RIAA Mounts Gold Tape Award Design

NEW YORK — A gold tape award, comparable to the gold record award, is in the works at the Record Industry Association of America. An RIAA committee is now preparing a design for a gold tape award which will be presented to the Association’s officers and board for approval.

This development reflects the thriving condition of the tape industry, which is now estimated as close to $250 million annually at the retail level. Many labels now figure that tape sales represent well over 20 per cent of their billings.

The gold tape award is expected to be based upon a package achieving sales of $1 million.

RIAA executives began mulling plans for a tape award at a
Hot 100 Format at Head of Class With College Stations

BETHLEHEM, Pa. — More than half the college radio stations in the nation are Hot 100 in format, according to a recent survey by the Intercollegiate Broadcasting System. The next most popular format among the 408 member stations was easy listening.

The survey, conducted by Pat West in his new position as director of record company relations for the IBS, revealed a growing commercial attitude and approach among college stations. And it also indicates considerable potential for exposure of new product. (See ratings of record company service in radio-TV section.) Because of the increasing number of FM stations on campus, college radio stations now serve not only an enrollment among IBS-member colleges of 2,178,967 people, but a potential listener

Wallichs Head Of Int’l Meet’s Opening Panel

NEW YORK—Glenn Wallichs, board chairman and chief executive officer of Capitol Industries, will chair the opening session of the International Music Industry Conference sponsored by Billboard and its United Kingdom sister publication, Record Retailer, April 20-23 at Paradise Island, Nassau, in the Bahamas.

The move towards a higher price range was started three weeks ago when RCA Records announced its new price schedule of $4.98, $5.98 and $6.98. The price adjustments come to an increase averaging under 4 per cent. The record companies will put their new price schedule into effect Feb. 1.

The new price range brings

'68 Year of Big Tape Sales Blast; 1.3M Car Units Rolled

By HANK FOX

NEW YORK — While sales of continuous loop tape cartridge players have displayed impressive gains during the past three years, it wasn’t until 1968 that sales began to mushroom.

According to information compiled by the U. S. Department of Commerce, some 800,000 4, 8 and compatible 4 and 8-track automotive tape cartridge decks were imported into the U. S. during the first 10 months of 1968. And with production surpassing 150,000 players per month for export to the U. S. in November and December, according to Jack Wayman, staff vice-president of the Electronic Industry Association’s Consumer Electronics division, another 300,000 players reached the American public in time for

CBS, Guercio In Prod. Tie

By ELIOT TIEGEL

LOS ANGELES — CBS Records has signed a two-year production contract with James Guercio, whereby the 23-year-old a&r man will create projects for Columbia’s pop and Masterworks line. Guercio’s Poseidon Productions will be given full liner credit as part of the pact.

As a result of the Guercio

Set 500G Music Teaching Center

By BILL WILLIAMS

NASHVILLE—This city, one of the first where the guitar has been in public education programs, will now have a complete music teaching facility for string and eventually, keyboard instruments. Plans call for the eventual construction of a one-half million-dollar complex.

The announcement of the plans was made last week by William Savage, president, Phonics Music Systems, Inc.

(Continued on page 59)
MONTENEGRO gives the hit treatment he used on "FOR A FEW DOLLARS MORE," "HANG 'EM HIGH," and "A FISTFUL OF DOLLARS" to "GOOD VIBRATIONS"

Victor single #9712 c/w "TONY'S THEME"

RCA
LOS ANGELES — Capitol will release simultaneously in the U.S. its souvenir LP product. And for the first time Capitol will accept all finished albums for airplay in the country for the past, under a contract between EMI, Capitol was not required to accept LP's with the same number of tracks as were sold to the English market.

Two factors are responsible for the new emphasis, said Apple, the Beatles own company. First, Apple and Capitol have negotiated a new distribution contract under which Capitol is obligated to be marketed to simultaneously release Apple product in its original form before the public, the growth of American importers who have been buying albums by British artists and selling them weeks before the American licensee obtains the copies. Capitol has also had Dunhill LP's in the original form on the British label and very often-obtained ABC LP's in the U.S. While this was going on, Apple LP's are the same which distributed the U.S. version of the LP's was waiting for the distribution to turn out the American version, or was it editing out songs for the U.S. copy.

There have been a number of Beatles releases from ABC in the U.S. which did not contain the same songs available in the English version. Such British artists as John Mayall, Arthur Brown, Jimi Hendrix, obtained strong airplay because of the efforts of U.S. importers in obtaining British albums and getting them before the public.

The reason U.S. companies reduce the number of tracks in British LP's is to increase sales in the two countries system of payment to publishers. In England, publishers are paid on the time length of a song.

Apple Will Be Simultaneously Released

ABCBow's 27 Albums, Release Program; Plans All-Front Push

MIAMI BEACH — Beach Molitor, vice-president, director of marketing for ABC Records, introduced the second phase release program for January and February, at the company's convention at the Eden Roc Hotel, January 12.

He told executives, salesmen, and distributors: "The quantity of albums presented for the first six months of 1969 is on a par in comparison to previous reports. There is a reality for this — by keeping our releases to a minimum through January, February, and March, it will enable us to give full and total concentration to our product."

"We can pick particular attention to the new rock groups that have recently joined the ABC family of sound."

At a later meeting at the convention, which was attended by ABC's directors, Molitor told that ABC would be concentrating on all aspects of promotion and advertising their new groups and towards local advertising via radio and in the fan-club and printed media. More than 90 per cent of ABC's dollar outlay will be channeled to this end, he said.

I.P. Product

Albums introduced at the convention an audio visual technique was used by Ken Jones, president, who included ABC LP's by the Young Americans, Johnny Pat. Wyman, the Jimi Hendrix group, the Shadows, "Krakatoa - East of Java." A Wes Montgomery (Riverboat) LP was released, and John Bishop's Tangerine album was introduced.

During the ABC annual meeting, ABC will release albums by Glad, Bob Bishop, Strange Brew, Taps, Ray Charles and Wood. Riverside will release a Herb Mann album.

Howard Stark, vice-president, director of marketing for ABC's Impulse and Flying horse labels, said that LP's by Gabor Szabo, Emil Richards, B. B. King, John Lee Hooker, Chico Hamilton, Albert Ayler, Ornette Coleman, Jimmy Reed, and Rockey also be released.

Bluesway Expansion

Stark also told distributors that the ABC blue label albums and the bluesway label will be available for the first time, and to the public.

ABC's John Hooker told salesmen and distributors that all of ABC's "corporate power" will be put behind the merchanidizing of its product, and that upcoming U.S. personal, will be included in the USA.

MGM Sets Up An Exploitation, Licensing Arm

New York — The licensing and exploitation of all product stemming from all MGM-owned films, telecasts, and recording will be handled by a newly formed subsidiary of MGM Merchandising Corp. Included under the subsidiary's domain is MGM's premium record division.

David Jacobson, who had been president of his public relations and merchandising company, has been named president of the company. Jacobson was at one time president of Transcom Co., director of public relations for CBS-TV, and public relations assistant for the NBC network. He was the advertising agency, Young & Rubicam: Also an author of several publications, Jacobson was a staff writer for the New York Post and Esquire magazine.

Colonna & Clements Firm Is Formed

Los Angeles — John Colonna and Stanley Clements have formed Sons of the Key Stone Kops Productions, a production/management - music publishing firm.

Initial group is Sons of the Keystone Kops, a rock group. Product from the group will be released on Public Records.

DEADLINE ON GRAMMY POLL

New York — Monday (13) is the deadline for mailing all first round ballots for the 1968 Grammy Awards, presented by the National Academy Of Recording Arts and Sciences (NARAS) in Los Angeles. All ballots are due in the offices of Haskins & Sell, Los Angeles, by Wednesday (15).

**CBS Guerico in Prod. He**

*Continued from page 1*

Transcontinental-CBS association, Guerico has helped provide Columbia with its first American International Pictures soundtrack LP, “Three in the Attic.” The music for the film was written by Chad Stuart and produced by Sidewalk Productions, a Transcontinental company which previously released its film music throughout RCA Records. Columbia is reportedly paying the high royalty of 24 per cent on the sales of this LP, the follow-up to AIP’s highly successful “Wild in the Streets.” While this pact covers a number of production deals with other producers, including Lou Adler, this new affiliation with Transcontinental Entertainment, a division of Transcontinental Investing Corp., which owns seven major rock jobbers, has great significance.

**Total Control**

Guerico has developed a total control concept for his artist and projects for Columbia. In signing the deal with Clive Davis, president of Columbia, Guerico has the freedom to sign artists, record them and influence the packaging. He will utilize a number of new and young producers already associated with Columbia, for his Columbia projects.

Among the artists who will go through the Masterworks operation at RCA Victor and Columbia is an avant-garde repertory company, “The Poet’s Theatre,” created by hip producers, Peter Bergman, David Osman and Philip Austin; Mountain Music, a general composer, and Guerico. On the pop music front, Guerico expects to produce the new album of essays, “Sweat And Tears” whose LP he has already turned over to Chicago Transit Authority, whose name will be shortened to Chicago when their debut LP is released. Illinois Speed Train, singer Mark Spettel, and the New Langhams, with whom he has four single hits. Guerico will continue production for such acts as the Rolling Stones, Mint Tattoo, for Dot under a previous contract.

But his emphasis will be with Columbia, which is paying a major royalty on its artists. Columbia is also providing Guerico with an office in New York, where his artists are located in Los Angeles. The Chicago Transit Authority, has been located in Los Angeles for the past year. To prepare for this activity, the group was given a reported three-year guarantee of $13,000.

As a basic aid in providing control over his artists, Guerico has established a management company and five publishing companies, under the name “Columbia International.” The company’s staff includes 13 people. Guerico’s staff includes 13 people. Guerico’s company will handle the artists’ contracts, the publishing companies and Dot, which has been acquired by Columbia.

**RCA Cuts Performance of Serkin Playing Beethoven**

PHILADELPHIA — RCA recorded Peter Serkin’s performance of the piano transcription of Beethoven’s “Emperor Concerto” with Eugene Ormandy and the Philadelphia Orchestra. Serkin performs the concerto with Ormandy at the New York Philharmonic Hall on Tuesday (14).

**BMI Adds to Foreign Pacts**

NEW YORK — Broadcast Music Inc. has enlarged the number of its agreements with foreign music publishers, in an expansion which puts it on the map of the world and the growing quantity of foreign works in BMI’s repertory.

Leo Cherniavsky, vice-president in charge of BMI’s foreign operations, who recently added SAMRO, the South African music publishers, and the Yugoslav society, to the list. During the previous year, the company has added BMI, Light & Sound, and the Brazil society, UBC, entering into agreements with BMI.

BMI currently has contractual agreements with 28 foreign performing rights societies. Additional agreements with South American and East European organizations are expected in the near future.

**NAL & WB’s Cutouts Pact**

**Continued from page 1**

concluded by Larry Finley, NAL president, and Mike Maitland, Warner-Reprise chief, provides that the material will be released only under the NAL logo and that the NAL logo be used in all advertising and promotion.

It is known that Finley intends to have this product on the market within 30 days, in a .78 rpm format. At press time, a panned list price of $6.95, in contrast to other Twin-Paks retailing at $9.95. The NAL price policy includes full mark-up for distributors and dealers. This Twin-Pak line is termed Double Super Stereo 8 by NAL inasmuch as a package contains 16 selections and eight artists. The initial release will total 12 different artists, covering a broad musical range, including jazz, pop, jazz, country, rock and roll, and categories which are part of the contemporary movement.

Finley, it is known, will kick off the line with a strong advertising and promotional campaign, which will be coordinated with the use of all media as well as point of sales advertising and other dealer aids.

NAL inaugurated the Twin-Pak line in the fall with an invoice price of $6.35. The success of this line motivated Finley to conclude a new arrangement with Warner-Reprise.

**Executive Turntable**

Stan Gortikov joined the newly created post of executive vice-president of Capitol Industries. He continues as president of Capitol Records.

George Novak has been named director of special projects at ABC Records. As a member of AIP’s staff, Novak had been manager of sales and market development for Columbia Tape Product. Mel Price, formerly sales manager of MGM Records, has been named manager of Tape Sales at Columbia Records. He’ll report to Novak. His duties will include tape product tie-ins with the ABC Radio Orchestras, Red Ode, Red Keys, Red Placid, Red Accents, Red Sirens, Red Ode, Red Keys, Red Shark, Red Dollars, Red Silver, Red Keys, Red Proctor, Red Golden, Red Records, Red Schwartz.


**Allsup**

Tommy Allsup appointed a&r producer for Metromedia Records’ Nashville office, which is scheduled to open in early December. Allsup, who previously owned and operated a recording studio in Odessa, Tex., will be responsible for all production and administrative matters emanating from the Nashville office.

Nathan Keys appointed San Francisco district general manager of BMI’s subsidiary, BMI West, the company’s western division. Keys will be in charge of all food and vending operations in the Northern California area.

Bernardo Cosachov has taken over as field service engineer for the Ampex Corp.’s professional audio products division. Cosachov is responsible for servicing Ampex’s field service engineers and special purpose audio products throughout the East... Charles Goldberg joined Atlantic Records as left coast representative for Universal, the company which has been West Coast regional sales manager for United Artists- Liberty, will cover Los Angeles, San Francisco, Phoenix, Denver and Phoenix... Carl Proctor promoted to national r&b promotion manager for the company... Harold Childs appointed national sales and promotion director for Creed Taylor Productions, which releases through A&M... He replaces John Rosies, who joined Dot Records as national promotion director... Ricurkele named head of the new Ethnic Tape department of BMI... Red Schwartz, national sales director of Roulette Records, has resigned to become executive vice-president in charge of product and promotion for BMI... Herbert Lippert, a division of Kalamazoo, has been named manager of marketing for the company... Ronald A. Foster has been appointed general manager of the U.S. operations of German publisher, the well-known British publisher with whom he has been the London office of ASCAP...
It was an incredible year!

Columbia didn’t wait for the revolution in today’s music to happen—we became a part of it with the explosive product you see below. Our ROCK MACHINE promotion last year was a multi-million dollar sales bonanza. And this year’s promotion, detailed on the following pages, is going to be even bigger.
Introducing Columbia's rock promotion for '69: The REVOLUTIONARY is an intensive three-month program that focuses on Columbia's dynamic roster of musical revolutionaries. We call them revolutionaries because they are turning today's music around and causing a revolution in record sales. Columbia's campaign is also revolutionary in concept as well as content: For the first time both rock and switched-on classics will be included in one highly explosive turned-on program.

OVER 200 ALBUMS in Columbia's rock catalog, and their tape cartridge counterparts, will be featured during this powerful money-making promotion.

THE REVOLUTION STARTS IN JANUARY WITH THESE NEW RELEASES:

- **Al Kooper / I Stand Alone**
  - Including: I Stand Alone
  - Camille
  - I Can Love A Woman
  - Western Union Man

- **Cyrán Shames/Synthesis**
  - Including: First Train To California/Let's Get Together
  - Greenburg, Glickstein, Charles, David Smith & Jones
  - It's All Right/Baltimore Oriole

- **John Kay and the Sparrow**
  - Including: Green Bottle Lover/Square Headed People
  - Isn't It Strange Down Goes Your Love Life / Can't Make Love By Yourself

- **Dion**
  - Wonder Where I'm Bound
  - Including: I Can't Feel It / I'm Bound
  - The Seventeen Rocks / Wake Up Baby, Baby, Please Don't Go Southern Train

- **The Live Adventures of Mike Bloomfield and Al Kooper**
  - The Weight: The 5th Floor Bridge Song
  - Don't Throw Your Love On Me So Strong
  - That's All Right: Green Onion

- **The City**
  - Now That Everything's Been Said
  - Including: Snow Queen/I Wasn't Born To Follow / Paradise Alleys / Sweet Home/ That Old Sweet Rollin' Old Tie

- **The Beginning**
  - British Blues
  - Jeff Beck / Cymbals / Davies
  - The All Stars / Stuff Smith
  - Eric Clapton / Jimmy Page
  - Santana/Barrera Machine Head

- **Wilkinson Trio-Cycle**
  - Including: What Of I / Lear's Trunk / David's Rush
  - Pourscha / Poe / Antique Locomotives

**BLOOD, SWEAT & TEARS**
- Including: Variations On A Theme By Erik Satie
- And When I Die
- Got The Devil You've Made Me So Very Happy

**The Electric Flag**
- Including: Soul Searching / Sunny Nothing To Do
- With TMC
- There Is Change
- My Woman That Hangs Around The House

**Don Ellis and His Orchestra**
- Autumn
- Including: Child Of Ecstasy
- Pussy Wiggle Stomp / Scatt And Flugs
- Variations For Trumpet / AC Blues

**The Electric Flag**
- Including: Not As Much As I
- Don't Keep Me Waiting
- I'm A Fool

**The Family That Plays Together**
- Including: I Got A Line On You / It Shall Be
- Poor Richard
- The Raven's Song

**The Electric Flag**
- Including: You Can't Do Right
- Poor Richard
- I'm A Fool

**The Electric Flag**
- Including: Not As Much As I
- Don't Keep Me Waiting
- I'm A Fool

**The Electric Flag**
- Including: You Can't Do Right
- Poor Richard
- I'm A Fool

**The Electric Flag**
- Including: Not As Much As I
- Don't Keep Me Waiting
- I'm A Fool

**The Electric Flag**
- Including: You Can't Do Right
- Poor Richard
- I'm A Fool
THE BATTLE PLAN:
- Ads in underground newspapers and contemporary music magazines.
- Saturation spot radio campaigns during January, February and March.
- Local advertising kits which include mats, minnies, artist photos, headlines, layouts, cartridge minnies—the works!
- Special inner sleeve on all new contemporary LPs illustrating forty best contemporary albums.

THE TACTICAL SUPPORT:
- Major lighted display illustrating ten revolutionary new LPs. With additional displays to come.
- Winged display on our fantastic selling British Blues series.
- Complete set of divider cards on revolutionary rock artists.
- Aids and posters on our key rock artists.
- Wire rack fixture which holds over 100 albums. Seven facings.
- Bach to Rock posters on our switched-on classics.

THE REVOLUTIONARIES ARE GOING TO MAKE THINGS HOT FOR YOU!
On Columbia Records and Tapes
NEW YORK—Screen Gems-Columbia Music has put its catalog in the hands of a promotion tool. The L.P., "101 Hits," contains the highlights of 101 of the biggest hits from the Screen Gems-Columbia catalog. Almost all of the "cuts" are excerpted from the original hit records. The L.P. is being sent to artist and repertoire men, recording companies, independent producers, and others in the recording and music business.

According to Emil LaViola, vice-president and general manager, Screen Gems-Columbia Pictures and Screen Gems, "the ready reference record was compiled in order that the recipients who will listen to the L.P. can hear some of the songs in contemporary styles."

He cited a number of recent Screen Gems-Columbia songs from early 1950's and early 1960's which have been recorded in today's sound and have achieved great success: "Will You Love Me Tomorrow?" by the Ronettes; "Halfway to Paradise" and "Take Good Care of My Baby" by Bobby Vinton; and Van vinegar's "I Love You Like Me."

The record offers a cross section of Columbia's hits from all areas—contemporary rock, motion picture themes and soundtracks, country, etc. Al Altman, the firm's general promotional manager, said that such a compilation was "the ideal L.P. and was responsible for the research and the promotion efforts of the campaign." Anyone desiring a copy of "101 Hits," as who requests sheet music, demonstration records or any other assistance on the Screen Gems-Columbia catalog should call or write to his nearest Screen Gems-Columbia Music Branch Office.

Plans are being set for a re-leasing of some of Screen Gems-Columbia Music's "great-est hits." The record offers a cross section of Columbia's hits from all areas—contemporary rock, motion picture themes and soundtracks, country, etc. Al Altman, the firm's general promotional manager, said that such a compilation was "the ideal L.P. and was responsible for the research and the promotion efforts of the campaign." Anyone desiring a copy of "101 Hits," as who requests sheet music, demonstration records or any other assistance on the Screen Gems-Columbia catalog should call or write to his nearest Screen Gems-Columbia Music Branch Office.

Plans are being set for a re-leasing of some of Screen Gems-Columbia Music's "great-est hits." The record offers a cross section of Columbia's hits from all areas—contemporary rock, motion picture themes and soundtracks, country, etc. Al Altman, the firm's general promotional manager, said that such a compilation was "the ideal L.P. and was responsible for the research and the promotion efforts of the campaign." Anyone desiring a copy of "101 Hits," as who requests sheet music, demonstration records or any other assistance on the Screen Gems-Columbia catalog should call or write to his nearest Screen Gems-Columbia Music Branch Office.

Plans are being set for a re-leasing of some of Screen Gems-Columbia Music's "great-est hits." The record offers a cross section of Columbia's hits from all areas—contemporary rock, motion picture themes and soundtracks, country, etc. Al Altman, the firm's general promotional manager, said that such a compilation was "the ideal L.P. and was responsible for the research and the promotion efforts of the campaign." Anyone desiring a copy of "101 Hits," as who requests sheet music, demonstration records or any other assistance on the Screen Gems-Columbia catalog should call or write to his nearest Screen Gems-Columbia Music Branch Office.

Plans are being set for a re-leasing of some of Screen Gems-Columbia Music's "great-est hits." The record offers a cross section of Columbia's hits from all areas—contemporary rock, motion picture themes and soundtracks, country, etc. Al Altman, the firm's general promotional manager, said that such a compilation was "the ideal L.P. and was responsible for the research and the promotion efforts of the campaign." Anyone desiring a copy of "101 Hits," as who requests sheet music, demonstration records or any other assistance on the Screen Gems-Columbia catalog should call or write to his nearest Screen Gems-Columbia Music Branch Office.

Plans are being set for a re-leasing of some of Screen Gems-Columbia Music's "great-est hits." The record offers a cross section of Columbia's hits from all areas—contemporary rock, motion picture themes and soundtracks, country, etc. Al Altman, the firm's general promotional manager, said that such a compilation was "the ideal L.P. and was responsible for the research and the promotion efforts of the campaign." Anyone desiring a copy of "101 Hits," as who requests sheet music, demonstration records or any other assistance on the Screen Gems-Columbia catalog should call or write to his nearest Screen Gems-Columbia Music Branch Office.
BOBBY VEE
(I'm Into Looking For)
"SOMEONE TO LOVE ME"
# 56080

a super hit in Chicago smashing into another world-wide chart-buster for Bobby Vee!

PRODUCED BY DALLAS SMITH
ARRANGED BY DALLAS SMITH AND ROBERT VELLINE
6 Composers Lined Up By UA To Do Movie Scores

NEW YORK — United Artists Music has lined up six movie-scoring composers for future UA projects. The composers are Dominique Frontiere, Henry Mancini, Shelly Manne, Benny Golson, Michel LeGrande and Kenyon Hopkins. The new scores are aimed at boosting the publisher's catalogue to top revenues for the new year.

Frontiere, represented on the chart with his score for "Hang 'Em High," recorded for a play by Booker T. and the M.G.'s, is set to do a comedy, and "Pro," a football saga starring Charlton Heston. Mancini is at work on "Gaily Gaily," while Shelly Manne is scoring "Young Billy Young," starring Robert Mitchum. Benny Golson is composing for "Where It's At."

