)				
	★	3	180	149	GEORGE HARRISON—Wonder Wall Music Apple ST 3350 (S)		NA	NA	NA
		3	160	150	GLADYS KNIGHT & THE PIPS—Silk 'n Soul Soul S 711 (S)				
		85	144	151	ENGELBERT HUMPERDINCK—Release Me Parrot PA 61012 (M); PAS 71012 (S)				
	★	1	—	152	3 DOG NIGHT Dunhill DS 50048 (S)		NA	NA	NA
		2	153	153	COWSILLS—Best of MGM SE 4597 (S)				
	★	1	—	154	INTRUDERS—Greatest Hits Gamble SG 5005 (S)			NA	NA
		163	155	155	HERB ALPERT & THE TIJUANA BRASS— Going Places A&M SP 4112 (S)				
		22	134	156	BOOTS RANDOLPH—Sound of Boots Monument (No Mono); SLP 18099 (S)				
		5	167	157	SOUNDTRACK—Oliver Colgems COSD 5501 (S)				
		70	152	158	FOUR TOPS—Greatest Hits Motown (No Mono); MS 662 (S)				
	★	2	200	159	B. J. THOMAS—On My Way Scepter SPS 570 (S)				
		56	146	160	EDDY ARNOLD—The Best of RCA Victor LSP 3565 (S)			NA	NA

Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers.

"CRIMSON AND CLOVER"

TOMMY JAMES AND THE SHONDELLS



A special thanks to all the DJ's out there.

KRIZ—Phoenix, Arizona; Rich (Mutha) Robbins: "Heavy! Very Heavy."

KLIF—Dallas, Texas; Jim Tabor: "A sensational smash! No doubt."

KQV—Pittsburgh, Penn.; Chuck Brinkman: "His freedom of expression is one of the most refreshing experiences in modern music today, both commercially and professionally."

WRIT—Milwaukee, Wisconsin; Tex Myer: "I have more requests on the album cut on 'Crimson and Clover' than the single."

KILT—Houston, Texas; Bill Young: "I was pleasantly surprised. Much more creative than ever before."

WKY—Oklahoma City, Oklahoma: "I think it has got to be one of the best albums in 1969. Great sound."

WFUN—Miami, Florida; Mike Harvey: "It adds a new dimension to what people thought Tommy James and the Shondells were capable of."

KENO—Las Vegas, Nevada; Jack Daniels: "Unbelievable—got to be one of the albums of the year."

WORD—Spartanburg, South Carolina; Bob Kanada: "It's a new bag. He's never really displayed what he could do before."

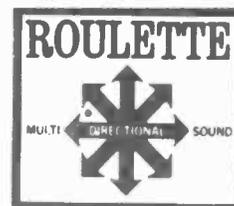
WPTK—Albany, New York; John Wagner: "It's a bag that Tommy and the Shondells should have been on a long time ago. It's fantastic."

WSAI—Cincinnati, Ohio; George Burns: "I like it!"

WQAN—Miami, Florida; Jim Dunlap: "On the way to work one morning I was driving on the shoulder—I heard the new Tommy James album and drove right on the road."

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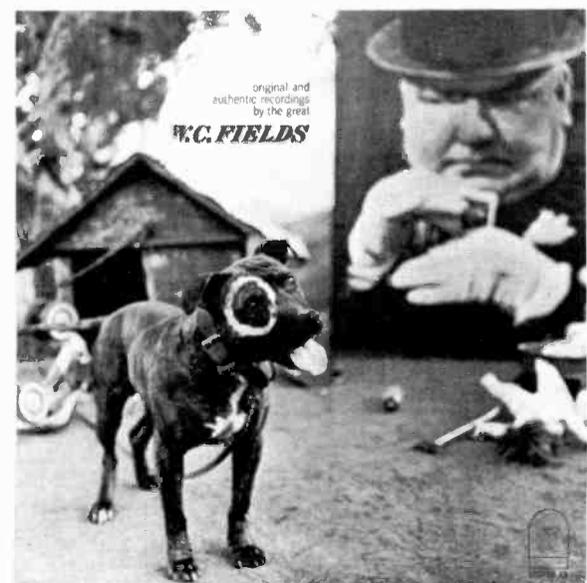




