OVERSEAS COS. MULL A WORK-SWAP PLAN

NEW YORK — The implementation of exchange agreements among the major countries is being mulled by international traders as a means of getting equal exposure and work opportunities for artists in foreign lands. The problems remain sticky and manifold, as the following copy from the weekly publication, Billboard, indicates. Managers and record company executives are becoming more confident that a move 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 Italian Can- tanti, 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 better chances of exposure to the Italian audience than Italian artists do abroad. At the same time, artists in the States have a better chance of exposure to the Italian public than the Italian artists do in America.

A study of the speakers, panels and seminars already scheduled for the Conference in April 20-23 at the Paradise Island Hotel & Villas, Paradise Island, Nassau, in the Bahamas, has been sponsored by Billboard and its London office. (Continued on page 8)

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 conventiongoers 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 the program of the convention.

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 Me a Transplant.' LP 5609, containing the ballad 'Mr. Torres, You Jane.' All produced by the award winning team of Gamble-Huff. (Advertisement)

Smoketree 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 (BRS09) entitled 'Off the Wall' is set to move out nationally. (Advertisement)

(Continued on page 84)
Ormandy, the Philadelphia Orchestra, and RCA are right where they belong.

Together.

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 Rubinstein 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 Rich- mond Organization has blue- printed plans for what it considers its international complex of publish- ing companies. The TRO Essex Group in France has already been expanded, and moves have recently been com- pleted for the launching of TRO operations in South Af- rica and Japan.

In the reorganization and ex- pansion of TRO's international fac- ility, the company moved to larger quarters on the Boulevard Poissoniere, and Claude Pascal has taken over as the firm's general profes- sional manager. Pascal has over- seen with Edith Tutti. Ellen Nathan continues to act as gen- eral manager.

Ken MacManus, of the Essex Records office in Johannesburg, South Africa, or- ganizing the new company, TRO Enterprises (Pty.) Ltd. The TRO firm in Japan just got under way. The TRO fam- ily of international companies also includes Essex Music in Australia, under the direction of Barry Kimberly.

LOS ANGELES — Bill Mill- er, Capitol's international a&r director, has returned to the label to push music concepts for recordings by for- eign affiliates. Miller is now in the position of creating guidelines to Capitol's affiliates in creating pop singles LP's for import- ation to U.S.

Miller still reviews material of 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 on are released on the records only to avoid the impression that they are of an essential pop ball.

Electrola LP Miller's first "experiment" in record releases from the EMI company's distributing points in the U.S. to release the LP's he requests for the U.S. So in a sense Miller's now creating records for a world market.

(Continued on page 96)

Decca Meeting Draws Nationwide Delegates

FREEPORT, Grand Bahamas—Atlantic Records unveiled to distributors in winter release of 39 LP's at Distribter Pier.

NEW YORK — Kapp Records' new managerial team headed by vice-president and general manager Sydney N. Goldberg, has blueprinted a new release strategy. Kapp will focus on the label's three-year-old original Broadway cast album, "Not Only For Us," and Sav- berg estimates that the drive will mean a substantial increase on the package for the month of January.

The cast album, which stars Richard Kiley and Joan Diener, is receiving national attention on Billboard's "Top LP's chart and is nearing sales of one million units. The merchandis- ing campaign is being tied in with the Broadway and national company's of the musical and will extend to Kapp's Canadian affiliate, Compo.

Lib-U.A Int'l Meet Jan. 25 -20 Int'l Licensees Attend

LOS ANGELES — Liberty, United Artists holds its first in- ternational sales conference (Monday) (25) at the Chateau Du Domaine, on the Riviera. The meeting will take place during the MIDEM conference. The meeting will be attended by 20 licensees from Europe, Australia, South Africa and Southeast Asia. The meeting will be conducted by Jerry Thomas, Liberty UA international sales director. Scheduled speakers in- clude Siegfried Loch of Liberty/UA, Germany; Martin Davis of Liberty/UA, U.K.; Chuck Adams of Liberty's French company, and Lee Hendell, Liberty/ UA marketing director.

In addition to Thomas and Hendell, Liberty/UA's license- 1968

command and probe kick off product for '69

NEW YORK — Joe Carlton, vice-president and general man- ager of the Command and Probe, kicked off his 1969 sales campaign last month 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 sir singles on Probe, was a separate part of the general ABC Records con- vention here. ABC Records is the parent company of Com- mand and Probe.

Featured on the Command album release are Dick Hyman, the Ray Barretto Sextet, and Hayman, the Glenn Miller Orchestra, and the New York Symphony Orchestra.

The Probe release "The Mystic Number National Bank.

On the singles end, Command has a 45 featuring a couple culled from its "Cin- ema" LP. The single entries feature guys and David, the Mystic Number Na- national Bank, and Bobby Dixon and the Cascades.

TUNE SELECTED FOR INAUGURAL

NEW YORK — "Bring Us Together For the Inaugural," has been selected as the official song of President尼克松's inaug- ural Ball Committee. The song, written by John and Hal Hackady, is pub- lished by Sunbeam Music, Zero Valley Vanders's BMI affili- ates.

Already lined up for recording are Bobby Vinton (Ep), Guy Lombardo (Capitol), Gor- don Macrae (Capitol), and Jackie Brunwick (Brunswick).

ABC Revamps Set-Up to 4 Separate Units

NEW YORK — ABC Rec- ords will operate as four separate divisions from now on. Each division will have control over its own promotion and creative involve- ment.

Individual label assignments were announced by Larry New- ton, president of ABC, Bud Kat- zel, vice-president and general manager, over ABC, 20th Century-Fox, D &I, and Miles. The Dunhill and Canopy labels will continue to operate under Jack Breslow, vice-president and general man- ager.

Howard Stark will be in charge as vice-president and gen- eral manager of Atl. Records, while

JANUARY 25, 1969, BILLBOARD

ODYSSEY HIKES LP LIST PRICE

NEW YORK—Odyssey Rec- ords, Columbia's low price clas- sical, jazz and folk label, raised its all included price of $2.98 from $2.69 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 was set as a "limited time" low price offer. Other companies that are raising their regular- price this week: Capitol Monday (1) as the effective date of change.

Another label swinging to the new price schedule is ABC Rec- ords. The ABC 45 rpm label goes into effect Feb. 1, too, includes the $4.98, $5.98 and $6.98 level.

Amalgamated, canned into its "Cin- ema" LP. The singles entry featuring guys and David, the Mystic Number Na-

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Lib.-UA Will Focus On Merchandising

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

"There's a great deal more planning, more conceptuali-
zation, as to what we do with it, how we do it, what we do with our product when it
comes out," said marketing director John Henry.

"This makes for fewer LP releases but better LPs."

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

NEW YORK — Warner Bros.-7 Arts Records has concluded a pro-
duction deal with Schwid-Merenstein Associates.

At the same time, a publishing con-
tract with S-W was signed by Warner-7 Arts Music.

In addition to publishing and produc-
tion rights with Schwid and Lewis Merenstein will function as the company's Cleveland office.

Currently, S-M is pro-
ducing Van Morrison for the WB label. Joining the WB-7 writers roster through the deal will be Barry Goldberg and Charlie Mussehl.

S-M's publishing arrangement with WB is exclusive; the agree-
ment for production is non-ex-
clusive.

RCA Oiling Machinery for Single "Switcher"

Continued from page 1

now more than 400,000 juke-
boxes that can play stereo rec-
donos, David Rothfield, division mer-
chandising manager for RCA's 10 ven-
ette chain, has also supported a stereo singles market. "Just as the mono-

al single is ob-
solute," he added. "A stereo single would also help sell al-
bombs. It would give a potential album buyer a better idea of

what the LP might have in it."

In the editorial of April-

Martín, has stated that he be-
lieved that if the stereo single did not succeed it was a possibility of the singles disappearing.

Reeco, Inc., national retail chain of 74 stores, has also been studying the singles market. At Recco, singles now account for 50 per cent of sales and the firm has plans to expand its sin-
gles merchandising. Jerry R. Smith, Recco president, has said that "there is no question that stereo singles would be a plus factor for adult customers."

Several radio spokesmen have stated that the banning of all monaural recordings can do nothing but help the recording industry in its efforts to get manufacturers and FM stereo broadcasters.

"Just press time, RCA had no comment on the stereo single development."

Public Relations Co. Set by Jalous

NEW YORK — Paul Jalous, long-time publicity chief for Warner Bros. and Liberty Records as well as several independent labels, has been named personal assistant to RCA Victor's new artist relations department.

"Of course, RCA has no comment on the stereo single development."


NEW YORK — Six new pro-
ductions are planned for the 1969-1970 season, including Gluck's "Or-
eo ed Euridice," Bellini's "Nor-
a," Rossini's "La Cenerentola," and Leonardo da Vinci's "La Travi-
tata."

Thomas Schippers will dir-
rect "Orfeo ed Euridice," while productions designed and direc-
ted by Franco Zeffirelli. "Cavalleria Toscana" will feature Fiorenza Colat-
to, a singer who has taken the role of Turiddu in Decca's "Cavalleria." At Studio 60, producer-designer Peter Enck will direct "La Travi-
tata."

MacNeil has recorded Tonio for London.

"Dei Frechesfiacht," which has not been offered in the U.S. in 40 years, will feature Gundula Janowitz, Sandra Kohn, Martti Talvela and Edith Mathis mak-
ing her debut with the company as Amneris. Karl Bohm will con-
duct. The production is a gift from Herbert von Karajan, who is a benefactor of the Deutsche Gram-
mophon; Placido Domingo and Annette Coletti. The principals in "Pagliacci" will be Anna Moffo, James McCracken, Cornell MacNeil and Ron Bottcher.

Buster

Executive Turntable

Bruce Hinton named general manager of the newly formed Amos Records. Appointed by Jimmy Bowen, Prior to joining Amos, Hinton was director of sales and promotion for the Date, Ode, Immediate and Liberty labels which are part of Columbia Records. His first assignment for Amos will be to line up a national distributor network... Dick Corby set as Eastern regional office manager for Audio Fidelity Records. Corby comes to AF from Mercury Records, where he spent the last two years focusing on direct sales and promotional activities from Maine to Florida and will report to Mort Hillman, A.P.'s sales vice-president... Broderick Fields joined Wendy Vending Co., Min-
neapolis distributors of Wurlitzer and other coin

division. A retired Lt. Colonel in the Air

force, Stabler has recently wangled a seat on the Transcon Aviation Corp. ... Stefan Bright named divi-
sional co-ordinator for Douglas Records. He had been studio engineer at New York's Studios 3 and a producer with Samalena Productions... Joe Summers appointed to the newly created post of national LP sales沾上司, Motown to its 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 was 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. Lober joined Transcontinental Investing Corp. as senior vice-president. In taking the newly created post at Lober was assigned promotions and merchandising to vice-

president of business affairs and administration of Creative Management, Ltd., and as member of the board of directors of the firm's parent company, General Artists Corp. ... Tony Motolla, guitar-

composer-arranger, joined the A&R staff of Mect Recording Co. which he works with Enoch Light, head of Project 3, and in association with Julie Klages of the A&R staff. ... Frank Costa appointed national promotional manager for Kama Sutra Music and assistant A&R co-ordinator for Buddah Records...

Herb Gordon named national promotional 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 Kapp in East and west of the Midwest for the label, a position he held until this new appointment. ... Howard Schimel, named as new regional sales and promotion manager for Capitol Records Distributing Corp. Aronson, who has been with Capitol for more than 2 years, is working on his new position in the North and South California areas, replaces Ralph Schechtman, who resigned at the end of the year. ... Julio Aiello and Steven Sandler signed by Decca with Aiello appointed new regional sales and promotion manager, Eastern regional sales and promotion manager, and Eastern regional sales and promotion manager, respectively, at Metromedia Records. Both will report to John P. Maloney, manager of 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 promotional manager of Edwin H. Morris & Co. In addition to working from the Morris catalog, Badale will handle all A&R and arrange and compose songs exclusively for the company. ... Ed Kaminsky joined Liberty Records as national publicist in charge of the firm's Eastern public relations office.... Jim Russo appointed Capitol's district promotion manager for areas outside New York. ... Bill Valenzano transferred from sales to new post of field promotion from Capitol in St. Louis. ... Dick Colanzo promoted to national promotion director of Musicor Records, replacing Mitch Manning. Colanzo, who has had close to a year's worth 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...
EMERGENCY 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:

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*4-track tape cartridge 18-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 Freedom Plan Clicks, here, is starting to bear fruit under a policy of allowing its artists under its Tenth Street Productions wing leeway in recording and material. The studio was started by John Townley two years ago as one of the first operations in the area. Townley, formerly a member of the Magicians’ Union, built the studio to cater to musicians and to cater to better rhythm 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 brother of the one at the front. The other three are 23. They have a great WAVE to produce, while the other two handle business and other ends of operations.

Offer Guidance

The producers, however, offer guidance to performers rather than destroy material that can be arranged as conventional A&R product. They want to make the studio and the production firm are in the same hands, as much studio talent can be involved as recording is absolutely necessary. The first studio has really devoted to demonstration of the capabilities of the equipment available, with the musicans actually produce. Hoffman, who is the son-in-law of Mike Weiss and Townley. In the artist-oriented operation, a basic agreement has been completed only when all parties concerned, including musicians, are completely satisfied.

Tenth Street Productions’ first single, “Shu Tai To,” by Everything Is Everything, is a re-charting action on the Vanguard label. The first three albums have already been released through an agreement between Tenth Street Productions and Vanguard Studios, which are due later this month, including an LP by Family of Apostolic, which will be produced by his ex-wife and their three-year-old daughter. The two-record set will list for the average LP.

The other albums are by Far Cry Records, Inc., by RPM, and Bex Constrictor and the Natural Vine, an act by George Figgis. Townley also indicates that other partners have also epithet production and Apostolic Management.

**West Coast Studio**

Hoffman has just returned from San Francisco, where four of the four partners with Peter West were a part of the new High Studios. Hoffman helped set up an operation for the West Coast studio.

While artists are given greater freedom at Apostolic than they might receive elsewhere, the partners say, they also have obligations, which is a major reason for the Vanguard tie. Townley noted an unusual aspect of the Apostolic hiring policy. The partners believe an artist might feel work in without any specific job in mind. These employees, the partners say, managing employees of Apostolic are done when they want to do. An example is Sue Kelly, who handles publicity for Apostolic. Bob Phillips, production manager, with limited financial resources, the four men at Apostolic are demonstrating the field. The four partners can offer work commercially as well as artistically.

**Features**

Billboard

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| PRODUCTION MANAGER: Bob Phillips |
| ASSOCIATE PRODUCTION MANAGER: Rudy Ford |

**Classified Ads, New York**

**CIRCULATION SALES, NEW YORK**

| Circulation Manager: Wilbur Gorham |
| U.S. Branch Offices |
| Chicago, Ill., 129-1, 12th Ave. |
| Los Angeles, Calif., 1005, 9015 Sunset Blvd. |
| Nashville, Tenn., 37202, 110 Ave. 2 |
| Washington, D.C., 20002, 335 13th St. |

**Pacific Coast**

| Manage: Bob Phillips, Production Manager |
| Associate Manager: Lee Zorie |

**International Offices**

| European Director: Andre de Vetel, 7 Wellbeck St., London W.1. Phone: 406-5971 |
| American Director: Mike hennessy, 7 Wellbeck St., London W.1. Phone: 486-5971 |

**UNITED KINGDOM**

| Managing Director: Andrew Throckmorton |

**ITALY**

| Head Office: Cosimo Gallelli, Galleria del Ciclismo, 6, Milan, Italy. Phone: 13-05 |

**JAPAN**

| Head Office: Kojiro Watanabe, 2-1-0 Minato, Marunouchi, Tokyo. Phone: 2299-9999 |

**MEXICO**

| Head Office: Kevin Kelleher, 25 Mexico, Mexico D.F. Phone: 125500 |

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**ALBUM & TAPE VENDORS DEVELOPED BY GORWITZ**

**Mirasound Opens With 4 16-Tracks, Videotape**

**LOS ANGELES**—David T. Gorwitz, developer of the 4.5 p.m. record vendor, is developing a tape vendor and an album vending machine.

The tape unit will dispense 4 and 8-track cassette product, while the LP vendor will hold 225 albums, with 30 in storage, and the tape vendor will hold 230 tapes with 15 in storage. Both will have 12 sales and will sell for $50.

Distribution of both machines will be through Disc-O-Mat National. Gorwitz and Don Orsatti, Disc-O-Mat president, plan to work with record companies to vend Hot 100, top LPs and best selling tapes, in conjunction with their release to radio stations, records and regular distributors.

**Cap-Bows ‘Volume II’ Push On the Best to You Series**

**LOS ANGELES**—Cap has introduced its second 12-inch LP on the LP pro- motion, "Our Best to You," the company initiated the series last July with 10 albums. Artists involved in the ‘Best to You’ series are Jackie Gleason, the Letterman-Wahl Show, Sherrill, Buck Owens, Sonny James and David Bacon. Press release: "Matt Morrow, Feolin Husky and the greatest of all Latin Calls" round out the release.

The company also claims to have handled the tape vendor, having a complete inventory through a low-price pre-pack campaign offering product for a very low cost per title.

According to John Easley, Capitol’s national sales director, the transition from monaural to stereo has been much smoother than most people anticipated. The strong demand on the part of the record and the retailer to go to a new technology greatly helped the phasing out.