LeGrande will score Robert Brook's "The Happy Ending" and Kenyon Hopkins will handle the scoring for "You Don't Know Me."

Talent Finders Bows 1st Single

NEW YORK—Talent Finders, a newly formed personal management record production and publishing company, has released its first single. The disc, "I Will Sacrifice," b/w "Is This Love," by Irma Rouse, has been released by MGM Records.

Headed by Charles P. Rudinski and Leslie M. Wolff, Talent Finders is also the name of the company's BMI music wing. A BMI publishing company is also being established.

In addition to the single, Talent Finders has scheduled the release of a second single and albums by six other artists during the year's first quarter.

Ditchburn Lists A Profit Increase

LONDON — The Ditchburn Organization, British distributors of Wurlitzer, has reported its pre-tax profits for the six-month period ending Sept. 30, 1969, as $222,000. This compares with $208,000 for the same period of the previous year.

Market Quotations

As of Closing Thursday, January 9, 1969

NATIVE

NAME High Low Pct.
High Low in '68

Broadcasting
1967 76% 43% 51% 85% 36% 25% 9+4
Amex 1967 76% 25% 67% 57% 38% 23% 5+1
American Record 1967 89% 25% 75% 71% 53% 29% 3+2
Automatic 1967 89% 25% 65% 51% 37% 24% 2+1
Arista 1967 89% 25% 69% 51% 38% 25% 2+1
Capitol Ind. 1967 89% 25% 33% 59% 29% 14% 1+1
CBS 1967 89% 25% 33% 59% 29% 14% 1+1
Columbia Ind. 1967 89% 25% 33% 59% 29% 14% 1+1
Columbia Pic. 1967 89% 25% 33% 59% 29% 14% 1+1
Commonwealth-United 1967 89% 25% 33% 59% 29% 14% 1+1
Consolidated Rec. 1967 89% 25% 33% 59% 29% 14% 1+1
Disney, Walt 1967 89% 25% 33% 59% 29% 14% 1+1
EMI 1967 89% 25% 33% 59% 29% 14% 1+1
Gold Record Ind. 1967 89% 25% 33% 59% 29% 14% 1+1
Gulf & Western 1967 89% 25% 33% 59% 29% 14% 1+1
Hannibal 1967 89% 25% 33% 59% 29% 14% 1+1
Harvey Record 1967 89% 25% 33% 59% 29% 14% 1+1
Elektra Records 1967 89% 25% 33% 59% 29% 14% 1+1
MCA 1967 89% 25% 33% 59% 29% 14% 1+1
Matador 1967 89% 25% 33% 59% 29% 14% 1+1
MGM 1967 89% 25% 33% 59% 29% 14% 1+1
SM 1967 89% 25% 33% 59% 29% 14% 1+1
Mattel Music 1967 89% 25% 33% 59% 29% 14% 1+1
Pickwick Int. 1967 89% 25% 33% 59% 29% 14% 1+1
RCA 1967 89% 25% 33% 59% 29% 14% 1+1

As of Closing Thursday, January 9, 1969

OVER THE COUNTER*

Dole Product Corp. 43 38 40 Philo
Fedotone 6 5% 5% N.A.
GAC 18 13 13 N.A.
General Record 77 65 65 N.A.
ITT 15% 14% 14% N.A.
Jubilee Ind. 34 29 31 N.A.
Lear Jet 32 29 30 N.A.
Lin Broadcasting 27% 23% 20% N.A.
Mercury Ent. 11% 11% 11% N.A.
Mills Music 31% 27% 27% N.A.
MNM 32 30 30 N.A.
NMC 11 11% 11% N.A.
Teleparts Ind. 37% 30% 30% N.A.
Tenneco Corp. 26 26 26 N.A.

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

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

Lyn-Lou Studios on Move

BY JAMES KINGSLEY

MEMPHIS — Lyn-Lou Recording Studios has undergone remodeling and expansion.

Danny Engel Active

CINCINNATI — Danny Engel, veteran music promotion man, for 36 years with Capitol Records, has joined Wurlitzer & Bell, Inc., covering this city: Dayton and Columbus, Ohio; Louisville, Indianapolis, St. Louis and Phoenix. Engel has been forced by company policy to retire from that post. He plans to remain active, however, and is at present angling for a new promotion position. Engel has an office at the Song Shop on East Sixth Street here. North American Philips Co., which recently acquired Chappell, initiated the policy calling for retirement at age 65, effective April 1.

The studios are co-owned by Lyn-Lou Music, a publishing company of which the late Bill Black of the Bill Black Combo was president, and partners Larry Rogers and J. R. Ennis Jr.

Rogers writes and produces for the studio. He produces artists Joe Arnold, and the Promise, for Sceptor/Ward Recording Co.

The first artist recorded in the remodeled studio was James Carr on "Freedom Train." The record was produced for Gold- wax Records of Memphis, and distributed by Amy-Mala-Bell Records.

Douglas Eyes New Areas To Sell Studio

LOS ANGELES — Steve Douglas, who recently left his post as West Coast adx director for Mercury Records, is now leaning towards business and is talking along those lines with a number of local companies. He also plans selling to Omegas 30 year interest in the Amigo recording studio in North Hollywood.

Douglas and Snuff Garrett were partners in the studio which sold it to Omega as part of the recent sale of Snuff Garrett Productions and its divisions.

Douglas also will continue promotion of his company, Snuff Garrett Music. He was halfway through his instrumental LP when he suffered a heart attack last June. He was out of action for six months and, consequently, wants to carefully select his next project.

Ripp, Steinberg Form Pub. Co.

NEW YORK — Artie Ripp and Phil Steinberg, heads of the Kama Sutra group of record companies, have formed Bud- dah Music (BMI), and will market a completely different affiliating designation for Kama Sutra Music (BMI) and Buddah Record companies. It is completely separate from "Demos" for the publishing firms will be represented by Ripp during interviews he will hold with various overseas publishing firms at MIDEM.

James Forms A Prod. Firm

NEW YORK — T. omm J. Raylouette Records artist, has formed his own record company, Tommy James and the Shondells Production Co. has launched its operation at 2 West 60 Street here, and Jo McFadden has been named admin-istrator of the company and will supervise all business affairs.

Although he will be produc- ing for other groups and solo artists, James will first concentrate on "redirecting the Shon- dells' image, producing a new material and building a new stage presentation," said Mass

Marx Forms DMA — Studios Opened

CHICAGO — DMA Records has been launched by the Marx & Associates, producer of music for the TV series "The Time Tunnel" and film. The label has opened its new 8-track recording studios at 664 North Michigan Aven. Paul Gallis is national promo- tion manager for the label; Steve Sperry will head up ad; Dick Jahn will administrate.

Billboard

The Internal Music-Record Newsweely Now in its 75th year of industry service

Subscribe Now

Just mail order request today 92c

BILLBOARD, 2160 Pennsylvania Street, Cincinnati, Ohio 45214
Please enter my subscription to BILLBOARD for the next:
[ ] 12 Months [ ] 6 Months [ ] 3 Months
[ ] Section [ ] Majors [ ] New [ ] Review
[ ] Payments enclosed [ ] 2 EXTRA issues for cash [ ] Bill me later
Above subscription rates for Continental U. S. & Canada.
Overseas rates on request.

Company:
Name:
Address:
City:
State & Zip:
Type of Business:
Title:

Page 10
THE BEATLES—Yellow Submarine (Apple). 

Featuring the songs and music from their highly popular cartoon feature, this LP boasts four new Beatles songs. "Yellow Submarine," written by John Lennon and Paul McCartney, is accompanied by a definitive soundtrack featuring The Beatles, along with an animated story by George Martin on side two. New numbers included are "Only a Northern Song," "All You Need Is Love," "Hey Bulldog," and "It's All Too Much.

POW

TOMMY JAMES & THE SHONDELLS—Cleon & Clever, Roulette. 

Heading the line-up of unusual sounding groups on this album is Tommy James' surf pop. 

POW

PEXY SCOTT & JO JO BENSOS—Black Stone, 135 record exchange. 

A big, explosive Latin-flavored album that contains two very big hit singles, "Love's Holiday" and "Pickin' Wild Mountain Berries." This LP should reap sales in both pop and R&B markets. "Swashbuckler" is another powerful tune by this fine duo of Peggy Scott and Jo Jo Benson.

POW

CREEDENCE CLEARWATER—Revival, Baymark. 

Led by the phenomenal John Fogerty, an exciting new CCR album! Revival has another big hit in "Lookin' Out My Back Door," a song from the San Francisco group is a strong song of rock combined with the musicianship of today's Liver. In addition to the new single "Proud Mary," this set contains both Creedence Classic's "Green River," "Born on a Bayou," and "Prime Time.

POW

CEYXAN SHANES—Sunflower, Columbia CS 9776 (S). 

With this LP, the Chicago-based group emerges as a formidable talent. Influenced by the work of such rock groups, while vocally they are a bit better. Most of the time were written by members of the group. One of these, "A Mother's Love" for "20th Century," would stand out. Included on the LP is "Greenberg," "Glickstein," "Charles David," "Smith & Jones.

POW

BUCK OWENS & HIS BUCKAROOS—We Got You On the Wrong Again, Capitol ST 131 (S). 

There's always a place for Buck Owens and the Buckaroos on the charts, and with this single hit, "You Don't Know the Buck," he'll be able to rival at the top of the LP chart. Owens' two songs with his son, Buddy Allen, "Let the World Keep On A Dancin'" and "It'll Last Year Forever and a Day," are a return to form, with Owens' own Latin beat and one in a standard.

POW

CALLE SMITH—Starkke, Chappelle, Kapp KS 3585 (S). 

A strong package for the country market. Album includes Smith's hit single, "Drinking Champagne," and is spaced with a good number of additional sides of real appeal, such as "Empty Arms," "Neat In Line" and "Rooster's Voice." One standout.

POW


Zubin Mehta and his superb Los Angeles Philharmonic give a majestic reading of Richard Strauss' magnum opus, a three-hour Wagner/Dvorak/Schumann/ Strauss. Mehta's performance and recording, with Imperial, is a true test of the cutting-edge technology.

POW

SOLER—SIX DOUBLE CONCERTOS AND BACH—SUITES FOR BASSOON. 

The response between both artists in these six concertos and the solo bassoon, which brings classic to top level in jazz style. The Sibley Sanders' first bassoon, "The Eroica" gets a big head. They play together with delight, comfortable, reckless, and with true technical skill and poise. An old organ and a new one are used, with exceptionally fine sound results.

POW

BARTON PIANO CONCERTOS AND RAPHAEL—VA LATEINO—DEC 1830 (S). 

Vigor, knowledge and striking color for all of the principal works on this LP. The principal works on this LP. Raphael is the most popular in this scale. Raphaills are popular, placing passages with authority and grace. They're not easy on the hand but, with Bennett's keen touch, the pianist scores hands.

POW

BARTON PIANO CONCERTOS AND RAPHAEL—VA LATEINO—DEC 1830 (S). 

Although Spanish, Raphael is probably the most popular male singer in Latin America. Raphael has a voice of great power and beauty. His interpretations of Latin-American music are among the finest in the world. Raphael's style is infectious, and his interpretations are unique. The album provides a vibrant and engaging showcase of his talents.
An Event of Historic Significance for

the
International
Music Industry
Conference
April 20-23, 1969

Paradise Island
Hotel & Villas
Nassau in the Bahamas

Sponsored by Billboard and Record Retailer

FOR: Management Executives from Record Companies, Publishers, Production Companies, Distribution Firms, Performing Rights Societies, Mechanical Licensing Organizations, Law Firms, Radio and TV Organizations, Trade Associations and Other Individuals with a Stake in the Music Industry including Talent, Artists Management, Investment Bankers and Advertising Agencies.

OBJECTIVE: To provide an idea exchange and study new concepts which will contribute to an expanded worldwide music and recording industry.

SPEAKERS: The world’s leading authorities on the various subjects to be treated.
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

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

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

Section 3 Changing Patterns in the Distribution and Marketing 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

Section 4 Recent Developments
Talk A. New Techniques to Expose the Artist
Talk B. Getting Teamwork Among the Artist, Publisher, and Record Company
Talk C. Merchandising the Artist—a Growing Method of Importance

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

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

Section 7 The Option for Establishing a Foreign Facility—Weighing Their Advantages and Disadvantages
Talk A. Setting Up Your Wholly Owned Company
Talk B. Developing Joint Ventures
Talk C. Selecting and Working With a Licensee or Subpublisher

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

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

Section 10 Income Potential in Different Music Markets
Talk A. Exploiting the Jingie 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

Section 11 The Source of Music Income—A Comparative Analysis
Talk A. The Breakdown of the Total Sales Dollars by Product and Source
Talk B. The Comparative Incrément of Expense and Profit

Section 12 Repaying Writer and Lyricist for Sale in the United States
Talk A. Changes Needed for Sale in Europe
Talk B. Adapting Foreign Lyrics and Music for Sale in the United States

Section 13 The Impact of the Soundtrack and Motion Pictures
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

Section 14 Copyrights of the Soundtrack and Motion Pictures
Talk B. Privately Owned Radio Station Programming—Changing Need for Music

Section 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

Section 16 Significance of the Properity 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

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

Section 18 Space Satellite Broadcasting—Its Potential Effect on Industry Sales and Profits
Talk B. CATV—as a New Marketing Medium

Section 19 The Impact of Law on the Industry’s Future
Talk A. Is International Law Currently Helping or Hindering the Music Business
Talk B. The Meaning of Prospective Changes in the United States Copyright Law
Talk C. The Implications for Recent Copyright Legislation in Other Principal Countries

Section 20 How to Increase Revenues for the Label or the Industry
Talk A. What is Required in the United States
Talk B. What is Required in Europe

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

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

Section 23 Mergers and Consolidations—Their Effect on the 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

Fee includes attendance at all sessions, work materials, cocktail reception, three lunches. 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 Each Registrant | Title | Full Address
---|---|---

Your Name and Title

Full Address

Company

Additional details can be sent in a separate letter. Acknowledgements and information on hotels and transportation will be sent to each individual who is registered.
A WEST COAST GIANT MOVES EAST AND YOU'LL BE MOVING WITH IT

MENDOCINO
S-2191

SIR DOUGLAS QUINTET

STOCK
THE SIR DOUGLAS QUINTET + 2 (HONKEY BLUES) ALBUM
YOU'LL NEED IT!
SRS 67108

SMASH

A Product of Mercury Record Productions, Inc., 35 East Wacker Drive, Chicago, Illinois 60601
COSBY CROWNS HIS RECORD CAREER!!

BILL COSBY
it's true!
it's true!

Suggested Retail List Price: $4.79
You Can Pay More, But You Can't Buy Better
Lesley Gore Makes It With a New Bag

NEW YORK — The new year should be a good one for Lesley Gore. In her first date and opening night Jan. 3 at the Plaza Hotel’s Persian Room, the Mercury Records singer flashed not only the stuff from which her performing year is made, but displayed the form of an accomplished contemporary artist which will make her endure for many years to come.

This is no easy trick, for a former teen-age, best-selling singer who had to look to the newer horizons of folk-rock and underground music, and to the musical stage, to achieve record recognition again. And indeed, in and out, she captivated in her act the three types of musical expression to put her in a class with the more seasoned club performers. For example, she ignored the room with opening blasts “The Beat Goes On” and “My First Date,” drifted with assurance into “Feelin’ Groovy” and “Harper Valley P.T.A.,” a soothing “All Over The World” and “Sunshine Lollipops and Rainbows” and “R],&%$%^&,” were shaped with full-toned colors.

Miss Gore centered most of the second half of her act on the musical stage, highlighting her voice from “Finian’s Rainbow,” “Happy Birthday, Bar- bara,” and “The Music That Makes Me Dance,” from “Funny Girl.” During the entire evening, the young singer toured in both “Finian’s Rainbow” and “Funny Girl.” However, in seeking to re-establish a “Funny Girl” scene, the production was a bit too theatrical and too forced. It was an enterprising effort but failed as a whole. The evening had no real consequence. Generally, the staging, the mood, and the arrangement by Mike Parker and the support of his orchestra, relied behind Lesley Gore’s talent performance.

ROBERT SOBEL

Blood and Sweat and Tears Go Gutsy in Displaying

LOUISVILLE—Blood and Sweat and Tears, Columbus Records group, formed in 1968, is playing in The Troubadour Tuesday (7) and presented instead a gutsy brand of music more appropriate for a large dance ball.

The overbearing dynamics of the eight-piece band totally wiped out whatever sensitive feelings were being presented by and singer David Clayton-Thomas. Nevertheless, the group’s direction and its soulful concept for blending rock, jazz, soul, and hard-driving, beautifully playing, were clearly evident. And much appreciated by an enthusiastic opening night audience.

The year-old band contains five of the original players with Clayton-Thomas, two trumpeters and a keyboard, the newest additions to what Shapes up as a major attraction for Columbus Records.

In 45 minutes the band worked through six numbers and added a second set and the audience almost moved back to it. The last number, which Clayton-Thomas sang, was a blue-eyed soul singer with swing melodies, rhythm and vocal style which maintains its control and a forceful appropriateness to blue-blooded songs.

A contrast in sound was offered by singer Gordon Alexander and his three associates who opened the bill, working through nine folk songs, none well known or especially significant. Alexander has a good voice but his material is weak. Blood and Sweat and Tears’ material may not be especially familiar, but it certainly is dynamic.

ELIOT TIEGEL

New Dawn and Esmore Enter Pact with Red Bullet

NEW YORK — New Dawn Artists Management, one of the largest management and production firms formed by Zach Gladson, president, and Steven Esmore, has signed with Red Bullet Enterprises Ltd., its subsidiary, London-based company, which has entered into an exclusive agreement with Fred Hayden, managing director of Red Bullet Productions of Amsterdam.

Under the agreement, New Dawn will manage all Red Bullet acts in the U. S. and Canada, while Esmore will handle the release of recordings by Red Bullet groups in America. Among Red Bullet’s acts are Golden Earrings, whose album, “Miracle Mirror,” is slated for release on Capitol next month, and Books, whose “In the Beginning” single will be issued shortly in the U. S. New Dawn’s initial client roster includes The Sharm, Sheila Anthony, The Times Square Two, Jordan & Donna, and The Echoes, the Aftermath, Neil C. Reuther, Inc., business manager for New Dawn.

Kragen Plans New TV, Film Projects

LOS ANGELES — TV producer and personal manager Ken Kragen will develop TV and film properties following his departure from the recently formed Kragen-Smokthers-Fritz.

Kragen retains a continuing financial interest in the company’s projects like the West Coast version of “Hail” and the “Smothers Brothers” TV series. His future projects will be of a non-musical nature.
We'd like to make you a star.

The new 1969 Schaefer Talent Hunt is hunting for you!

Last year, the Schaefer Talent Hunt discovered ten talented new groups and soloists. And gave them a chance to be heard on radio all over the East—singing the popular Schaefer Beer Jingle. With as much public exposure as they'd have received from a hit record!

And it paid off. With recording contracts. Club dates. Personal appearances. And—for one of the winning groups—TV exposure in an upcoming Schaefer Beer commercial.

Now the new 1969 Schaefer Talent Hunt is hunting for another ten new groups and soloists to record the Schaefer Jingle. And receive the same kind of public exposure. One of them could be you!

Who can apply? Any vocal or instrumental soloist or group. Anybody who sings or plays any kind of music—whether it's Rock, Pop, Folk, Soul, Jazz, or Country and Western.

You must be at least 21 and must submit a demonstration record or tape (on a reel) of your own choosing. You must provide all the information requested on the application, although you need not use the form itself.

Application materials are not returnable and must be received no later than February 10, 1969—so don't delay!

SCHAEFER TALENT HUNT APPLICATION FORM
Mail to: The Schaefer Talent Hunt, Dept. Q
P.O. Box 5467, Grand Central Station, New York, N.Y. 10017

Name_________________________Age_________
Address________________________
City_________________State_________Zip_____
Performing Experience________________________

Applicants must be at least 21 years of age and must provide all information requested on the form, plus a demonstration tape or record of their own choosing. Application materials are not returnable. Applications must be received no later than Feb. 10, 1969. Not eligible to apply: Alcoholic Beverage Licensees and their employees, employees of The F & M Schaefer Brewing Co. or any of its subsidiary companies or its advertising agency, and the immediate families of any of these persons.
Pentangle in 1st U. S. Tour

NEW YORK — Pentangle's first U. S. tour next month includes appearances at the Fillmore East here, Feb. 7 and 8; Boston's Unicorn, 13-15; and San Francisco's Fillmore West, 27 and 28. Reprise Records is issuing the five-member British group's second album in conjunction with the One disk of the two-record set contains a live concert at London's Festival Hall, while the other LP was cut in the studio.

The group, which uses all acoustic instruments, including double bass, is performing at Conway, Calhoun on Thursday, Jan. 29, a concert being taped by the BBC for a color TV special that may also be shown in the U. S. The quintet's American tour is being booked by Joe Lustig, the Pentangle's personal manager.

McKuen Slates 1-Man Concerts

SPOKANE, Wash. — Rod McKuen begins his schedule of one-man concerts, at the Coliseum here on Wednesday (22). Other dates are Queen Elizabeth Theatre, Vancouver, B.C., Thursday (23); Seattle Opera House, Friday (24); Civic Auditorium, Portland, Ore., Saturday (25); San Francisco's Basin Street West, Jan. 31 to Feb. 1; Dallas Music Hall, 21, and Houston Music Hall, 23.

His first-half-hour TV special, "Rod McKuen: The Loner," will be taped in Burbank on March 10-11 for showing on NBC on April 5 under the sponsorship of Coca-Cola. NBC and Coca-Cola have options on two more McKuen specials, one of which probably will be titled "The World of Rod McKuen." and filmed in San Francisco, Los Angeles, New York, London and Rome.

Concert Bookings For Nina Simone

NEW YORK—Nina Simone has been set for several concert appearances early in February. She will appear at jazz festivals in Boston Feb. 1 and in Cleveland, Feb. 2. Both events are being sponsored by George Wein.

Also, Miss Simone will be the first jazz artist to perform in a series of jazz concerts to be held at the Metropolitan Museum of Art beginning Feb. 4. Meanwhile, she's riding high with her latest RCA single, and is playing weekend through the end of this month at the Village Gate.

Blues in the Night

• Continued from page 16

The evening opened with a short set by Major Wiley, a country-folk-blues performer, who has recently signed with Verve/Forecast. He worked with a backup of double bass and electric guitar. FRED KIRBY

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

Ensemble Singing at Its Best Sparks 'Don Giovanni' at New York

NEW YORK — Ensemble singing at its best was offered by the Metropolitan Opera in Mozart's "Don Giovanni" on Saturday (4) with an all-star cast headed by Cesare Siepi, who sung the title role on complete recordings of the opera on London and RCA.

Soprano Mari anni Arroyo, who has recorded "Donna Elvira" for Deutsche Grammophon, was full-voiced yet flexible in the difficult role of Donna Ann, which she sang for the first time at the Met this season. Ezio Flagello, who possesses one of the finest bass voices around, sang and acted Leporello well, a role he also sings on the DGG recording of "Don Giovanni." His casting was excellent as was his conquering as the Don.

Also making a strong impression was soprano Teresa Zylisz-Gara, who made her debut earlier in the Donnia Elvira. Miss Zylisz-Gara, whose latest American vocal character was "Ariadne auf Naxos," will also appear in a forthcoming Angel with "St. Matthew Passion," according to an Angel program ad.