Dear Mom + Daddy,
Here i am in Hollywood.
I'm going to be a star --
like Aynsley Dunbar, W. C.
Fields and Bob Krasnow.
I love bubble gum, blue
thumb and pastrami. Say
hello to Aunt Pat and
Uncle Dick.
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George



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TAPE REPRODUCTION BY GRT

TOP LP'S

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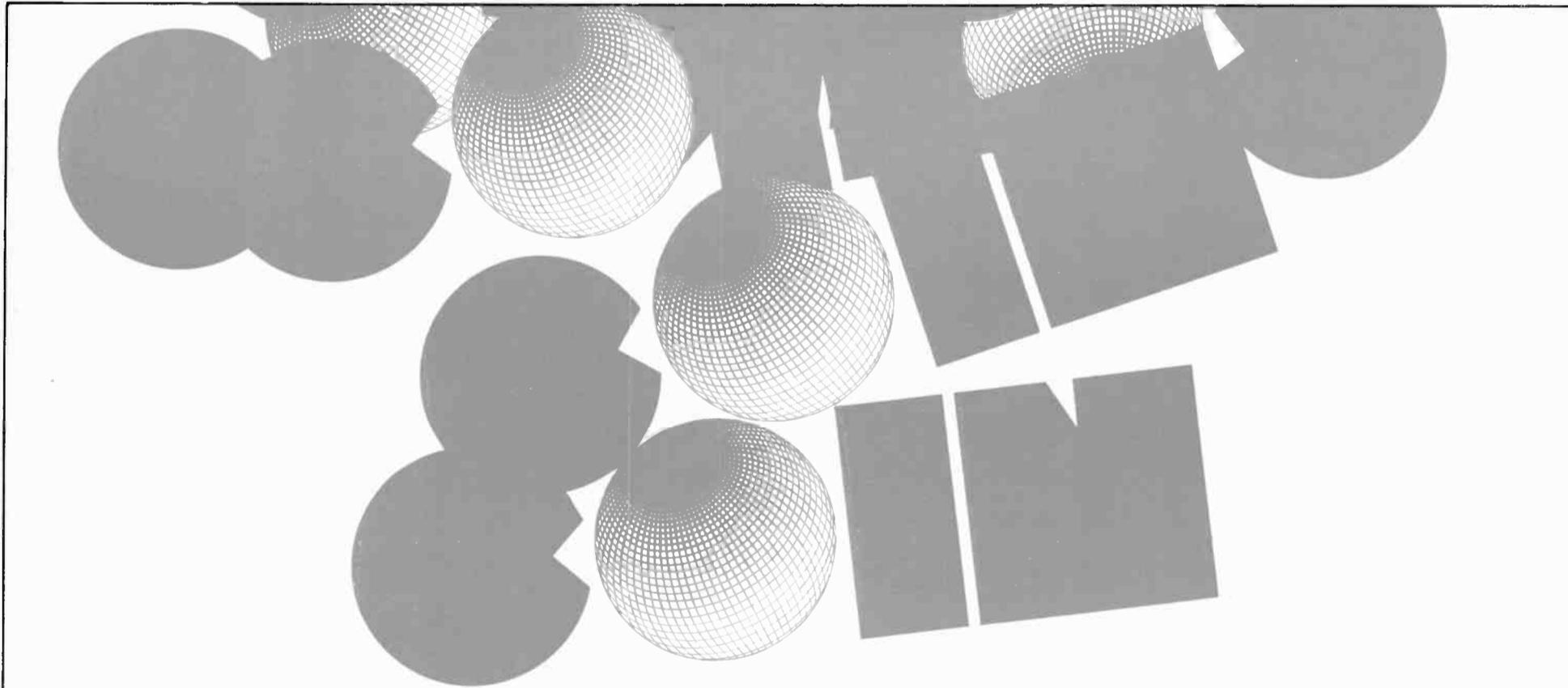
RIAA Million Dollar LP Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST — Title — Label & Number	TAPE PACKAGES AVAILABLE			
					8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
	125	159	161	SERGIO MENDES & BRASIL '66 A&M (No Mono); SP 4116 (S)				
	21	137	132	PETULA CLARK —Petula Warner Bros.-Seven Arts WS 1743 (S)				
★	1	—	163	JOHNNIE TAYLOR —Who's Making Love Stax STS 2005 (S)				
	12	171	164	SOUNDTRACK —Chitty Chitty Bang Bang United Artists UAS 5188 (S)				
	3	175	165	ERIC BURDON & THE ANIMALS —Love Is MGM AW 4591-2 (S)	NA	NA	NA	NA
	6	170	166	SOFT MACHINE Probe CPLP 4500 (S)				
	191	169	167	ORIGINAL CAST —Fiddler on the Roof RCA Victor LOC 1093 (M); LSO 1093 (S)				
	43	147	168	BILL COSBY —To Russell, My Brother Whom I Slept With Warner Bros.-Seven Arts (No Mono); WS 1734 (S)				
	5	168	169	MASON WILLIAMS —Ear Show Warner Bros.-Seven Arts WS 1766 (S)				
	12	154	170	EDDY ARNOLD —Walkin' in Loveland RCA Victor LSP 4089 (S)		NA	NA	NA
	42	158	171	LETTERMEN —Goin' Out of My Head Capitol (No Mono); ST 2865 (S)			NA	
	3	178	172	SAMMY DAVIS JR. —I've Gotta Be Me Reprise RS 6324 (S)				NA
	2	177	173	VENTURES —Underground Fire Liberty LST 8059 (S)				
	14	174	174	IMPRESSIONS —Best of ABC ABCS 654 (S)				
	47	162	175	DIONNE WARWICK —Valley of the Dolls Scepter SPS 568 (S)				
	196	172	176	SOUNDTRACK —West Side Story Columbia OL 5670 (M); OS 2070 (S)		NA	NA	
	5	176	177	JIMMY McGRUFF —The Worm Solid State 18045 (S)				
	21	179	178	FEVER TREE Uni 73024 (S)				