The tape program sold well around the country to the entire distribution structure, thus opening the way for a national monaural LP demand.

**25 Distributors To Handle GRT**

**LOS ANGELES—GRT Rec- orded several prominent national distributors, and several prominent national distributors.” The company’s first product is the Barney Young Dieses**

**NEW YORK—Barney Young, music publisher who in the early 1950s sought to pro- vide jukebox music operators with a new format, died. His will did not disclose the purchase price.

**Roberto Martin Is Dead at 63**

**NEW YORK—Roberto Martin, a noted gospel singer, died Jan. 13 in Chicago. Miss Martin, recording artist for Su- perstar Records, also owned 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 “My Way” were her big hits on Savoy.
Another #1 record by the world's #1 female vocal group

I'M LIVIN' IN SHAME

Motown 1139

DIANA ROSS AND THE SUPREMES

MOTOWN RECORD CORPORATION
The Sound of Young America®
Los Angeles—Two companies here, Snuff Garrett Productions and Tetraramon 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 Carpath.

New songwriter s are Mark Charron, who wrote "Woman Helping Man" which has been recorded by the Vagels; 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 60 per cent increase in 1968 in gross revenues from the previous year, which figures to more than a $70,000 gross for the year.

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

Tetra has added three writers, Jay Willis, Don 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 parent company, and singer Hamilton Camp.

Designation Plan

Shain expects to expand Manager Music (BMI), which catalogs Burt Bacharach's work, with the addition of copyrights from Garrett's group of commitments. Material from CASC's contract with NBC and a five-picture pact with Warner Bros., Seven Arts will go into Garfum (ASCAP) and Peyotl (BMI).

Tetra's publishing objective, said Shain, is to assemble a group of writers who can perform and performers who can write. He said the company has already set up recording contracts but not necessary involvement in Tetra's contemporary music market. Tetra is looking for writers here to help the rhythm and blues and jazz fields with Broadway material a possibility. To recently purchased rights to the "Great White Hope," a Broadway play.

NARM's All-Purpose 'Teach-In'

- Continued from page 1

to 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 from 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 companies involved in the industry. Atlantic Records president Ahmet Ertegun will head this panel, with a historical survey of "The New Sound Then," translated by "The New Sound of Today." Ertegun will also be one of the panelists, with Burt Bacharach, Hal David, Jac Holzman, Jim Webb, Roy Silver, Jimmy Ruffin, Burt and 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 exhibitors for the tape industry. Modular tape was a key element of this convention emphasizes the total recording industry but includes many activity relevant to tape, whereas the reverse is true of the organization's mid-year meeting.

Sunday, March 2, will include the sessions at a work shop breakfast, 8:10 a.m., when the six chairmen of the tape talk will be given. There will also see the wrap-up of the person-to-person exchanges and the tape exhibits.

Garrett, Tetra Widen Pub. Scopes

Poppies Cuts MGB Distrib Chord—Goes Independent

New York — Poppies Records has severed its ties with MGM Distribution for a work which will now be distributed on an independent basis. Popp's new arrangements are with the label's 31 local and regional outlets carrying the line in the Distri'bution details for Canada and England are now being negotiated.

Manufacturing and pressing of the Poppies product will be handled by General Pressing Co., a subsidiary of Columbia's plants. All LP releases will be packed in Stockhouse, Ga., and Madison Avenue with the "A" size, LPs. By Van Zandt and the Mandrake Me-

morial, an underground group from Philadelphia (see Talent pages), a new work for release later this month. An album by country singer Sheri Milette is slated for pressing.

In conjunction with the la-


tel's inclusion of Poppies, an extended direct mail campaign is planned in the major underground media, and the firm's thousand-man personal contact will be executed through a staff being assembled for liaison and co-ordinating with record and radio outlets. Headquarters for the tel will be at 212 East 30th Street, New York.

GOLDENSON TO ADDRESS LUNCH

New York — At press time the arrangements for the NARM's scholarship lunch on Wednesday, March 3, at the Century Plaza Hotel, Los Angeles.

World-Wide Moves East Warehouse

Los Angeles—World-Wide Distributors, recently bought by Ron Caron, will be distributed worldwide with a major move to a new warehouse, east Coast warehouse from Newark to East Rutherford, N. J. The warehouse, 13,000 square feet, services New York, New Jersey and the New Eng-

land area.

Fantasy to Handle Soul Clock Globally

Oakland—Soul Clock Records, a label headed by producer Ron Caron, will be distributed worldwide with a major move to a new warehouse, east Coast warehouse from Newark to East Rutherford, N. J. The warehouse, 13,000 square feet, services New York, New Jersey and the New Eng-


canada.

Disney Goes Up

Los Angeles— Walt Dis-

n producer's fiscal 1968 re-


THINK TWICE!

Double your dollars by turning these Box Office Smashes into Cash Register Hits

Also available on 4 & 8 track tape cartridges and cassettes

ORIGINAL MOTION PICTURE SCORE

Music by Charles Strouse • Lyrics by Melvin Frank

Buona Sera, Mrs. Campbell

Music Composed and Conducted by Riz Ortolani
Title Song Sung by Jimmy Roselli
Lyrics by Melvin Frank

STOCK 'EM BOTH

United Artists Records

Entertainment from Transamerica Corporation
Cap. Sales Soared to Peak in 1st 6 Mos.

LOS ANGELES—Sales volume for the first six months of Capitol Records' current fiscal year reached a high. Sales chief Victor Gortikov, Capitol president, said that dollar volume of record sales in the six months ending Dec. 31 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 financial report, including new marketing drives, the growth in sales volume traceable to emerging artists, the Beatles' new and expanded label, and sales of tapes and cassettes.

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.

Mike Los Angeles, "These Were the Days," has sold 1,776,000 records.

In the Beatles, Capitol feels that sales of tape cartridges this year will triple that of last year's. "The Beatles" tape represents additional business, but not a replacement of LP sales," he said. "The tape sales from the automotive and electronic retail markets rather than purely conventional record channels."

Peachtree Enters Distribr.

Mfg. Contract With Mercury

ATLANTA — Peachtree, a locally-owned and operated distribution and packaging company, has been started by Sol Saffian of Atlanta. The company, according to F. J. Ackerman, an early supporter is expected for Peachtree's initial product. First recorded will be the Dick Boone Agency: Peg-Leg Moffett, Sun Rainey and Enton and the Dirty Dozen Band.

The first side will be "It Sure Would Be Nice."

Peachtree a"d duties will be handled by Bill Bell, Stax record artist, and Bob Williams, Stax record artist, who plans to direct promotion with the assistance of Ed Crawford.

Rnew York — Sergio Menes Enterprises has signed an agreement to enter into record production, music publishing and the development of a new talent. Rodera and Berra Menes, two new firms, will publish compositions mainly by young Brazilian writers.

Edo Lobo, composer of "Memorias de Maratara," winning song at Ro's 1968 International Song Festival, has signed to the new firms. Other young Brazilian writers are to return exclusive contract to the company.

A&M Gets Rights to 'Band'

NEW YORK — A&M Records has acquired the original masters rights to the hit Broadway comedy "The Boys in the Band." This will be the first time that A&M is involved in a motion picture project in its six years of existence.

Negotiations for the play, which stars Hal March and David Carroll, were concluded by G. Garfield, who will be producing here the show's West Coast revival. The play concerns a party attended by a group of homosexuals and one heterosexual, and the complications that arise.

A&M, which has acquired the production run, is the original cast is set to open in a London production in January. An A&M record is also a production running at Caesar's Palace in Las Vegas.

ABC Revamping

- Continued from page 3

pulser, APT and Tangerine. Joe Cash, ABC's distribution and general manager, David Berger continues to refer all ABC-related matters to."

Each division head will prepare and operate within his own budget and report to the division president with complete responsibility, said Newton.
Grant Captures Coast Club With an Upbeat Performance

LOS ANGELES—Earl Grant, Decca artist, lit the fire for Century Plaza patrons. The soft, sleepy jazz of a two-hour singing, dancing, whistling, piano and electric organ playing performance seemed to be that for the most part only songs that have been made hits by a number of popular performers. Such songs as "Birth of the Blues," "Fibb Tide," "The High and the Mighty," "My Man," "Love Me Tender," and two Harry Belafonte tunes, "Marianne" and "Island in the Sun." Grant showed one tune: "If I Only Had Time," the latest effort on Decca. This tune built up a quick rapport with the audience, getting the listeners to sing along to the beat. The song numbers varied greatly,但从"Bud" to "singing" organ or organ and organ both at the same time. Three sidemen kept the music moving with Grant on the vibes, Herb Mickman, bassist, and the Plaza's own Phil Leglin's house orchestra filled in well. BRUCE WEBER

Mandrake Memorial Makes Unified Program a Swinger

NEW YORK — Mandrake Memorial presents an unified 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, fulfilling the request of the students, has made a spacious, impressive audience.

This unique Philadelphia group performs continuous sets with transition on brother's solo or solo song, then the next. This format no room for applause until the last question, but the new style effect makes for a superior presentation.

Most of the transitions were handled by Michael Mac on keyboards and Craig Anderson on modulator and both know how to bring out the best of their instruments. Anderson also performed well on lead guitar. Mac shared vocals with bass guitarist Randy Monaco. Completing the unit was J. Kevin Lilly, a solo drummer. Monroe's top vocals included "Lonely Lady" from Mandrake Memorial's first album, and "Smoke Screen" and "Witness the End." Celebration" from their next on Poppy. The last was preceded by Mac's capable harp-chord performance of Scarlatti's "Sonata in C." The group's powerful closing number was "Lieutenant Brick." 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 modified program may be novel today, but Mandrake Memorial demonstrated that musicality and pace could make it work.

FRED KIRBY

Top Names for Opera Benefit

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

Participants will include soprano Marjorie Arroyo, Montserrat Caballe, Reni Gritti, Evelyn Lear, Pilar Lorengar, Anna Moffo, Birgit Nilsson, Leontyne Price, Raina Kabaivanska and Gianna Raffaelli. Domingo, Nicolai Gedda and Jon Vickers; mezzo-sopranos Grace Bumbry and the mezzo Caesi; baritones Frank Guarrera,

...and Wisconsin State University at Eau Claire (51). She also is slated for Moorehead (Minn.) State College on Feb. 11, and Columbia's Tim Harden performs at Santa Monica City College on Tuesday (21).

Fred Weintraub's Coffee House Circuit dates include the Carnegie at Faithleigh Dickinson University, Feb. 10; 2 Penn & Wheel more, Southern Illinois University, Feb. 3; Chicago, and Montreal, at Mount Union College of Alliance. Ohio, and the week of Feb. 4.

Talent

Hazel Scott Puts Bounce in Oldies

NEW YORK—Pianist Hazel ScottMusician opening night at the Plaza 9 was really an es-

say in controlled nostalgia. Af-

ter recent success on "Any-

One," she received an au-

dience of deserters — "Great Goes By." She compiled and started it off with a little "Little Fats Woman," followed by this "Thu-

ing Waits." Following this an-

extended rendition of "Doloph Street" — another request — with which to introduce her strong-backing group, Mill Hinton (tuba) and Grody Tate (drums). The group (Skyre Records), had to listen to Miss Scott's version of the single, "Windmills On My Mind." This was the lone excursion into the present day. "Stardust," in Ellington medley and that "When the World Was Young" filled out the program. It was jazz-cocktail music of high cali-

USINESS

r — bumbling, meddled, and

IAN DOVE

Shani Wallis in Flock of Dates

NEW YORK — Kapp Records is releasing a schedule of personal appearances and TV dates with the intimation of "Fezzie the Fiddler" on the NBC Wednesday (221). Following this, Miss Wallis begins a 10-day engagement at the Shoreham Hotel, Nassau, which will be followed with a one-

SWEET RESTAURANT

a week engagement at the Paradise Hotel, Nassau which will be followed with a one-

nighter at the Deauville Hotel, Miami Beach (Feb. 27), then goes into rehearsal, March 3-16, "Red Skelton Show," which airs on CBS March 25. During this period, Memorex opens for the group and will perform a three-week date at the Century Plaza Los Angeles. Her Kapp album is "As Long as He Needs Me."
Winter: Spanners of the Gap

By ELIOT TIEGEL

LOUISVILLE, Ky. — Paul Winter and his Contemporary Concerts are 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, orignals by pianist Warren Bernhardt plus a goodly supply of jazz improvisations.

The group performs material by the Beatles, Petes 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 amications during the early stages of the Brazilian bossa nova invasion. During his association with Columbia, 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 "Avak Stream." Winter's group differs from others, 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 its debut, heavy emphasis is placed on folk music, which often is blues-oriented. Last November, the group performed a 15-minute Winter composition, "Experience for Concert 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.

Over a period of 35 years he has recorded hundreds of records. He will be 61 years old on March 31. And even today he is using the full-time skills of the finest musicians this nation has produced.

Winter refers to the affable Ken Nethor Norvo, who as Red Norvo probably has done more recording of the alto saxophone than any other musician.

Norvo is in the news this week for a tragic, shocking reason: he is hearing dead. "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 terrible 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, I heard my wife mention in the morning paper that I had been confirmed a knight."

"I'm told that all those crazy sounds are part of the healing process," he added. "I suppose I should be thankful that I haven't been doing any drinking for 15 years."

"Not long ago, I met a man who said he has never made an enemy, who has never had a bad word said about anyone, in all his years in the profession. The man, 70, has never heard him make is about a British drummer he worked with recently. The name? "Bombay," was an American magazine. In recent months he has been anything but quiet. Norvo's time was spent working in Las Vegas, where he was employed as a publicist, so his activities with his fine jazz trio have largely gone unnoticed.

"But after he quit the White man from France, 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 T. Simons and many other writer-critics of that glamorous 1935-45 period even now regard the Norvo-Bailey ensemble with Eddie Saturn's as the greatest of the four or five all-time finest.

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

"Norvo has no complaints. He said, "I've got the best band in the world, and, having never suffered any previous serious physical ailments, I'll go on playing until I'm ninety-something."

"His hearing varies from 10 per cent these days to, possibly, 60 per cent efficiency. But if he is, he is, a lot better than last March when he couldn't hear a word at all.

"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 the voices of children, men in the streets—all."
AL WILSON
poor side of town
by the looking glass
from the electric
SCUBA

co-producer: mark gordon

PRODUCED BY JOHNNY RIVERS
Tape Sales Up
In S. Africa

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

Amplex Buildings
To Cost 8.2 Mil.

LOS ANGELES — Amplex has disclosed plans for an $8.2 million building program at its Redwood City headquarters. The construction program includes a 54,000-square-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 Spar spokesmen believe the issuance of a single and the album based on that single, and because we are releasing half of all hits by producer artists other than the original bands, the release of a single on Spar has been launched this program on a national basis.”

Aimed primarily at records, 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 spokesmen 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,” while the country tape is called “Nashville Country Jamboree Sings Today’s Country Hits.” Suggested retail price is $1.69.

One of the features of the program in 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 last week among home electronics manufacturers and importers at the Chicago Housewares Show. A record number of units were displayed and several companies introduced new models. Awa unveiled its combination 8-track, 4-track and cassette auto player. The unit features a single slot warming in an automatic cassette shunt-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 Musiscorner CSX 1000. With a $129.95 suggested retail price, the car/boat stereo cassette player includes a record deck and includes a pause lever.

Unit March 1

Arthur Fulmer Co. plans to have a cassette car unit out by March 1. The unit, according to Larry Miller, the unit is being manufactured by Suir Manufacturing Co. of Japan and will be in the $109 to $119 category. The unit features a dual cover and cassette will automatically push out when finished playing. A microphone is included.

Panasonic introduced a new line of cassette player-recorders, all under $100, while Conseco’s newest product is portable cassette tape recorder, model F-011. The machine weighs three pounds and includes carrying case. Its suggested list is $99.50.

Several executives of the show believed that unless new and lower priced prerecorded tape decks are produced, the cassette market will not grow.

(Continued on page 19)

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 Charles Brainen as Stereo-Tape 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, Brainen, 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 brands and distributors.

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 strong ties to distributors 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 Duplication in Omaha.

Horowitz believes Liberty must begin analyzing auto accounts to learn how they may be best serviced. Tape distributors have been “extremely co-operative” in obtaining tape space in stores, he said.

Horowitz wants to convince more retailers 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 merchandise department, and the maintenance of liaison between the duplicating plant and the inventory control/processing desk in Hollywood.

Bell & Howell Adds ‘Swing It’

CHICAGO—The “Swing-It” a sky-lighter/cassette portable player, has been added to the cassette playpack line of Bell & Howell and is selling at retail of $39.95, will be available in January, according to tape products division consumer products manager George Simkowicz.

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

YOUR VALENTINE IS

THE PHILADELPHIA ORCHESTRA

JANUARY 25, 1969, BILLBOARD
Sergio Mendes & Brasil '66 on a 23 day tour finishing with a concert at the 1969 Midem Gala.
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 with AM/FM radio (model CH 400) for $99.95, a stereo portable with AM/FM radio and cassette player (model CH 401) 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 Fukaya is general manager of Tojo's operations here.

Additional Distributors

With an international manufacturing-distribution-operation on the drawing board, Belair (Continued on page 18)

Tape CARtridge

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 links the master tape to keep running without any time lost in rewinding and retaping 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 clutter, 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 80 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 Toyo 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.