The ad also plugged another "Ariadne" star, tenor Peter Schreier, whose Don Ottavio was superb, especially his "Dalla sua pace." Schreier also has recorded on DGG and Nonosch. Rosalind Elias, who has recorded for RCA, was a fine attractive Zelina, ably partnered by Theodor Upperton's Masetto. Upperton has recorded for Deutsche Grammophon and M. J. B. C., and was a good Commedia.

London's program, which pleases the CMA, was also cited Silvio Varviso, who conducted capably. Flagello also has recorded extensively for RCA. Among the many high points of the afternoon were the arias of Miss Zylisz-Gara, Miss Arroyo and Siepi. FRED KIRBY
He was found near his radio. His hair turned white from shock!! Babbling 6 words over and over! Listen....

\[ \text{THE ZOMBIES... } \]
\[ \text{"TIME OF THE SEASON"... } \]

\[ \text{LIKE A SCREAMING METRONOME THE TORTURED VOICE OF THE YOUNG MAN CONTINUED TO WAIL, WHILE RADIO STATIONS WMCA, WSAI, KILT, KNXZ, WOKY, WJET, WKBW, Kyme, WJOY AND WABI CONTINUED TO PLAY "TIME OF THE SEASON." } \]

\[ \text{WHAT COULD HAVE CAUSED THIS YOUNG FELLA TO TURN STARK RAVING MAD? SIMPLE, MY DEAR MAN, HE HEARD THE NEW HIT SINGLE BY THE ZOMBIES- "TIME OF THE SEASON." WHICH, INCIDENTALLY, WAS CHOSEN BY BILL GAVIN AS THE TOP HIT OF THE WEEK. } \]

\[ \text{THE SHOCKING TRUTH IS... THE ZOMBIES ARE VERY MUCH ALIVE WITH THEIR NEW HIT, "TIME OF THE SEASON," PUBLISHED BY MAINSTAY MUSIC. } \]

\[ \text{"TIME OF THE SEASON" IS BUT ONE AWESOME MYSTERY THAT LIES WITHIN THE CHAMBERS OF THE ZOMBIES' ODESSEY AND ORACLE} \]

\[ \text{THE ZOMBIES ODESSEY & ORACLE } \]
\[ \text{INCLUDING: CARE OF CELL 44/A ROSE FOR EMILY BUTCHERS TALE (WESTERN FRONT 1914) THIS WILL BE OUR YEAR TIME OF THE SEASON} \]
Divider Cards with Catalog Listings
ADVERTISEMENT
LEISURE TIME TIPS
by: Larry Finley

Dealers and distributors throughout the nation report that the Christmas Season brought unprecedented amounts of sales of STEREO 8 cartridges, as well as both home and automotive playback units. Many distributors report that even though they had stocked their bins with what they thought would be sufficient merchandise to carry them, for the Christmas Season as well as the month of January, now find that their shelves are empty.

This is proof positive that the STEREO 8 concept has been most readily accepted by the public, and playback units as well as tapes are among the most wanted items in today's market.

Also interesting to note was the very slight increase in the sale of the pre-recorded cassettes. However, pre-recorded cassette sales are very "spotty" throughout the country and the fact that the automotive industry has pledged themselves to the STEREO 8 concept for at least the next three years, insure the success of the 8-track market for many coming years.

1969 will be a banner year inasmuch as manufacturers in the United States are tooting up for far greater quantities of playback units than ever produced before and importers of 8-track units from Japan have told this column that the Japanese manufacturers are tooting up so that they will be able to meet this year's requirements which are estimated at approximately three times the sales of this past year.

There is no question that 1969 will be THE YEAR OF THE B-TRACK STEREO CARTRIDGE and NAL is gearing its sales staff as well as production department to fill the needs that will be there for NAL SUPER STEREO 8.

If you are a dealer who would like to hear from your nearest NAL SUPER STEREO 8 distributor or if you are a distributor who would like to carry America's fastest selling line of SUPER STEREO 8 cartridges, cassettes or open-reel tapes, please phone NAL collect at (212) 265-3340 or use our incoming WATS line (800) 221-7270, which is toll-free for you.

KANSAS CITY—Tape software has jumped from 16 to 50 per cent of total store volume in an outlet here where Recco has developed a CARRidge package.

The new package is 12 inches high and has greater depth of a cartridge. Three of the packages fit side by side in regular LP record boxes.

The package, which costs Recco 2.2 cents each to produce, was designed to curtail pilferage, allow customers to see what they are buying and to utilize present fixtures designed for long playing albums.

It fits in picture windows in each side at the top for viewing the enclosed cartridges, prominent graphics at the bottom detailing Recco's warranty and a free Recco decal sticker in the bottom open space.

The package also features tabs so that it can be clipped on peg board racks and resold in a field-and also for cassettes.

A 10-year-old firm, Recco operates 74 leased record departments and 19 audio departments in discount stores and drug chain stores in 20 States. It also operates six of its own free-standing stores in this area and will open two more in 60 days.

The outlets are variable in size, from 1,000 to 3,000 square feet, and the outlets occupy between 2,000-3,000 square feet. Smith said he and Lamer had worked out a blister pack for cartridges a year ago but that it did not prove successful. "In conjunction with Tom Malia, we finally decided on a package similar in design that was adopted by all manufacturers," Smith said. Recco recognizes it is not a packaging firm and thinks more improvements can be made on the package. He is co-operating with several tape duplicators which have expressed interest and said the package is not patentable.

He said the one disadvantage of the package's increased size, taking up more room in shipping, could be overcome by using two cartridges in the unit.

Recco expects to have the new package in 30 per cent of its stores within the next month.

Cartridge Merchandising Package, developed by Recco, Inc., Kansas City, Mo., fits three wide in regulation LP record boxes.

The package is 12 inches high and holds a 4 or 8-track cartridge in the upper inside which features front and rear windows. A free tape accessory is included in the bottom of the piece.

Auto Sound's Success Key

By EARL PAIGE and RON SCHLACTER

SKOKIE, III.—Keeping a careful watch for the locations of new car dealers has helped Auto Sound to choose the right areas for its expansion, according to its president, Gordon Friedenberg.

The firm, organized in 1967 as outlet. Both of the new stores will be similar in set-up where there are several car dealers.

The firm may also expand beyond Chicago.

Friedenberg believes that next to the premises "but only by appointment. We have found it pays to discourage customers from watching the installation."

(Continued on page 23)
Auto Sounds Success Key

The outlet here has one bay for installations. The other store has two bays and the new outlets will feature at least two bays. 'Our record for an installation is 22 minutes," said chief installer Corky Peterson. "This was a four-door car with two of us working at once."

Friedeberger encourages door installations because he claims this achieves a better sound. "At least 90 percent of our installations are in the doors."

An Aua distributor, Auto Sound carries such brands as Automatic Radio, Gibbs, Borg Warner, Mecca, Panomonic, Craig and Accuphase. "Our best selling price range is from $90 to $120, and this price includes installation."

A special display of play back equipment features a switch panel allowing the demonstration of any of 14 different units. Most of these units are 8-track with 4-track capability through use of a "gidget." The firm carries 4-track units.

An important part of the display area is devoted to home play back equipment. Software inventory is maintained by music category displays beyond the counter in tiers and in special counter units. The categories are rock 'n' roll, instrumental, psycodelic, classical, easy listening, jazz, ethnic, male vocal, female vocal, vocal groups and cdw.

Speaking from firm's corporate viewpoint, Philip Bloom, a lawer, board chairman and general administrator, said, "We keep a chart showing monthly sales from the inception of the business," said Bloom. "One look at the chart shows that our sales have climbed straight upward."

"The '68 graph for our Skokie store is as straight upward as the '67 graph, except it is twice as high. In short, the dollar volume has doubled. Meanwhile the chart for our second store (Continued on page 51)
Duplicating At Its Finest

Our high speed duplicating remains faithful to your master throughout...no flutter...no wow. Cassette and 8-track reproduction from your master with brilliant fidelity. For superior tape reproduction contact:

Make a Four-Tune

When you fly on the wings of song, have the correct wingspan. Pop is a 12-minute market, so we designed an EP cassette to match. It’s far simpler than the standard cassette. Only three parts inside, loads without threading, snaps or welds shut. And you can fly now with quantity deliveries.

Eash: Trade Remiss On Raising Quality

LOS ANGELES — George Eash, inventor of the Fidelipac continuous loop cartridge, believes the tape industry has been lagging in improving quality control of its product. Presently a consultant for Mintz Stereo-Pak and some Japanese companies, Eash says cartridges are performing well and the players are working nicely. But the problem lies in the quality control departments of the tape duplicators. Eash sizes up the cartridge field as a “rat race” in which price cutting has taken over the (Continued on page 100)
Soul Sauce

Best New Record of the Week:
"Take Care of Your Homework" by Johnnie Taylor (Stax)

By Ed Ochs

SOUL SLICES: Aretha Franklin, fully recovered from her leg injury in Hawaii, officially opens the new soul year with her brand new LP, "Soul '69," due next week. Her latest sessions, guided by Jerry Wexler of Atlantic Records, yields a polished, stylish, soulful, jazz-oriented album which features Franklin's remake of "Chain of Fools." Wexler's production brings Basin Street's palette to the forefront.

FILETS OF SOUL: John Marshall of EM Records in London writes that Motown artists Billy Eckstine, Stevie Wonder and Junior Walker are due for club tours early this year. Eckstine is in England doing club dates and TV appearances. Stevie Wonder is due in March, with Junior Walker soon after. ... Marshall also adds that EM is running a "British Motown Chartbusters" campaign during January and February. First prize is an automobile. The Isley Brothers, who followed up in England with their hit revival of "This Old Heart of Mine," will be another oldie, "I Gotta Get Along With You." ... New by Bul & the Matadors: "I Can Never Forget." The Temptations will appear in concert at the Stanley Theater in Jersey City, N. J. on Feb. 27. Marvin Gaye's "Moods" is out and MIMED in Canada with soul disk for '68, has been buried in Brown's "Soulful Christmas" album along with his latest single, "Tit for Tat."... Robert Spencer, formerly of the Cadillacs, has been named executive secretary of newly formed Record Records, 112 W. 7th St., headed by Bobbi Johnson.

First release by the new firm is an LP, "Saga of the Good Life and Hard Times," by Big Maybelle. A single from the album, "Old Love Never Dies," will also be released, along with "Blame It On Your Love," by Wesley Parker. Taking calls for the firm is Nicky Newkirk. ... Bay Sound Records, a division of Caravelle, Baltimore, is pioneering the "Baltimore Sound" with soul disks by the Blues Lights, Reflections, Chefs of Soul and Changer. The Chambers, Puffy Kaze Trio and Brass Lamp round out the independent label, headed by Milton A. Dugger at 400 York Road, Towson, Md.

The Atlantic-distributed Dakar label is backing with Floyd Smith's vocal version of the "Soul Strut," now making fire in Chicago and Detroit. Dakar is also rush-releasing an LP by Tyrone Davis called "Lil' Flipper." Marty Mann, Dakar's promotions man, says this one is "hot on Ruby Winters' "I Don't Want to Cry."" ... Peggy Scott & Jojo Duncan's debut LP on SSJ Int's featuring their "Lover's Holiday" and "Wild Mountain Berries" hits, as well as the title tune, "Soulshake..."

New Eddie Floyd: "I've Got To Have Your Love."... New Carla Thomas: "I Like What You're Doing To Me."... Deanie Parker of Stax Records in Memphis reads Soul Sauce. Do you?
### Best Selling LPs

<table>
<thead>
<tr>
<th>Last Week</th>
<th>Title, Artist, Label, No. &amp; Pub.</th>
<th>This Week</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>TOBY</strong> Dina Ross &amp; the Supremes with the Temptations, Motown M 658 (5)</td>
<td><strong>TOBY</strong> Dina Ross &amp; the Supremes with the Temptations, Motown M 658 (3)</td>
<td>3</td>
</tr>
<tr>
<td>2</td>
<td><strong>DIANA ROSS &amp; THE SUPREMES JOIN THE TEMPTATIONS</strong> Mowtown MS 379 (7)</td>
<td><strong>DIANA ROSS &amp; THE SUPREMES JOIN THE TEMPTATIONS</strong> Mowtown MS 379 (7)</td>
<td>7</td>
</tr>
<tr>
<td>3</td>
<td><strong>ARISTA IN PARIS</strong> Aretha Franklin, Atlantic SD 8207 (5)</td>
<td><strong>ARISTA IN PARIS</strong> Aretha Franklin, Atlantic SD 8207 (5)</td>
<td>4</td>
</tr>
<tr>
<td>4</td>
<td><strong>SOUL</strong> Joe Cocker, RCA Victor 15 4045 (5)</td>
<td><strong>SOUL</strong> Joe Cocker, RCA Victor 15 4045 (7)</td>
<td>7</td>
</tr>
<tr>
<td>5</td>
<td><strong>LOVE CHILD</strong> Diana Ross &amp; the Supremes, Mowtown MS 370 (5)</td>
<td><strong>LOVE CHILD</strong> Diana Ross &amp; the Supremes, Mowtown MS 370 (7)</td>
<td>11</td>
</tr>
<tr>
<td>6</td>
<td><strong>MARVIN GAYE—I HEARD IT THROUGH THE GRAPEVINE</strong> Tamla TS 205 (14)</td>
<td><strong>MARVIN GAYE—I HEARD IT THROUGH THE GRAPEVINE</strong> Tamla TS 205 (14)</td>
<td>8</td>
</tr>
<tr>
<td>7</td>
<td><strong>IN PERSON AT THE WHISKEY A GO GO</strong> Chas Brown, Also SD 33-043 (5)</td>
<td><strong>IN PERSON AT THE WHISKEY A GO GO</strong> Chas Brown, Also SD 33-043 (5)</td>
<td>9</td>
</tr>
<tr>
<td>8</td>
<td><strong>PROMISES, PROMISES</strong> Dionne Warwick, Scepter SPS 571 (5)</td>
<td><strong>PROMISES, PROMISES</strong> Dionne Warwick, Scepter SPS 571 (5)</td>
<td>5</td>
</tr>
<tr>
<td>9</td>
<td><strong>JAMES BROWN LIVE AT THE APOLLO, VOL. 1</strong> King (No More), 1022 (2)</td>
<td><strong>JAMES BROWN LIVE AT THE APOLLO, VOL. 1</strong> King (No More), 1022 (2)</td>
<td>10</td>
</tr>
<tr>
<td>10</td>
<td><strong>CHEAP THRILLS</strong> Jimi Hendrix &amp; The Experience Co., Colombia KCS 9750 (9)</td>
<td><strong>CHEAP THRILLS</strong> Jimi Hendrix &amp; The Experience Co., Colombia KCS 9750 (3)</td>
<td>12</td>
</tr>
<tr>
<td>11</td>
<td><strong>BOAD ON THE HILL</strong> Sergio Mendes &amp; Brasil '66, A&amp;M SP 348 (5)</td>
<td><strong>BOAD ON THE HILL</strong> Sergio Mendes &amp; Brasil '66, A&amp;M SP 348 (5)</td>
<td>12</td>
</tr>
<tr>
<td>12</td>
<td><strong>FEELICIANO</strong> Jose Feliciano, RCA Victor LPM 1657 (5)</td>
<td><strong>FEELICIANO</strong> Jose Feliciano, RCA Victor LPM 1657 (5)</td>
<td>27</td>
</tr>
<tr>
<td>13</td>
<td><strong>LIVE AT THE COPA</strong> The COPA Bar Orchestra, Capitol ST 1987 (3)</td>
<td><strong>LIVE AT THE COPA</strong> The COPA Bar Orchestra, Capitol ST 1987 (3)</td>
<td>6</td>
</tr>
<tr>
<td>14</td>
<td><strong>ELECTRIC LADYLAND</strong> Janis Hendrix Experience, Reprise 265-6202 (5)</td>
<td><strong>ELECTRIC LADYLAND</strong> Janis Hendrix Experience, Reprise 265-6202 (5)</td>
<td>15</td>
</tr>
<tr>
<td>15</td>
<td><strong>SPECIAL OCCASION</strong> Lulu Bennett &amp; the Miracles, Motown M 3085 (5)</td>
<td><strong>SPECIAL OCCASION</strong> Lulu Bennett &amp; the Miracles, Motown M 3085 (5)</td>
<td>14</td>
</tr>
<tr>
<td>16</td>
<td><strong>THIS IS MY COUNTRY</strong> Impressions, Corton IRS 8001 (9)</td>
<td><strong>THIS IS MY COUNTRY</strong> Impressions, Corton IRS 8001 (5)</td>
<td>10</td>
</tr>
<tr>
<td>17</td>
<td><strong>ARISTA IN PARIS</strong> Aretha Franklin, Atlantic (No More), 39 187 (5)</td>
<td><strong>ARISTA IN PARIS</strong> Aretha Franklin, Atlantic (No More), 39 187 (5)</td>
<td>28</td>
</tr>
<tr>
<td>18</td>
<td><strong>SUPER HITS, VOL. 3</strong> Various Artists, Atlantic SD 8203 (5)</td>
<td><strong>SUPER HITS, VOL. 3</strong> Various Artists, Atlantic SD 8203 (5)</td>
<td>18</td>
</tr>
<tr>
<td>19</td>
<td><strong>TIME PEACE/GREATEST HITS</strong> Ramiro, Atlantic (No More), SD 6190 (5)</td>
<td><strong>TIME PEACE/GREATEST HITS</strong> Ramiro, Atlantic (No More), SD 6190 (5)</td>
<td>28</td>
</tr>
<tr>
<td>20</td>
<td><strong>LADY SOUL</strong> Arlene Franklin, Atlantic (No More), 30 247 (5)</td>
<td><strong>LADY SOUL</strong> Arlene Franklin, Atlantic (No More), 30 247 (5)</td>
<td>13</td>
</tr>
<tr>
<td>21</td>
<td><strong>200 M.P.H.</strong> Bobbie Gentry, Warner Bros. 4 Arts WS 1737 (9)</td>
<td><strong>200 M.P.H.</strong> Bobbie Gentry, Warner Bros. 4 Arts WS 1737 (5)</td>
<td>21</td>
</tr>
<tr>
<td>22</td>
<td><strong>SOUFLR NOW</strong> Young-Hall Unlimited, Brunswick BL 7541-44 (5)</td>
<td><strong>SOUFLR NOW</strong> Young-Hall Unlimited, Brunswick BL 7541-44 (5)</td>
<td>3</td>
</tr>
<tr>
<td>23</td>
<td><strong>DIANA ROSS &amp; THE SUPREMES GREATEST HITS</strong> Mowtown M 645 (5), MS 645 (5)</td>
<td><strong>DIANA ROSS &amp; THE SUPREMES GREATEST HITS</strong> Mowtown M 645 (5), MS 645 (5)</td>
<td>23</td>
</tr>
<tr>
<td>24</td>
<td><strong>WHEELS OF FIRE</strong> Cream, Also (No More), SD 33-044 (5)</td>
<td><strong>WHEELS OF FIRE</strong> Cream, Also (No More), SD 33-044 (5)</td>
<td>24</td>
</tr>
<tr>
<td>25</td>
<td><strong>THE WORM</strong> James McRae, Solid State SS 18048 (5)</td>
<td><strong>THE WORM</strong> James McRae, Solid State SS 18048 (5)</td>
<td>22</td>
</tr>
</tbody>
</table>

**BY CHUCK & MARIANN**

**RESERVED**

**STILL WALKING**

AND S-T-R-E-T-C-H-I-N-G OUT

‘LET’S WALK DOWN THE STREET TOGETHER’

A-BET 9432

**ASK:**


---

**The charts tell the story—Billboard has THE CHARTS**

34

JANUARY 18, 1969, BILLBOARD
Born In Belfast
Started "Them"
Wrote "Gloria"
Made "Brown Eyed Girl"

NOW - ON WARNER BROS./7ARTS RECORDS - THE WORDS AND MUSIC OF

VAN MORRISON

PRODUCED BY LEWIS MERENSTEIN FOR INHERIT PRODUCTIONS, DIVISION OF SCHWAID-MERENSTEIN

THE ALBUM: ASTRAL WEEKS - WS 1768
Country Music

WVOL Announcers to AFTRA; Nashville Membership Booms

NASHVILLE — The American Federation of Television and Radio Artists (AFTRA) has "scratched the surface" with a radio station here, but has more than tripled its enterainer membership in six months.

Unable to make any headway over the years, AFTRA made its first strong move last June 6 when it hired Paul Grant Turner.

Country Network Show Offered

NASHVILLE — A new daily five-minute syndicated radio talk show produced by Country Network has been placed on sale to radio stations, hosted by Grant Turner.

Turner, senior announcer on the "Grand Ole Opry," will conduct interviews with artists, discuss events in the music industry, and deal with "items of interest." The shows retail from $1 to $2.50 each, depending upon the size of the market.

The executive producer of the show is Charles Outland, owner of the Music City Playhouse, and sales promotion is handled by Harry Moody. John Denny is a consultant in the operation, and the facilities of Cedarwood Publishing are being utilized for the taping.

Wilder as executive director.

Wilder, a graduate psychologist, was retained after seven years of virtual inactivity on the part of the organization locally.

On Dec. 6, Wilder signed the announcing staff of WVOL, an FM station in Nashville, which was a breakthrough for Nashville radio.

"We now have enough enterainers in the fold to have power," Wilder said, "and we are going to become stronger." He said that almost all musicians coming "from the outside" into the city are AFTRA members, and local membership has grown incredibly.

On the date of Wilder's takeover, AFTRA membership here was only 82. At the end of the year it stood at 246, and early in 1969 had gone over 500.

Big Problem

One of the big problems facing AFTRA is indifference, but this has been greatly overcome by the pension and welfare program and the continued network exposure of country music. In the past, a select few made the network appearances, and only those joined the union. The steady increase in the numbers of those appearing on network, where AFTRA membership is compulsory, has helped considerably.

Wilder still looks at WSM and the "Grand Ole Opry" as the big nut to crack. Some "Opry" members have joined; many have not. WSM, which does not recognize AFTRA, still sends checks for all performers—musicians and singers—to the AFM, AFTRA members thus are compelled to pay the 2 per cent charge to the AFM to pick up their checks, even though they are not members of that union. The musicians union is recognized by WSM.

The recording companies, however, now send checks directly to the AFTRA office, which has found a home on Music Row. This, in itself, is a change from the past.

Richard Law has been appointed Nashville editor of the AFTRA publication, the first time this local has been represented in the national magazine. President of AFTRA here is Louis Nunley, member of the Nashville Sounds, one of those early members of the group.

Gordon Stocker, a member of the Jordanaires, is vice-president. Delores Dinning is secretary-treasurer, and Ray Walker is a member of the board.

"Our big concentration still will be on the radio stations here," Wilder said. "We are making overtures to announcers, producers and the like, and we expect even more headway."

NASHVILLE — A $15,000 float, honoring the "Grand Ole Opry," and country music generally, will represent the State of Tennessee in the Washington parade preceding Richard Nixon's inauguration, Monday (20).

On the float will be at least one "Opry" act, and a square dance group. However, arrangements at this time were still tentative pending schedule arrangements.