★ **STAR PERFORMER**—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.
NA Not Available

RIAA Million Dollar LP Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST — Title — Label & Number	TAPE PACKAGES AVAILABLE			
					8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
	25	163	179	BAND —Music From Big Pink Capitol (No Mono); SKAO 2955 (S)				NA
	21	182	180	BLOOD, SWEAT & TEARS —Child Is Father to the Man Columbia CS 9619 (S)				
	11	181	181	JIM NABORS —Sings the Lord's Prayer & Other Sacred Songs Songs—Columbia CS 9716 (S)			NA	
	6	183	182	MANTOVANI —Memories London PS 542 (S)				
	5	165	183	FEVER TREE —Another Time, Another Place Uni 73040 (S)				
	4	190	184	EXOTIC GUITARS —Those Were the Days Ranwood R 8040 (S)				
	42	180	185	NANCY SINATRA & LEE HAZLEWOOD —Nancy & Lee Reprise (No Mono); RS 6273 (S)				
	7	192	186	BOOKER T. & THE M.G.'s —Best of Atlantic SD 8202 (S)				
	19	—	187	5th DIMENSION —Stoned Soul Picnic Soul City SCS 92002 (S)				
	8	168	188	TURTLES —Present the Battle of the Bands White Whale WWS 7118				
	2	194	189	WALTER CARLOS & BENJAMIN FOIKMAN —Trans-Electronics Music Productions, Inc., Presents Switched on Bach Columbia MS 7194 (S)				
	58	184	190	ENGELBERT HUMPERDINCK —The Last Waltz Parrot PA 61015 (M); PAS 71015 (S)				
	49	191	191	ED AMES —Sings "Who Will Answer" and Other Songs of Our Time RCA Victor LPM 3961 (M); LSP 3961 (S)				
	10	—	192	SIMON & GARFUNKEL —Wednesday Morning, 3 A.M. Columbia CL 2249 (M); CS 9049 (S)				
	35	193	193	SOUNDTRACK —Gone With the Wind MGM, SIE 10ST				
	1	—	194	JOAN BAEZ —Any Day Now Vanguard VSD 79306/7 (S)			NA	NA
	9	—	195	JIMMY SMITH —Livin' It Up Verve V68750 (S)				
	1	—	196	ORIGINAL CAST —Zorba Capitol SO 118 (S)	NA		NA	NA
	7	186	197	MARTY ROBBINS —I Walk Alone Columbia CS 9725 (S)			NA	
	3	198	198	VARIOUS ARTISTS —Beware of Greeks Bearing Gifts Musicor MXS 3173 (S)			NA	NA
	6	195	199	ED AMES —Sings the Hits of Broadway & Hollywood RCA Victor LSP 4079 (S)			NA	NA
	163	197	200	HERB ALPERT & THE TIJUANA BRASS —South of the Border A&M ST 1CB (S)				

Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers.

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



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A Work-Swap Plan Mulled

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the most important groups of foreign artists on the Italian market. At the same time, Italian artists claim that the U. S., Britain and France are the most difficult countries for them to work or get leading exposure, Peguri said.

To eliminate these inequities, UIC's parent entertainment and artists' guild, CISAS, has written letters to the corresponding guilds in the U. S., the U. K. and France suggesting that talks concerning "these inequities" begin as soon as possible.

"If we don't get at least an indication of good will from the three guilds," said Peguri, "we will put pressure on the organizers of the San Remo Festival to cut back the number of foreign artists allowed to participate.

Festival organizer Ezio Radaelli, not available for comment, had stated earlier the formation of the San Remo cast would take into account the UIC requests.

England

By MIKE HENNESSEY

LONDON—The engagement of foreign artists in the U. K. is dependent on the issuing of a labor permit by the Department of Employment & Productivity, acting on the recommendation of the Musicians' Union in the

case of musicians and of Equity in the case of other categories of entertainers.

Where foreign musicians are concerned, and this includes pop groups, the MU will only allow them to play in Britain on an exchange basis—except in certain special cases. This means that if a promoter in Britain wishes to stage concerts by an Italian pop group, he has first to find an equivalent series of engagements in Italy for a British group. Both contracts are then sent to the Union and a working permit is applied for.

It has long been a complaint of continental European countries that their artists do not have the same opportunities to perform in Britain as are enjoyed on the continent by British groups.

Yet there is no embargo on the employment of foreign artists and musicians in Britain; the only limiting factor on the exposure of continental artists in the U. K. is the reluctance of promoters to book relatively unknown continental acts.

Some continental countries—such as Belgium and Sweden—operate the same exchange system in the case of musicians as is exercised by Britain and America. Logically enough, it is those Continental countries not operating this system which object most vigorously to its application by Britain.

Spanish impresario Alain Milhaud points out that in recent months there have been Spanish TV appearances by such British artists as Tom Jones, David McWilliams, Rosetta Hightower, Engelbert Humpefdinck, the Small Faces, the Easy Beats and the Moody Blues. "There is no working permit problem in Spain," he says. "But I recently brought my group, Los Pop Tops, to Britain and all they were allowed to do was one taped TV program. In Spain no working permit is required for TV appearances."

France

By MICHAEL WAY

PARIS—Regulations for foreign artists appearing on the stage or in TV programs in France are similar to those affecting any foreign worker.

According to the cultural division of the Foreign Ministry, the regulations are not particularly severe, although an artist wishing to remain in France for a long period must obtain a residence permit and a working permit.

A cultural division spokesman

3d Ranking Single

NEW YORK — Tammy Wynette's Epic recording of "D-I-V-O-R-C-E" was last year's third-ranking country single according to Billboard's charts. The title was omitted from the Top Country Singles of 1968 Chart in Jan. 11 issue.

said that at present the national French radio and TV network, the ORTF, was attempting to boost domestic talent and to combat the predominance of American and British music, although this did not influence their booking of foreign artists.