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

MUSICRUSER

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And, exciting it is! Crown's entry into the 1969 auto stereo cassette sweepstakes is a winner. It's Crown's own, original design front load stereo cassette player featuring classic simplicity and a high horsepower output rating of over 20 watts. It also features a unique stop and play position so you can stop the playing without ejecting the cassette. You also hear more of what's on the tape with the Musicruser 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® '69

Dealerships open in selected areas. For details, call or write Chuck Hancock, National Sales Manager, 755 Forison Street, San Francisco 94107, Telephone (415) 761-3030.

JANUARY 25, 1969, BILLBOARD
New Tape CARtridge Releases

AMPEX

ABC

ABC Records (8); M8603

Audio Spectrum

[No text or information is visible in this section]

Bell

[No text or information is visible in this section]

Command

PITTBURGH SYMP. ORCH.-My Fair Lady-The Sound of Music; (8); M7054

Contemporary

KESSEL/MANNE/BROWN-The Fool Won't Pay the Piper (8); M8958

ANDRE PREVIN Plays Russian Arias; (8); M8796

Doram

10 YEARS AFTER--(8); M7782; (8); M7794

DGG

BEAU LEA SYMPHONY NO. 1 IN D MAJOR--The Trout; (8); M60931

Dot

RONNIE GUITAR--Rutte's the Years of Love--(8); M88648

NANCY POWERS--Take Two Way Baby; (8); M6904

RANK THOMPSON--On Tap, In the Can, Or in the bottle; (8); M89964

REFERENCE--The Sound of Slaves; (8); M8901

LYN ROMAN--The Golden Woman of Them All; (8); M7094

VAL STOCKLEIN--City Life; (8); M8956

Elektra

BRUNO MELHANSKY--Far Away Blues & Greens; (8); M8601

JUDY COLLINS--Wild Flower--My Love for You (8); M86003; (8); M86035

DAVID STONGTON & FRIENDS--Transom--(8); M89436

Fantasy

CAL TISHER--Concert by the Sea; (8); M89033

VINCENzo GUARDI--TRIO JAZZ IMPRESSIONS--A Boy Named Charlie Brown; (8); M85607

Hi

ACE CANNON--In the Spotlight; (8); M92096

DAK IBAAN--Plains, The Blues; (8); M220847

Kama-Sutra

REVOLUTION--Revolution; (8); M88073

Kapp

UNITED, The Court of Love; (8); M95752; (8); M97962

London

DON NASHY--(8); M72732; (8); M77132

THOMAS CHAPPELL--Academy Award Selections; (8); M7150

TED HAYS--(8); M9965; (8); M7793

RONNIE ALDRITZ--The Man; (8); M9616

Mainstream

DP--(8); M9519; (8); M9599

MGM

KALGANDER--(8); M81236

Parrot

JENNIFER--(8); M97835; (8); M97835

SAVIOU-Bronn--Kraft; (8); M79827; (8); M79927

Sire

THE DEVIL'S POST-Post; (8); M7796

FRITZS NEUMANN--Three Lives the Days; (8); M97902

Skye

GARO--(8); M8928; (8); M879

Tetragrammaton

THE GIRL ON A MOTORCYCLE; (8); M83500; (8); M8500

Vanguard

RICHARD & NINA FURY--(8); M6029

JAMES EDITION--Get You Love; (8); M69029

This Is BUDY DORF--(8); M97920

JEFF NOONE--(8); M95920

ALFRED BRENNER--Sextet in A Minor; (8); M96602

KEVIN ARMSTRONG--The Golden Age of West Music (8); M7030

Verve

The Best of BILL EVANS; (8); M98047

Vivo

JONATHAN KNIGHT--Lovely Haplessband--Memories of That Busy Night; (8); M8507

Westminster

BREVITY SULL--Bonnie & Dumette Narrows, Vienna Volksangeh Orch, Vienna Academy--(8); M86020

Good Times--The Golden Age--The Golden Age--Chamber Music From the Films; (8); M85928

GRT

ABC

Presenting the TAMS; (8); M8274; (8); M8275

The TAMS--You Can't Stop Me Now; (8); M8274

ORIGINAL SOUNDTRACK--(8); M8274

THE VESTAL IMPRESSIONS--(8); M8274

Bluesway

THE ELECTRIC B. B. KING--His Best; (8); M8352208; (8); M8352208

Boone

KENNY PRICE--One Elk Follows Another; (8); M8352208; (8); M8352208

Command Probe

THE SOFT MACHINE; (8); M8352208; (8); M8352208

Delmark

MAGIC SAM'S BLUES BAND--West Side Soul; (8); M8416

MR. WELL CHICAGO BLUES BAND--Hoodoo Man Blues; (8); M8416

Duke

ROBERT BROWN--Two Steps From The Blues; (8); M8416

VARIOUS ARTISTS--Blues That Cover America--Tape; (8); M8416

Dunhill

3 DOG NIGHT; (8); M8352208; (8); M8352208

STEPHENVILLE--The Second (Tape Pack); (8); M8352208

HARRIS & GABOR SZABO--MAGNETIC (8)--Tape; (8); M8352208

HARRIS--HARRIS--A Thing--Magnet--You Want It On Forever (Tape Pack); (8); M8352208

Dynavoice

THE GLITTERHOUSE COLORBLIND; (8); M8352208

HERALD--(8); M8352208

WELLS--(8); M8352208

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VARIOUS ARTISTS—Track Street; (4) 5004 E
VARIOUS ARTISTS—The Country Side of Bowie & Clyde; (4) 5005 E
Polodyan
JAMES LAST—Gates That Loves Play; (4) 2161 104020 M

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RECORD SHACK
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45s All the hits, all the Gospel, all the Calypso and all the oldies.
Ask about our special 45rpm Box Prices.
Miss Miriam Makeba Sings
"I Shall Be Released"
On Reprise.
JOAN BAEZ--Any Day Now. Vanguard VSD 793067 ($)

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.

NANCY WILSON--Nancy. Capitol ST 148 ($)

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." Package is a delight.

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

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."

AL KOOPER--I Stand Alone. Columbia CS 9718 ($)

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."

JR. WALKER AND THE ALL STARS--Home Cookin'. Soul SS 710 ($)

Jr. Walker and the All Stars serve up a tasty dish of "Home Cookin'" that also includes their "Hip City, Part 2." 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.

BOB SEEGER SYSTEM--Rambin' Gamblin' Man. Capitol SS 172 ($)

"2-2-2" was a smash single in several secondary markets and the raucous "Rambin' 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.

VARIOUS ARTISTS--The Great Soul Hits. Brunswick BL 754129 ($)

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."

IRRESISTIBLE TAMMI TERNELL--Motown MS 652 ($)

Miss Ternell, 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.
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- Viva Bahia. Conjunto Folicorico. Another in our great Connoisseur Series PCC 629. Folk songs from the small century-old Brazilian province.

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PETE FOUNTAIN - "These Were The Days." Capitol STKAS500 (5). Pete Fountain has ventured out again out of his New Orleans jazz background to radio station turntables. A spinning and people-whirly beat-cool sound around the world. Fountain adds his own clarinet touch to "Frisco Fiddle Blues," "Man-chester Lament," and "Those Were The Days."

FIVE BY FIVE - "West End!" Parrot CS-1000 (5). Five by Five had a good chart run with their "West End," single, and they should have another hit on their new release. Thisatak on "West End!" is well done, and the rhythm pace never lets up. Their "Shake a Tail Feather" is another powerhouse offering.

RAFAEL HERNANDEZ - "Come To The Country." Decca DL-1078 (5). Now and then something to rare and to outstanding comes along that won't sink it will have a continuing role to play in making its mark. This is such an album. "Come To The Country." It starts out "Concertino Rafaél," where the exciting of the orchestra is filled by the excitement of the electric guitar. Other tunes include "Malaguey Sinfónica," a standard, and the new "The Bullfighter's Prayer."

THE GOOD RATS - "Kangos AS-1000 (5)." One of the best records that has come out of the groups of rock debuts, this exciting new quartet hits the ground running as Paulpartial up with fire and electricity. Progressive rock stations will find exceptions to programming fare in any of the ten cuts, and sales will be sure to follow. Especially "Who's Got The Key?", "Climb Down The Stairs", "Get Back" and "For The Sake of Anyone."

GANDALF - "Jaffa DR-1021 (5)." This new group has an inventive album combining original material with unique treatments of older material, including a freedom version of "Blowin' In The Wind." They sound like they moved back in the 60's. "Green Banners." A gentle and "Nature Babies" are typical of this group's use of radio formats. "Watch The Water" and " Softly Ringing" are among the top original cuts. Tim Harford's "You've Got The Drive Of Living" is another gem.

JOHNNY PAYCHECK'S GREATEST - "We'll Be There." Epic LP-2728 (5). An album with one of the biggest hits is sure to find many buyers. This package includes "A Billion," "Just Like A Woman," "The Ballad of the Green Berets" and many more. Much more than a package for country dealers.

NAT STUCKEY - "Satchmo Style." Paula S-2204 (5). Nat Stuckey has come on some outstanding songs like "By The Time I Get To Phoenix," "Tulane On My Mind," and "Dreams On My Mind." His many fans won't be able to resist this beautiful production.

BLACKWOOD BROTHERS - "Quiet Walk Through Trees." SFA-2752 (5). Gospel music that this package a bargain at the price. It contains some strong performances by a noted group. The original line-up is the standard, "Quiet Walk Through Trees," and this is suggested by "Saw Matters To Him," "When The Snows Go Marching In" and other firm favorites.
On his left is Maria, ex-vocalist and tambourine whangler 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?
SOUL SAUCE

NEW BEST RECORD OF THE WEEK:

"I DONT WANT TO CRY"

RUBY WINTERS

(Diamond)

By ED OCHS

Soul slices: "Iiner Soul," alias author-director Melvin van Peebles, won a rare solo spotlight in The New York Times Sunday (12) when his "Bres Soul" LP impressed critic Thomas Lask as "great (music), woven a steady embroidery, sometimes sad, sometimes exciting and sometimes very funny." Lask also praised Peebles' "live Dinner Jive" to the American soul of black culture. Bith 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 Baldwin's "Say It Loud." Epic (the belting 'rhythm 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" fast, echoing the dilemma of James Baldwin's "Nobody Knows My Name," was a hit, "rock 'n soul," revered first by the Dells, is now heavily on the upswing via Tammi Terrell's "This Old Heart of Mine"—revived as a hit by the original hitmakers the Isley Brothers-Joe Jackson resounding of Bruce Channel's gospel "Hey Baby" and the Chambers Brothers' old Volt 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 rhythm tunes are not original masters. 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 refram-dram on original music continues as pop and soul songs are swapped and traded for 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, Casey Olson, Inc., Judy Clay, Albert King & The Nightingales, . . . Ray Charles will be honored with a gold plaque February (31) for his efforts aiding the St Augustine, Fla. School for Deaf & Blind Children, at a charity ball Friday, 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 track of your production ... as the way—your talent, and all the inside action that has made Soul Sauce your influential stop for the latest in rhythm.

* FILLET OF SOUL: Johnnie Taylor, already in the gold for his "Who's Making Love?" LP (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 1968 as a replacement for Sam Cooke, the group's leader. Hit 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 Goodears ("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, "Try It Baby" and "Just a Few More Minutes" by Harry Batchelor & The Righteous. . . . Jimmy Peterson and Jesse Princepato of Funtown were responsible for "Who Was That?" by Tina Britt on Vee . . . Boosted by a strong review in The Times, Novella Nelson has been rescheduled to continue at the Village Vanguard through Feb. 1. A fresh, new talent—Miss Nelson—lofts tunes from Beside Some and a deepened emotional reading of "Little 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. . . Soloman 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 her by joining her on guitar for "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 raised soul steum on WLIR'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 Racketts, 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 us with one Atlantic Rec. (Continued on page 38)
**KUDO-TV in Opener; Key CGI Show**

San Francisco—KUDO-TV (Channel 39) has boxed here, and one of the key programs on the station, which will originate all its programming, will be a weekly night-hour variety show hosted by Russ CGig.

The Vern Alley Quartet, a jazz group, is a regular on the show. Another weekly show on the station—"Ground Zero"—also features 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 prospective Enrico Banducci appeared on one of the first shows, along with Frank Weber, keystone of the former Kingston Trio.

**WBAI Features Hot 100 Format**

**BABYLON, N.Y.—WBAI** is now featuring a Hot 100 format, according to program director Tony James. 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 "Oh-lah-oh-lahd," by Alphonse Mouzon on ABC. Playlist of Jan. 6 included more than 60 chart hits.

**WNJU-TV Latin Hunt Started**

**NEW YORK — WNJU-TV** (Channel 47) has launched a talent search for Latin musical and comedy artists to be featured in a series of specials now in production by Hunterbee Delgado, executive producer of special programming for the TV Motion. WNJU-TV plans Latin music shows in its programming. One special already completed is a musical variety show featuring Eduardo Divizio, 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.

**SOUL SAUCE**

*Continued from page 37*

Arts 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 Club. Thank you, Richice Yourie of the Globe and Mail in Canada, for your kind words about Soul Club. We will be looking forward to reading your liner notes (my favorite reading material) on upcoming LP's by Aretha Franklin ("The Soul of S) and B.B. King (His Best—the "Electric" LP). Writes Dave McLear 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 elections of the club to the Hall of Fame and voting for the anarbor of artists of 1969. And the connection from McLear for 1969—standoff for one Donald Height. . . . Michael Gentile, former Motown producer, has moved to BetaVox with "Mushroom City," co-produced and performed by Jimmy Williams.

Capital 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 "It 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... . . . De'Martino of Williams Agency reads Soul Sauce. Do you?**

**YOUR VALENTINE IS**

**THE BELLS OF ST. PETER IN ROME**

 prep for end of week, ending 2/1/69.
More and more tapes are becoming a larger part of the music business, together with records. And, as in records, Pickwick is keeping pace with the industry. Now the hot songs, the hot artists are on the hot 8-track tape cartridges from Pickwick/8 and Capitol-Pickwick/8.

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NAT KING COLE—Stay as Sweet as You Are
GLEN CAMPBELL—Hey Jude, Those Were the Days, Abraham, Martin & John
FRANKIE LAINE—A Satisfied Mind
GLORIA LYNNE—I Wish You Love
DEAN MARTIN—Young and Foolish
AL MARTINO—We Could
MATT MONRO—This is All I Ask
STAN GETZ—In Concert
NAT KING COLE—You're a Good Man Charlie Brown—Songs from the Off-Broadway Musical
GEO GE WRIGHT—The Exciting Sound of the Wurlitzer Organ
MARGIE SINGLETON & LEON ASHLEY—Ode to Billie Joe, Including Harper Valley P.T.A.
PATSY CLINE—I Can't Forget You
HANK LOCKLIN—Queen of Hearts
WYNN STEWART—Above and Beyond the Call of Love
FLOYD CRAMER & HOUSTON ROBERTS—Great Country Piano
HANK THOMPSON AND HIS BRAZOS VALLEY BOYS—Simple Simon, Simple Heart
GLORIA LYNNE & LEON ASHLEY—The Exciting Sound of the Wurlitzer Organ
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DIAZ
CLEVA
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 $120,000 grant for the project. This will be coupled with a $50,000 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 "Muscicales" 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" 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 20,000 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 Rack- emack 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 has accepted 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 chipboard, are now available from M. M. Cole Publishing, according to one of the more" class="markdown-body__container">

### Musical Instruments

**Ozark Center to Spotlight Non-Amplified Instruments**

**By RON SCHLACHTER**

What are the odds of finding a great new sound if you use Electro-Voice SRO speakers?

**Better. Much better.**

With Electro-Voice SRO/12 or SRO/15 speakers in your amp, you'll get cleaner sound than ever before. You'll also get wider dynamic range and uniform response in every octave.

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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**What are the odds of finding a great new sound if you use Electro-Voice SRO speakers?**
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 peck 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
Companies Focus on Sophisticated Buyer

By RON SCHLACTER

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 Weidin said, "People want better merchandise. Styling and quality are considered first—

Three new radio/phono 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 campaign, national sales manager Roy Norton 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. We buy 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 Rose Electronics, stressed that customers want everything packed into one. One manufacturer said, "We must decide on demand for compactness and versatility. As in model KE-514, the Musical Recorder. The unit is one of many AC/battery-operated AM/FM radio/phono-graphs.

J. S. Farrell, Mastercraft Electronics, Inc., summed up the phonograph/component field by saying, "The high-fidelity with stereo is modular group arrangement, whether portable or line-connected, allowing systems to be where most of the interest is.

Columbia Products

MASTERWORK Model M-2204, an economy-priced portable phonograph that plays stereo records momentarily, is among the new players introduced by Columbia. The unit has a solid-state amplifier, four-footed speaker stand, revolving overhead cartridge and built-in 45 adapter. The list price is open.

MASTERWORK Model M-2205. This is another low end portable with stereo features from Columbia. Two four-inch speakers in detachable enclosures, high-compliance speaker cartridges, 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.

BROADCAST Model M-3209. This new portable with a Drop-A-Matic feature has two-inch permanent magnet speakers in detachable enclosures. Other features include an 11-inch transcription-type turntable and three controls. Suggested list, $69.95. Audio, hussack pic 356.