The Tennessee Republican organization was well represented by country music during the recent campaign. Both Roy Acuff and Tex Ritter worked voluntarily for the party. Because of this, the offer was made to WSM and other interested parties to sponsor the float.

The float is being constructed by Hargrove Displays, Inc., a Washington-based firm dealing in parade floats. The "Opry" float, costing in the neighborhood of $15,000, will consist of a gigantic fiddle covered with Plate Sciences, Inc., and has sold his interests at Bessemer, Ala., music radio. RCA bought the firm dealing in parade floats. The "Opry" float, costing in the neighborhood of $15,000, will consist of a gigantic fiddle covered with a scroll at the base of the neck bearing the words "Grand Ole Opry." The display, over 50 feet in length and some 12 feet wide, will be one of the largest in the parade.

The "Opry" float will appear at about the halfway point in the four-hour long procession. The University of Tennessee's "Pride of the Southland Band" also will be in the parade, and will precede the appearance of the float.

Nashville Scene

Cal Young is leaving country music radio. Young already has sold his interests at Bessemer, Ala., and has made a handshake agreement with Parke Educational Sciences, Inc., for the sale of WHG, New Orleans; WENO, Nashville, and WGUS-AM and FM, Augusta, Ga. Among leading stockholders in the firm is John J. Hooker, who heads the Minnie Pearl chicken empire. The Richard Law Singers have signed with RCA as the Sugarfoot Kids. RCA bought the master of an independent production put together by Mike Wisener, Norm Putnam and Bobby Bond, of Mother Dog Productions. Danny Davis picked

(Continued on page 49)

Cal Smith's LP

"DRINKING CHAMPAGNE"

getting higher and higher on the charts.

Just released, his new hit single, "SO MUCH TO DO."

Watch it fly. K 960

A Division of MCA, Inc.
You can't take the country charts away from David Houston.

His new single, "My Woman's Good to Me," is destined to make it big as a country best seller.

(He's had eight number-one singles on the country charts.) But "My Woman's Good to Me" will go to the country market and beyond.

Because the song, lyric, arrangement and Houston are too much for any one market. Except the entire music market.

EPIC RECORDS
<table>
<thead>
<tr>
<th>Hot Country Singles</th>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>#2379</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Billboard SPECIAL REPORT** For Week Ending 1/10/69

### IF I HAD A HAMMER

I would build you a happy

<table>
<thead>
<tr>
<th>Week</th>
<th>Rank</th>
<th>Title</th>
<th>Artist, Label, Publisher</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Daddy Sang Bass</td>
<td>Johnny Cash, Columbia 4-4481</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>The Carroll County Accident</td>
<td>Porter Wagoner, RCA Victor 47-9651</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>I Take a Lot of Pride in What I Am</td>
<td>Marie Hargrett &amp; the Strangers, Capitol 2289</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>When the Grass Grows Over Me</td>
<td>George Jones, MCM 1033 (U.S.A)</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Smokey the Bear</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>The Girl Most Likely</td>
<td>John C. Payne, Mountain 7</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Wicha Lianne</td>
<td>Don Campbell, United 2319 (Canyon, ASCAP)</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Your Love</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>The Ballad of Forty Dollars</td>
<td>Tom T. Hall, Mercury 72900 (Newsky, BMI)</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>They Don't Make Love Like They Used To</td>
<td>Eddy Arnold, RCA Victor 47-9667</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>Please Let Me Prove (My Love for You)</td>
<td>Dave Dudley, Mercury 72606 (Newsky, BMI)</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>Your Song Is on the Warpath</td>
<td>Jerry Lee Lewis, Capitol 30399 (Greenbook, BMI)</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>Stand by Your Man</td>
<td>Tammy Wynette, Epic 10396 (Tree, BMI)</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>Flattery Will Get You Everywhere</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>My Son</td>
<td>Jan Howard, Decca 32231 (Studio, BMI)</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>Darling You Know I Wouldn't Lie</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>I've Gotten You on My Mind Again</td>
<td>Waylon Jennings, Capitol 30149 (Capital, BMI)</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>Vange</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>Until My Dreams Come True</td>
<td>Jack Greene, Decca 23423</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>Woman Without Love</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>Goodtime Charlie</td>
<td>Del Reeves, United 50471</td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>I Want One</td>
<td>Jack Banks, Dot 17127 (Tree, BMI)</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>What Are Those Things With Big Black Wings</td>
<td>Charlie Louvin, Capitol 2350</td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>Bring Me Sunshine</td>
<td>Willie Nelson, RCA Victor 47-9684</td>
<td></td>
</tr>
<tr>
<td>25</td>
<td>Ballad of Two Brothers</td>
<td>A.P. Carter, Atlantic 10375</td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>Where Love Used to Live</td>
<td></td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>Born to Be with You</td>
<td>Sanye James, Capitol 2277 (Mayfair, ASCAP)</td>
<td></td>
</tr>
<tr>
<td>28</td>
<td>Make Love Sweeter for You</td>
<td></td>
<td></td>
</tr>
<tr>
<td>29</td>
<td>Don't Make Me I'm Dreaming</td>
<td>Jerry Wexler, Decca 23424 (Pappy Boy, SESAC)</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>Name of the Game Was Love</td>
<td>Hank Snow, RCA 47-9085 (Doremark, BMI)</td>
<td></td>
</tr>
<tr>
<td>31</td>
<td>Hold Me Tight</td>
<td>John Carter, Imperial 46341 (North, ASCAP)</td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>In the Good Old Days (When Times Were Better)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>33</td>
<td>Strings</td>
<td></td>
<td></td>
</tr>
<tr>
<td>34</td>
<td>Who's Rule</td>
<td>Mel Tillis, Capitol 23178 (Blue Book, BMI)</td>
<td></td>
</tr>
<tr>
<td>35</td>
<td>Ever Changin' Mind</td>
<td>Jim Ed Brown, RCA Victor 47-9681 (Acuff-Rose, BMI)</td>
<td></td>
</tr>
<tr>
<td>36</td>
<td>Plastic Saddles</td>
<td></td>
<td></td>
</tr>
<tr>
<td>37</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**FOR RECORDS OR BOOKINGS**

**JIM HALSEY**

PROFESSIONAL BLDG.

INDEPENDENCE, KAN. 67301

AREA 316 ED 1-0310

**FOR RECORDS OR BOOKINGS**

**JIM HALSEY**

PROFESSIONAL BLDG.

INDEPENDENCE, KAN. 67301

AREA 316 ED 1-0310

**JANUARY 10, 1969 BILLBOARD**
settin' the charts

to buzzin'...

Hank Snow's

'THE NAME OF THE GAME WAS LOVE'

RCA #47-9685

Written by:
CY COBEN

Published by:
DELMORE MUSIC CO.
NEWS "Everybody's Got Troubles!"
HAL WILLIS
"BLACK BIRD SONG"
JACK BLANCHARD
"CANDY"
JIMMY SNYDER
WAYSIDE RECORDS & THE NEW STEREO ALBUM
"MEET DARRELL McALL"

DJs NEEDING COPIES, WRITE LITTLE RICHIE JOHNSON
BELEN, NEW MEXICO 87002

Following his Number One smash, "Born to Be With You," Sonny James has still another sales topper in the new Roy Orbison ballad "Only the Lonely" (Capitol 2370). Exceptional vocal performance with an outstanding arrangement to match, and packed with pop appeal as well—the popularity of this one was by no means surprising. Not surprising, either, that Sonny, like so many top entertainers, chooses an Epiphone Guitar to back him.

(Advertisement)

L. Van Dyke Set for A Daily TV Show

NASHVILLE — Leroy Van Dyke, one of the first country artists to break into the Las Vegas strip, will be the first country artist with a daily syndicated television show.

The Warner Bros. artist, who opens for three weeks at the Sahara in February, also will begin videotaping a daily one-hour color syndication, combining country and pop music. Taping will be in Los Angeles.

Country Spec Opens Center

WICHITA, Kan. — A country music spectacular will be the showpiece as Wichita inaugurates its $15-million cultural center — Century Auditorium — Friday and Saturday (17 and 18).

Hup Pueblos, veteran promoters, will produce the show which includes Marty Robbins, Charley Pride, Kitty Wells, Marty Robbins Jr., Bobby Wright, Bill Phillips, Ruby Wright, Don Winters, Bobby Bishop, Johnny Wright and the Tennessee Mountain Boys.

Other dates on the Hup Pueblo January midwestern tour include Kansas City (19), Sioux City (21), Sioux Falls (22), Omaha (23), Hopkins, Mo. (24), and Springfield, Mo. (25).

The program will be titled the "LVD Town and Country Show," Syndication will be through Bing Crosby Enterprises.

On his TV show, Van Dyke—a long-time member of the "Grand Ole Opry"—will use a 12-piece brass band, in addition to his four-piece regular string and percussion group, the Auditoriums. He will use guest from both the country and pop field, and will perform both ways himself.

Van Dyke, who makes his home here, was the first of the country acts to present a completely produced and choreographed stage presentation. Managed by long-time director Gene Nash, Van Dyke also has a long-term movie contract and has begun a succession of films, including the initial release, "What Am I Bid?" Most of the music for that movie was written by Nash.

Nash also is producing the new show, which will open at the Sahara. In this production he will use his own group, adding a trumpet and trombone, and "two girl singers" who will provide some background.

Scores of country artists now are involved in TV syndications, but virtually all of these are on a weekly basis. Van Dyke said he would utilize top name artists, and would incorporate "extras" not now found in such programs.

"Valley" Tops KBBQ Poll

BURLINGTON, Calif. — Radio station KBBQ, Burlington, has announced that "Harper Valley P.T.A." is the top song of 1968, based on a listener poll.

This second annual KBBQ Country Music Awards was handled by telephone and mail from listeners in the San Fernando Valley and Los Angeles areas.

The top male singer, according to the poll, was Glen Campbell, and the top female singer was Tammy Wynette, the second year in a row she finished first. Station officials said there was a response of more than 10,000 phone calls and 200 cards. The winners were selected by the public.

"Opry" Float

Continued from page 36

ional TV exposure through marching bands next year. Harold Stribech, president of Music Memphis, and William Williams, president of the Country Music Association, have called upon officials of the University of Tennessee and Memphis State University, both of whose bands will be on national TV games in the fall, and received promises from officials that "Tennessean music" will be featured at the televised appearances. This would include both the rhythm and blues sound of Memphis and the country sound of Nashville.

"Who's Julie?" His big single

"Ask MEL TILLIS. His big single

hitting the charts right now.

WHO'S JULIE?" a hit without question.

"Who's Julie?"

Written by Wayne Carson Thompson

Published by Ean Briton Music, Inc.
Country Music

Nashville Scene

- Continued from page 36

up the master and renamed the group. The first release is "Billy Sunrise," due out at the end of this month. C. Douglass Kershaw has signed a writer's contract with Tree, and may now go the full line with the new RCA label.

Kenny Vernau, who has signed to do the Fender Show during next October's Nashville convention, is said to work on Chart, accompanied by his manager, Jack McElhadden. Epic Records' first signing of the new year is Jack Hill and His Hot Links, described as David Kapralik as a "romantic, writer and performer." Fender's Tire.

Chester Atkins gave each of his associate a personalized copy of the album along with the gifts, expecting perhaps a little extra effort. The Jimmie Rodgers Blues," published by Tree Southern, was one of three newly released RLD Elton Brown's new RCA album "The Jimmie Rodgers Blues," contains the original seven-minute version of the tribute album in Jimmie Rodgers by Gene Antry, Brit. Jim Reeves, Hank Snow and Ernest Tubb contains the 5:59 version, which was also the single release. And Henri Rene's "Loving Strings," LP by Camden, has its Sixth instrumental version of the blues. Following a 35-day tour of the Pacific, Occidental Command for the USA, Ginger Medcalf returned to the U.S. and appeared at the Backdoor Club in Alamo, N. M., over the holidays. Shortly after Christmas, Miss Medcalf married her personal manager, Joseph Wall, and the couple will move here from the West Coast this summer.

Ray Frenshay, Dot artist, flies to the Coast for appearance on "Wild West" and the "Donald O'Connor Show." Chill Will, here for an LP of recitations on the Ashley label, remained over to play the Eddie Hill benefit show, which raised nearly $9,000 for the long-time disk jockey. Sandy Buckner, discovered at a talent show by Joe Taylor, has had her first welcome out on Dick Heard's Royal American label. "It's You Know Where to Go," Red Lane, one of the most prolific writers on Redford Row, now will record for The Chief." This is the name given to many of his pro- tees. Atkins discovered the untapped talent in Red's singing style and signed him to a contract. Sonny James has been signed for his first network TV spot of the new year on "The Hollywood Palace." The show will be hosted by Ray Rogers and Dave Evans.

Harry Finger sends along his manuscript of a tune written in 1941 titled "Mom, My Dear," which was introduced at Keisers Field, Miss. It was recorded by Lee Russell. "Gravy Van has cut four albums, soon to be released, and he and his band have left for Lubbock to entertain the troops.

Rock up another second generation performer, Phil Campbell, son of Archie Campbell, is one of the area's best Bluegrass banjo pickers. R.P.I. Records has signed a distribution agreement with Stop Records to distribute all its products through a division of Sound City Recording Corp., Shreveport, La., which is at the halfway mark in construction of a modern recording studio. R.P.I. Records and Capitol Publishing Corp. will be housed in the same building with the studio. Tommy Palmer of WFTI, East Point, Ga., played Hank Williams records all night recently.

Archer & Horden have signed contracts with the Hubert Long Talent Agency for exclusive booking. The group will be incorporated into many of the pop-rock package circuits from the agency offices, in addition to their country concert bookings. Because of loss of eyesight caused by a severe cold and flu, Bobby Parrish was ordered by his doctor to cut back on his personal appearance schedule.

Pelton Publishing's Jim Pelton is getting considerable action from the "Fearless Fred" tune he wrote. It's a patriotic type country song.

Move Over Jeannie C. Here She Comes JOAN N. JOHNSON WITH "YOU REALLY KNOW HOW TO HURT A GIRL" FROM THE PEN OF BOB GALLION TEND TO "1046 WORLD WIDE PROMOTION BILL MARTIN - PRESS AGENT P. O. BOX - SHYNA, GA.

ATTENTION MIDDLE-OF-THE-ROAD STATIONS!
Over 12,000 records were released in 1968. Did your station play the right ones? If you program MODERN M-R Music such as listed by The Easy Listening Chart, write for your FREE SAMPLE of our 45 and LP weekly PLAY LIST.
"THE MUSIC DIRECTOR" Box 377 Chestnut Hill, Massachusetts 02167

The charts tell the story - Billboard has THE CHARTS THE SIGN OF GREAT READING
Radio-TV programming

Hot 100 Format Choice Of Stations in Colleges

How COLLEGES RATE RECORD COMPANY SERVICE

Editor's Note: This chart is based on a survey of the 408 member stations of the Intercollegiate Broadcasting System. Per cent of mentions is in parentheses.

1. MGM (50.9) 14. Kama Sutra/Budah (17.8)
2. Mercury (48.9) 15. Telegrammation (7.1)
3. Atlantic/Blue (42) 16. Bulletproof distributors (16.5)
4. ABC (36.9) 17. A&M (15.9)
5. Liberty (34.3) 18. Dot (15.3)
6. Warner Bros.-7 Arts (32.4) 19. Tri-Epoxy and Jeevil (14.1)
7. Columbia (21.8) 20. United Artists (13.5)
8. RCA (30.5) 21. Columbia
9. Capitol (27.3) 22. Tri-Beal and Paul Brown Productions (11.1)
10. Stax (24.2) 23. London (9.9)
11. Tideway and Monument (22.2) 24. Tri-Wills and Vanguard (5.7)
12. Tiwa and Sky (21) 25. Roulet (5.1)
13. Elektra (19.7)

Lit to Star on Goodway Show

PHILADELPHIA — Goodway Broadcasting is planning a new hour music-variety syndicated program starring personality Hy Lit. The program, “Scene II,” will follow the usual bandstand style of format, but Ted Langendorf, new director of Goodway's radio TV division, promised name acts and “innovations.”

Lit is operator of stations WDAS-FM, local progressive rock station. For years he was a major personality on WIBG, a local Top 40 station. Goodway Inc., is a firm encompassing production of films, records, commercial audio devices, printing and publishing.

WZMF-FM to Stereo

MILWAUKEE — WZMF-FM, progressive rock station located in the suburb of Menomonee Falls, is slated to go to stereo by the end of March. 30 to 60 days, a spokesman for the station said last week. The 24-hour station switched to a progressive rock format three months ago. Ed Walker is program director. Steve Stevens is music director.

KDAY Bows New Format Feb. 1

By ELIOT TIEGEL

LOS ANGELES — Rollins Broadcasting turns its KDAY outlet here into “The Fun One” Feb. 1 with a format stressing personalities and music designed for the 18-30 age bracket.

The station, which now broadcasts 24 hours, has moved out of Santa Monica to studios and offices at 1700 Alvarado Street in downtown Los Angeles. Its power output of 10,000 watts will be increased to 50,000 watts within the next few months, according to new program director Bob Wilson.

Wilson, formerly the program director at KAFY, Bakersfield, Calif., has designed the format as “contemporary radio’s answer to what is lacking in Los Angeles.”

Wilson has begun hiring new personalities for the new sound, with Ed Heider, formerly with RWA, San Francisco, and WINS, New York, the first new DJ making his debut Sunday (12). Hs Pickens, presently working a night shift, will be retained.

Wilson, 23 years old and a native of the city, wants to put term KDAY after the old KFWB when its DJs were personalities. “People such as Gary Owens in the morning on KFWB, but who remembers who the disk jockey was two years on KFWB,” he asks.

Wilson tells of “putting show business back in radio,” with personalities able to emerge during their air time. He will develop a “well controlled” music list which will avoid emphasizing teeny-bopper or psychedelic music.

Wilson hopes to draw listeners from KJH, KRRA and more bands for WWL

NEW ORLEANS — WWL, one of the giants that reaches nearly every State in the nation, has altered programming to include more big orchestral tunes, said general manager William Dean last week. This is a slight drifting from the middle-of-the-road concept, but not much. Dean said that the station intends to have a “big and beautiful” sound. Its music list includes Henry Mancini, Hugo Winterhalter, the Ray Charles Singers, Vic Damone, Jack Jones and LeRoy Holmes. About 10-15 per cent of this programming is from singles. The object, Dean said, is to play “as pretty music as we can get with the albums, with the new singles thrown in.” Previously, the station was featuring more vocals.

WSPK-FM Play

POURKEEPSES, N. Y.—WSPK-FM, a Star Broadcast Group station, has bowed a country music format.

KMPC. The present format of playing oldies and present chart singles is a “tured water” answer until Feb. 1.

Located at the end of the dial, KDAY has gone through a number of formats in the past five years, from Top 40 to rhythm and blues to middle of the road to all-request and to its most recent attempt at soft rock. One major drawback, has been the program director’s inability to see station as a full time service, but this has been rectified.

The local radio market has KHI emphasizing mass appeal hits, KRLA becoming avant-garde in nature, KGBS trying to blend softness with rock, KMPC, on the other hand, has opened its music to allow in more contemporary cuts of a non-hard rock nature. KGHL, with its quickers set of morning antics and Wink Marindale’s smooth afternoon delivery, has been gaining listeners. KFL, the 50,000-watt clear channel. NBC affiliate is present- ly running down its new middle-of-the-road sound, with the morning personality team of Lohman and Barkey offering listeners the bonus of their wit.

KMPC is personality radio personified, with its funny morning man Dick Whittinghill now facing comedy competition from Dick Whittington and Loman and Barkey. But the market lacks a personality station which plays the kinds of chart songs which Wilson has in mind.

Radio-TV programming

Hot 100 Format Choice Of Stations in Colleges

How COLLEGES RATE RECORD COMPANY SERVICE

Editor's Note: This chart is based on a survey of the 408 member stations of the Intercollegiate Broadcasting System. Per cent of mentions is in parentheses.

1. MGM (50.9)
2. Mercury (48.9)
3. Atlantic/Blue (42)
4. ABC (36.9)
5. Liberty (34.3)
6. Warner Bros.-7 Arts (32.4)
7. Columbia (21.8)
8. RCA (30.5)
9. Capitol (27.3)
10. Stax (24.2)
11. Tideway and Monument (22.2)
12. Tiwa and Sky (21)
13. Elektra (19.7)

Lit to Star on Goodway Show

PHILADELPHIA — Goodway Broadcasting is planning a new hour music-variety syndicated program starring personality Hy Lit. The program, “Scene II,” will follow the usual bandstand style of format, but Ted Langendorf, new director of Goodway's radio TV division, promised name acts and “innovations.”

Lit is operator of stations WDAS-FM, local progressive rock station. For years he was a major personality on WIBG, a local Top 40 station. Goodway Inc., is a firm encompassing production of films, records, commercial audio devices, printing and publishing.

WZMF-FM to Stereo

MILWAUKEE — WZMF-FM, progressive rock station located in the suburb of Menomonee Falls, is slated to go to stereo by the end of March. 30 to 60 days, a spokesman for the station said last week. The 24-hour station switched to a progressive rock format three months ago. Ed Walker is program director, Steve Stevens is music director.

KDAY Bows New Format Feb. 1

By ELIOT TIEGEL

LOS ANGELES — Rollins Broadcasting turns its KDAY outlet here into “The Fun One” Feb. 1 with a format stressing personalities and music designed for the 18-30 age bracket.

The station, which now broadcasts 24 hours, has moved out of Santa Monica to studios and offices at 1700 Alvarado Street in downtown Los Angeles. Its power output of 10,000 watts will be increased to 50,000 watts within the next few months, according to new program director Bob Wilson.

Wilson, formerly the program director at KAFY, Bakersfield, Calif., has designed the format as “contemporary radio’s answer to what is lacking in Los Angeles.”

Wilson has begun hiring new personalities for the new sound, with Ed Heider, formerly with RWA, San Francisco, and WINS, New York, the first new DJ making his debut Sunday (12). Hs Pickens, presently working a night shift, will be retained.

Wilson, 23 years old and a native of the city, wants to put term KDAY after the old KFWB when its DJs were personalities. “People such as Gary Owens in the morning on KFWB, but who remembers who the disk jockey was two years on KFWB,” he asks.

Wilson tells of “putting show business back in radio,” with personalities able to emerge during their air time. He will develop a “well controlled” music list which will avoid emphasizing teeny-bopper or psychedelic music.

Wilson hopes to draw listeners from KJH, KRRA and more bands for WWL

NEW ORLEANS — WWL, one of the giants that reaches nearly every State in the nation, has altered programming to include more big orchestral tunes, said general manager William Dean last week. This is a slight drifting from the middle-of-the-road concept, but not much. Dean said that the station intends to have a “big and beautiful” sound. Its music list includes Henry Mancini, Hugo Winterhalter, the Ray Charles Singers, Vic Damone, Jack Jones and LeRoy Holmes. About 10-15 per cent of this programming is from singles. The object, Dean said, is to play “as pretty music as we can get with the albums, with the new singles thrown in.” Previously, the station was featuring more vocals.

WSPK-FM Play

POURKEEPSES, N. Y.—WSPK-FM, a Star Broadcast Group station, has bowed a country music format.

KMPC. The present format of playing oldies and present chart singles is a “tured water” answer until Feb. 1.