He added that few people realized that artists like Jacques Brel, and Adamo were Belgian nationals working almost permanently in France.

Although no exchange agreement is in force regarding the employment of foreign musicians, the Paris Musicians' Union has attempted in recent years to enforce statutory limitations on the numbers of foreign musicians working in France. By law, orchestras are not allowed to have more than 10 per cent of foreign musicians.

Germany

By WOLFGANG SPAHR

BERLIN — Foreign artists and musicians have no trouble in obtaining work permits in Germany. As personal managers for artists in Germany are not allowed by law, the Ministry of Labor offices handle all engagements.

Many German artists are angry at the freedom which foreign artists enjoy in Germany. In recent years artists from U. S., Britain, France and Scandinavia have flocked to Germany for stage and TV appearances. "Yet," said one singer, "we are not allowed to work in Britain or America. It is an injustice."

German impresarios are unable to help secure foreign engagements for German artists because they would then be acting in the capacity of personal managers. "This law is a terrible handicap to German show business," said publicity manager Stefan von Baranski. "No wonder the German artists are seeking to prohibit the employment of foreign artists until such time as German artists are given the same freedom to perform in other countries."

Scandinavia

By ESPEN ERIKSEN

OSLO—The head of the Norwegian Musicians' Union, Sigurd Loeneth, said it is far too easy for foreign musicians to obtain a permit to work in Norway.

In Denmark and Sweden, however, the governments have taken steps to restrict the employment of foreign musicians. Denmark exercises a quota system by which any club owner who has employed native musicians for nine months is allowed to give a three-month engagement to foreign musicians. Alternatively, a foreign group can be employed permanently, provided that a Danish group is also engaged.

In both Denmark and Sweden the intention is to allow foreign artists to appear provided they do not take work away from native artists. Top international artists are naturally not regarded as being in competition with native talent, but lesser known foreign artists are subject to tighter restrictions.

In Norway the number of foreign musicians working is high. Hundreds of foreign groups have toured Norway in recent years and 80 per cent of the resident orchestras in hotels and restaurants consist of foreign musicians, mostly Italians.

Applications for foreign artists to appear in Norway are considered by a department of the foreign office which refers the applications to the Musicians' Union and to the Hotel

Cap. Developing Plan to Bust Language Barriers

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The key is to develop instrumental music which has no language barriers. Miller estimates that a great percentage of the audition record she receives from EMI companies are of a vocal nature, with the groups singing songs from either the British or American hit charts. This material does not have any sales success in the U. S.

Miller said that the EMI licensees are more conducive to accepting repertoire suggestions today because of this world-wide interest in recording Anglo-Saxon material. Previously, they would not consider spending additional money to record exclusively for the U. S. market.

30 Ethnic Albums

Miller has scheduled 30 ethnic albums for release this year. His original pop creations are bonus projects. According to Capitol's own market research, the Latin market accounts for 35.2 per cent of all Capitol of the World records sold. Germanic product accounts for 12 per cent. European (France, Holland, Italy) 10 per cent, Mid-Eastern 8.6 and Anglo 6 per cent.

Avant Garde

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are offered in an exceptional disk by the LaSalle Quartet. Witold Lutoslawski's "String Quartet" is on the first side, while Side B contains Krzysztof Penderecki's "Quartetto per archi" and Toshio Mayusumi's "Prelude for String Quartet."

Three composers are introduced to the catalog in the choral set, which contains top-notch performances by the Chorus of North German Radio, Hamburg under Helmut Franz. Included are two David Bedford poems for chorus on the words of Kenneth Patchen: "O, now the drenched Land wakes" and "The great Birds," in which individual words rather than lines are used. Arne Mellnas' "Succsim per doro misto a cappalla" uses sounds rather than words. The third new catalog composer is Marek Kopelent, whose "Matka, Fresca per coro misto e flauto solo" makes extensive use of solo flute to back vocal sounds. Completing the disk is Gyorgy Ligeti's "Lux aeterna." **FRED KIRBY**

Despite the emergence of a black awareness in the U. S., Capitol's African music only accounts for 1.2 per cent of total Capitol of the World sales. Miller is aware of this discrepancy and plans this year to make the EMI licensees aware of America's needs.