ARVIN'S NLH HASSOCK designed stereo phonograph has a suggested list of $149.95. The system features true acoustical diffusion utilizing patented enclosures. Each cabinet houses an 8-inch high energy magnet Velvet Voice speaker.

INSTRUMENTS / ACCESSORIES pre-pack display. Columbia Rec.

Disc-O-Mat Sellers

Café. Franchise

In Los Angeles, the Disc-O-Mat National, the 45-p.m. record vendor, has sold the Kentucky Fried Chicken to Stanley W. Watts.

With the franchise sale of Café, Franchise Disc-O-Mat has appointed music 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.

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 plead before the Board of Directors.

Reports were made by all committees, particularly encouraging was the report concerning last year's Music City Pro-Celeb-

The announcement that Frank Rogers will return to direct 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 Larry D. Frazer.

The possibility of a spring-time country music festival in Nashville, Tenn., was discussed.

In a move to improve the standing of country music abroad, the board voted to hold its June meeting in Dublin, Ireland. Dick Broderick, chairman of the international committee, promised that leaders of the music industry in the United Kingdom, and possibly in Europe, will attend the meeting.

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

Co.'s 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 Saraceno heads the management wing; Holly Mann,姦, guides the production division.

The company represents the Summer Winds (Metromedia Records), the Majority of One (Kapp Disc-O-Mat Productions), the Cookie Jar (UNI), the Revelation (Liberty) and Mithril, who will write for Marathon.

Audio Retailing

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 to the family to the band. Don Chappel said the pair would record a followup 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 WVWA January 8th.

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

The Chappel 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. Wynette is now singing with her father who comes from a musical family. One of his sisters is songwriter, David Chappel, and another son, Michael.

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

CHAPPEL TEAM SIGNED TO MONUMENT: DISK SET

Vanderbilt U. Sets Institute on Trade

The Institute is to be held in conjunction with its conclusion. It will consist of music law courses in the Vanderbilt School of Law, announced last week.

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 unannounced, to discuss the evolution and growth of Nash- ville music. It is believed Wesley Rose will be one.

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

PFANSTIEHL'S FIRST AND FASTEST

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PFANSTIEHL CHEMICAL CORPORATION
WEST COAST: 16800 COAST ST., HUNTINGTON BEACH, CALIF., 92647
NORTHERN CALIFORNIA: 1435 OAK ST., SAN FRANCISCO, CALIF., 94109
These are the best selling midprice-through-hi-end singles compiled from national retail sales and radio station air plays listed in order rank.

**TOP 40**

<table>
<thead>
<tr>
<th>No.</th>
<th>Week</th>
<th>Title, Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>5</td>
<td>I'VE GOTA BE ME</td>
</tr>
<tr>
<td>2</td>
<td>1</td>
<td>WICHITA LINEMAN</td>
</tr>
<tr>
<td>3</td>
<td>4</td>
<td>LO MUCO QUE TE QUERO</td>
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<tr>
<td>4</td>
<td>12</td>
<td>RAIN IN MY HEART</td>
</tr>
<tr>
<td>5</td>
<td>6</td>
<td>SOULFUL STRUT</td>
</tr>
<tr>
<td>6</td>
<td>14</td>
<td>A MINUTE OF YOUR TIME</td>
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<tr>
<td>7</td>
<td>11</td>
<td>I LOVE YOU NOW ME</td>
</tr>
<tr>
<td>8</td>
<td>7</td>
<td>MY FAVORITE THINGS</td>
</tr>
<tr>
<td>9</td>
<td>4</td>
<td>SCORBARDINO FAIR</td>
</tr>
<tr>
<td>10</td>
<td>7</td>
<td>I CAN'T HELP IF I'M STILL</td>
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<tr>
<td>11</td>
<td>5</td>
<td>BOTH SIDES NOW</td>
</tr>
<tr>
<td>12</td>
<td>10</td>
<td>WE TOOK YOUR LOVE</td>
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<tr>
<td>13</td>
<td>17</td>
<td>SATURDAY NIGHT AT THE</td>
</tr>
<tr>
<td>14</td>
<td>21</td>
<td>I'LL ONLY HAD TIME</td>
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<tr>
<td>15</td>
<td>23</td>
<td>GOODNIGHT MY LOVE</td>
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<tr>
<td>16</td>
<td>20</td>
<td>FLYING HIGH</td>
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<tr>
<td>17</td>
<td>19</td>
<td>STELLA MORNING BLUES</td>
</tr>
<tr>
<td>18</td>
<td>25</td>
<td>KUM BAH YAH</td>
</tr>
<tr>
<td>19</td>
<td>12</td>
<td>YOU GAVE ME A MOUNTAIN</td>
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<tr>
<td>20</td>
<td>18</td>
<td>PUT YOUR HAND ON MY SHOLDER</td>
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<tr>
<td>21</td>
<td>22</td>
<td>CLASSICAL GAS/SCARBARINO</td>
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<tr>
<td>22</td>
<td>28</td>
<td>L. A. BREAKDOWN</td>
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<tr>
<td>23</td>
<td>26</td>
<td>JOHNNY ONE TIME</td>
</tr>
<tr>
<td>24</td>
<td>13</td>
<td>ABRAHAM, MARTIN &amp; JOHN</td>
</tr>
<tr>
<td>25</td>
<td>30</td>
<td>STAND BY YOUR MAN</td>
</tr>
<tr>
<td>26</td>
<td>16</td>
<td>BATTLE HYMN OF THE REPUBLIC</td>
</tr>
<tr>
<td>27</td>
<td>15</td>
<td>DOO WAKING</td>
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<tr>
<td>28</td>
<td>29</td>
<td>WHEN I STOP DREAMING</td>
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<td>29</td>
<td>37</td>
<td>FEELING</td>
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<tr>
<td>30</td>
<td>29</td>
<td>CHITTY CHITTY BANG BANG</td>
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<tr>
<td>31</td>
<td>35</td>
<td>A FLORA IN HER EAR</td>
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<tr>
<td>32</td>
<td>36</td>
<td>IVY MOUNTAIN</td>
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<tr>
<td>33</td>
<td>33</td>
<td>POOR PAPA</td>
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<tr>
<td>34</td>
<td>37</td>
<td>I'LL ONLY HAD TIME</td>
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<tr>
<td>35</td>
<td>39</td>
<td>LED BICYCLES DE BELIZE</td>
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<td>36</td>
<td>38</td>
<td>TALK UNTIL DAYLIGHT</td>
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<tr>
<td>37</td>
<td>32</td>
<td>A LONG WHITE ROOM</td>
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<td>38</td>
<td>29</td>
<td>HUSBANDS &amp; WIVES</td>
</tr>
<tr>
<td>39</td>
<td>28</td>
<td>YOUNG HEARTS, YOUNG HANDS</td>
</tr>
<tr>
<td>40</td>
<td>1</td>
<td>WHERE HAVE ALL THE FLOWERS GONE</td>
</tr>
</tbody>
</table>

**JANUARY 25, 1969, BILLBOARD**

**ENJOY AN EXCITING, ROMANTIC, IMPRESSIVE LOOK ANYTIME!**

SONNY JAMES' latest single release for Capitol, "The Greatest Love" (3370), shows this infinitely versatile vocalist in a rather blue and pensive mood. Sonny's handling of this melancholy ballad is perfect. He treats it with the simplicity and sincerity that it demands and produces a first-class record that is sure to be one of his biggest hits. With a song like this one, an appropriate backing is all important. Sonny always plays an Epiphone guitar to ensure a subtle musical accompaniment that will never let him down. (Advertisement)

**RED HOT and ready to go . . . CHI-LINE RECORDS has a winner with "INDIVIDUAL OF THE SOCIETY" by The BASIS OF THE THING**

Sonny James' latest single release for Capitol, "Only the Lonely" (3370), shows this infinitely versatile vocalist in a rather blue and pensive mood. Sonny's handling of this melancholy ballad is perfect. He treats it with the simplicity and sincerity that it demands and produces a first-class record that is sure to be one of his biggest hits. With a song like this one, an appropriate backing is all important. Sonny always plays an Epiphone guitar to ensure a subtle musical accompaniment that will never let him down. (Advertisement)

**Low-Down and Dirty!**

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13440 South Central Avenue / Los Angeles, California 90059

**5+1 Deal on entire catalog!!**

ASK YOUR DISTRIBUTOR FOR OUR EXPANDED CATALOG!
DAYTON—WONE, a Group 1 station, switched to country music format last fall. 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 the second station to go over to easy listening programming. 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 format change at WONE, which went over to an easy listening-disks format in September, is a 'sound better' type of programming. In fact, the switch was made after a consultant indicated that a change was necessary to increase the station's occupancy.

When the consultant was engaged, WONE's average occupancy was around 80; it's now 92. "We have been in business for 23 years, but we've never had such good listening figures in the daytime hours," said WONE's manager, John Barrett.

Barrett said the switch to an easy listening-disks format was made to take advantage of the station's location on the hill, which makes it a leader in the market in reaching the country music listeners.

"The easy listening format is the wave of the future," said Barrett. "In the past, we were not able to make the change because of the high cost of disk records. With the switch to the easy listening-disks format, we are now able to reach the country music listeners."
HEAVY BUBBLE GUM MUSIC

BDA 91

INDIAN GIVER
1910 FRUITGUM COMPANY
A Super K Production
Prod. by B. Gentry, B. Bloom, R. Cordell
A Product of Kasenetz-Katz Assoc., Inc.

BDA 92

Sweeter Than Sugar
OHIO EXPRESS
A Super K Production
Prod. by J. Levine, A. Resnick
A Product of Kasenetz-Katz Assoc., Inc.

on Buddah Records
of course
A Division of Viewlex, Inc.
Radio-Television Programming

Programming guidelines for key programming radio stations, including Best Picks, Best Leftfield Picks, Biggest Happenings, and Biggest Leftfield Happenings.

HOT 100

Pittsford, Pa.-WPTS
Rick Shannon


Altoona, Pa.-WFBG
John Anthony
Program Director


Battle Creek-WKWR
Bob Nyles
Music Director, Personality


Bluefield, W. Va.-WKYO
Johnnie Charles
Music Director, Personality


Eau Gallie, Fla.-WMEG
Dennis Sheppard


Hanover, N. H.-WOCCR
Paul Gambicini
Music Director


Ithaca, N. Y.-WVBR
George Hiller
Music Director


Jacksonville-WAPE
Ike Lee
Program Director


Rochester, N. Y.-WRUR
Phil Fenster
Music Director


San Angelo, Texas-KWFR
Sylvia Holmes
Program/Music Director, Personality


San Antonio, Tex.-KTSF
Kahn Hamon
Music Director


Sarasota, Fla.-WYND
Ken Kold
Program/Music Director


Scranton, Pa.-WAOI
Jim Drucker
Music Director

BP: "I'm Sorry I'm Yours," Dionne Warwick, Columbia. LFIH: "Save the London," garage, Columbia.

Springfield, Vt.-WCFR
Ron Bostone
Program Director/Personality


Troy, N. Y.-WTRY
Mike Mitchell
Music Director


Ventura, Calif.-KUDU
Gary Rown
Music Director


Wichita-KEYN
J. Robert Dark
Music Director


Wilmington, Del.-WAMS
Bob Hollands
Music Director/Personality


Winston-Salem, N. C.
Terry Wayne
Music Director


Albany, N. Y.-WEEC
Barry Frank
Program Director


(Continued on page 56)

'Humanizing' the Computer

• Continued from page 52 on one vocal, whether male, female, or group or vocal harmony.

With such a great percentage of our music being instrumental, we hope those who echo the current vocal hits. Most versions are up-tempo and familiar.

We program current hits by the original artist if the version fits our format. If not, we play other arrangements that are more appropriate. 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 night or time of day. People up at night are usually awake 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.

Bays Records

Those records of less-known labels which we do not receive, I buy. You 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 stores. Learning the meaning of Music is such a current thing that we have a hit immediately, while it is hot.

As a backup for those records we hope to receive from distributors, we subscribe to Billboard's new Pop and Easy Listening Service.

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

It is a question of who is person-to-person communication. And at night we ask people to talk back to us. Our Whitchilo and Niteline evening phone-in shows provide listeners the opportunity to talk about anything under the Midwest moon.

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

(Continued on page 56)
Claudine
Colours
Radio Forum Set for June 19-21 in N.Y.C.

---

As you probably noticed on page 56, Billboard Radio Programming Forum will be held June 19-21 at the Waldorf-Astoria. You don't have to let in fairly decent prices for this meet-
ning, you to let it be in the fair.

You can only keep her busy while you devote yourself to higher education.

in the words of Joe Namath, I guarantee it.

John Detz, manager of prog-

---

By CLAUDE HALL
Radio-TV Editor

In r&b radio, which I feel should

Shannon is now in a noon-3 p.m. slot at WKYC. Cleveland, also an

easy listening station.

Jim (Frank Foster) Stevens is now with WRQ in Cleveland in a noon-3 p.m. slot; he'd been with the station from the time of the station's move to its own

cornball names. Jim, especially in r&b radio, has a responsibility to

to establish a better image of himself.

AMS portrait of the growing pop-

ularity of country music, country

artists are increasingly in demand for com-mercy shows.

AS PROF OF THE GROWING POPULARITY OF COUNTRY MUSIC, COUNTRY ARTISTS ARE INCREASINGLY IN DEMAND FOR COMMERCE SHOWS.

The First International Music Industry Conference
April 20-23, 1969, Paradise Island Hotel, Nassau in the Bahamas

Join the leaders from every part of the Music World who will be there.

Session 1 Challenges to the Music Industry
Talk A. How the Roles and Relationships Between Record Companies and Publishers Are Changing
Talk B. The Universal Numering System—A New Approach to Increasing Revenue and Income

Session 2 International Forces of Social and Economic Significance
Talk A. Music—A Key to International Understanding
Talk B. National Barriers to the Free Flow of Music Among Countries

Session 3 Changing Patterns in the Distribution and Retailing of Records
Talk A. Within the United States and Canada
Talk B. In Central and South America
Talk C. Approaches in Europe
Talk D. In the Far East

Session 4 Promoting the Artist
Talk A. New Techniques to Expose the Artist
Talk B. Getting Teamwork Among the Agent, Publisher, and Record Company
Talk C. Merchandising the Artist—A Growing Method of Importance

Session 5 New Strategies for Problem Markets
Talk A. Prospects for Marketing in Russia and the Eastern Countries
Talk B. Creating an Operational Plan for the Underdeveloped Countries
Talk C. Organizing an Effort to Combat Piracy

Session 6 Performance Rights—Logging, Monitoring, and Distributing Funds in the United States
Talk A. The ASCAP Approach
Talk B. The BMI Method

Session 7 The Options for Establishing a Foreign Facility—Weighing Their Advantages and Disadvantages
Talk A. Setting Up Your Own Company
Talk B. Developing Joint Ventures
Talk C. Selecting and Working With a Licensee or Subsidiary

Session 8 The Emergence of the Individual Artist/Composer/Producer as a Self-Contained Organization
Talk A. Organization and Operation of These Groups and Their Direction of Their Growth
Talk B. How the Record Company and the Publisher Can Deal With Their Impact

Session 9 Merchandising the Artist and Music Internationally
Talk A. The International Tour—Its Importance and Keys to Its Success
Talk B. Music Festivals as an International Promotional Tool

Session 10 Income Potential in Different Music Forms and Use
Talk A. Exploiting the Jingle and Spot Music in Advertising
Talk B. The Mini-Disc (pocket disc)—A New Singles Market
Talk C. Audio-Visual Cartridges—Their Prospects for Growth

Session 11 The Source of Music Income—A Comparison Among Major Countries
Talk A. The Breakdown of the Total Sales Dollar—By Product and Source
Talk B. The Comparative Incentives of Expense and Profit

Session 12 Adapting Music and Lyrics for Sale in Other Countries
Talk A. Changes Needed for Sale in Europe
Talk B. Adapting Foreign Lyrics and Music and Equipment for Sale in the United States

Session 13 New Sounds in Music
Talk A. Trends in Sound in the United States
Talk B. Emerging Musical Sound in Europe
Talk C. Innovation of Sound and Music by the Engineer

Session 14 Interrelationships of the Broadcast and Music Industries
Talk A. Programming Concepts of Nation-Owned Broadcasting Systems—Their Impact on Promoting Records
Talk B. Privately Owned Radio Station Programming—Changing Need for Music

Session 15 Performance Rights for Artists and Record Labels—Logging, Monitoring, and Distributing Funds
Talk A. In England and Europe
Talk B. What Are the Prospects in the United States
Talk C. In Central and South America
Talk D. In Japan and the Far East

Session 16 Significance of the Popularity Charts
Talk A. How the Major United States Charts Are Developed and Should Be Used
Talk B. The Development and Use of the New English All-Industry Chart

Session 17 Formulas for Buying and Selling Copyrights
Talk A. Setting the Value of a Copyright
Talk B. Avoiding Litigation in the Purchase of a Copyright

Session 18 New Methods of Transmitting Music
Talk B. CATV—as a New Marketing Medium

Session 19 The Influence of Law on the Industry's Future
Talk A. International Law Currenty Helping or Hindering the Music Business
Talk B. The Meaning of Prospective Changes in the United States Copyright Law
Talk C. The Implications of Recent Copyright Legislation in Other Principal Countries

Session 20 How to Increase Revenues for the Juke Box Industry
Talk A. What Is Required in the United States
Talk B. What Is Required in Europe

Session 21 Mechanical Royalties
Talk A. In the United States
Talk B. The Changing European Scene
Talk C. In the Far East

Session 22 The International Tape Systems Market
Talk A. Its Impact to Date on the Record Business
Talk B. Achieving Full Exploitation on a Worldwide Basis

Session 23 Mergers and Agglomerations—Their Effect on the Music Industry
Talk A. Their Influence on Future Sales and Growth of the Industry
Talk B. Their Impact on the Position of the Independent Publisher and Record Company
Talk C. Their Effect on the Creative Effort of People

The International Music Industry Conference Sponsored by BILLBOARD and RECORD RETAILER

Registration Fee: $150 (U. S.) per person or £62—10s. in sterling

The fee includes attendance at all sessions, work materials, cocktail reception, three luncheons. It does not include hotel accommodations. Please make your check payable to the International Music Industry Conference. Check must accompany your registration.