Located at the end of the dial, KDAY has gone through a number of formats in the past five years, from Top 40 to rhythm and blues to middle of the road to all-request and to its most recent attempt at soft rock. One major drawback, has been the program director’s inability to see station as a full time service, but this has been rectified.

The local radio market has KHI emphasizing mass appeal hits, KRLA becoming avant-garde in nature, KGBS trying to blend softness with rock, KMPC, on the other hand, has opened its music to allow in more contemporary cuts of a non-hard rock nature. KGHL, with its quickers set of morning antics and Wink Marindale’s smooth afternoon delivery, has been gaining listeners. KFL, the 50,000-watt clear channel. NBC affiliate is present- ly running down its new middle-of-the-road sound, with the morning personality team of Lohman and Barkey offering listeners the bonus of their wit.

KMPC is personality radio personified, with its funny morning man Dick Whittinghill now facing comedy competition from Dick Whittington and Loman and Barkey. But the market lacks a personality station which plays the kinds of chart songs which Wilson has in mind.
WMCA's Hot 100 Format

DAYTONA BEACH, Fla.—WMFJ, 1,000-watt 24-hour station here, has tempered its Hot 100 format to blend rock with progressive rock and up-tempo easy listening sounds, according to Promotion Manager Dennis Cole. Effective Jan. 1, the station will also drop its Drake playing from 35 records to play all of the records that need to be played on any given day.

Randall, who reports that the station has been doing better since it was on the air, says, "We've softened our sound somewhat in order to appeal more to housewives." The program director, who uses the name "Rocky," says he has not heard the reports that the station was losing its young audience. He says, "I saw this myself a couple of weekends ago. The young listeners seemed to be enjoying the music more than before.

The station has also launched a new record survey featuring the major 40 records selling in the market, plus 20 new records, a station pick album, and a station pick single. Not all of the 20 extras on the survey will be played. Wagner admitted, but the pick single would go on the rotation once an hour, and two or three of the better cuts from the album would be played.

Beach has been named general manager of the up-tempo middle-of-the-road format of the station which its sound in "Now." Sanders is experienced in all phases of radio. He's been with WLEE in Rich- mond, Va., prior to joining WABC.

Robert O'Hara was named manager of program operations and will be responsible for the scheduling of the top 40 hits from his album which will be used in "Now." Sanders is experienced in all phases of radio. He's been with WLEE in Richmond, Va., prior to joining WABC.

José M. de la Fuente, who handles production and publicity for the station, reports that the station will continue its participation in the "Screamer" promotion.

Some of the local radio personalities who will appear on the station's "Screamer" promotion include:

* Mike Payne, who has been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* John Johnson, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Gary Young, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Bill Carpenter, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Steve Martin, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Bob Bobo, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Dave Davis, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Joan Scott, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Sue Smith, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* John货币, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Claire Hally, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Jim Jones, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Pat Sullivan, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Bill Costigan, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Tom Keating, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Steve Martin, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Bob Bobo, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Dave Davis, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Joan Scott, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Sue Smith, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* John货币, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Claire Hally, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Jim Jones, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Pat Sullivan, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Bill Costigan, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Tom Keating, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Steve Martin, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Bob Bobo, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Dave Davis, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Joan Scott, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Sue Smith, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* John货币, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Claire Hally, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Jim Jones, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Pat Sullivan, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Bill Costigan, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Tom Keating, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Steve Martin, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Bob Bobo, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Dave Davis, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Joan Scott, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* Sue Smith, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.

* John货币, who has recently been named program director, will conduct the "Rock Show" on the station's "Easy Listening" format.
Radio-TV programming aids

- Continued from page 49

Vox Jox

- Continued from page 49

WPTR, Hot format station in Albany, N. Y., has a new program director—John Wagner, who shifted over from a sister station. WPTR's Program Director, John Wagner. New program director at WRAL in Raleigh, N. C., is Charlie Brown, who has moved into sales at the station.

Michael O’Connor has joined KVIC in Victoria, Tex., and is doing the 7-midnight show; he’d been with KBHE-FM in Houston. Joe Arturo Fernandez, president of WOKO-FM, Box 5124, Puerto de Tierra, Puerto Rico, networks popular and classic music albums. The FM station covers at least 80 per cent of the island, including San Juan and Ponce. In the music director programming service now has subscribers in 20 states.

Radio Shirley is host of an 11 p.m.-6 a.m. nightly jazz show on KMCO-FM, Honolulu, Hawaii.

** **

RHYTHM AND BLUES

Philadelphia, Pa.—WH glorious, Bob White Music Director, Personality

BP: “Only the Lonely,” Sonny James, Capitol.
BLFP: “Since They Died the Band Died.”

plain.

Frank White
Music Director

BP: “The Things That I’ve Done,” Sonny James, Capitol.
BLFP: “That’s the Way Thing’s Were.”

Milwaukee—WWMG

Frank Wiltsie
Personality

BP: “Only the Lonely,” Sonny James, Capitol.
BLFP: “Who’s Gonna Get It?”

San Antonio—KTSW

Kahn Hanson
Program Director

BLFP: “Cracklin’ and Toom,” Sonny James, Capitol.
BLFP: “I’m Gonna Get Along.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “Baby Don’t Cry,” Sonny James, Capitol.
BLFP: “I’ll Build Me an Uptown.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “That’s the Way Thing’s Were.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “That’s the Way Thing’s Were.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “Baby Don’t Cry,” Sonny James, Capitol.
BLFP: “I’ll Build Me an Uptown.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “That’s the Way Thing’s Were.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “Baby Don’t Cry,” Sonny James, Capitol.
BLFP: “I’ll Build Me an Uptown.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “That’s the Way Thing’s Were.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “Baby Don’t Cry,” Sonny James, Capitol.
BLFP: “I’ll Build Me an Uptown.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “That’s the Way Thing’s Were.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “Baby Don’t Cry,” Sonny James, Capitol.
BLFP: “I’ll Build Me an Uptown.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “That’s the Way Thing’s Were.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “Baby Don’t Cry,” Sonny James, Capitol.
BLFP: “I’ll Build Me an Uptown.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “That’s the Way Thing’s Were.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “Baby Don’t Cry,” Sonny James, Capitol.
BLFP: “I’ll Build Me an Uptown.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “That’s the Way Thing’s Were.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “Baby Don’t Cry,” Sonny James, Capitol.
BLFP: “I’ll Build Me an Uptown.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “That’s the Way Thing’s Were.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “Baby Don’t Cry,” Sonny James, Capitol.
BLFP: “I’ll Build Me an Uptown.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “That’s the Way Thing’s Were.”

San Antonio—KTSW

Kahn Hanson
Program Director

BP: “Baby Don’t Cry,” Sonny James, Capitol.
BLFP: “I’ll Build Me an Uptown.”
OTHER PICKS


Auto Sound's page

Continued from page 23 on the southside is almost a du plicate of the chart for the the Stokie store.
I don’t think we have reached any saturation point, instead, its just the beginning. I don’t think we will ever reach a satu ration point with tapes unless something comes in to replace them.


GRT Sets Sights

Continued from page 22 in both 8-track and cassette, with spoken word, music and famous tales, with initial product sel for a February-March re lease. The 8-track line will re tail at $5.98, and the cassette line will retail at $4.98-$5.98. GRT is talking with several specialty labels for product in all its expansion areas, including a background mood mood line.

WMMS-FM Shedding Hip For Contemporary Rock

CLEVELAND — Cleveland’s first progressive rock station, WMMS-FM, has switched to contemporary rock, competing with the city’s only AM rock station, WIXY.

“We want to appeal to a broader public,” reported station manager Patrick McCoy. The switch was made without an nouncement.

“I’ll continue a progressive rock show from 9 p.m. to 2 a.m. Monday through Sunday,” said deejay Billy Boss. There had been a lack of financial support for the progressive rock format, he said.

The station will play Top 40, soul, and oldies but no bubble gum. Early morning man Vic Boss has left; a new man will be selected for the 4-9 p.m. slot. The line-up so far is Rick D’Ammico, 7-noon; Andrew Trapp, noon-4; Pat McCoy, 4- 9 p.m. until a fill-in is found; and Bass, 9 p.m. to 2 a.m. At 2 a.m. WMMS-FM rejoins the WHK program.

WMFS-FM’s Florida Bow

HIALEAH, Fla. — A new middle of the road station — WHMFS-FM — has bowed on the air, headed by Ken Rogers, former personality on WOAH when it was a country music station in Miami. Rogers said the new stereo station will feature big band sounds, along with vocalists by name artists. The Flamingo Broadcasting station will also feature a different album each hour and will honor requests via letters from listeners.

Listening range of the station is said to be about a 40-mile radius and this includes West Hollywood and Miami Springs. At present the station is on air 18 hours a day, with plans to go around the clock in the near future. Rogers is also doing a 9-noon show.

WROV in Perk-Up Aim

ROANOKE, Va. — WROV, although No. 1 in the market in the past five years with a Top 40 format, is “freshening” its sound, according to Kett Draper, programming consultant just contracted by station management. Draper said that the station has a very good staff, but that he plans to lighten produc tion, install new jingles, and alter the format slightly to make the sound fresh. Buck Herrington, one of the assistants of the programming consultant firm operated by Draper and Chuck Blore, is also working at the station with Draper.
Yesteryear's Country Hits

Yesteryear's Country Hits: albums, singles, and country artists from years ago.

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the Country Top 5 years ago and 10 years ago this week.

Here's how they ranked in Billboard's charts at that time.

POP SINGLES—5 Years Ago

1. Smoke Gets in Your Eyes—Frank Sinatra
2. My Happiness—Comics
3. The Champ Dance—Skeets & the Chipmunks
4. Donna—Ritchie Valens (Del Fi)
5. Mother Robert—Paul & Paul

POP SINGLES—10 Years Ago

1. The Singing Nun—(Philips)
2. The Wind—Peter, Paul & Mary (Warner Bros.)
3. For All You Cassettes—(Decca)
4. Peter, Paul & Mary—(S)
5. West Side Story—(Soundtrack)

(2) The Barbra Streisand Album—S

John Baez in Concert, Part 2—(S)

8. Mowing—Peter, Paul & Mary—(S)

9. Little Deer Coupe—Beach Boys—(Capitol)


Yesteryear's Country Hits

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the Country Top 5 years ago and 10 years ago this week.

Here's how they ranked in Billboard's charts at that time.

COUNTRY SINGLES—5 Years Ago

1. Billy Byers—Jim Reeves—( RCA Victor)
2. City Lights—Ray Price—(Capitol)
3. Country Music is Here to Stay—(Mercury)
4. Life to Me—Stonewall Jackson (Capitol)
5. Pick Me Up On Your Way Down—Chubby Checks—(Columbia)

COUNTRY SINGLES—10 Years Ago

1. Buck Owens—(Columbia)
2. Johnny Horton—(RCA Victor)
3. George Jones—(Mercury)
4. Hank Thompson—(RCA Victor)
5. Conway Twitty with Gene McDaniels—(Columbia)

Bori Grant To Contralto

NEW YORK—Batyah Godfrey, a young Portland, Maine, contralto and winner of a Lucerita Bori Scholarship under a grant from the Bori Foundation, Miss Godfrey, who will sing "Eria" in Wagner's "Siegfried" at Geneva's Grand Theater this month, has also been given a contract by the Metropolitan Opera.

She has sung with the Santa Fe Opera, the Lake George Opera, the Chattanooga Opera, and the Citrus Opera. The scholarships were set up by the former Metropolitan soprano's estate in keeping with her will to give a number of awards each year to American singers. John Gutman, assistant manager, George Schack, music consultant, and Ignace Strasfogel, associate conductor of the Met, are designated to name the four recipients the $2,000 granted this year will be divided among.

Devonnes' Mgr.

NEW YORK—Joe DeAngeles is the personal manager of the Devonnes, RCA artists, instead of the firm listed in the Billboard world of Music, 1969 Record Talents Edition.
NEW YORK—The new Deutsche Grammo-
phon process for rechanneling monaural material for stereo, ac-
ging to Jim Frey, manager of MGM's classical division, which divides the European label in the U.S.
Frey took exception to a statement by Brown Megg, international and classical
product, Capitol and Angel Records (Billboard, Jan. 4) calling rechanneling a "handicap" and "compromising" of low-price lines. "If anything, issues some monaural-only versions of historic performances, while Heliodor's, MGM's low-price line, has rechambered.

**Played for Critics**

Frey explained that the DGG laboratories in Hanover had developed a new process which can simulate stereo without offending purists by superimposing the original monaural sound. He said albums produced by this process had been greeted with "enthusiastic critical comments" and "certainly not unfavorably by the press.

The DGG recoder is designed to provide an improved rechanneling sequence which is said to have been used in the recording of the new year. The system has been in use for nearly a year at DGG laboratories under Christoph von Dohnanyi's attention. The DGG process, which is used in the rechanneling of stereo records, is claimed to be superior to the previous methods because it is said to be "more accurate and reproducible."

DGG Doublets in 1968

NEW YORK—Sparkled from the Columbia label as previously noted, the coupling of Mozart's concertos, Descartes, and Haydn's in the U.S. virtually doubled last year, according to Jim Frey, manager of MGM's classical division, which distributes DGG product.

Frey noted that more outlaws had begun carrying DGG albums in their stores, in addition to the success of the Ands album. Frey attributed the upsurge to American appearances by such DGG artists as Evelyn Leach, Raphael Koblitz, Herbert von Karajan and Karl Böhm.

Major promotions, including the one ining in Ands' performance of Haydn's Concerto No. 21, with showings of the film "Carmina Burana" at the Circle of Doctors also have contributed. Ands' performance of a section of his concerto, "the Elvira Madigan" score. The album was No. 1 on MGM's classical chart for 33 weeks last year. The album was re-packaged here with the new cover carrying a photo of the album. Berg's "Lulu" also enjoyed high chart position, being released for seven of the three-LP set's run. The film "Space Odyssey" also contributed to DGG's string as Karajan's "Blue Sky" with the Berlin Philharmonic was up for the past nine weeks. Both are featured in the film. Karajan's recordings of Wagner's "Die Walküre" and "Das Rheingold", and the beginning of the conductor's DGG "Ring" cycle, also had chart runs as did his recording of the "light" LP of complete Beethoven symphonies. Another opera with Berlioz, "Herzog der Jungfrau" under Christoph von Dohnanyi. Long runs also were experienced by Berlin's "Requiem" under Charles Munch and Griff's "Carmina Burana" under Eugen Jochum.

**DGG Sales Doubled in 1968**

This month Frey and Sid Lov, national sales manager, are meeting with distributors and dealers to promote more sales of the U.S. on new DGG product.

London Sales Meet Bows 2 Operatic Stereo Firsts

NEW YORK—Two operatic stereo "firsts" were introduced at the London sales meeting on Tuesday (7) at the Summit Hotel here. Terry Mc- Ewen sales manager of London's Classical Division, also acknowl-
edged that the "Carmina Burana" recording "you were able to play.

The score would be recorded by London's parent company, Brit-
ish Decca, under Georg Solti, the Chicago's new music direc-
tive, and the recording for London's first recorded collaboration be-
 tween Solti and the Chicago Philharmonic under Benjamin Britten. RCA expired the end of 1968. Two-three LP operatic packages include Catalani's "La Wally" and soprano Renata Te-
 baldi, and Verdi's "La traviata" with baritone Piero Cappuccilli and bass Justino Díaz. Fausto Cleva conducting, and Delius' "Laikme" with soprano Joan Sutherland, tenor Alan Opie and baritone Gabriel Bacquier, Richard Bonynge. The sets mark the first appearances on the label by Cappuccilli, Cleva, Bacquier, who has recently signed with London, and the Monte Carlo Opera Orchestra, which is fea-
tured in both sets. A Phase 4 album has Leonard Stokowski and the New Philharmonia Orches-
ta in Berlin.

RCA Cuts Performance of Serkin Playing Beethoven

**Continued from page 4**

Tchaikovsky Competition, in Moscow, is replacing Autrefois, Stils, who was released from her RCA commitment so that she could replace her La Scala appearance on April 11 in Rossini's "The Siege of Corinth," which will mark the centennial of the com-
poser's death. The cast will also include mezzo-soprano Marilyn Horne and bass Justino Díaz.
EUROVISION ’69 SPANISH TV PRESENTS SALOMÉ ON BELTER RECORDS
SALOME is the Spanish pop singer who has won the largest number of awards. In 1968 she has won the following 11 prizes:

First Prize in the “II Festival of the Catalonian Song” (Spain) • Third Prize in the International Festival “La Clef d’Or” (Czechoslovakia) • Second Prize and Best Artist Prize in the I Oscar of Malta Festival (Malta) • Grand Prix of the Press in the VIII International Festival of Sopot (Poland) • First Prize “The song of the vacations” of Radio Barcelona (Spain) • Prize to “The Most International Spanish Singer” — Radio Miramar (Spain) • The trophy “Olé” to the Best Spanish Singer — Radio Miramar (Spain) • Grand Prix to “The Most International Spanish Singer” — Radio Espana (Spain) • “Popularity” Prize — “Pueblo” (newspaper) — (Spain) • Trophy “Famosa” — “El Alcazar” (newspaper) — (Spain) • “The Best Spanish Singer” — “Solidaridad Nacional” (newspaper) — (Spain)

It was also in 1968 that she appeared in the TV’s of Roumania, Poland, Czechoslovakia, Yugoslavia, Western Germany, etc.

Rosa Maria Marco, such is her real name, was born in Barcelona twenty five years ago. Previously her family had never counted a singer amongst its members. Her mother was a seamstress. Her father, a metal worker who, boxing as an amateur in his spare time won the European Championship and retired unbeaten in 1936.

Salome’s first interest was sports. Her father was her idol and therefore she took up swimming and basketball. At that time she had not thought of singing. She liked dancing and spent her time between her sporting activities and classical ballet classes. As a classical dancer she visited Europe and the Middle East over a
period of two years, and she was in Greece when she heard a song which had a great impact on her. Since that day she decided to become a singer.

Salomé has always been a strong willed woman. She had just discovered "her" way and so she set herself on becoming a figure in the modern music field. She studied tirelessly, improving her voice and style, and singing with all her heart.

1963: She wins the "Festival of the Mediterranean" with the song "S'en va anar." This first prize was the genuine beginning to her career. This contest was the most important of the Spanish festivals, with a large number of artists from all the countries bordering the Mediterranean Sea.

She had taken the first step. From there on her career has been meteoric. A trip round Latin-America, return to Spain, performances in France, in Italy, and again to Latin-America.

Year after year, the awards flowed in: Golden Discs for Popularity, awards to "The Best Artist," Performance Prizes, "Luxury Singer of America" (Mexico), more than fifty awards in a very few years. . . .

This is, briefly, the Spanish artist appointed by Spanish TV to perform the Spanish song in the 1969 Eurovision Grand Prix.

Her personal data are:

HER REAL NAME: Maria Rosa Marco

ARTISTIC NAME: SALOME

PLACE OF BIRTH: Barcelona (twenty-five years ago)

HEIGHT: 1,69 m

VITAL STATISTICS: 90-60-90 (Cm)

EYES: Hazel

HOBBY: To read modern literature and to listen to classical music.

SALOME is an exclusive artist of Belter Records.
The top Spanish Stars say:

Congratulations and Good Luck

Salome!

On the next March 29 in Teatro Real, Madrid
Exhibitors Weigh Trip To Las Vegas Show

CHICAGO—Charles H. Hansen, the Innovex division of Hammond Organ Co. and the Thomas Organ Co. are among companies going to exhibit at the American Music Dealers Industry Exhibits (AMIDIE) scheduled for May 12-15 in the Las Vegas Convention Center. Henrik Revedent, export manager, stated their companies “did not want to knock the show.” A typical comment: “We might well be out there next year if this first show is successful.”

In Palo Alto, Calif., Horst Mucha, M. Holmes, Inc., said, “I think the show is taking shape but at this point, it’s like opening a new shopping center. If one big department store moves in, the others will follow.” Mucha was reached by phone after a representative in Chicago said the firm was undecided about exhibiting.

Thomas Organ has been enthusiastic about the show since its initial announcement. Meanwhile, Sandy King, Hansen Publications, said, “We’re going. We go everywhere.”

Dorn Younger, Innovex, indicated the show would be ideal for introducing the new reed sound modulator.

Lawrence Co. Marks Debut in Musical Instrument Field

LAWRENCE, K. A.—The Lawrence Co., a division of TYCO Laboratories, Inc. (Seph- old Crystal Products), has entered into the musical instru- ment field.

Among the company’s first products to be offered to the retail music trade is a complete line of professional, high-output amplifiers that are available in monaural, stereo and expandable forms. The design provides that the preamplification sections of the units may be used to drive several speaker enclos- ure sections.

Other products currently being sold include a variety of professional, portable lightweight equipment with both manual and automatic electronic controls. This category includes the Soni- Chromo Color System, the RhythmOle Color Pattern Con- troller and the LimeLite Solo Flood.

Meanwhile, Lawrence has released for production a number of products that are currently tooling. These include public address systems, sound systems for flocked and wind instruments, automatic rhythm devices and electronic equipment.

The company, formerly known as Precision Devices, Inc. and engaged in the manufacture of radio crystals and other electronic components, decided the name change last July 1 to coincide with its change in operational approach. The new president is M. David Savidge, who also directs engineering, research, and development.

C. A. (Bud) Doty is vice-president of sales and market- ing, while production manager J. R. Kendall is in charge of manufacturing. Representing the parent corporation in a supervisory capacity is Kenneth B. Thomas, TYCO vice-president in charge of TYCO Crystal Prod- ucts Co.

Mobile Marketing

LOS ANGELES—CBS Music Instruments is using a mobile classroom to market its Fender Rhodes electric piano keyboard classroom instruction system.

Using a fleet of vans, Fender/ Rhodes officials are able to present the piano system to colleges. More than 25 schools have installed the keyboard classroom instruction system.

The system allows an instruc- tor, stationed at an electronic control console, to teach 2 students to play a six octave 73- key piano.

Each student has a two-way communications system to the instructor who can monitor each student’s performance. Each piano contains an electronic metronome.

Endorsement

NASHVILLE—Capitol Rec- ords and “Grand Ole Opry” star Charlie Louvin and his band, The Gang, are the first country act to use Sonu equipment exclusively for stage appearances and road shows.

Plan $500G Music Instruction Center

Continued from page 1

Savidge is the creator of Lib- erty’s “Newfound Phonics,” the series of play guitar albums which include such instrumental- lists as the Ventures, Jimmy Bry- ant and Chet Atkins.

The Guitar Training Center will have two types of pro- grams. One the P. I. program, is designed for local students studying on a weekly basis. All styles will be taught from be- ginnings to intermediate levels of musical music. Utilizing a new approach in teaching music, the student learns to create and improvise as well as to play.

The purpose of the Center will be to provide a musical education for those weekend visitors coming here to see the “Grand Ole Opry.” The Center will be geared exclusively to al- low a maximum number of these visitors to receive professional training during their stay here.

To accomplish this, Phonic Music Systems will use new types of audio-visual teaching equipment along with motion pictures. Each program will be six hours long, and will fol- low the established pattern of a modern sales seminar. In a sur- vey completed this past summer, the “Opry” visitors showed an overwhelming response to this idea.