Miller wants the Africans to perform their native rhythms and sounds, not copy the standard American drum patterns.

Miller believes American record buyers have started to listen to music from many lands, so that the program of importing foreign music is still valid.

Metromedia Lists Stock, \$ Dividend

NEW YORK — Metromedia, which operates record and music publishing divisions, declared a regular quarterly dividend of 12½ cents per common share and a 2 per cent dividend. The stock dividend will result in issuing 107,882 shares of common stock.

CLUB REVIEW

Peggy March in A Sophisticated & Smooth Act

NEW YORK—Peggy March, who turns up as a hit artist in Germany, Italy and Japan, opened at the Copacabana on Thursday (16), where there is no language difficulty—only an occasional knife and fork clatter. The RCA artist has long since shed the "Little Peggy March" tag and provided a short sophisticated act, all singing and little between-tune chatter.

Her opener was a deliberately tuneless, unaccompanied comedy number, for which she appeared dressed in an overlarge rundown fur coat. But after this was removed, revealing a silver mini dress, she sang quality material, ranging from "Something's Comin'" to "Those Were the Days." "Al Di La," a San Remo festival winner, was the only indication that Miss March works in cabarets around the world.

Topping the bill was comedian Jack E. Leonard. **IAN DOVE**

Executive Turntable

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to promotion staff of Sound Stage 7 Records in Hendersonville, Tenn. . . . **Jonathan Podell** joined **Morton D. Wax's** promotion firm. . . . **Ed Rice** named vice-president in charge of recording at Gotham Recording Corp. . . . **Lloyd W. Smith** joined Craig's product division as Midwest region manager. . . . **Noel Clark** added to A&M Records' production department. He was formerly with Mainline Records of Cleveland. . . . **Edwin Schlesinger**, formerly manufacturing manager of the Ampex tape facility in Alabama, joined Greentree Electronics Corp. as director of manufacturing.

and Restaurant Association. As a rule, working permits are granted without difficulty but occasionally the Union will object on the grounds, for example, of lack of musical qualifications.

Top international foreign artists coming to Norway for concert or TV appearances are normally granted a working permit, although often the artists have come and gone before the permit formalities have been completed.

Comedy Book

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appendix with additional notes on every musical written by the many writers he's earmarked for discussion.

It's a concise and lucid tome that show buffs will find lightly diverting, and researchers will find heavily detailed. A. S. Barnes & Co. is the publisher. **MIKE GROSS**

Col. Promotes Entremont in Concert Tie

NEW YORK—Columbia Records is promoting Philippe Entremont's Masterworks catalog to coincide with the French pianist's four-month, coast-to-coast concert tour, which continues through April with performances in 32 cities in the U. S. and Canada.

"Philippe Entremont Month" includes the release of four albums by the artist and a nationwide merchandising and advertising campaign. Initial pressings of the new releases are being packaged with a 16-page booklet on the artist, including his Columbia recordings. Copies of the booklet also are being sent to dealers and distributors, key radio-station personnel, and trade consumer press.

Columbia also has created three in-store merchandising aids: a triple-wing display featuring "Concertos by Moonlight" and "Clair de Lune," two of the new releases; an illustrated divider card on the entire Entremont catalog; and an easled poster with a black-and-white photo of the artist.