Please register the following people to attend the International Music Industry Conference. Check is enclosed for all registrants.

Please PRINT THE FOLLOWING INFORMATION:

Name of Registrant

Title

Full Address

Your Name and Title

Full Address

Company

Additional names can be sent in a separate letter. Acknowledgements and information on hotel and transportation will be sent to each individual who is registered.
BUDGET SOUND, INC., AISHIRE PRODUCTIONS, BURBANK, CALIFORNIA

Congratulations
On your 10th
Anniversary

BUDGET SOUND, INC., AISHIRE PRODUCTIONS, BURBANK, CALIFORNIA

Radio-TV programming

programming aids

* Continued from page 56

Pearl, Ill.—WXCL
Dale Eicher
Asst. Music Director

BP: "Who's Gonna Make Your Grass,"
Backwoods, Capital. BLFP: "If I Got a Hammer,"
Everly Brothers, Capitol. BLFH: "She's Like the Wind,"
Charlie Louvin, Capitol. FL: "Surely"

Dale Eichor, Peoria, Ill.

Philadelphia—WRCP

Don Paul
Program Director

BP: "You're On the Phone with Me,"
Charlie Pride, RCA. BLFP: "Last Thing on My Mind,"
Hank Williams, Reprise. BLFH: "Second Place,"
Don Ho, Reprise.

Phoenix, Ariz.—KTUF

Woody Starr
Program Director

BP: "My Woman's Good to Me,"
David Houston, Epic. BLFP: "The Man Who Never Lived Up to the Mark,"
Joe Dowell, Decca.

Toledo, Ohio—WTOD

Don Williams
Program Director

BP: "It's a Ruff Road,"
Les Thomas, BTO.

Atlanta—WSB

Chris Forstorn
Music Librarian

BP: "My Man,"
Beverly Streitfeld, Columbia. BLFP: "May I Have Your Dream,"
Maxine Rogers, Major. BLFH: "Daddy Sang Bass,"
Johnny Cash, Columbia.

Miami—WIOD

Yolanda Parapar
Program Director

BP: "Women Helping Men,"
Voyagers, Reprise. BLFP: "Good Vibrations,"
Hal Blaine, Capitol. BLFH: "Kum Ba Yah,"
Tommy Leonetti, Decca.

Norwich—WICH

Bob Craig
Program Director

BP: "Women Helping Man,"
Voyagers, Reprise. BLFP: "Will You Be Waiting After Sunday?"
Singers Unlimited, Decca. BLFH: "This Magic Moment,"
Sonny and Cher, MGM.

South Lake Tahoe, Calif.—KTHO

Bill Kingman
Program Director

BP: "Memories Are Made of This,"
Gene and Debra, TCS. BLFP: "Johnny One Time,"
Brenda Lee, Decca. BLFH: "Rain in My Heart,"
Frank Sinatra, Capitol.

Springfield, Mass.—WSPR

Budd Clain
Program Director

BP: "Oliver,"
Frank Owens, BLFP: "I Can't Give Flowers in My Yard,"
AmeriCom. BLFH: "The Rain,"
Vaselene, QPC.

Spokane, Wash.—KXXL

Gary Giorgi
Program Director

BP: "Good Vibrations,"
Hugo Montenegro, RCA. BLFP: "Capricorn,"
Tracy. BLFH: "Die It,"
Shane Kane, Phase 4.

Tucson, Ariz.—KHYT

Wayne Vann
Operations Manager

BP: "My Woman's Good to Me,"
David Houston, Epic. BLFP: "Lead Me On,"
Buddy Owens, BLFH: "Until My Dreams Come True,"
Jack Greene, Reprise.

(Continued on page 65)
No. 10 Downing Street, London—traditional home of British Prime Ministers since 1735—photographed by Keystone Press.

THIS NUMBER 10 HAS MADE HISTORY...
Associated TeleVision Corporation Limited

send sincere best wishes to

PYE Records Limited

on the occasion of reaching their

10

Tenth Anniversary
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 worldwide 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
Ten years ago this month, in January 1959, a comparatively small and recent newcomer to the British gramophone industry moved into a converted private house in Chiswick, West London. The company was called Pye and it is called now, Pye Records. The stock of the company was floated in January 1959 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 the same month of January 1959, a young man was appointed as the new sales controller of Pye Records whose personal background and experience was complete, involved with the entertainment industry. His name—Lionel Benjamin.

Without going deeply into the various ramifications which resulted in the company's name and composition at that time, the story had been with two independent record companies—mainly a classical label headed by New Zealand scientist Hilton Nixon—and the Pye Records Company—"a pop" label headed by Scarcroft, Mew, and L. Alan, who had merged in 1955 to release records on the Pye-Nixa label.

The Nova Records 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.

Polygram had been founded by Alan Freeman and his associates, and had several leading artists under contract, notably including George Formby, Petula Clark and Jimmy Young, both in the early stages of their careers. It is recorded that there were 50 or so artists by whom these artists were signed by Pye within the past two months. Alan Freeman himself was to remain with the company for another six years.

The reason for the inclusion of the name "Pye" into the company's name was that the Nova Company had been acquired in 1953 by the electronics firm of Pye of Cambridge, which joined with Colombo Investments which owned a record factory at Wembley, Surrey, among its many other valuable properties. It is from this factory now greatly developed—that Pye Records are still today.

Pye-Nixa had become Pye Records Limited in 1956 and moved into its Chiswick Offices in January 1959. Though small, the company's concept was that of a cooled 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 to the record business whereby the physical distribution of the product was made direct to the record dealers from Pye Records' factory in Wembley.

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 and flexibility, and an enjoyable 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 the previous year. This was particularly significant because it was the LP standard material of any catalog that had to be "sold" as against the sale of singles which are given strong toplogical 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, which were opened in November. In the new purpose-built studios of ATV House, the studio came into being which was 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 Records and Pye Jazz, and their releases as Pye International included such labels as Antonio Gramsci, Chancellor, Cooper, Joy and other leading American and European material. On the Golden Guinea label, they incorporated material from Miller International, Seven Gents, Elektra and Daisy, plus interesting home material, particularly in the jazz field.

It was in the international field that it was seen that the company's ambition had been realized. In March 1960 Pye Records scooped the industry in Britain by acquiring the British licence for Frank Sinatra's Repertoire label.

It was the sudden decision of Sinatra himself to record his album "Strangers in the Night/Great Britain" with Pye technicians and artistic control, his first British recording version.

Later in 1962, Pye Records began its drive to present all records, and it took its name to the International and American scenes. 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 Cechter.

At the same time, Pye was developing its world-wide coverage in Australia, Canada, 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 1960s. It introduced a number of releases on the innovative Pye Plus "Norecords 'Sparrows' 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 Wool.

At the same time, considerable efforts were continuously made by the company to promote its international "behind-the-scenes" activities in order to cope with its outside expansion into new markets. New studio facilities were introduced, and the best American methods of material handling plus improved factory production capacity, as well as the overall 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 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 Lionel Benjamin had become general manager, and he was made managing director in 1963. He was to be responsible for the "coiled spring" by top sales executive Les Cocks, factory director Bert Wray and the late George Margrave, com-pany secretary. The air team and the exploitation unit were under the direction of Les Archaeological and Pye's faithful floor painters, who was the prime man for picking the right man for the right jobs.

The year 1964 saw further expansion in the international field, with such artists as Sandi Thom, the Kinks, the Honeycombs and the Searchers who were all featured in the American charts. Pye Records also represented several American labels at this time. In addition to Repertoire, these included Colpix, Hickory, Autumn, Chex, Checker and Argo. Crown, Scepter, Elektra, Miller International and Jando-Parkway.


At the same time, the company's releases were available throughout the world, even in Thailand, where the label was that of the latest International Sales Convention held in London in September 1968, there were over 40 representatives from every country.

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 War-wick, the Shangri-Las, Dusty Springfield, Sammy Davis Jr., Trini Lopez, Frankie Hardy, Chuck Berry, Bo Diddley and other leading international personalities. Dionne Warwick, who had been musical director Bert Bachischer recorded in the Pye studios, in addition to Frank Sinatra, Sammy Davis Jr., Petula Clark, Frankie Hardy, Chuck Berry and Bo Diddley. No one else is able to spread the spread of special foreign-language version of his songs by Sandie Shaw, who is the "longest-running girl" in the world, who was recorded in German, French and Italian to reach the spreading world markets which Pye was attacking so successfully.

It was in 1965 that Lionel Benjamin announced that Pye Records had taken over the Warner Bros. label for Britain. This was as a step towards the Repertoire label. In that same year the company renewed its agreement with the French "Pye" company, and made major happenings of continental stars to augment its international catalog with Duran and Hesp.

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

In late 1965, Pye Records took over the larger EMI factory in the heart of Britain, and in the first three years the output had had a 50 per cent share in the company, bought out of Pye of Cumberland and Colombo Investments and so became 40 per cent owner of Pye Records Ltd.

The installation of 18 Swedish Alpha presses was completed in that same year, with the metal being capable of turning out four seven-inch records per minute. By the end of 1966 the highest weekly turnover of seven-inch discs was 350,000, and the highest number of 12-inch long-play albums was up to 93,000—both these figures being well within the capacity of the factory.

By 1967 Pye Records had expanded tenfold over the previous four years, and twentyfold in the U. S. A. alone. This latter figure included the celebrated Golden Guinea "Collectors" 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 is not only a record company. It is as high as regards its ambitions; wide as regards its subject matter; deep as regards its awareness, and international as regards its worldwide connections.
LONG JOHN BALDY
LET THE HEARTACHES BEGIN
NAT KING COLE
MIDNIGHT
MARCH OF THE DIAMONDS CHILDREN
CHRIS BARBER & JAZZMEN
PETITE FLEUR
PAUL Anka,
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 YOU KNOW THE WAY TO SWIFT CURRENT MAN?
JOHN DENVER
SUNSHINE SUPERMAN
DON'T BE A WINO
VAL DONICAN
IF THE WHOLE WORLD STOPPED LOVIN'
EMILIE FORD
WHY DO YOU MAKE THOSE EYES AT ME?
THE FOUNDATIONS
BABY, NOW THAT I'VE FOUND YOU
BUILD ME UP, BUTTERCUP
THE HONEYCOMB
I HAVE THE HOPE
THE MY LEAGUE
TOSSING AND TURNING
THE KINKS
ALL DAY AND ALL OF THE NIGHT
SUGAR TUBES
TIRED OF WAITING
YOU REALLY GOT ME
DEAD END STREET
WATERLOO SUNSET
THE TUBULAR BANDERS
MICHELLE
THE ROCKIN' BERRIES
HE'S IN TOWN

The training work of the company is so geared that any release list of any one week might well include a few solo 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. Also, 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 best releases of the year, and the brass band recordings are regular popula-

lar 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.

The Pye studio, conveniently situated in the lower ground floor below the main offices, has 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 construc-
tion at Pye which will 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 Barbra Streisand, Nancy Sinatra, Sonny Bono Jr., Leon Russell plus earlier recordings made here by Paul Anka.

THE SEARCHERS
NEEDLE IN A HAYSTACK
WHEN YOU WALK IN THE ROOM
SWEETS FOR MY SWEET
SUGAR AND SPICE
SANDIE SHAW
HERE'S SOMETHING THERE TO REMIND ME
GIRL DON'T COME LONG LIVE LOVE
PUN IT ON A STRING
DOWNTOWN
CAST YOUR FATE TO THE WIND
MARY MCCARTY
VENUS IN BLUE JEANS

A FULL SPECTRUM OF ENTERTAINMENT

PYE'S GOLD AND SILVER DISC TRIUMPHS

The 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 wide diversified as Jack Dorsey's 'Paraffin Jack Flash Ltd.' and 'Velvet Fog', '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 show bands and soloists, Welsh choirs and choirs, 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 supply between the top of such 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 Thomas Beecham 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 while worthwhile reissues on the Marble Arch label—especially in the new 'MSI' 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 sought 'Hallowe'en' opera by Henry Bishop, 'Sousa's biggest sellers.'

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

The current releases include such artists as Campoli, Ralph Downes, Vazsonyi, St. Paul's Cathedral Choir, and other leading pianists and soloists.

As mentioned previously, Pye's famous Golden Guinea label was introduced in August 1959 and was the first budget label to issue recordings in mono and stereo (and in full color-four 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 cathedral and large military concerns, such as the Black Dyke Mills Band; the Broughite and Rastick 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 the budget conditions. This gave 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 Pressky, 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 Stereos 2—special budget packs of stereo 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 percent 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, which is a phenomenal sale for a comedy record in the U.K.

Similarly, the release of the T"pee and Son's albums has led to the sale of a quarter of a million of these fine full-price albums.

Special products manager Monty Pressky is still succeeding in getting the best of today's British comedians for the company.

Another 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 dealers with Phillips 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.
GEORGE BRIDGE—joined Pye Records in January 1968 as International Director. Recently appointed General Manager.

PYE'S TEAM OF EXECUTIVES

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.

LES COW5—a Director of Pye Records. Joined the company as a salesman in 1956 and now Executive Director.

JOHN SCHRDER—Record producer, composer and arranger. Responsible for Status Quo, Gene 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, former publisher and musician, now responsible for all radio and TV coverage.

PAUL CROVE—35-year-old Art Director, responsible for all Pye's graphic design.

ROY O'WYER—General Sales Manager, started with Pye in 1960 as a sales representative. Is now responsible for all U.K. sales activities.

PETER ELDERFIELD—Marketing Coordinator and International Manager, responsible for promotion of Pye repertoire throughout the world.

HARRY CASTLE—joined the company in 1959 and developed export sales from its beginning to its current operation in 75 countries.
Garrod & Lofthouse
Congratulates
Louis Benjamin
and Pye 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
Marketing director Tom Grantham and general sales manager T. D. Foakes are responsible for the success, a major reason why Pye Records can count itself pre-eminent in the field of radio and television. They control all the various labels handled and distributed by Pye in Great Britain.

Birmingham, Leeds and Newcastle were added to the list of centers in the past few years, 1960-1964, new depository points being found across the country. In 1966 the Glasgow depot was moved to the “new town” developed in Cumbernauld.

The wholesalers 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 the Pye salesmen (only 28 were on the main departments of the company. This first conference took place at the Holiday Inn at London, and was attended by 64 staff members. At the second conference, in the evening, which included wives of the staff, 106 people attended.

In 1962 the Pye salesmen held a two-day session, and there were 350 people at the dinner dance. Pye have found through experience that these conventions are much more conducive to the sale of the Pye products, 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 (which appeared in Great Britain), was the Golden Guinea label, which featured in the 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. A Pye Department was set up which has carried the promotion started from the representative stage, and this continuing policy has resulted in a strong, united and loyal team, who understand thoroughly the job they have to perform.

Pye Sales Vans carry all Pye and associated catalog—a fact taken as a point of 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 and well-informed sales representative and, of course, supplies requirements immediately.

For some time, Pye has not come within the van service areas, the depots spaced across the United Kingdom give a first class in-home and post system. Advertisements prove that Pye is no exception. Promotion through the media of radio and television—plus the occasional heavy cloud extremist —is by no means exhausted 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 the 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 exhibition 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 Wise is joined by Derrick White, responsible for British product; Larry Price, responsible for international products, and Sanders Summerville, responsible 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 received the admiration and respect from disk jockeys, radio and TV producers, 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” workers, and Pye is no exception, the exception under the control of Basil Magrave and his successor, Bill Taylor, the administrative progress of the company is under constant supervision, and thePyeforward 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 parcel trains to ensure speedy delivery to the areas controlled by the sales force—each of which is at a main line terminus. 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 receipts 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 families of 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-finished “acetate” (cut at the Pye Studios and sent “over the road” to the dispatch point) of the finished product on the distribution vans.

In 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 acetate side. The silver is not a metallic coating, but with Pye’s modern plating equipment where the silver film is applied, the edges are made to lie ground away and the “sandwich” opened up to release the acetate which is now discarded at this stage. The silver-coated “master” is now replaced to make the “stamping” process from which the records are pressed.

This is done by a battery of Swedish “Alibi” 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 bit numbers dating back to the ’50s when the Pye Records story began.

Early in February 1963 the management of Pye Records appreciated that the rapid advancement—the moulding 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 changes.