Savidge said he plans to seek the endorsement of all leading instrumentalists and develop pro- grams for their styles of playing. All promotion and advertis- ing for the firm is being handled by Emily Bradshaw, promotion Manager of Promotions by Emily.

Clark Sponsor

NEW YORK—Clark’s Tea- berry Gum will sponsor the 1969 National Battle of the Bands contests. Last year, through local Jaycees organiza- tions, more than 20,000 bands from 30 States competed in battle of the Bands contests all over the country.

THE CHINESE BELL TREE, a product of Carroll Sound, Inc., is customarily played by stroking the 27 brass bells with the mar- lets provided. Another method of playing is by striking the bells individually, separately. THE BULLETIN: The whole world should wake up! THE CHINESE BELL TREE, a product of Carroll Sound, Inc., is customarily played by stroking the 27 brass bells with the mar--lets provided. Another method of playing is by striking the bells individually, separately.

JANUARY 18, 1969, BILLBOARD 59
<table>
<thead>
<tr>
<th>ARTIST</th>
<th>Title</th>
<th>Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>JOHNNY CASH</td>
<td>At Fudge Stores by Beat Records</td>
<td>Columbia 147 (S)</td>
</tr>
<tr>
<td>HERB ALPERT</td>
<td>- The War</td>
<td>Capitol ST 103 (S)</td>
</tr>
<tr>
<td>CANNED TRAFFIC</td>
<td>- The Second</td>
<td>Zephyr DS 50027 (S)</td>
</tr>
<tr>
<td>DIONNE WARWICK</td>
<td>- Turn Around</td>
<td>RCA Victor LSP 1024 (S)</td>
</tr>
<tr>
<td>SERGIO MENDES &amp; BRASIL '66</td>
<td>- Look Around</td>
<td>RCA Victor LSP 1417 (S)</td>
</tr>
<tr>
<td>VANILLA TEMPTATIONS</td>
<td>- Greatest Hits</td>
<td>Epic LSP 2005 (S)</td>
</tr>
<tr>
<td>THE UNION</td>
<td>- A Teenage Boy</td>
<td>Columbia KCS 9112 (S)</td>
</tr>
<tr>
<td>THE DOORS</td>
<td>- Man of the Year</td>
<td>Warner Bros. STS 17270 (S)</td>
</tr>
<tr>
<td>PETER, PAUL &amp; MARY</td>
<td>- Live Again</td>
<td>Warner Bros. Seven Arts MS 7687 (S)</td>
</tr>
<tr>
<td>DIANA ROSS &amp; THE SUPREMES</td>
<td>- Greatest Hits</td>
<td>Motown MS 670 (S)</td>
</tr>
<tr>
<td>ARETHA FRANKLIN</td>
<td>- At Home</td>
<td>Columbia CL 2149 (M), CS 1289 (S)</td>
</tr>
<tr>
<td>FRANK SINATRA</td>
<td>- Greatest Hits</td>
<td>Reprise FR 1025 (S)</td>
</tr>
<tr>
<td>RAY CONNIFF &amp; THE SINGERS</td>
<td>- Turn Around</td>
<td>Columbia CL 2149 (M), CS 1289 (S)</td>
</tr>
<tr>
<td>SIMON &amp; GARFUNKEL</td>
<td>- Sounds of Silence</td>
<td>Columbia CL 2149 (M), CS 1289 (S)</td>
</tr>
<tr>
<td>ORIGINS</td>
<td>- Man</td>
<td>RCA Victor LSP 1150 (M), LSP 1150 (S)</td>
</tr>
<tr>
<td>DIANA ROSS &amp; THE SUPREMES</td>
<td>- The Live at London's Talk of the Town</td>
<td>Motown MS 678 (S)</td>
</tr>
<tr>
<td>JEFF BECK</td>
<td>- Truth</td>
<td>Epic (No Stereo)</td>
</tr>
<tr>
<td>CRAZY WORLD OF ARTHUR BROWN</td>
<td>- Elephant Power</td>
<td>Atlantic ST 1231 (S)</td>
</tr>
<tr>
<td>SOUNDTRACK</td>
<td>- 2001 Space Odyssey</td>
<td>Mercury STS 108 (S)</td>
</tr>
<tr>
<td>ANITA KERR &amp; ROSS McKEAN/SAN SEBASTIAN STRINGS</td>
<td>- The Sea</td>
<td>Liberty (No Stereo)</td>
</tr>
<tr>
<td>JEFFERSON AIRPLANE</td>
<td>- Crown of Creation</td>
<td>Warner Bros. Seven Arts WS 1670 (S)</td>
</tr>
<tr>
<td>MARVIN GAYE</td>
<td>- I Heard It Through the Grapevine</td>
<td>Tamla 175, 385 (S)</td>
</tr>
<tr>
<td>CHARLES BROTHERS</td>
<td>- A New Time, A New Day</td>
<td>Columbia CS 951 (S)</td>
</tr>
<tr>
<td>BEBES</td>
<td>- Idee Na (No Stereo)</td>
<td>Columbia DS 33-333 (S)</td>
</tr>
<tr>
<td>TEMPLATIONS</td>
<td>- Greatest Hits</td>
<td>Marvello (No Stereo)</td>
</tr>
<tr>
<td>TEMPTATIONS</td>
<td>- Live at the Copa</td>
<td>Gayty GC 1290 (S)</td>
</tr>
<tr>
<td>LETTERMAN</td>
<td>- Put Your Head on My Shoulder</td>
<td>Cotillion WS 2648 (S)</td>
</tr>
<tr>
<td>MIKE BLOOMFIELD</td>
<td>- Super Session</td>
<td>Columbia (No Stereo), CS 9701 (S)</td>
</tr>
</tbody>
</table>

Compiled from National Article Stores by the Music Business Data Department and the Record Market Research Department of Billboard.

Continued on Page 62
STAR PERFORMER—Sides registering greatest proportionate upward progress this week.

<table>
<thead>
<tr>
<th>TITLE</th>
<th>Artist</th>
<th>Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUILD ME UP BUTTERCUP</td>
<td>The Foundations</td>
<td>UNI 55101</td>
</tr>
<tr>
<td>THERE’LL COME A TIME</td>
<td>Betty Everett</td>
<td>UNI 55100</td>
</tr>
<tr>
<td>RIOT</td>
<td>Hugh Masekela</td>
<td>UNI 55102</td>
</tr>
<tr>
<td>THE GROOViest GIRL IN THE WORLD</td>
<td>The Fun and Games</td>
<td>UNI 55098</td>
</tr>
</tbody>
</table>

Thank You
<table>
<thead>
<tr>
<th>Week on Chart</th>
<th>Tape Packages Available</th>
<th>B-Track</th>
<th>Cassette</th>
<th>Reel to Reel</th>
</tr>
</thead>
</table>
| **STAR PERFORMER**-EMI's chart 15 weeks in a row impressive while proportionate spread proves this week.
NA Not Available |
| 20 | FEVER TREE | NA | NA | NA |
| 41 | NANCY SINATRA & LEE HAZLEWOOD--Nancy & Lee | NA | NA | NA |
| 10 | JIM NABORS--Sings the Lord's Prayer & Other Sacred Songs | NA | NA | NA |
| 20 | BLOOD, SWEAT & TEARS--Child Is Father To the Man | NA | NA | NA |
| 5 | MANTOVANI--Memories | NA | NA | NA |
| 57 | ENGELBERT HUMPERDINCK--The Last Waltz | NA | NA | NA |
| 2 | ORIGINAL CAST--Maggie Flynn | NA | NA | NA |
| 6 | MARY ROBBINS--I Walk Alone | NA | NA | NA |
| 29 | DON RICKLES--Hello Dummy | NA | NA | NA |
| 7 | TURTLES--Present the Battle of the Bands | NA | NA | NA |
| 2 | GEORGE HARRISON--Wonder Wall | NA | NA | NA |
| 3 | EXODIC GUITARS--Those Were the Days | NA | NA | NA |
| 48 | 187 | NA | NA | NA |
| 6 | BOOKEE R. & THE M.G.'s--Best of Atlantic 4006 (5) | NA | NA | NA |
| 34 | 193 | NA | NA | NA |
| 1 | CARLOS FOLKMAN--Switched On Bach | NA | NA | NA |
| 5 | ED AMES--Sings the Hits of Broadway & Hollywood | NA | NA | NA |
| 8 | TAMMY WINETTE--DIVORCED | NA | NA | NA |
| 167 | HERB ALPERT & THE TIJUANA BRASS--South of the Border | NA | NA | NA |
| 2 | VARIOUS ARTISTS--Beware of Greeks Bearing Gifts | NA | NA | NA |
| 2 | ROBERT FRANKLIN KENNEDY--A Memorial | NA | NA | NA |
| 1 | B.J. THOMAS--On My Way | NA | NA | NA |
13 New Models Added to Masterwork Product Line

NEW YORK — Masterwork Audio Products of Columbia Records has added 13 new models to its current product line. The new models include four portable stereophonic phonographs, a console-model phonograph, a Masterwork tape recorder, a newly developed cassette tape recorder, a component-2-record playback unit and five packaged component systems.

Masterwork is also introducing a newly improved version of its best-selling model 4800, which now contains a modular system with an AM/FM/AM stereo tuner and a built-in BSR 6A-65 changer. The unit, which comes complete with dust covers, is styled in walnut and has a suggested list of $149.95.

Replacing Masterwork model 5127 is model 5129, a highly styled console. It has a 20-watt output, a four-speaker system, a Garrett changer and AM/FM/AM/FM stereo. Boasting a contemporary-styled 60-inch walnut-finish cabinet, the unit has a suggested list of $199.95.

An addition to the tape recorder line is model 754, a five-inch reel unit which operates on battery or AC current. The multi-feature unit, which has a suggested list of $59.95, includes a back cabinet with brushed-aluminum escutcheon.

Stereophonic headphones have been added to the Masterwork line of accessories. The head-phones are for use with any type of component system equipped with a stereo head- phone socket.

Distributor Named

LOS ANGELES — Henry Distributing Co. has been named distributor for Packard Bell in northern California. The company will be headquartered in a 30,000-square-foot warehouse in Fremont City.

Henry had been the Packard Bell distributor in Los Angeles. A successor in that area will be announced on a later date.

Although the recorders are located on the serve-yourself shelves along the camera depart- ment wall, all of Riggs’ recorder stock is kept plugged into a power strip to insure prompt demon- stration. Frequently, recorders in the up-to-$300 classification have been sold to customers who have simply read explanatory signs which Riggs attaches to each display. The customers be- come interested in the recorder’s possibilities and ask for a demon- stration.

According to Riggs, little at- tention would be given the rec- orders if they were shown in- side glass cases or otherwise separated from traffic.

“Our thinking is simply that tape recorders are no novelty today,” said the department manager. “The average custom- er looks for special features and price and will buy with far less explanation than in the past.”

Off the record... here’s your best needle buy on record.

We don’t just supply quality phonograph needles—we supply everything you need for greater sales and profits. Our MAKE IT EASY merchandising program makes Fidelitone the profit line. Join the many leading department and music stores already practicing what we preach. Fidelitone offers you:

• Quality products
• Top notch service
• Sales training
• Easy-to-use replacement guide—its most complete in the industry
• FULL LINE of replacement phonograph needles
• Foolproof inventory management program
• Plus sales aids and P.O.P. materials

Contact your local authorized Fidelitone distributor for complete details on his “Magic Touch” merchandising program.

Fidelitone
THE TOUCH OF MAGIC
Dept. 1-Ab
1415 N. Rosenvold Ave., Chicago, Ill. 60626
Phone: 324-3345, extension 112

SUPER DELUXE
An ultra-high quality, super-rugged microphone with a volume control right on the microphone. Already in use by top groups. Unusually smooth, wide-range response. Outstanding feedback and breath “pop” control. The finest Shure Unidyne microphone—ever!
Model: PE348Y $120.00

LOWEST COST
A Unidyne through-and-through, yet priced under $45.00. Controls feedback, "boomy" reverberation, and pickup of audience noise. Rugged die- cast case. Excellent choice for beginning groups, or where budget is a major consideration. Fully service- able.
Model: PE515 . . . . . . . . . . Only $42.50

© 1968 SHURE BROTHERS, INC.
National Promotion on Redico Stereo LP's

Baltimore — The stereo title LP is an excellent way fully to extend the capability of modern equipment. It's, and other advantages of title LP's, is the story Oir Duck, picky) Buckman is driving me to U. S. operators. He now says that three out of every Western-state promoting jukebox album ads.

“The argument that stereo is stodgy in noisy taverns needs to be changed. There are only about 60 titles out of 150 that are played. The other titles could just as easily be

Whenever an album gets played, this represents plus play it wouldn't have resulted if stereo were not available on the box.

Buckman said, “I tell my operators to try to get albums range them once a month or every six weeks. Move them around the route and bring them back to the same location and they get played all over again.”

Where operators are switching to two-for-a-quarter pricing, the Little LP gives them a wedge. Buckman claims. A patronwho pays with two quarters will get a free little LP.

(Continued on page 72)

Phonographic Shows Growth

By GaeRE ANDREWS

London — Phonograph Equipment, British distributors for Schutte and other lines, are experiencing a remarkable increase in sales and despite setbacks in some acquisitions and financial problems. The profits from $2,148,000 to $5,345,000 in the year ending April 30. Plans are underway for a new factory in Ontario to produce a new line of jukeboxes.

Phoenix acquisition has brought the purchases of the British Rock-Ola distributors, Stuller and Walker; the Midland's hiring operation, Burton Coin Group; the arcade and seaside resort operator, Sterling and Michaels and Margate Estates, which operate the Dreamland amusement site at the British coast of Margate.

Phoenix suffered a reversion in the sale of the British Leyland Motor Corp's Fishlow vending machine company. The firm sold its stake in Fishlow to Sankey, a subsidiary of GKN and to the British government.

Each location that is seeking to acquire Fishlow to integrate with its Quick Maid food vending business.

In addition, the Little Coin

(Continued on page 74)

Oscar (Bucky) Buckman is shown here selling his wares during the recent MSA show in Chicago.

COINCIDENTLY

On Being a Good Listener

By EARL PAIGE

Some of 1968's best records drawn from a variety of formats from Elvis Presley; “Both Sides Now” — the Record World.

The Little LP's — a good listener. He called on the radio men to spend every minute you possibly can listening to the records that are available instead of waiting for what is new. If you have a stack of records on your desk, you don't have the chance to choose. If you have a stack of records on your desk, you don't have the chance to choose. If you have a stack of records on your desk, you don't have the chance to choose.

The reasons a good record remains submerged are as varied and complex as today's record marketing and promotion trends, but the following is the conclusion.

THE Little LP's Weekly

New York — Distributors, or operators equipped to import

Programming Links Skill and Solid Format

By PAUL PAGE

Keno's. With — Developing a good ear for detecting jukebox material, playing our own Real and consulting with our own one-stop personnel are each equally important to Gordon Laron, programmer for Sam's Amusement Co. here.

While acknowledging that "intuition" has much to do with successful jukebox programming, Laron also has a solid format that serves as a form of self-checking.

Two "cover" records are purchased in heavy quantity every other week. Laron defines "cover" as meaning a record that can be used in nearly every type of location.

"One kid," one c&w and one adult record complete the five-record purchasing format.

Each location receives three new records. If the location has requests, these are put on in addition to the regular three.

Laron divides the route into two weekly segments, meaning that with few exceptions locations are serviced every other week. These exceptions, he said, were robbery-prone spots or exceptionally good revenue-producing locations.

"I would prefer to buy every week, but there isn't enough time. The buying decisions take a lot of time and it requires more time to put title strips with the records and sort them out for each location."

The cover record gives Laron flexibility. "In a c&w location, for example, I'll use one c&w and two c&w. No c&w location should have all c&w. You need variety."

Selection cover records are often agonizing and most often Laron consults with the one-stop vendor.

A few examples from the past several weeks show that most of Laron's picks have climbed high on the Hot 100: "Son of a Preacher Man," Dusty Springfield; "Los Mucho Que Te Quiero — The More I Love You," Rene and Rene; and I Can Dance, I Can Dance, Elvis Presley; "Both Sides Now," Judy Collins; "Sco-".

(Continued on page 72)

Ore. Meeting

Portland, Ore. — The newly-formed Oregon Amuse- ment Machine & Music Operators Association (OAMOA) has scheduled its first meeting following at 18 (18) at the Sheraton Hotel.

According to president Nels Cheney, a directors meeting will be held at 9 a.m. with a general meeting following at 2:30 p.m.

The legislature convened this month, so our main item of business will be the budget," said Cheney. "We face no crisis at the moment but our action can be described as more preventive maintenance.

We would love to have a big meeting and will have membership applications available at the meeting. We expect 25 to attend.

New Little LP's

Chicago — Garwin Sales has added Little LP's from Re- pine and Warner Bros-SExplore. Artists include Frank Sinatra, Dean Martin, the Association and Petula Clark.

SOUTH OF THE BORDER. Representatives from most Central and South American countries were present for the recent Rome jukebox showing in Mexico City.

Coming Events


Feb. 25 — The Kansas Association of Vendors and Operators, Columbia.

March 6 — Music Operators of New York, New York.

March 27 — The Kansas Operators Association, Kansas City.


May 7 — Oregon Automatic Merchandising Association, Port-O-Cull, er, Verde Island, St. Peters-

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

May 24-25 — Atlanta Automatic Merchandising Council, awning, Atlanta, Ga.


June 6-7 — Texas Automatic Merchandising Exhibition, Sheraton-New York, New York.

Sept. 5-7 — Music Operators of South America, Punta del Este, Uruguay.


Distributors Sought

For French Games

NEW YORK — Distributors, or operators equipped to import

DERBY COMPETITION is one of five games being offered by Les Ets. Rene Pierre in France. The company's New York representa- tive, Charles Raymond & Co., Inc., is seeking importers who could distribute the games in the U. S., games, are being sought by Charles Raymond & Co., Inc., here, representatives of Ets Rene Pierre, a French games manu- facturer. Five games, all adaptable to American conditions and multiple prize, are available.

Charles Steindelke, vice- president, said last week that the top of the line consisted of a new Derby game, Derby Competition, it is a variation of the football gambling game.

Other games are Tan-Tam, a two-player operated with pads-Dez, small Export Derby; and Football Derby Luxe, another football-type game with desirable features.

Steindelke said the units must be imported by the distrib- utor. Operating profits are to be based on 10 sales and 50% of the line.

OTHER "COINCIDENTLY ON BEING A GOOD LISTENER"
TOM EMMS

More 25¢ Vending, Flexible, Pricing, New edible Items Predicted for 69

DALLAS—The new year will find operators switching to more quarter merchandise, nickel and dime edible items and testing new methods for vending them. This was predicted by Tom Emms, vice-president, Graff Vending Supply Co., Inc., North Dallas branch. The firm, with warehouses in six cities, is the newest branch of Tom Conner is the new manager of the Houston branch.

"By necessity, vendors will have to increase their quarter, two-inch capsule business. The industry is trending toward more Novelty items. "There will also be growth in nickel and dime edible items. Any manufacturer with the ability to experiment will find they can get their share of testing purchases." Emms said.

The recent increases in the prices of 1-cent gum has not overly discouraged Emms. "I'm certainly not of the opinion that the penny piece of gum will be phased out of our industry."

New Pricing

"We're giving operators a chance to give better coverage to locations and experiment with multiple pricing. By using a machine that gives two or three for a penny and five for a nickel we think the added volume from 5-cent purchases will offset the price increase."

Graff Vending is headed by president Floyd Price. Managers of other offices are Joe Hines, Charlotte, N. C.; Milton Hamp ton, Oakland; and Robert Sunday, Seattle. Emms said each warehouse has that separately and all buying is centralized out of the headquarters here.

"COINCIDENTALLY"

Public Relations Vs. Publicity

The two nouns in the above headline are not synonymous. Granted, they are frequently used interchangeably, and it is that confusion of the two concepts which is frequently one of the first halting steps toward poor public relations.

"Publicity" as applied by specific definition to the business-man community context, is the continuing process of relating to the community in a harmonious and constructive manner. "Publicity, in terms of the same context, is the process of making the general public aware of our salutary relationship. Obviously, the establishment of viable rapport with the community must precede any publicity effort. Frankly, there must be something to publicize. And in the competitive process of molding community rapport, how a man conducts his business is as important as what extra-business community and civic affairs he involves himself in."

On this point, we like what former Music Operators of America (NOA) president John Wallace once told a state trade association group in a speech called "The First Step to Good Public Relations."

"Take your vehicles to a good key painter. Wallace was stating public relations' most fundamental principle."

(Continued on page 71)

Texas Candy
Firm Planning
More Items

DALLAS—The formation of Pogo Galore Co. here by veteran candy and nut processor C. C. Bennett points up the continued expansion into edible merchandise on the part of bulk operators. The firm, now offering over 15 different candy and nut items, expects to introduce 5- and 10-cent jawbreakers shortly and may gear other items for bulk machines.

Bennett, whose activities as a processor date back to 1926, has steadily expanded in recent years. In 1957 he purchased the Fisher & Brown Co. here, which was a Northwestern Corp. distributor for 20 years and had a part candy department. Last year he bought out the Ball Nut & Candy Co., also located here, and a number of assorted nuts.

At one time the firm was one of the largest producers of lollipops in Texas. Other items have included nationally-marketable items, i.e., "Rainbow Taffy and Sunset Strip," the latter a 12-inch-long taffy item. Prize Peanuts is another item the firm has specialized in.

The bulk vending industry's involvement in candy and nuts is growing," Bennett said, "and this is our reason for expanding as a supplier."

(Continued on page 71)
CATCH SEEKBURG BUCK FEVER!

(AND A PROFITABLE CASE OF TWO-FOR-A-QUARTER)
THE NEW GEM...THE CURE FOR FATIGUED PROFITS WITH OPTIONAL FEATURES THAT WILL INCREASE COLLECTIONS 30% OR MORE

Featuring... dollar and two-for-a-quarter play... rapidly being accepted throughout the industry... so why not get on the Seeburg bandwagon!
Suffering from high tension overhead and fatigued profits? Then here’s the sure cure... Seeburg Buck Fever... and a mild case of two-for-a-quarter. They’re good for what ails your sagging profit picture.

And what ails you most is what ails everybody... out-of-sight overhead... skyrocketing costs... and shrinking profits. Take inventory. Can you think of anything that hasn’t gone up? Wages. Cartage. Parts. Plus your own cost of living. Will they come back down? No! Is there something you can do about it? Yes! Switch to Seeburg’s two great options: The Dollar Bill Acceptor and Two-For-A-Quarter Play. It’s a fact! Both will help increase your dollar volume and profit without increasing overhead.

It’s been proven in installations throughout the country where operators report collections up 30% and more! These two features not only mean more plays... but they give you the highest override in the industry.

And Seeburg’s "Dollar Bill Special"... a dollar’s worth of pre-selected music... is another plus for more profit. So, fight back against escalating overhead... with Seeburg’s Dollar Bill Acceptor and two-for-a-quarter play.

Call or write your Seeburg Distributor now.
Diversification: Martin & Snyder's Jim Defines It

By HAL REVES

DETROIT—Diversification is the only way to make money in the coin machine operating business, according to Jim Hamilton, sales manager of Detroit's Martin and Snyder. Hamilton knows the meaning of diversification, having started Triangle Industries, in another department of the already diversified distribution firm.