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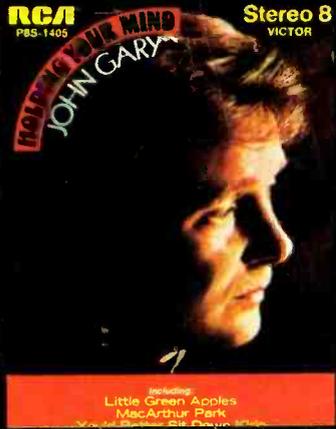
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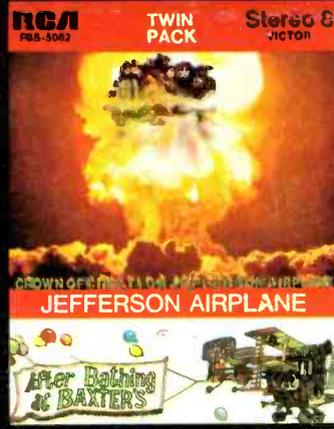
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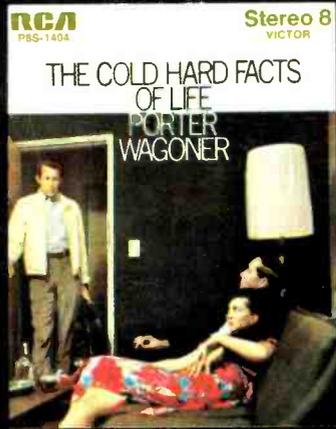
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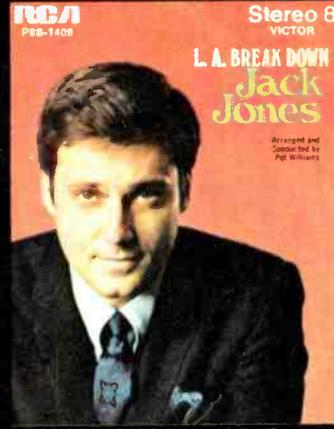
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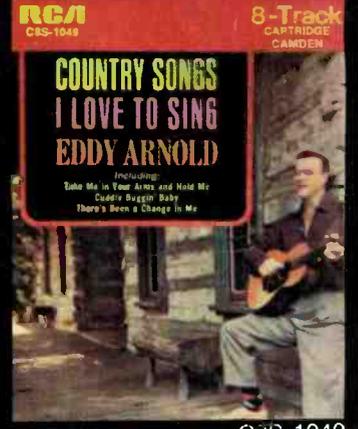
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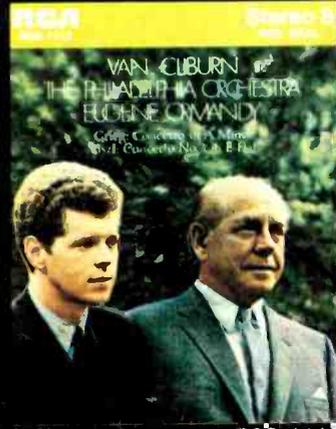
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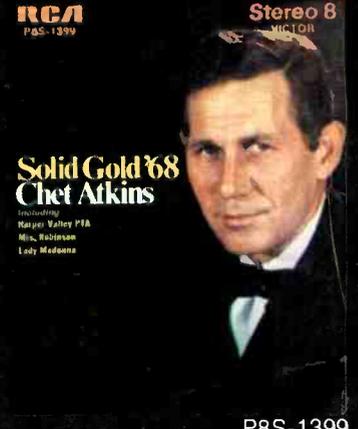
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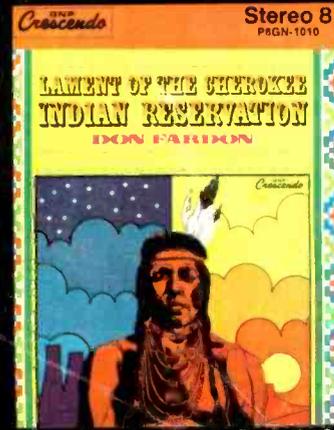
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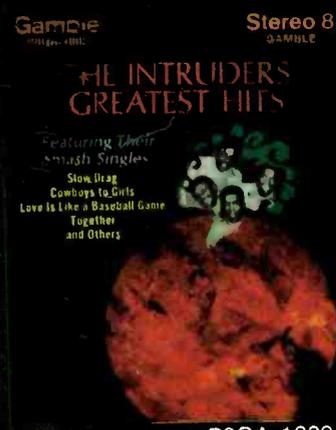
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RCA

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