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 for the meet-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 IFO Computers Ltd., who were the forerunners of International

BASIL MARGRAVE, until recently Administrative Controller of Pye Records. BILL TAYLOR, now head of Pye’s administrative and computer department.
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 W1

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
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"
“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
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.

Manufacturers of 'Scotch Professional Quality Magnetic Tape' Instrumentation Tape Quadrature and Helical Scan Video Tape Computer Tape.

3M, 'Scotch' and 'Dynarange' are trademarks.
GEORGE! You didn’t tell me you were interested in car stereo.

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

© AUTOCAR 1968
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

Congratulations to Louis Benjamin and to Pye Records from Dick James

Dick James Music, 71-75 New Oxford Street, London, W.C.1

The Beckingham Brothers, F. Richardson Ltd. (Music Publishers to the Brass Band World) Parliament Street, Gloucester.

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.
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 - JACQUE TREN'T - THE OVERLANDERS -
RONNIE DONEGAN - MARK WINTER - THE HONEYCOMBS -
KENNY BALL - JOE BROWN - CHRIS BARBER - ÉMILE FORD -

MT 10
France Belgium

A L'Ocasion 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 Köln
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
Onnitleemme kymmen vuetias juhliaa
By Finnlevy AB,
P.O. Box 10584
Helsinki 10,
Finland.
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.
LDA
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.
Gramofoonplatenmij.
NV Negram-Delta
Herenweg 101
Heemstede
Holland

Spain
Felicitaciones A Pye Records
Y Louis Benjamin En Su
Decimo Aniversario
Hispavox S.A.
Torrelaguna 102
Madrid 17.

Mexico
Gamma S.A.
Ejercito Nacional, 167
Apartado 7762
Mexico I, D.F.
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

Congratulations and continued success to Pye Records Ltd. on their 10th Anniversary.

COSDEL (HONG KONG) LTD.
1330–1332 Prince’s Building, Hong Kong.

Singapore

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

Anuestros buenos amigos les deseamos sigan como hasta hoy... exito tras exito.

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
Sede Própria
Rio.
Chile

Nuestros Saludos A
Pye Records Ltd.
representado en Chile por

Goluboff Industrias
Fonograficas S.A.
Miraflores 113-119,
Santiago,
Chile.

Japan

祝

Nippon Columbia Co., Ltd.
No.14-14, 4 Chome,
Akasaka, Minato-ku,
Tokyo
Happy Birthday Fella's
Now That You Are 10

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 itself 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 depot 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 how purchases and credits in detail, together with a statement of accounts, 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 advice, giving full details of each artist's and publisher's earnings, and a summation 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 staff 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 advice 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 delaying before printing our various reports.

There are still several areas of the company's activities which remain to be computerised. 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.
Pye Group Artists available on Musicassettes

HERB ALPERT & THE TIJUANA BRASS * SAMMY DAVIS JR. — DR. DOOLITTLE * PETULA CLARK * VAL DOONICAN * FRANK SINATRA
DEAN MARTIN * SERGIO MENDES & BRAZIL ’66 * SOUNDTRACK FROM “FINIAN'S RAINBOW” * SANDIE SHAW * DIONNE WARWICK
GENO WASHINGTON * MARLENE DIETRICH * TONY MATCH & JACKIE TRENT * THE FOUNDATIONS * LONG JOHN BALDRY
DONOVAN * COUNT BASIE * TRINI LOPEZ * DUKE ELLINGTON * BING CROSBY * PETER, PAUL & MARY * and many others

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Suppliers of presses for Pye Records.

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Serving the world’s record industry since 1942.
Write or call for further information and catalogues.
Take Advantage Of Our Custom Services

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The finest sound in swingin’ London

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Pye Studios,
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Top quality service for disc production

Contact:
Ray Young,
Tranco Ltd., (Custom Pressing Division),
James Estate, Western Road,
Mitcham, Surrey.
01-648-7000

Distribution
More than sixty vans for national coverage

Contact:
Tom Grantham,
Pye Records (Sales) Ltd.,
A.T.V. House, Gt. Cumberland Place,
01-262-5502

U.S. REPRESENTATIVE
IRVING CHEZAR,
555 MADISON AVENUE, NEW YORK, 22.
NEW YORK PLAZA 52100
AS SUPPLIERS OF ALL PYE'S RECORD COMPOUND FOR THE PAST TEN YEARS

D.O. & E. INDUSTRIES ARE PROUD TO BE ASSOCIATED WITH PYE RECORDS TENTH ANNIVERSARY

D.O. & E. Industries Redhill Surrey

Congratulations To Pye Records

From Metals & Methods Ltd. (Langley, Slough, Bucks.) Suppliers Of Electro-Forming Machinery And Nickel To Their Mitcham Factory
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.

Booth 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. Dubbed 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 Van commercial trailer, 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 a food served out of a window dropped from the opposite side.

The showmobile will provide transportation of food and 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 Country Music Association and now a member of the Country Music Foundation; Robert Worthington, a Knoxville law partner of Smokey Mountain Singers; Ed Monahan, senior partner of Sunley Simon & Associates, a Wall Street financial management company, and Alvin Nance, general manager of Dirr's Gold Seal Meats, a Miami-based firm recently purchased by Luns. 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 chuckwagon will include barbeque, hamburgers, 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 community invested a private portion of $500,000, 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.

Country Acts May Move Into Puerto Rico Scene

SAN JUAN, P. R. — Rafael Alcée 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.

Alcée, 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." Alcée 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 Lord show was successful, he would bring in other prominent acts.
Meet Tammy Wynette's closest competition.

Herself.

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 dynamic.

In fact, it may very well become the biggest LP in country today ... that is until the next Tammy Wynette album.
The New SOUL In Country Music.

'please take me back'

JIM GLASER

RCA

GLASER PUBLICATIONS, INC.

Photo: New World/Nashville
NORRO WILSON HAS A SMASH ON SMASH RECORDS ONLY YOU S-2192

Produced by Jerry Kennedy
IT'S CLIMBING THE CHARTS SMASH

A Product of Mercury Record Productions, Inc.
Country and Western World
you've got a new hit now—
Loretta Lynn sings
"WOMAN OF THE WORLD"
(Leave My World Alone)
#32439

Another world-beater
on the flip side:
"SNEAKIN' IN"
WIXX Shift Forces Scheduling of Hits

FORT LAUDERDALE, Fla.—WIXX, which has switched to an all-record 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, and many Rock and Roll Era requests. Jones requested artists on WIXX last week.

"It was a 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. 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 a week, the requests were the old. Jones said the signals are being scheduled to get them on the air. Among the newer releases that are being heavily requested, according to music director Lyke Reeb, are George Jones "When the Grass Grows Over Me," Porter Wagoner's "Carroll County Accident" and Stonewall Jackson's "Angry Woman."
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 33⅓-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.

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 theremin 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-home-door locking system.

The single unit selection panel includes price card, coin slot, repeat button, selection buttons and credit signal window located in one unit.

The theme of the new unit is "great compact tune-in 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 bilharzian parlor pools. The exclusion came about through language that refers to locations where there are "two or more" tables. The ordinance raised bilharzian table licenses from $3 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.

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

Current releases:

- "Auburn, Martin and John," Dion, Laurie-2061;
- "Hey Jude," Beatles, Apple-2216;

Oldies:

Location does not respond to oldies.

Malta, Mont., Location: Adult (Over 30)-Tavern

Current releases:

- "Ranger's Valley," The Man & Dads, Hill & Range-1298;
- "Little Arrows," Lesley Lee, Decora-32380;
- "Ding Dong Chimes," Cal Smith, Kapp-918.

Oldies:

- "Walk Right Back," Everly Brothers;

Les Montooth, Peoria, Ill., Location: Kid-Restaurant

Current releases:

- "I Love How Much You Love Me," Bobby Vinton, Epic-1059;
- "Climax & Glow," Tommy James, Roulette-78.084;
- "Teach Me," Doors, Elektra-45467.

Oldies:

- "Fate Of The Wolf Blues," Lenny Dee;
- "I Told You I'd Leave You," Kitty Wells & Red Foley.

New Equipment

OMAHA—Jukebox programming methods of merchandising music and unusual locations are subjects that interest writers. Howard Ellis, president, Music Operators of America (MOA), 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 drug stores, supermarkets and mail order 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

Local Papers

Like Jukebox Story: Ellis

By EARL PAIGE

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(Continued on page 77)

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 the 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 Harfield 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 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. (Continued on page 71)
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—Alabamian 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

All Machines Ready for Location
Seeburg A-V-100 7.65
100 Film and 100 Records for
All Photosynthesis $5 per roll
Seeburg Electa 7.65
Seeburg 200 225
AMI 150 155
AMI 150-200 125
AMI 200 95
AMI 250-200 selection waiters
AMI 300 165
AMI 300-200 waiters 19.50 ea.
Seeburg 200 select machine 35

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ROCCO LACULLO, Reliable Music Co. (left), and Joe Kline, Atlas Music.


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.
New Rock-ola Deluxe 441
100 selection

THE SOUND OF money

FROM THE GREAT COMPACT TURN-ON!
Rock-Ola's bold new sound that sells music for money turns the smallest spot into a plus-profit happening! Why? Because this compact money-grabber has big model features, big model richness, big model dependability! Features like the world famous Rock-Ola Mechanism and Revolving Record Magazine and Rock-Ola's exclusive Mech-O-Matic 33⅓-45 RPM changer. Flip-Top Servicing. Credit unit and amplifier flip down for stand-up in-unit servicing. Irresistible new styling steps up the action to make this the best build yet for small locations! And the Deluxe 441 works with all optional accessories: receiver, money counter, motorized remote volume control, phonette wallbox, wall speakers (LP feature, “2 plays-2 bits” kit optional).

ROCK-OLA
the "think big" take-makers for all size spots

ROCK-OLA Manufacturing Corp.
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, is instrumental in apprehending and prosecuting some thieves, who will shortly be incarcerated as a state group and invites participation from all businessmen operating in Illinois, said Krugman, president, Vendor 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 most our price would be from $6 to $10. We can't recommend what should be charged but we do believe in our case, show what our profit level is and make our authorities aware of our business."

The group has recently contacted the U. S. Treasury Department in regard to poker chips. "We also intend to coordinate our efforts with the New York Vendors Association, which has been fighting the poker and bingo chip vug 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 are very bold. Most robberies occur while the stores are open."

(Continued on page 71)

NVA Mailing Applications To Exhibitors

CHICAGO — Exhibitor applications were mailed last week in preparation for the National Vending Association's annual convention at the Hollywood Beach Hotel, Hollywood Beach, Fla. The event, to be held May 19-21, 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 arranged. 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 Zane.

Chairman of the convention is Rolfe Lobelli, who is currently in Florida. Other chairmen are Margaret Kelly, Penny King, president of the Florida Association, Herb Goldstein, Oak Manufacturing, workshop; Carmen Di Angelo, chairman of the Florida Amusement & Music Association, Port-0-Call, Tierre, Verde Island, St. Petersburg, Florida.

May 16-17—New Jersey Automatic Merchandising Council, Holiday Inn, Atlantic City.


(Continued on page 71)

Predict '69 to Be 'Highly Competitive'

CHICAGO — Steady expansion, more volume and careful scrutiny of opportunities if bulk operators are to survive in 1969. This is the opinion of Bob Kantor, Convention Specialties, Inc., Chicago, 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 center case merchandise as a way to offset the recent price raises of penny gum. "You have to offer such goods items that your cost becomes prohibitive. With a penny, it is between 8 and 10 cents it represents too large a percentage," he said.

Rising commodity prices are another problem operators can look forward to, Kantor believes, but he said this was not so much a result of location demands. "Too many operators ordered too many items and too large a quantity," he said.

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 control and try to control and be able to move in the direction where there is more profit."

Kantor said he expects to expand and concentrate on general more volume. He does not foresee a greater shift to edible items.

(Continued on page 71)
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 Meyer, vice-president of product engineering; Ray Tabor, vice-president of marketing; James Ahoto, director of service engineering; Art Sega, specialized service engineer; Louis DiFalma, field engineer; Clint Stockey, regional sales manager; and W. J. Mullinix, regional sales manager.

NORTHWEST SALES CO. has moved into an ultra-modern building at 5444-5446 N.W. Market St., Portland, Ore. A Wurlitzer outlet opened in 1957, the firm is a branch of Northwest Sales Co., Seattle, opened in 1936.

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., toured the new building with partner Marshall C. McKee, who heads the Portland office.

ROWE EXECUTIVES at the Rosen party included (from left) John Meyer, vice-president, engineering; Ray Tabor, vice-president, marketing; Clint Shopecy, regional sales manager; and John Mullishe, 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.

Jukebox Story: Ellis

Continued from page 67


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 cap- sule.

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 let- ting the manufacturer know that we’re concerned about it.

Attending the CON meeting here were Fred Granger, executive vice-president of the Music Operators of America (MOA), and Lou Pratesi, MOA secre- tary. Pratesi told the group about the success of two-for-a-quarter play in his State of Kansas.

Howard Ellis, MOA president and CON secretary-treasurer, gave a brief rundown on the MOA public relations program.

“I already own a few public relations speeches and we’re planning more,” said Kori. “We would like to see different types of civic organizations.

As far as the Nebraska tax situa- tion, Kori said

“There hasn’t been much de- veloped. The bill is still being pre- pared, so we don’t know how it will come out.”

The bill, which is expected to be submitted before the end of January, would allow 12.25 tax per machine and a $250 tax per distributor. Kori has named Ed Zorinsky to head a committee to study possibilities of counteracting the tax.

New VICTOR 77

“GUM & CAPSULE VENDORS

A REAL SALES STIMULATOR

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New VICTOR 77 Gum & Capsule Stimulator

Warranted to give a strong, attract- ing display of gum and capsules. Extraordinary results obtained.

Satisfaction Guaranteed.

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price

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price

Removable coin tax for easy col- lection. Coin slot 14 or 16 coin.

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5c Low Mix 5.00.

2c River 4.50.

2c River 9.00.

1c Economy Mix 7.00.

1c Low Mix 9.00.

2c Jewelry Mix 10 to 25.00.

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A supersized version of Northwestern’s Model 60, the SUPER 60 earns far even more profit. That’s because of the Super 60’s greater capacity for cap- sule, 100 count gum or gum and charms, bring you bigger profits per session. Choose from 5c, 10c, 25c, penny, nickel, and 3c 5c play. Just a quick change of the wheel and brush housing and you are in Super 60 business. Wire, write or phone for complete de- tails.

Motion Picture News
THE IRISH ROVERS

NUMBER 1 IN ENGLAND
LILY THE PINK
C/W MRS. CRANDALL'S BOARDINGHOUSE

NUMBER 1 IN THE U.S.A. AS "SOULFUL STRUT"
AM I THE SAME GIRL
C/W BE BY MY SIDE

NUMBER 1 INTERNATIONALLY
IF I ONLY HAD TIME
C/W IT WAS A VERY GOOD YEAR
NEW YORK—Fine performances of music from the last decade are included in the 26-disc boxed set of Vox’s Candide label. The LPs, listing for $55.00, are packed within a cardboard box and included inside the package, rather than as loose records. Two of the contemporary album contain first recordings, including the first recording of “The Arts of Science” heard on the composer’s artistic direction. Vox’s last line was not a surprise. The 20th-century album is the piano solo in Handel’s Messiah, and a fine performance of the Concerto for Oboe and Strings also features instrumental work by well-known contemporary composers.

Composing Karthi and Dogan Stockhausen plays a supporting role in the first recording of his 1967 “Prozession.” The other performers on this fascinating choral Alings and Rolf Gehlharp, tenors; Johannes G. Otteson, violist; and Alings and Gehlharp, tenors.

Darius Milhaud conducts the Orchestra of Radio Luxembourg in a good pairing of his Six Little Symphonies” (H. 19) and “The Lion’s Den.” So- prano Josephine Prinz, contralto Maria-Jeanne Klein, tenor Fernando Arend and bass Raymond Kosier are featured in the later piece as well as in “Symphony No. 6.” This symphony also features oblongs of recent masterpieces and a fine performance of George Malcolm.

Grayson Burgess conducts the Purcell Consort of Voices and the Jaycees Choir with Violins with Bruno Maderna and Mich- ael Gielken as the other conductors. “Carre” for chorus and orchestra and choirs. Here the divisions orchestra and choirs of the German Radio, Hamburg are “Mauricio Kagel. Andrej Markowsky, Gielken and Stockhausen. This piece is a masterful conception.

First line performers are well-known contemporary composers (Continued on page 96)

**Metropolitan Plans 6 New Recordings for 1969-1970**

- Continued from page 95

**Westminster**

NEW YORK—Westminster Records is introducing Spanish tenor Pedro Manzanares to U. S. consumers this month with an operatic aria album obtained from Hispano. The seven other Westminster January titles include a South American guitar recital by Ramon Ybarra and four solo pieces of Schubert and Mozart performed by Paul Badura-Skoda and Joachim De- mur. The Tipton Trio performs sonatas for violin, viola and harpsichord of Rameau and Blavet, while the Allegri String Quartet has a Mozart-Beetho- venian coupling. Sonata Maxime Makas sings 15 of Poulenc’s art songs accompanied by pianist Anthony Makas.