His title is sales manager for Martin and Snyder's Michigan operations, with headquarters in the Detroit suburb of a building in Park. Here he makes regular trips to dealers and distributors in the promotion of parts and accessories for vending machines, and has worked through various segments of the industry itself in the past decade.

After serving two years in the Army, Hamilton entered the vending and gambling equipment industry in 1946, and in 1949 joined 45-year-old Chrysler Corp., whose headquarters are in Highland Park. Here his duties involved extensive travel in most parts of Western Europe. The duties which the company had to sell their product, which he carried with him throughout his entire 1968 trip, were $438,067, $248,728 and $139,608, respectively.

About 18 months ago he established a different department—the wholesale products division. He says, “The whole purpose of the new department is to make a complete one-stop operation for the operator. He can get everything, from buying machines and parts to financing to new models.”

Some time ago he took on duties as manager of games and amusement machines, and is in fact manager of practically all Michigan operations except music and records. Now, he says, the firm operates a busy one-stop operation for music operators.

“Right now, I'm becoming personally diversified,” Hamilton said. “I find I am in the course of learning more about the music business,” hoping in this way to qualify himself for wider responsibilities.

“Diversification is the only way to do business,” Hamilton said. “You cannot stay in just one line. You must be able to help someone who wants to buy a pool table, as well as the man who wants a phonograph or a vending machine.”

“At least in vending, I feel I am well qualified as anyone in the industry. I can survey a location and I can tell a customer what his needs will be, with work potentials, and make up profit and loss statements. Almost any machine will work today—the additional service you can provide is what makes for sales to customers—as well as repeat sales.”

Aware of broad industry trends, Hamilton plans to assume a more active role in his Music Operators of America membership. He is also an active member of the Executive Food Service Association.

Hamilton takes time out for his major hobby: antique cars. He is living in a 1931 Packard, and he says, “This Packard has been completely restored. It's the only car it has to work every time.”

Other personal activities are minimal. Hamilton said, “Personally, I have no time left. This is a 24-hour-a-day job. I get as many calls at home at night as I do at the office. This is not an 8-to-5 job by any means.”

One of his recent service activities has been on the advisory committee for the University of Michigan College, another subcommittee, which is developing a kindergarten in automatic retailing. He lives in the suburb of Birmingham, which has the two largest plants between the Martin and Snyder offices.

Hamilton's present active sport is golf—which he plays “when I get a chance.” But he admitted that he had only a “high handicap.”

Hamilton justly takes some pride in the recent recognition for his office as the No. 1 Seeburg distributor in the country, which he has been awarded. The company's overall profits of $31,558, 3,700 and 4,945, respectively.

GEORGE GILBERT, international vice-president of Seeburg Corp. (just to left of phonograph) poses with a group of industry people from many parts of Europe. The Sepia portrait is of Seeburg president at Seeburg recently. the company's new Seeburg model, 1968 was presented.

Japanese Yuppies Like Pingames

TOKYO—The greatest growth of the past year has been in the market for Japanese yarns, said William McDonald, president of the Textile Corporation of America, which is a subsidiary of the Textile Corporation of America. The company has been selling yarns in the country for over 50 years, and it is now considering the possibility of establishing a sales office in Japan.

1968 Summer on Kuroshio

AICA Honor for Banker

PHILADELPHIA—J. Harrison Jones, chairman of the board and chief executive officer of the Continental Bank and Trust Co., has been selected as recipient of the Humanitarian Award of the Coin Machines Department of the 1969 Allied Jewish Appeal—Israel Emergency Fund. Jones was named by the executive committee of the division's campaign kick-off dinner at the Philadelphia Club.

Sponsors of the event, which will be attended by some 100 area leaders of the coin machine industry, are Joseph Ash, head of Active Amusement, and Albert M. Rodstein, head of Macke Vanier Vending. They are the trade council associate chairman, David Benvenist, head of Silverstein & Co., executive secretary of the Amusement Machine Association of Greater Philadelphia, and Marvin Stein, head of Eastern Music Systems, who are Trade Council vice-chairmen; Harry Stern, president of the Industry association, and Leon Wein, division chairman.

Weiner expressed his appreciation of the division's division, that Jones, a distinguished figure in the city's financial community, civic and philanthropic affairs and who has strong ties with the Coin Machine industry, has agreed to lend his full support to the campaign effort to help needy Jews throughout the world. The Continental Bank and Trust Co., dating back to when it was Broad Street Trust Co., and before that the Liberty Title and Trust Co., was the first financial institution to recognize the potential of the coin machine industry and to give financial support to both operators and distributors.

"MEET THE BRASS," a special program for Rowe International, Inc., distributors during a recent sales meeting in Mexico City, featured the top executives of the company. Jerry Marcus, vice-president, treasurer; Dick Mueller, vice-president, marketing; Harry Martin, executive vice-president, parent firm, Triangle Industries, Inc., and Joe Barton, vice-president, domestic sales.
What's Playing?
A weekly programming profile of current and oldie selections from locations around the country.

Baton Rouge, La., Location: C&W-Lounge

GENE SHARP, Programmer.
State Novelties Co.

CAROL HUMES, Programmer, Cannon Coin Machine Co.

LARRY GEDDES, Programmer, Leonard Jones Music Co.

INDIANAPOLIS, Ind., Location: R&B-Social Club

Texas Firm Plans More Items

CAROL HUMES, Programmer, Cannon Coin Machine Co.

LARRY GEDDES, Programmer, Leonard Jones Music Co.

If your competition is giving you location trouble...you may find the answer to this problem by operating the Israel Automatic Coin Vend, the new Victor...

SELECTARAMA®
77-88 CONSOLE

With six different combinations to select from, to fit any of your locations. With a variety of combinations and coin combinations to choose from, with a seating area, this machine can be used for both games and novelties...different areas.

VICTOR VENDING CORP.
1320-23 West Grand Ave.
CHICAGO 22, ILL.

Coin Machine News

Public Relations Vs. Publicity

Macke PR Plug For Philadelphia

PHILADELPHIA — Macke Variety Vending Corp., in a major public relations effort, has teamed up with the Convention and Tourist Bureau of Philadelphia. In cooperation with the city, the Macke company printed 125,000 matchbooks with the slogan: "You'll Enjoy Surprising Philadelphia"

"We have had many companies join us to help promote our city and remind residents and visitors alike of the location and telephone number of the Tourist Center, where complete tourist information is available," said S. Raymond, president of the city's Convention and Tourist Bureau. "Macke Co. is to be commended for its efforts."

Angelo Musi, general manager of the Keystone Region

More Items in 25 pound boxes featuring a poly wrapper around the products.

Products consist of Mission Almonds, mixed nuts, cashews, Virginia and Spanish peanuts, Sparkling mix, Imperial Fruit Buttons, Imperial cinnamon, Raindrops and medg-ers Boston baked beans in light or dark hard shell, Chocolate Puppies, monogent jelly beans and two varieties of gum are also offered. The new basement will be available with a candy or gum center.

Bennett, who at one time had 10 factories, said Ken Keeley is the sales manager and Robert MacMillen is in charge of bulk sales.

and a corporate vice-president of the Macke firm, added: "We are pleased to co-operate with the Convention and Tourist Bureau. The books we have distributed will remind all those who strike a match that the Tourist Center is ready to assist with information on what to see and do in Philadelphia."

Frank Musi, a salesman for the Macke company, said, "We feel that it is a fine idea to have the books at hotels and restaurants where people can get a quick look at what we have to offer."

Our New Coin Master, Service COINMASTER

There are insurance companies most successful with publicity are those who know they have a good thing going and are enthusiastic about it. And enthusiasm costs a lot less than a PR approach.

Let's put our best foot forward first, though; then we'll not be putting it in our mouth.

You'll Profit More with DAVID ROSEN

Send for Our New Complete Coin Machine List


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

BALLY

FOR TOP EARNINGS IN EVERY TYPE OF LOCATION EVERYWHERE

160 SELECTIONS

150 Film and 150 Records

Prices from $12.75

BUY

SPECIALS! COMPLETE, AS IS

ROW 137 HOT FOOD COINMASTER... $75
ROW 131 PASTERY... 75
ROW 147 ALL PURPOSE (1 1/4 HP).... 100
ROW 14 AMBASSADOR, COINMASTER, 40¢-45¢ 40
ROW 14 AMBASSADOR, ALL COIN 70
ROW 77 CANDY, COINMASTER... 90
ROW 77 CANDY, 25¢ CHANGER... 125
ROW 885 Single Cup COFFEE... 425

BUY METAL TYPES

Vending Aluminum IDENTIFICATION DISC

WHY?
1. LITE-TIME INCOME
2. TROUBLE-FREE OPERATION
3. ONLY 18¢ A DAY

ROW 131 N. WESTERN AVE.
CHICAGO 22, ILL.

EV 4-1210

YEAR IN YEAR OUT,

Send for Our New Complete Coin Machine List

For Biggest Values - Lowest Prices

Write for complete 1969 Catalog of Photographs, Vending and Games

ESTABLISHED 1934

ATLAS MUSIC COMPANY
2122 N. WESTERN AVE., CHICAGO, ILL. 60647

ARMAGNN 5-5005
On Being a Good Listener

Well, meeting the challenge requires a good ear and sound judgment based on specific and up-to-date knowledge of both today's music and the tastes and whims of clientele in every location category. There's no getting around it. Good programming takes a pro.

Jukebox programmers today, now that several large labels are mailing white copies to jukebox operating firms, have increased opportunity for singles auditioning. Some operators are taking advantage of and profitting from this service. But many aren't.

Buddah Records vice-president Neil Bogart is convinced too many operators are not listening to new releases, but are rather ritualistically programming from the charts.

"If I have a hit single," Bogart said, "the operators are going to buy it whether it's stereo or not. If I have a stereo single, then it has to be a hit to produce jukebox sales. So why should we bother with the extra costs of stereo. Of course, if I knew the operators were going to buy a single before it moved up on the charts, then that would be a different story." What Bogart would like to see are expert jukebox programmers who will spot one of his stereo singles and jump on it before it creates a stir on the charts. He vows that when jukebox programmers develop that type of ear, then not all the stereo singles they want.

With that type of ear, jukebox programmers will force the entire business to take note.

Distributors From 19 Nations See Wurlitzer

VENICE, Italy—Distributors from 19 countries, from Norway to Zambia, attended the recent 9th international phonograph distributors meeting organized by Wurlitzer.

In his welcome to the guests, Hans Scheidegger, vice-president of the Wurlitzer Company and president of Wurlitzer Overseas AG of Züg, Switzerland, said that despite growing difficulties in some markets, his company had increased sales 30 per cent during the first five months of this year.

Contrary to opinions expressed from time to time, the jukebox industry was a prospering business and 1969 would prove to be a record year.

Dr. Wilhelm Foelkel, president of Deutsche Wurlitzer of Hüehorst, Germany, said that his company also had a very successful year, the best in the company's short history.

Later Scheidegger unveiled to delegates the new Wurlitzer Americana III and Dr. Foelkel presented the new German-made 100-selection Lyric model and a new phonograph, the Tarock, built like a chest and designed especially for locations which eschew the standard jukebox design.

Dr. Foelkel said that the 1969 Lyric models were brighter than their predecessors, but there had been no major technical changes because the success of previous models had proved that radical changes would be a mistake.

Programming Links

* Continued from page 65

& Brazil '66; "They Don't Make Love Like They Used To," Eddy Arnold.

One cover Larson is currently betting heavy on is "Goodnight My Love," by Paul Anka. "This is one that the one-stop didn't recommend but which I had a lot of confidence in. I saw Anka perform it on television."

Adult party records are also becoming important to Larson. "Beep, Beep Song," by Big Rock and the Tad Poles; "Two Old Maids," "I Love You, Waltz;" "Pool Game," "Golf Game," and "Jeb and Cousin Easy" are some examples.

"I've sold over 200 copies of 'Beep, Beep Song' in locations where the patrons have been begging for them."

Redisco Stereo LP's

* Continued from page 65

ners and starts looking for five titles. He can easily find two, then he is attracted to the albums and realizes he's going to hear three songs for his second quarter.

Redisco constantly mails its promotions to all jukebox manufacturers, major record distributors and one-stops.

Ray Lawrence, based in California, is covering 11 States for Redisco "and showing good results," Buchman said. "This is sort of a pioneer project and we're finding that stereo LP's are gaining slow but sure acceptance by operators."
The new Rowe AMI Music Miracle Breakthrough!

- New — No lubrication for 5 years
- New — No preventive maintenance for 5 years
- Rowe Alarm System (Standard Equipment)
- New 5-Year Warranty
- New RoweVue Slides
- New Change-A-Scene Front Panels
- New "Wall-of-Sound" Side Speakers

Rowe international, inc.
A SUBSIDIARY OF TRIANGLE INDUSTRIES, INC.
75 TROY HILLS RD., WHIPPANY, N.J. 07981
when answering ads . . . Say You Saw It in Billboard
You Put in the Co(ffe), Sugar- music, Ricardo Del Turco (CGD)

"La Pioggia" (The Rain), Sugar- music, Gigliola Cinquetti (CGD), and Francoise Hardy (CGD); "Un Ora Fa" (One Hour Ago), RII, Fausto Leali (RII); "Custodie Mia" (A Song of My Home), Usignolo, Sergio Somma (FGT, Ceta); "Alla Fine Della Strada" (At the End of the Road), Sommuc/SACAR, The Clas- sics (SAAR) and Junior Magli (SAAR); "L'Idolo" (The Idol), Ricordi, Wilma Goish (Ricordi); "Le Belle Donne" (Beautiful Women), Curci, Roberto C. (Car- owell).

There will also be a good showing of foreign artists at San Remo, but far less than in previous years due to restraining pressures of CISAS, Italy's art- ists and entertainers' guild, and UGC—Union Cinematografica Italiana, the Italian Singers' Union as well as the difficulty of harmonizing ethnic music and other international artists in with the national style. In addition, CISAS and UCIC have pressured San Remo Festi- vale to broadcast the final night of the festival. CISAS claims that RTF, an Italian-European union group which has re- fused to appear in CISAS-based UCIC have threatened that unless RTF consents, no French singer will be allowed to participate. Usually the final night of the San Remo Festival is televised "live" by European members in Western Europe and filmed for delayed transmission by Inter- vision in East Europe and by other TV companies in South America and Asia, where in addition to even more ex- tensive television rights. A Radio- Tei spokesman confirmed that the festival organ- izers do not respect all CISAS requests.

MILAN — Adriano Celen- tano, one of Italy's top singer- composers, has expanded and reorganized his record and music operations. The production of records, formerly handled by his wholly owned unrelated company, Clan Celenatano, will be handled by a new allied record company, Clan Celenatano s.r.l. in which he holds all but one-third interest, as well as his wholly owned company. Celenatano's most important partners in the new company include Alexander Pints, 47, a Roman lawyer with connections in Italy's film industry, and Mario di Maggio, also of Rome. Celenatano is involved in four companies, Clan Celenatano s.r.l., for which he will produce a minimum of one record a year for the next five years, and which says Celenatano, plans to expand its field of moviemaking and TV.
MANILA—The dormant Impresarios Association of the Far East will be reactivated early this year with the help of impresario Alfredo Lazano and Hong Kong impresario Ho Chee Seung.

Ho Chee Seung, who has been a member of the association for several years, has been the driving force behind the reorganization. Lazano, a well-known impresario in the Philippines, has also been a member of the association for many years.

The reactivated association will be called Impresarios Assn. To Be Reactivated. The organization will promote top-caliber Asian artists in the Philippines and will work to bring Asian artists to Europe, the United States, and other countries.

Hong Kong will be the center of the association, and Lazano will be the head of the organization. The association will work to promote Manila's cultural and artistic events.

Pact Expires, Bravos Split

MADRID Los Bravos, Spain's leading pop group, have disbanded, following the expiration of the four-year contrac-

tion of their contract with Con-

luthia. The break-up of the group, with the name “Black Is Black” was a world-wide hit, was announced by independent pro-

ducer Alain Milhau, who owns Los Pop Tops and Los Caracoles.

The lead singer in the London Philharmonic, will remain under the personal manage-

ment of Milhau but will now embark on a solo career as Mike Kennedy.

κακότερα, the group—

two guitarists, organ, drums and three bass instrumentalists, will no longer be managed by Milhau, are considering offers from several Spanish companies.

London Phil.

For Manila

MANILA — The London Philharmonic orchestra will ap-

pear here in September, its first visit to the Philippines since 1962.

This was announced by impresario Alfredo Lazano who has been negotiating for nearly a year for the London orchestra's Far Eastern tour.

Also set for 1969 is the Vienna Boys Choir.

Lazano hopes to present the London Philharmonic in the Manila Cultural Center.

Yule Sales in Rio Top 57

RIO DE JANEIRO — Yule sales in Brazil have been boosted by the high demand for rock records.

RIO DE JANEIRO — Rio de Janeiro is the capital of music for over 50 years. The city has been the home of many famous musicologists, including Alcides Simonetti, who was a lifelong friend of Paul Anka.

His legacy continues today with his many students and admirers, who keep his memory alive through various events and commemorations.

Montevideo, Uruguay—Radio program "La Cinta de Oro" (Nation CX36) was voted the most listened to program in Uruguay. The program is a hit among record buyers at Harmonic Discs, re-

tail stores of Sound SA (CBS licensees). La Cinta collects information from programmer re-

quests and telephone calls.

The poll was (2) "Desfile de Populares," (3) "Chico Mendes Agente de Su Disco" (CX8); (4) "Modesta de la Noche" (CX35); (5) "Con-

ciencia Musica" (CX26-CX38); (7) "Club de la Tele-

vision" (CX9); (8) "Aquí Esta Su Disco" (CX20); (10) "Senoras Y Senores" (CX8).

It is possible that the exper-

iment will be repeated at other record shops.

"Cinto" Takes Uruguay Poll

MONTEVIDEO, Uruguay—Radio program "La Cinta de Oro" (Nation CX36) was voted the most listened to program in Uruguay. The program is a hit among record buyers at Harmonic Discos, re-

tail stores of Sound SA (CBS licensees). La Cinta collects information from programmer re-

requests and telephone calls.

The poll was (2) "Desfile de Populares," (3) "Chico Mendes Agente de Su Disco" (CX8); (4) "Modesta de la Noche" (CX35); (5) "Con-

ciencia Musica" (CX26-CX38); (7) "Club de la Tele-

vision" (CX9); (8) "Aquí Esta Su Disco" (CX20); (10) "Senoras Y Senores" (CX8).

It is possible that the exper-

iment will be repeated at other record shops.

"Cinto" Takes Uruguay Poll

MONTEVIDEO, Uruguay—Radio program "La Cinta de Oro" (Nation CX36) was voted the most listened to program in Uruguay. The program is a hit among record buyers at Harmonic Discos, re-

tail stores of Sound SA (CBS licensees). La Cinta collects information from programmer re-

requests and telephone calls.

The poll was (2) "Desfile de Populares," (3) "Chico Mendes Agente de Su Disco" (CX8); (4) "Modesta de la Noche" (CX35); (5) "Con-

ciencia Musica" (CX26-CX38); (7) "Club de la Tele-

vision" (CX9); (8) "Aquí Esta Su Disco" (CX20); (10) "Senoras Y Senores" (CX8).

It is possible that the exper-

iment will be repeated at other record shops.
THORON — Although no actual figures are yet available, most spokespersons for record manufacturers agree that 1968's sales figures in Canada would be up on the figures for the previous year.

And they are also optimistic regarding Canadian talent. Said one, "I think that 1969 will bring in the much discussed legitimacy..."

However, several dealers pointed out that while a one-record Beatles album was great for competitors, a polydor album did not have the same effect. Commented one: "When a kid importer 10 to 20 LP, there is no much chance of getting any further impulsion purchases from him at the same time."

Also reported was that Canadian talent has opened its eyes to record companies to programs more control.

New Col. Post For Dunnette

TORONTO — Harry Dunnette has been appointed to head Columbia's new Fender opera-
duction. Dunnette has been working
in Columbia's record dis-
tribution department. His re-
placement has not yet been named.

Recently Columbia decided to install the distribution of Fender guitars and Rogers drums in its head office here.

FROM THE MUSICAL CAPITALS OF THE WORLD

ALEXANDER ZELKIN, CAPITOL/UNIVERSAL/RECORDS, INC.

TOKYO — Polydor managing director Fred Exon left Montreal for a short visit to London to meet with Poly-
dor executives there... Rolling Stones set to play Maple Leaf Gardens, March 11, and publicity man Stan Ohalsey says he is al-
ready deluged with ticket requests... Al Mair, field promotion manager for Capitol in Canada, has been appointed the head office here in the receive the Canadian equivalent of a gold record for "Little Arrows."... Quality has locally pro-
duced single, "Twilight Wor-
mour..."

SOME 1,500 fans turned out in snow and rain to see Polydor's Deep Purple at Toronto's Rockpile club. At the show Polydor's new Ontario promotion chief, Ross Lodger was busy distributing pro-
motion copies of the group's new album, "The Book of Taliesyn..."

Arthur Conley (Accord) appears at Guelph University, Friday (17), Canadian pianist Ken Cheney from Edmonton is a member of the Young-Holt Unlimited, and is featured on their Brunswick album "Souful Soul..."

BEAUCHAMP TO COL. CANADA

QUEBEC — Promotion man Pierre Beauchamp has joined Columbia Records of Canada. Beauchamp, who most recently handled promotion at Mantis, will work on English and Ameri-
can product at Columbia's branch office here.

He reported will continue to promote French product here for Columbia.

LONDON Canada to Distribute Jupiter

MONTREAL — London Re-
cords of Canada has taken over national distribution of Les Dis-
ques SCT, the French record label which would have forced Canadian talent.

And they may have forced them to program more Canadian talent. It entered the home player market in June with a compatible straight 8-track and two plug-in units.

Tour Set for Polydor's Vary

TORONTO — Polydor country artist Mona Vary is set to appear in major Toronto clubs as well as in provincial areas in Ontario.

Promoting her current single, "Blue Eyed Joe," she appeared at the Hotel Central, Ottawa, for a weekend at New York's Whisky Hotel, White-
by, for two weeks (Feb. 3); Hotel Central, Kitchener, one week (Feb. 18); Montreal Hotel, Breckville, two weeks (Feb. 10); and New Glasgow, New Brunswick, two weeks (Feb. 24).

Alex Event Tie On 'Sweet' Disk

TORONTO — Lee Armstrong, general manager of Compco Records, has completed arrangements with Phil Kurnit, acting for Event Records, to distribute future Simply as Witness, "The Sweet," following strong U.S. reaction to the single..."}

Canada's Music Report

'68 Canadian Sales

TORONTO — Capitol Records of Canada has sales meetings here, and in Montreal at the end of December.

Also reported was that New York, newly appointed manager of promotion and ad-
vertising, organized the meet-
ings to introduce new releases and to discuss general company policies.

Renka announced the release of the soundtrack album "Yellow Submarine," by the Beatles, and the first Mary Hopkin album on Apple.

ARC Electronics Bought By Am. Mobile Telephone

L.A. — American Mobile Telephone & Tape Ltd. of Vancouver, Canada, has ac-
quired ARC Electronics, a man-
ufacturer of auto stereo tape systems.