Each orchestral music is offered by Robert Rudolf and the Vienna Radio Orchestra with soloists Martin Ippen, harpsichord; Kurt Kappler, organ; Karl Kollingh, Kappler, and Robert Guber, oboe d’amore; Wilhelm Hein- rich, tenor; and Hans Kocher, bassoon. The Tipton Trio performs sonatas for viola, violin and harpsichord of Rameau and Blavet, while the Allegri String Quartet has a Mozart-Beethovenian coupling. Sonata Maxime Makas sings 15 of Poulenc’s art songs accompanied by pianist Anthony Makas.

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Field John, early 19th-century Irish composer, is represented by a full-length album featuring pianist Rena Kayriakou. The first title is the 3rd Piano Concerto in the “Concerto No. 2” with C. A. Bucetti and the Berlin Sym- phony. For the flip side, further Nos. 1 and 2 are featured with Frank Glazer as the super piano soloist. Other soloists in this set are Herman Klemeyer for the “Flute Concerto,” and Ronee Blythe and Paul Morin in “Rondeau Artistiche” and Walter Triebisk in “Concertino for Clarinet.”

Completing the issue is a truly remarkable disc featuring brilliant performances by Bruno Hoffmann on glass harmonic, Hoffmann, plus the Beethoven’s “Romance in G”; Neumann’s “Duos in E hert von Buhl” with soloist and dancer Michael Schaeffer and “Sonatas in B-flat” of Emanu E Minor”; Reichen’s “Rondeau in B-flat” with violinists Herbert Anker and Waltraud Mitteis. Violin- er Ernest Nippes, cellist Hans Plümacher, and double-bass Gunther Rini in “Fantas- tie in E Minor” and Roeloff’s “Rondo” in A with the Kreisel String Quartet.

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

Together.

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 Rubinstein 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
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The charts tell the story—Billboard has THE CHARTS
**NEW YORK — The 1910 Fruitgum Company and the Ohio Express are undergoing a redaction process by Jerry Kasenetz and Jeffery Katz to gear them for an expanding audience.**

The redaction includes additional personnel, new stage acts and a reselection of musical styles for the two groups, both of whom have turned in million-selling records in the past year. 

Jamie Lyons, former lead singer of the Music Explosion, is in the employ of the Ohio Express. The Express also added Bill Kuliwahnuk to the lineup, formerly of the You Know Who group. 

The 1910 Fruitgum Company has added Chuck Trots, formerly of the Soul Survivors, plus three bassists and two drummers in a group total of eight. The new musicians will be used on all recordings and in personal appearances. 

Both Lyons and Mark lead singer of the 1910 Fruitgum Company, will have solo releases later this month based on Kasenetz and Katz's Super K Records label. The current group singles on Buddah Records are “Sweeter Than Sugar” (Buddah) and “Indian Giver” (Fruitgum). 

Stage presentations for the groups are being rehearsed, with the Ohio Express doing follow-through on the "redaction" with "Two Sides Of..." which will feature their mates and underdogs and protect the "B" melodies with 50 blemishes. 

**Record Plant to Build Coast Unit**

NEW YORK — Record Plant, a nine-month-old multi-studio recording complex, has completed plans 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 a compact, control board designed. The board will be installed in late 1969.

**Lawyers: Advantages Not the Thing**

By GEOFFREY LINK

In October of 1967, Hodges and Gray were notified that they were to be paid $50,000 to $61,000 in advance money. 

Rodgers and Hodges agree that a rock band's high equipment and transportation costs are a factor in determining advantages. "Any rock group is going to need $15,000 over and above the $18,000 to just function," Hodges said.

A rock band's high equipment and transportation costs are a factor in determining advantages. "Any rock group is going to need $15,000 over and above the $18,000 to just function," Hodges said.

A rock band's high equipment and transportation costs are a factor in determining advantages. "Any rock group is going to need $15,000 over and above the $18,000 to just function," Hodges said.
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*
Europe too is going Stereo 8

RCA Stereo 8 cartridges run on Europe’s roads for a new way of driving

Production facilities in Rome

RCA S.p.A. - Via Tiburtina Km. 12 - Roma, Italy
The winning artist in the 1968 edition of Canzonissima, the 30-week-long pop singer/song competition run in conjunction with Hit-aly's annual new music fair, was Gianni Morandi (RCA), with 48,044,300 points singing "Scende la Pioggia" (It's Rain- ing). The annual event, sponsored by Rai, the Italian radio and TV corporation, is considered one of Italy’s NPA running springboards for record sales because of its national coverage. The competition ended Jan. 6. Second, with less than half the points, was Claudio, "Von (Fonti-Cetra), 22,467 points, singing "Povero Guerre" (Poor Heart). He was followed by Al Bano (EMI-Italiana), 99,72 points, with "Mamma" (Monterey); Gritta Berti (Phonogram), 75,06 points, with "Mi Imbarazzo di Gr. Ragozzato Come Te" (If I Fall in Love With A Boy Like You); Patty Pravo (RCA), 5576 point, singing "Tripoli '69"; and Caterina Caselli (GCID), 46,36 points, "I'll Carnavale" (I'll Mardi Gras).

Since the Finalissima phase of Canzonissima started, four of the final six songs have entered the top 15 of the Italian charts: "Scende la Pioggia," No. 4; "Tripoli '69," No. 9; "Carnavale," 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 songs were included, with three foreign artists, Shirley Bas- sée (United Artists), U. K.; An- tonio Contreras, and Swiss Rocky Roberts (Durium), U. S., participated. The show which consisted of five rounds: past hit songs (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 Fi- nalissima, one broadcast each in which the semi-finalists represented their new songs. Elimination of participants was determined by postcard votes sent in by mail for the ver- dict of three special judges, with the exception of the semi-finals, which were voted on by the Finale- si. The Finalissima was judged by special panels of 25 jurists in 20 local Rai stations.

NANCY WILSON with Augusto Marasago, director of the Brazil International Festival of Popular Song. Miss Wilson will be a U. S. representative on the Festival jury this year.
4 Signings Key Cap. of Canada Big Thrusts at French Mart

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 Plum, executive vice-president and general manager, announced the signing of LaLonde, and fellow signer Claude Valade, Natalie Baron and Alain Olas.

Plum 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, "Jeanne de' Aujourd'hui," one of the most important artists in Canada.

A top seller in French Canada, LaLonde has a chart entry, "Une Poque" (This Guy's in Love With You), the last disk on his own label, Prestige Records. LaLonde also has 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.

While stating 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 Restaurant, Miss Baron has already completed recording sessions with Capitol. Teen-age singer Alain Olas will record under the supervision of ader main Pierre Outremont, 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 Bucky and the Brian Browne trio would shortly be released.

Increase Activity

The Canadian company increased its activity with local product at the start of 1968 by releasing singles by Christie Chrystall, Chris Jordan and others. 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, Louisian, Jenny Rock.

(Continued on page 87)

EMICAN TAKEOVER OF SHERMAN RESULTS IN STRONGER ORGANIZATION

Electrical & 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 Capital Industries Inc.

Sherman Enterprises, with its head office Ottawa, Ontario, has been controlled by Mr. Alex Sherman, its President and founder; Mr. Arnold Gosewisch, General Manager and Treasurer; and Mr. Allan Sherman, Vice-President. The Shermans and Mr. Gosewisch will remain with the organization in executive capacities.

EMICAN currently has a nation-wide rack jobbing organization engaged in the distribution of phonograph records, tapes, and other related products. 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 and strengths of the EMICAN. It will give the former owners of Sherman Enterprises and their employees an opportunity to grow within a much larger organization."


CALLOWAY TO CHUM-FM

Toronto—Kim Calloway joined CHUM-FM, the Toronto underground station, on Monday (20), replacing Hugh Cory, who recently left the station. Calloway was previously with the station's AM service as part of the new group.

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 Teem, 20th Century (28-498); "Si J'appelle Montreal" —Claude Leveille (Columbia C47-49); "City Lights"—Charls (A & M 400X); "California Girl"—Freddy Chywal and the Screamin' Hornets (Harry B5301X); "Fantasy World" —Melody's People (Quality 1931); "Cruel War"—Sager and Spice (Franklin QC 6225); "It's Crazy"—Shirley Fields (Melbourne WG 3307); "What a Man to Me" —Janie McGee (Melbourne WG 3308); "Machine Gun Molly"—Billy Stoltz (Melbourne WG 3310); "The Revenue'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 2363); "Don't Look Back" —Julian Gallo and Carol Cole (RCA Victor 57-01).

Albums

"Bass Brass"—Red McComber (C8LTS 1105); "Catch the Wind" —Antis Ortiz (C8LTS 1108); "Violet Neon and Thumpkin All Around the Town"—Martha Guran (RCA Camden C5—1165); "Irwin Prescott Sings"—Irwin Prescott (FBS 5235); "The Sweet Somethings"—The Sweet Somethings (Melbourne FMLP 4014).
Thanks to Canadian Radio Stations for discovering this National Smash Hit

Heading for Number One in Canada

"STAR CROSSED LOVERS"
BY Neil Sedaka
Cat. No. SGC 005X

Special thanks to
Frank Gould of
radio station CFOX for
making "Star Crossed Lovers"
number one in Montreal and for
being the first station in Canada
to break this great hit.

Congratulations

to
ARETHA FRANKLIN
from Quality Records Canada for
being chosen number one female vocalist
of 1968, currently on the singles charts
with a double sided smash.

"SEE SAW" c/w "MY SONG"

Manufactured and distributed in Canada by
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TELEPHONE 698-5511-2-3-4-5
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 “Your Silent Ecstasy” on “Scottish Roma,” and to Sam Sklar for “Dance Date ‘68” (Teal).

Hone Cancels Date

JOHANNESBURG — New Zealand country singer John Denver has canceled the remaining four weeks of his 10-week South African tour. Hone records for the newly formed A & R label, distributed by the Gallo group.

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 infected Humperdinck has his voice.

During the rest of his four-week South African tour—which began here Dec. 30—the singer has been enjoying a busy schedule

Promoting the tour are the Queensland-British band also presenting the Patti Page Show, which opens here Monday (27).

Capitol national promotion manager is here for their week in the U.S. and Canada, promoting their new album, which will be televised by CKCO-TV, in Kitchener.

Phonogram of Norway Moves

OSLO—Norsk Phonogram AS has been moved from Akersgata 19, Oslo 3, but retains its original telephone number — (02) 69 50 02. The new building also houses A/S Nor-Disc, and the two companies will combine their two operations.

To facilitate this, the company has a new Music-Distribusjon (DiMu) headed up by Peder Flintand. Norsk Phonogram, which is a Phillips company in Norway, and Nor-Disc, the Deutsche Grammophon label, have continued as competing record companies but will have common accounts department.

In addition to Philips, Phonogram also represents CBS and the Dutch label, Metronome.

Quality Execs At Atl. Meet

MONTREAL — Three executives of Quality Records attended the Atlantic Records convention in Nassau, the Bahamas. Both James Keen and George Struth attended with Quebec branch manager, Brian Mullan. Mullan was previously Atlantic label manager in Canada; he relinquished when he moved here from the Toronto head office last year.

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 deposed.

Authorities closed the Acapulco Theatre, where the English-language production was staged at a cost of $150,000, because the local and U.S. actors.

The Actors Union had previously warned the cast that only Mexicans could underwrite the project.

Immigration authorities pointed out the foreigners in the cast, of which 12 were Americans, had not been permitted to work in Mexico, but were in the country on work permits.
AMSTERDAM

Red Bullet's Jerry Vasin returned from a business trip through the U.S. and Canada, during which he negotiated for the U.S. release on Capitol of the most recent album of one of the Dutch groups. The latest single from the Dutch group Golden Earring, "Aflame," was released. The single, produced by Jacob Verdonck, was a smash hit in the Netherlands and Belgium. The album, "Aflame," was produced by Charles Blackwell.

BELGRADE

Jugoton artist Tereza Konzova has been chosen as the most popular female artist of the year by readers of Jokasje magazine. Voting took place over a period of 12 weeks, and the top 10 artists are: Tereza Konzova, Sonja, Miki, Ana Djordjevic, Alenka, Milica, Vesna Cvetkovic, Ana Zogic, and Branko Vujicic. The voting was conducted through a special phone-in system. The winners were announced at a ceremony held in Belgrade on March 25.

BRUSSELS

Fonior has acquired the rights to distribute the British Morgan label in Belgium. The label features artists such as JAD, featuring Johnny Nash and Leon Russell. It is managed by Jean-Philippe Dardenne and is directed by Yves Huguet. Fonior has launched a promotion campaign for French singer Eric Echou. The album, "Enregistrement Public," recorded live in Paris, celebrates Fonior's 88th birthday celebrations. Fonior has also launched the album "Christmas In Bruges," recorded by the Brussels Jazz Orchestra.

BRUSSELS

Juffete Greco will tour Holland this spring with his special group. The tour will feature music from his album "Lamento," which was released in November. The tour will be accompanied by a group of 250,000 fans and will include performances of the music for a special event at the "Villa Italia." The tour will end on the end of the month.

ALBUMS CUE COL

Continued from page 82

Cohen will be released in February, it was announced.

On the more traditional classical music front, a new album by pianist Philippe Entremont, "Les Vampires et l'Orange Machine," was produced by Jakob Verdonck. The album features works by French composers including Charles Blackwell.

The latest single from the New Inspirations album, "The Power of Love," was produced by Jakob Verdonck. The single is expected to be released in the near future.

London

EMI is planning to increase its staff in order to bring in new writing talent within the Ardmore and Beechwood group. A new writing workshop will be set up to help the company in bringing new talent to the industry. The workshop will be open to all songwriters, regardless of experience or background.

NEW YORK

Pop impresario Fred Weintraub has been named a special consultant to the National Entertainment Conference at the 10th annual event, which was held in New York City. The conference is an annual event that brings together music industry professionals from around the world. Weintraub is expected to play a key role in the conference, which is sponsored by the National Association of Music Merchants.

DUBLIN

EMI's Irish managing director, Harry Christmas, released only four albums in 1969 and three of these have won awards. Highl

January 23, 1969, Billboard

$85
16th January 1968 was a celebration. We're glad you're with us for our second

**From The Music Capitals of the World**

*Continued from page 85*

Cellier's new company will also handle the publishing, issuing a new record production company which will supervise a major Radio 1 disc jockey. Cellie's managing director is John Read, who has been with the company for seven years. Monique Peir, president of Peer Southern, was here earlier this week to discuss Mediaphone with IMEID. Monique Peir was accompanied by his assistant, the company's international publications manager. Also Mediaphone, Peer Southern will hold a meeting for all Mediaphone's European branch managers at Cannes. Epic's new label manager in the U.S. is Ourley, who arrived here last week. Milliken is based at the offices of CBS. He will work between Epic acts and independent record producers. Milliken 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 recently sold all its rights to the American Takoma label. Among the acts which will record for the label is John Fabeq. Sonet has also put producers like David Bell, Jurgens and composer Francis Lai. Both deals are for selected works.

Derek Sinclair, the former marketing manager of Rank Wardale, is joining EMI's World Record Club at the start of this year as concert marketing manager. Sinclair was previously associated with the Music Corporation of America for a number of years and has a half years in sales and marketing. EMI is shifting Austin Bennett to the WRC from its London Distribution division on March 1. Bennett will be responsible for licensing WRC product....

**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 previous years which has given rise to suspicion of collusion.

The names of the composers and lyricists will be announced this year as the artists 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 may include Arne Bendiksen, Kjell Karlsen,ind Wally oil, and Dag Kristoffersen, Georg Elgsaen 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 Kaiserslautern, Swiss conductor Cedric Dumont will conduct at the Bavarian German radio station in Munich in February and will conduct at a symphony concert at Strasbourg, France, in March. Dumont, who was at MEDEM as head of light entertainment and light music for the group, also a manager of the company and an owner of the Edition Coda music publishing company, will also conduct at a symphony concert next month for 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.

**DUSA LISTS BEST SELLERS**


bny Bobby Goldsboro, Ellie Greenwich, Dave Dee & Group, Vince Hill, Spencer Davis Group, Jerry Wallace, the Cowells and the New Colony Six. Among Home best sellers, successful disks last year are Bobby Goldsboro's "Honey," Ellie Greenwich's "No, Honey," and Paul Mauriat's "Love Is Blue," and B. T. Everest is issuing singles by Tommie Roe (ABC), Roy Orbison (Warner Bros), Neil Sedaka (SNC Records), Wilson Pickett (Atlantic), Sandy Posey (MGM), the Chambers Brothers (Columbia), the Pendulum (Kama Sutra), the Pendulum (GMR), Jeannie Seely (Monument), Ellis Washington (Scepter), and Jerry Combs (Warner Bros.).

The latest album to enter this week's "IRE" featuring Diana Ross & the Supremes and the Temptations, among others. A new album of H.M.'s Channel 3 and 9, was a success. Another new album of the Beatles' "Magical Mystery Tour" and a new album of Sergio Mendes & the Brasil '66, "Hemp Alpert & the Tijuana Brass and Simon & Garfunkel."

"The movie 'The Graduate,' which also stars with Robert Redford and Dustin Hoffman, is continuing to reap success."

**THE GREATEST LOVE**

The (Original Hit) Record "Billie Joe Royal on Columbia"

when answering ads...

Say You Saw it in Billboard
HITS OF THE WORLD

ARGENTINA

[Courtesy of H leaking in fama] *Denotes local origin
This Week
1. 1 ELLA, ELLA VA ME OLVIDADO Blues/Noah
2. 2 FELICITA EN VENARIO (Caprice)
3. 3 L O P R O R O R O R O (Regallo)
4. 4 BRANCA (Buenos Aires)
5. 5 FERDOMA (Arista)
6. 6 SERENOS AMIGOS (Records)
7. 7 U R P R E S E N T A R I (Alma)
8. 8 HEY THERE (Odeon)
9. 9 AGUANCHE (EMI)
10. 10 TENKKA-TENKKA (Tamla)

AUSTRIA

[Courtesy of Winkler] *Denotes local origin
This Week
1. 1 LITTLE ARROWS-Leapy
2. 2 ES GÖHTE EINE TRANZ (Decca)
3. 3 COLUMBUS (Dial)
4. 4 EDART (Philips)
5. 5 NACH -*Michael Stein (Music)
6. 6 OHNE HERZ (Arista)
7. 7 MATHILDA-Udo Jurescu
8. 8 HEY JUDE-Beatles
9. 9 MY MUSIC-Mahon
10. 10 WHAT-ENGLISH (CBS)

BRITAIN

[Courtesy of Broadcast Retailer] *Denotes local origin
This Week
1. 1 OBLADI-OBLADA-‡Nile Rodgers (Virgin)
2. 2 ALBERTO-‡John Robertson (Parlophone)
3. 3 BUILD A BEAR-‡Mike Veroni (Holland)
4. 4 SKY-‡Peter Warland (Polythene)
5. 5 LILY, THE PINK-Armen (Polydor)
6. 6 FOR THE NIGHT-„Countess“ Ewerle (Columbia)
7. 7 SOMETHING'S HAPPENING TO ME-„Colyton“ Shane (Columbia)
8. 8 GET THE GOSPEL-„Helen“ David (Columbia)
9. 9 GOGO NO-‡Gordon Birtles (CBS)
10. 10 SAY FAREWELL-‡Ivy James (Epic)

JAPAN

[Courtesy of Oppenheimer Co., Ltd.] *Denotes local origin
This Week
1. 1 SE ABACO-Chico Anselmi
2. 2 PORQUE YO TOGTOAM-Santana
3. 3 SABRE OLVIDAR=TNT Band
4. 4 HEY JUDE-Beatles
5. 5 NINTH HOUR-Welbeck/Islands
6. 6 I WANT TO WALK WITH YOU-Isley Brothers
7. 7 ELVIS ON THE HILL-Welbeck/Islands
8. 8 NOOSIKA-‡Ito Yukari (King)
9. 9 BLUES DIARY-‡Simo Mattsson (CBS)
10. 10 MY SPECIAL PRAYER-‡Zen Oshio (Musical)

PHILIPPINES

[Courtesy of Radio Sweden] *Denotes local origin
This Week
1. 1 DUNGEON+SILVERS (CBS)-‡Barnes
2. 2 MAMALIKA-‡Romeo Pena (CBS)
3. 3 SCARFABOROUGH FAIR-‡Mariano Inc.
4. 4 HEY JUDE-Beatles
5. 5 YOU AND I-‡Tony Puckett and the Union Gap (CBS)
6. 6 MAY I TAKE A GIANT STEAM-‡Mariano Inc.
7. 7 ROCK-A-BEAT-‡Jerry Vale (CBS)
8. 8 I'LL BE YOUR FRIEND-‡Express (Mariano Inc.)
9. 9 TIZOAN (CBS)-‡Billboard
10. 10 LA VIDA-‡Dave Marindang (CBS)

PIETRO RICO

[Courtesy of Spectrum Radio, Ltd.] *Denotes local origin
This Week
1. 1 SE ACABO-Chico Anselmi
2. 2 PORQUE YO TOGTOAM-Santana
3. 3 SABRE OLVIDAR=TNT Band
4. 4 HEY JUDE-Beatles
5. 5 NINTH HOUR-Welbeck/Islands
6. 6 I WANT TO WALK WITH YOU-Isley Brothers
7. 7 ELVIS ON THE HILL-Welbeck/Islands
8. 8 NOOSIKA-‡Ito Yukari (King)
9. 9 BLUES DIARY-‡Simo Mattsson (CBS)
10. 10 MY SPECIAL PRAYER-‡Zen Oshio (Musical)

SINGAPORE

[Courtesy of Radio Singapore] *Denotes local origin
This Week
1. 1 HOMI NO KISETSU-‡Phuket
2. 2 NAGASAKU BLUES-‡Nagasaki
3. 3 RECRUIT-‡Recruiter
4. 4 THOSE WERE THE DAYS-‡Revisor
5. 5 I'M NOT THE ONE YOU'RE LOOKING FOR-‡Revisor
6. 6 BILLIONAIRES-‡Rico
7. 7 MIDNIGHT-‡Revisor
8. 8 NINETEEN-‡Revisor
9. 9 MEDLEY-‡Revisor
10. 10 TUS MENORES HORAS-‡Revisor

SWITZERLAND

[Courtesy of Radio Halde] *Denotes local origin
This Week
1. 1 MINUTE OF YOUR TIME-‡Tom Jones
2. 2 LOST IN THE NIGHT-‡Hardy
3. 3 I WANT TO WALK WITH YOU-‡Isley Brothers
4. 4 IT'S NOT THE END-‡Isley Brothers
5. 5 A DAY WITHOUT LOVE-‡Isley Brothers
6. 6 I CAN'T HELP MYSELF-‡Isley Brothers
7. 7 IRIS IN THE SUN-‡Isley Brothers
8. 8 CHEWY CHEWY-‡Isley Brothers
9. 9 LITTLE MOD-‡Isley Brothers
10. 10 THE THEME-‡Isley Brothers

SOUTH AFRICA

[Courtesy of Spectrum Radio, Ltd.] *Denotes local origin
This Week
1. 1 KIMBA-‡Makulu
2. 2 IMPOSSIBLE-‡Makulu
3. 3 I CAN'T HELP MYSELF-‡Makulu
4. 4 I'M NOT THE ONE YOU'RE LOOKING FOR-‡Makulu
5. 5 MIDNIGHT-‡Makulu
6. 6 TUS MENORES HORAS-‡Makulu
7. 7 MEDLEY-‡Makulu
8. 8 LITTLE MOD-‡Makulu
9. 9 THE THEME-‡Makulu
10. 10 MY SPECIAL PRAYER-‡Zen Oshio (Musical)

Cap. of Canada

Continued from page 82 and French singer Lucky Blundell to Hugues Aufray. To celebrate the expansion into the French-Caribbean market. The opening reception at Montréal's Le Club disco, the company's head office were Ron Plumb, E. Taylor Campbell, Paul White and Bob Allen. It was a remarkable day capturing the excitement that was being created by the artists that were new to the company.
HUGH MASEKELA is creating a sales 'RIOT'
UNI 55102

BREAKING POP
IT'S HAPPENING AT UNI

UNIVERSAL CITY RECORDS - A DIVISION OF MCA INC.
**Spotlight Singles**

**NEW COUNTRY SPOTLIGHT**

MARVIN GAYE & TAMMI TERRELL—
**GOOD LOVIN' Ain't Easy To Come By**

(Prod. Ashford & Simpson) (Writers: Ashford-Simpson) (Jabara, BMI)—The powerful duo can't miss going right back to #1 with this driving rhythm piece. Strong Ashford-Simpson material with a driving, solid sound performance. Flip: "Satisfied Feelin'" (Jabara, BMI). Tams 54179

**NEW POP SPOTLIGHT**

**JONNE WARWICK—THIS GIRL'S IN LOVE WITH YOU/DREAM SWEET DREAMER**

(Producers: Bacharach-David) (Writers: Bacharach-David) (Miller Sease Jr., ASCAP)—The recent Herb Alpert smash gets a powerful female rendering here and much of that potential of the past hit is back on the Hot 100. This is a potential chart new ballad from the winning Bacharach-David team that has equal potential for play and sales. Scepter 23241

**NEW POP SPOTLIGHT**

**DONOVAN—**
**TO THE LONDON GROOVE**

(Product Nickles Mast) (Writers: Meltzer (Peter Bear), BMG)—His follow-up to "Lalena," this 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: "Afterdark" (Peter Bear), Epic 6-50634

**NEW POP SPOTLIGHT**

**O. C. SMITH—HONEY (I Miss You)**

(Prod. Jerry Fuller) (Writer: Bussell) (Hollywood Cane, ASCAP)—Another cut from his "Hickory Holler Jamboree" hit LP, and a fine performance of the Goldsby million seller. It is, this literary treatment should put it high on the Hot 100 chart all over again. Flip: [No Information Available]. Columbia 4-64713

**IVYES—MAYBE TOMORROW**

(Writer, Tom) (Apple, ASCAP)—The Beatles' label comes up with another powerful entry and this solid sounding new group has a real shot at the Top 40. Big beat ballad material is delivered in a Top 40 manner. "Takin' It Easy" should put them in this marketplace. Disney 44640

**JEANETTE—DADDY'S MILLIONAIRE**

(Writer, Apple) (Apple, ASCAP)—#1963

**FIVE BY FIVE—Apple Green**

(Writers, Paul Revere) (Writer: People Soundland, BMG)—The "Fire" group hit the Hot 100 with considerable impact and this fast-paced infectious rocker has much of the potential of the past hit. #21979

**PERRY COMO—Sunshine, Shining**

(Prod. Chart Artists & Andy Willison) (Writers: Robbins, Robbins) (Sirena Grams, Columbia, BMG) (Writer: Wayne) (4 Star, BMI)—Two strong sides in today's selling mix. First is an infectious rhythm piece from the TV show, "Howdy Clinton." This could be the group's second or third big hit. Columbia 8-50772

**LETTERJOHN—**
**MAC—ABBEY**

(Writer, Myles Verber) (Writer, Green, ASCAP)—The interesting bluesy commercial opportunity at no. 2 spot on the British chart could easily provide a hit chart field winner here. Country number is next selection. Ep 6-50634

**FRIEND & LOVER—**
**Circus**

(Prod. Jim Pear & Jim Staff) (Writer: Pearl, Epic) (Lowe, BMI)—The "Bliss Out in the Barroom" hit comes up with interesting lyrical ideas penned by Jim Pear and set to an easy rock rhythm. Good material, well presented. Verve 51778

**EDWIN STARR—**
**Twenty-Five Miles**

(Prod. Bristol & Poppa) (Writers: Bristol—Fosgate-Starr) (Coloma, BMI)—Wordy theme rocks, all the way through, this is a serious pop and R&B entry for the BX. Strong pop production ballad should pop on the D.J.'s and hit the Hot 100. Flip: "The Lover's Bond." Stout 70073

**EXCITERS—**
**Don't Know What You've Missin'**

(Prod. E. Robinson & Burtage) (Writers: Merle Bursch—The "Tell It" group) has a pulsating rhythm number that could easily bring them back to the charts with impact. Exciting dance ball hit sound. Stout 70093

**PEGGY MARSH—**
**Purple Hat**

(Prod, Pierre C. Mahou) (Writers: Harbold-Freeman, Elegance, ASCAP) (Writer, Davey Davis) (Writers: David Burch—Arioch, ASCAP) (Two good commercial sides of this title under his name are a big, driving production ballad, new for the BX. A big hit that could go all the way. "Don't Call It a Dream" should be one of the new 1969 pop sides. Stout 70098

**THREE 1000 NIGHTS—**
**Try a Little Friendliness**

(Prod, Gabriel Walkar) (Writers: Woody Galtry) (Connie Gibbons, ASCAP) (The Seger clip-up big follow-up title number for this group is a sweet spot for dance ball hit) and set to an easy rock rhythm. Good material, well presented. Verve 51778

**R&B SPOTLIGHT**

**LOWELL FULSON—**
**Lovin' Touch**

(Writer: Fulson-Faynson) (Masters/Majord, BMI)—Pulling blues rock, this would be a big hit in the black area. The blues, easy rocker moves from start to finish with a solid vocal workout. Flip: "Bad Bargain." COLECO-Pompe, BMG, Capiti 5365

**CHARM SPOTLIGHT**

**BOB LUMAN—**
**Come On Home and Sing the Blues to Daddy**

(Prod, Clinton Green) (Writer: Corbin) (Masters/BMI—Luman has a rhythm winner here that could take him all the way to the top. This fast-paced title has good lyrical line in delivered in Top 40 fashion. BMI) "Big, Big World." BMI 5-50637

**CHART Predictions to reach the HOT COUNTRY SINGLES Chart**

**CHARLIE WALKER—**
**Ruby Tuesday**

(Blue Cross, BMI) (EPIC 5-51425) MAC CURTIS—The friendly Easy City (BMI) EPIC 5-51428

**WILBUR—**
**WILBUR—**
**KEEPIN' WHAT'S Sweet Somewh**

(Echo, BMI) (EPIC 5-51428)

**CLYDE OWENS—**
**Strangely**

(Don't Run the Red Light of Love (Milt, SEC) (CHARLIE 1069)

**LEON ROBERTSON—**
**Walking**

(Kink, BMI) (CHARLIE 1069)

**KIRK HAMMOND—**
**SOMEBODY ELSE Is Loving My Baby (Emblay, BMI) CHART 1069

**SUGAR & SPICE—**
**In Love Forever**

(Prod, Gay Draper) (Writer: Drake) (Rogers, Ashford—ASCAP) the producer of the Beatles, Gay Draper, comes up with another powerful discovery in this boy and girl duet that they have equal sales potential for both pop and R&B. Knapp 793

**CHARLIE SPOTLIGHT**

**R&B SINGLES**

**GOLDEN EAGLE—**
**Run Back**

(Writer: Roberta Flack) (Writer: J. G. Holland) (BMI) "Run Back" is a solid rhythm piece from the chart. Strong pop entry. BMI 5-50636

**SUGAR & SPICE—**
**Run Back**

(Knapp 793)

**ASAP—**
**ASAP—**
**Got Back**

(Knapp 793)

**THOMAS BLUE—**
**Somebody Else Is Loving My Baby (Frankfie, BMI) GRANT STaub—**
**Atlantic 5992

**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

FROM HIS NEW BEST SELLING REPRISE ALBUM

PRODUCED BY RICHARD PERRY
<table>
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<th>ARTIST</th>
<th>TITLE</th>
<th>LABEL &amp; NUMBER</th>
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<td>Golden Hits, Part 1</td>
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<td>Love Songs</td>
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<td>Johnny Mathis</td>
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<td>Rowe's - Hold Me Tight</td>
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<td>Rod McKuen</td>
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<td>The Man Cometh</td>
<td>Monument SD 3010 (S)</td>
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<tr>
<td>Various Artists</td>
<td>How You Love Me</td>
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<td>Wes Montgomery</td>
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</tbody>
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Compiled from National Retail Store Lists by the Music Industry Research Department, Department of Commerce and United States Department of Labor.
"CRIMSON AND CLOVER"

TOMMY JAMES AND THE SHONDIELLS

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."
WPTV—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."

Also available on 8-track tape from the Happening Line—a division of Ethnic Tapes Inc.

ROULETTE RECORDS, 17 WEST 60th ST., NEW YORK CITY (212) 757-9880
Dear Mom & Daddy,

Here I am in Hollywood. I'm going to be a star -- like Aynsley Dunbar, W.C. Fields and Bob Newhart.

I love bubble gum, blue thumbs and pastries. Say hello to Aunt Pat and Uncle Fick.

Love,

George
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JANUARY 25, 1969, BILLBOARD
A Work-Swap Plan Mulled

Cap. Developing Plan to Bust Language Barriers

Despite the emergence of a bilingual economy, Cap. Miller's African music only accounts for 1.2 per cent of total sales, according to the World Music Forum. Miller is aware of this discrepancy and plans to address this in the coming years through measures to improve the language barriers of the music.

Metromedia Lists Stock, $ Dividend

NEW YORK—Metromedia, which operates record and music publishing divisions, declared a regular quarterly dividend of 1.24 per cent on common share, and a 10 per cent dividend on its preferred stock. The stock price was up 3.88 cents on 10,788,822 shares of common stock.

CLUB REVIEW

Peggy March in a Sophisticated and Sentimental Show

NEW YORK—Peggy March, who runs as a bit of an artist, in Germany, Italy, Japan, and Italy, opened at the Copacabana on Thursday (16), where there is no language difficulty—only an occasional, revealing smile. She wears her hair one side, allincing and sitting low between the ears.

Executive Turntable

to promotion staff of Stage 7 Records in Hendersonville, Tenn. . . . Jonathan Poddell joined Morton D. Wax's promotion firm at MGM Records, which is based in New York at Gotham Recording Corp. . . . Lloyd W. Smith joined Craig's product division as Midwest region manager. . . . Noel Clark added to the ranks of Concord. . . . John C. A. Poole, formerly with Mainline Records of Cleveland. . . . Edwin Schlesinger, formerly managing director of the Ampex tape facility in Alabama, joined GreenTree Electronics Corp. as director of manufacturing.

Comedy Book

Continued from page 11

appendix with additional notes on every musical written by the man with the coffee and the idea.

It's a concise and lucid tome that show buffs will find finely digested, and veterinarians will find heavily detailed. A. S. Barnes & Co. & Co. & Co.

MIKE GROSS
Thanks to all for helping to make "Hey Jude" the song of the year in Billboard.

Congratulations to JOHN and PAUL and THE BEATLES and PRODUCER GEORGE MARTIN.
The Stereo 8 Story
(January)