"The sale, involving stock and cash, will make the Canadian com-
pany into the player market."

ARC, now a wholly owned sub-
division of American Mobile Telephone & Tape, will continue to concentrate on 8-track and compact disc, adding any stereo systems she will become more involved in the home market.

ARC's deal to Monarch Elec-
tronic, agreed in principle, will involve the sale of ARC's tape line to Monarch (Aug. 24, 1968.)

"In closing the agreement," Beuker, named general manager of ARC, plans to hire about 10 persons in sales, mar-
keting, manufacturing, and copy

TO THE EDITORS:

WINNIPAGE — Local group, Witness Inc., will be known in future as "Simply as Winess Inc." Set for late January release is the group's new single, "I've Gotta Go" (ApeX), recorded at Sound Canada Studios Toronto.
MEET THE RIFI INDUSTRIAL GROUP AT THE MIDEM

• CANNES

MEET RIFI AT THE 18th FESTIVAL DELLA CANZONE OF...

• SAN REMO

and its artists

IVA ZANICCHI (with the song "ZINGARA")
FAUSTO LEALI (with the song "UN'ORA FA")
WILSON PICKETT (with the song "AVVENTURA")

RIFI RECORD COMPANY
RIFI PUBLISHING GROUP
ROSSI PLASTIC MATERIAL
I.R.I. PRESSING & PRINTING PLANTS
PLAY-CO RECORDING STUDIOS

RIFI RECORD CO.

MILAN (ITALY) Corso Buenos Aires, 77
NEW YORK (USA) c/o Richard H. Roemer, 400 Madison Ave.
ARTISTS IN INTERNATIONAL GALAS

Terez Harangozo (Hungary) — who will receive the 1969 MIDEM Trophy

Zuzo Koncz (Hungary)

Erlis Godmann (Finland) — winner of the 1969 MIDEM Trophy

Jean-Marcel Serrat (Spain) — winner of the 1969 MIDEM Trophy

Ben Cramer (Holland)

Zsuza Honer (Hungary)

Irwin Goodman (Finland) — winner of the 1969 MIDEM Trophy

John Woodhouse (Holland) — winner of the 1969 MIDEM Trophy

No To Co (Poland)

Massiel (Spain)

John Rowles (U.K.)

Bobby Goldsboro (U.S.)

Czerwone Gitary (The Red Guitars) (Poland) — winners of the 1969 MIDEM Trophy

Fifth Dimension (U.S.)

Juan-Manuel Serrat (Spain) — winner of the 1969 MIDEM Trophy

Conway Gibbons (The Red Guitars) (Poland) — winners of the 1969 MIDEM Trophy

Fifth Dimension (U.S.)

Bobby Goldsboro (U.S.)
Salute to MIDEM

MIDEM '69—An Improvement Over Last Year's Event

By MIKE HENNESSEY

CANNES—The Third International Record and Music Publishing Market—MIDEM '69—which opens at the Hotel Martinez here next Saturday (18) for seven days, will enjoy two distinct and vitally important advantages over last year's event.

MIDEM No. 2, though successful on several levels, was marred by poor telephone communications and some particularly disastrous gala presentations.

In both departments, MIDEM '69 promises to show a vast improvement over last year's show.

This year each of the five floors in the Martinez will have a separate switchboard and each office will be equipped with two telephone lines—one for incoming calls and one for outgoing calls.

In place of 1968's national galas, there will be international variety galas in the restored Palais des Festivals auditorium and these programs will be videotaped in color for distribution to the world's television networks.

The galas will be produced by Alexandre Tartas and Georges Folgoas of France and by Germany's Kurt Ulrich. Staging will be supervised by French TV's Matrice and Gilbert Carpenter.

Anticipated attendance at MIDEM '69 is 4,500 people from 40 countries; at press time more than 320 of the 337 offices available in the Martinez had been booked. The offices are equipped with stereo tape recorders and record players.

Two projection rooms will operate permanently during the opening hours of MIDEM for the presentation of films and there will be a stereo auditorium for the demonstration of the latest developments in stereo recording.

An attendance bond in the reception hall of the Martinez will carry photographs of the MIDEM participants and a pilot light will indicate those present in the building at any given time.

In addition to organizer Bernard Chevry's permanent staff of 29, an additional staff of 170 people, including 60 hostesses, will be engaged for the duration of the event. A special co-ordination service will keep all participants up to date on arrivals, departures, galas, commercial transactions and receptions.

As in previous years MIDEM will publish a daily Guide with the latest news, printed in French and English, which will be delivered to the hotel rooms of participants each morning.

The MIDEM Trophy Gala, which will close MIDEM '69 on Jan. 24, will feature many of the top national artists of various countries. In addition trophies will be awarded to the composers and publishers of the five top-selling songs of the year.

An innovation at this year's MIDEM will be the Confound—a national assembly of lawyers specializing in the field of copyright law and other legislation associated with the music business—which will discuss various questions, including sub-publication and the Common Market, and issue bulletins with edited summaries of the discussions.

A feature which was to have been introduced to MIDEM this year was an international business seminars—has been abandoned by Bernard Chevry since he feels that distractions of this kind are more suited for large conferences such as the one which is planned for the Midem participation in the context of the International Music Industry Conference in the Bahamas, April 20-23.

The MIDEM team—organizer Bernard Chevry, seated, and, left to right, Claude Kajouze, public relations manager; Jacqueline Da Tommaso, administration; Xavier Fournier, technical department; Mme. Germaine Fournier, administration; Christophe Iard, artistic department, and Eric Rochat, international department.

Hungarians Regret No 'Serious' Gala

By PAUL GYONGY

BUDAPEST — Hungary's participation in this year's MIDEM was, for a long period, uncertain, because many people in the music industry here regret the elimination this year of the serious music galas.

The Hungarian music industry, though increasingly alive to the pop music market, is very much concerned in promoting new works by native symphonic and operatic composers—in particular Gyorgy Kurtag, Zolti Darlco, Attila Benyo and Sandor Szoldok who, with his second opera, Shakespeare's "Hamlet," scored a great success last November at the Budapest State Opera House.

However, Hungary will be represented at MIDEM this year by top executives of the Kultura Foreign Trading Co., the organization which handles the export of all cultural products such as records, sheet music and books. Kultura will be presenting new pop and serious music recordings in its office at the Martinez together with new sheet music and scores.

The Hungarian record company, Quality, will be represented by its director Jeno Bors. Hungarian artists participating in the galas will be Terez Harangkozo, whose sales last year totaled 500,000; and Zsuzsa Koncz, who will be making a second MIDEM appearance.

Miss Harangkozo, who will receive the MIDEM Trophy for 1967-68, will be singing her greatest hit, "Mindeskeren van egy alma" ('Everybody has a Dreamer'). She and her husband, Ivan Szentes, Miss Koncz, who will sing one of the French songs she recently recorded in Paris for Micro Records. The Hungarian state music (Continued on page 96)

EXTRA GALA PLANNED FOR RISING ARTISTS

PARIS—As a result of the large number of young and rising artists appearing at the MIDEM, organizer Bernard Chevry has planned an extra gala performance for Tuesday, Jan. 21.

This will take place at 11 p.m. at the Salle des Ambassadeurs in the Cannes casino, following the special MIDEM banquet. Chevry commented that the international market would thus have a chance to study the talents of these younger artists, coming from all over the world, in one special show.

Other galas are on Saturday, Jan. 18; Monday, Jan. 20, Wednesday, Jan. 22, (trophy awarding ceremony), and Friday, Jan. 24 (for the MIDEM Awards).

For the first time, he added, the MIDEM galas would be televised in color on video equipment for world-wide distribution to television companies within four days.

These are Britain (possibly), France, Belgium, Switzerland, Spain, Netherlands, South America (Brazil and Mexico). Major European radio broadcasting organizations would also be taking recorded
Working with us means Success
We are present at MIDEM
Salute to MIDEM

U. K. Publishers Out In Force at MIDEM

By GRAEME ANDREWS

LONDON—The British music industry’s participation in MIDEM ’69 will be the strongest of all countries, other than France. British companies have reserved 55 offices at the Majestic (58 have been allocated to French companies) and about 70 British visitors are expected to attend during the week.

A breakdown of the figures reveals that only nine record companies from the U. K. have booked offices, as compared with 46 British publishing firms, several of which are the publishing outlets of record companies.

In Britain, as in several other major markets, MIDEM is increasingly seen as being of primary interest to music publishers. However, a number of British independent record producers will be present at MIDEM, including Mickie Most, Denny Cordell and representatives of AIR London and Shil Talmy.

One company, Apple, which had planned to send representatives from Apple Records and Apple Music, has cancelled its office booking and the office has been reallocated to producer Steve Rowland’s Quorum Music. Other record producers who will be at MIDEM include Page One chief Larry Page, Norrie Paramor and Geoff Stevens.

Several new companies will be making their first appearance at MIDEM including the London office of the Swedish Olga label, and Morgan Records, and regular participants such as Cyril Shane and Curtin have also booked offices. New publishers represented will include Alan Klein Music and the publishing offshoot of NEMS Enterprises headed by Cyril Black. Black’s former company, Screen Gems, will be represented by Jack McGraw.

American independents in Britain will also be in attendance. The joint Liberty/United Artists company will send representatives from Britain and the U. S.A., including president Al Bennett, Cy Zucker, Lee Mendel, Murray Deutsch and Mike Stewart (from the U. S. A.) and Noel Rogers, Martin Dav and Roger Welch from th U. K.

Mike Sloman from MCA will be at MIDEM with Cyril S room from Leeds and RCA visitors from Sunbury Music will include Derek Green.

Only EMI and Decca of the major British record manufacturers have booked offices at MIDEM, although representatives of some of the other companies, including Polydor, will be at Cannes.

Apart from the major publishing houses like Chappell, Evin H. Morris and the France Day and Hunter group, other British publishing companies represented at MIDEM will include Josef Weinberger and the London office of Hansen Put locations, the American show music distributors.

Karel Third Time Lucky

PRAGUE—Czech single Karel Gott will receive the MIDEM Trophy for the third year in succession as the best-selling record artist in Czechoslovakia. Also representing Czechoslovakia will be Eva Pítrova, winner of the International Song Contest and the Sop Festival in 1967.

Supraphon will have an office in the Martinez and other Czech organizations represented this year are Artia, the export company and the Pragokonzert concert agency.

Supraphon is also staging a special promotional gala in MIDE(if which will feature Helena Vondrackova, Marta K. Tuvo, Vaclav Necker, Pav Novak and Waldemar Matousk.

Supraphon’s commercial offices in MIDE(M will be headed by managing director Dr. Vojtech Strnad and will include J. Seda, artistic director J. Kohut, economic director J. Vinar, head of licensing and international department, and Dr. L. Span.

Artists Appearing at Four MIDEM Galas

Adamo—Belgium: Al Bano—Italy: Alexandra West Germany: Amalia Rodriguez—Portugal; Aphrodite’s Child—Greece; Gilbert Becaud—France; Heidi Brühl—West Germany; Adriano Celentano—Italy; Maurice Chevalier—France; Dalida—France; the Equals—U. K.; Sergio Endrögi—Italy; Edu Lobo—Brazil; Elis Regina—Brazil; Fifth Dimension—U. S.; Jose Alfredo Fuentes—Chili; Karel Gott—Czechoslovakia; Gilbert Becaud—France; Bobby Goldsboro—U. S.; Les Guitarras Roupes—Poland; Peter Holm—Sweden; Mary Hopkin—U. K.; Irrestitibles—U. S.; Isao Jurens—Austria; Srscza Koncz—Hungary; Ge Korsten—South Africa; James Last—West Germany; Leonard—Columbia; Moussin Magom—USSR; Musiquel—Spain; Mireille Mathieu—France; Sergio Mendes—U. S.; Antina Morales—France; Os Mutantes—Brazil; Wencle Myhr—West Germany; No To Co—Poland; Pilatova—Czechoslovakia; Patt Pravo—Italy; Gene Pitney—U. S.; Ivan Rebroff—West Germany; John Rowles—U. K.; Juan Manuel Serrat—Spain; Joe Tex—U. S.; Yafa Yarkov—Israel.

Dutch Senc Two Music Committees

By BAS HAGEMAN

AMSTERDAM—Dutch companies attending MIDEM this year include Phonogram/Audit, Bovema, Durcoo, Basso Records and Basart Music Publishing, CNR, Bernet Music, Telram Records and Chappell.

Says Basart’s Ferry Wierink: “We have very good expectations.” (Continued on page 96)

SPAIN’S MOST IMPORTANT CATALOGUE OF RECORDS WILL BE PRESENT IN THE

JANUARY 18–24, 1969
CANNES
(France)

OFFICES NOS. 134–135

CONTACT

J. R. BATALLA
A. G. FIGUEIREDO
J. ALFONSO
A. G. FIGUEIREDO
F. FIGUERAS

DISCOS BELTER, S. A.
Gomis, 1
Barcelona -6
España
Augusto Figueroa, 39
Madrid -4
España

BELTER

U. K. PUBLISHERS OUT IN FORCE AT MIDEM

They will attend in record numbers as British companies have reserved 55 offices at the Majestic (58 have been allocated to French companies) and about 70 British visitors are expected to attend during the week.
ADRIANO CELENTANO
numero 1 de la chanson italienne
number 1 of the italian song
TROPHEE MIDEM 1969

clan celentano s.r.l. records · c.so europa 7 · 20122 milano · tel. 704261
edizioni clan · c.so europa 5 · 20122 milano · tel. 702094
clan distribuzione · via f. corridoni 11 · 20122 milano · tel. 702652
midem · niveau 4 · bureaux 434 · 435
**WHY BE DIFFERENT?**

If you're looking for a vibrant tenacious company with an insatiable appetite for work, your search is over.

**FOLLOW THE SWING TO SUNBURY,** and let us exploit your catalogue

See you at rooms 414-423

**SUNBURY MUSIC LTD.**
ol 499-3901

Also representing Casual Music Ltd.
Sunshine Music Ltd.
Jack Heath, Derek Green

---

**SALUTE TO MIDEM**

**Polish Music Internationally**

By ROMAN WASCHKO

WARSAW — Poland's music industry will be represented at MIDEM for the second time this year and the general industry view is that the event is an indispensable means of promoting Polish music and artists internationally.

Says Jacek Dobierski, managing director of the Polish Artists' Agency, PAGART: "In 1967 there was only one Polish vocalist at MIDEM — Anna German. But last year we had a full representation of artists and business executives and the Polish office attracted crowds throughout the week. We succeeded in establishing many valuable contacts and also negotiated a number of contracts with foreign impresarios. For example, Czeslaw Niemen, the 1968 MIDEM Trophy winner, will be recording his first disk for CBS-Italiana in a few weeks; and the piano duo, Vacek and Marek, received numerous offers for foreign appearances.

"In return, we invited a number of artists appearing in the MIDEM galas to participate in the Sopot Song Festival, including the Spanish group Peret y sus Gitanos. Dobierski regrets that no serious music will be included in this year's MIDEM program and looks forward to its return in 1970 "when we hope to repeat the success we achieved by our 1968 classical gala." Zbigniew Kuhn, deputy director of the Polish Authors' Agency, says of MIDEM: "Only now, when it is possible to assess the developments from the last event can we appreciate the full value of MIDEM. The gathering opens up immense business prospects and gives executives the chance to meet people they have hitherto only known as a signature on a letter. These personal contacts strongly affect the pattern of future relations by increasing confidence and goodwill."

Jan Byrczek, president of the Polish Jazz Federation, says that in one single week at MIDEM '68 he had the opportunity of meeting more people in the music industry than he could possibly have met in months of traveling.

"The continuation of contacts established at Cannes last year was the underlying theme of my entire work in 1968," he says. "Contacts with the Paul Acket organisation from Holland, now being continued with the Campi Music organisation in Cologne have resulted in preparations for the first Far East tour by Polish jazzmen, the Novi group, and in appearances in India, the Philippines, Australia and New Zealand by the Zbigniew Namyslowski Quartet.

"As an editor of Jazz Forum magazine, Byrczek will be bringing with him to Cannes several hundred copies of the latest issue, which is the organ of the European Jazz Federation, and an English language edition of Polish Music Forum '68/69 on "Who's Who" of the Polish music business."

Says Byrczek: "There are many music festivals throughout the world, but no one before Bernard Chevy has succeeded in combining a music festival with a music fair, in the widest possible meaning of the term. Neither has anyone hitherto succeeded in matching Chevy's ability to attract the interest and attention of the entire show business world."

Representing Poland in th MIDEM galas will be the Czesi wone Gitary (the Red Guitars), who will be awarded the MIDEM Trophy for 1967/1968 and the pop-folk group No T. Co.

The Red Guitars are by far top group in Poland.

---

**MIXED FEELINGS FROM FINLAND**

By KARI HELOPALTO

HELSINKI — The Finnish music industry has mixed feelings about MIDEM, and this year very few industry leaders will attend.

Says Osmo Ruuskanen, managing director of Finleyve: "I think MIDEM is a highly important market place for buying and selling and a place where new agreements can be initiated. We are normally on the buy at end of deals, but we also hope to be able to sell Finnish products to the world through MIDEM. Scandia Music's Arto Helen maa, however, feels that MIDEM is less important today.

(Continued on page 84)
First company in the Common Market to have licensing agreements with record companies for duplication and sales of 4 and 8-track cartridges and cassettes.

Ecofina is the first independent company in Europe with a productive capacity of 3,000 musicassettes and 1,500 8-track cartridges a day.

At the service of MIDEM attendees —
Contact general manager Mourad Sabet, c/o MIDEM General Secretariat.

ROBBINS-FEIST-MILLER
A WORLD-WIDE MUSIC PUBLISHING NETWORK

Radio • Night Clubs • Stadia
"Drummers" • Television • Hotels
Ballrooms • Recordings
Restaurants • Special Projects
Background Music

Through its galaxy of star-spangled American and International publisher affiliates SESAC INC. offers superior musical works to the entertainment industry and its listening audiences. One of the world’s foremost performance rights organizations and a member of the International Confederation of Societies, Authors and Composers, SESAC INC. licenses performance, mechanical and synchronization rights.

Universal Songs
For The Benelux

Universal Songs
52, Vossiusstraat
Amsterdam
Phone: 020-799973

Universal Songs
20-24, Rue de l'Hôpital
Brussels I
Phone: 02-112220
SEEE YOU AT MIDEM
SUNBURY / DUNBAR MUSIC INC.

WOULD LIKE TO REPRESENT YOU IN AMERICA
WE'RE YOUNG... WE'RE AGGRESSIVE
AND WE HAVE TALENT TO GIVE YOUR CATALOG MAXIMUM EXPLOITATION

GERALD TEIFER, PRES.
SUNBURY MUSIC, INC. (ASCAP)
DUNBAR MUSIC, INC. (BMI)
1133 AVENUE OF THE AMERICANS
NEW YORK, N.Y. 10036
PHONE: (212) 586-5380

THE BURLINGTON PALACE MUSIC GROUP AT MIDEM
Cordially invite you to contact
JOHN NICE
GENERAL MANAGER
LEVEL 3 329/330

Salute to MIDEM

Attendance Drop From Italy’s Record, Publishing Industry

BY MARILYN TURNER

MILAN — There will be a noticeable drop in attendance of Italian record and music publishing companies at this year’s MIDEM, largely due to the non-participation of Italian affiliates of the big international companies: CBS / Italiana, EMI / Italiana Phonogram the Philips-Deutsche Grammophon company in Italy and Decca.

Nine Italian music companies have booked offices at MIDEM; ten will be represented without offices.

Companies which have booked stands are the CAM group, including CAM Music, Dei Records and EL & Chris Music; Ri-Fi and music; Curel Music and Carosello Records; Clan Music, Clan Records and Clan Distribution; Recordi Records; the Sugarmusic Group; RCA Music and cartridge division and Eseada Alfiero Music ( Philips ). Of these nine only Clan didn’t have an office at last year’s event.

The ten companies without offices are Durium Records and Music; Arison Records and Music; Canengo Music; SAAR Records and MAS Music Miura Music and Records; Eurofina Cartridges; Saint Martin Records and Music; Cefalograf Records and Music; Sera Fine Music.

The Italian music industry seems to view MIDEM more as a showcase or meeting place than as a market place.

A Means of Developing A Market

BY RAFAEL REVERT

MADRID — There will be strong Spanish participation at MIDEM this year as more and more companies are realizing the importance of this event as a means of developing the Spanish record market.

Most of the major record and publishing companies will be representatives of Radio Madrid, the Cadena SER radio network, Spanish television and several other radio stations.

Esteban Garcia Morencos, director of Discos Zafiro, sees MIDEM as of primary interest to publishing companies but also regards it as an excellent opportunity to renew already established contacts with various foreign companies. “The main reservation I have,” he says, “is that as it gets bigger and bigger it presents massive organizational problems which will have to be solved if it is to function smoothly as an efficient market place for music.”

Augusto Alguero, director of the Canciones del Mundo publishing house also underlined the importance of MIDEM as a means of maintaining contact with existing business partners and of making new contacts and finding new outlets for product. He feels, however, that there should be more emphasis on new developments in the music industry.

Representing Spain in the MIDEM Trophy gala will be Novola-Ediga artist Juan-Manuel Serrat, and appearing on one of the international galas will be Novola artist Massiel.

SWEDISH PUB. URGING TWO MIDEM’S A YEAR

BY KJELL GENBERG

STOCKHOLM—“I find MIDEM extremely valuable and most practical way of doing business,” says Sweden’s Music’s Stig An derson, whose company will again have an office in the Martinez Hotel this year.

“The only problem is that it is really too big. I think it would be an improvement to have two MIDEM’s a year—one European and one International. Nevertheless I found many good shots at MIDEM last year which contributed to the success of my publishing company and my record company, Polar, in 1968.”


Rolf Nygren of EMI Svenska AB said that his company, in common with other EMI companies, would not be represented a MIDEM as a record company. “It is an affair of much greater interest to the publishing side of the business,” he said. EMI’s publishing company in Sweden, Edition Odeon, will be represented at MIDEM by Bengt Sundstrom.

Says Lars-Johan Roundqvist of Cupol: “We shall be sending three representatives to MIDEM—although I do not think it is very valuable for the Swedish market. It is a good idea from the point of view of meeting people and making good contacts, but I feel it need to be better planned. Last year I missed a lot of things because too little information was provided.”
**Pick A Chart—Any Chart You’ll Find An MCA Record There**

<table>
<thead>
<tr>
<th>Country</th>
<th>Date</th>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>DENMARK</strong></td>
<td><strong>NOVEMBER 30, 1968</strong></td>
<td><strong>1. GET ON YOUR KNEE</strong></td>
<td><strong>2. LITTLE ARROWS</strong></td>
</tr>
<tr>
<td><strong>AUSTRALIA</strong></td>
<td><strong>AUGUST 17, 1968</strong></td>
<td><strong>1. ORANGE AND THE GREEN</strong></td>
<td><strong>2. NATHANIAL</strong></td>
</tr>
<tr>
<td><strong>BRITAIN</strong></td>
<td><strong>JUNE 9, 1968</strong></td>
<td><strong>1. Grazing in the Grass</strong></td>
<td><strong>2. LITTLE ARROWS</strong></td>
</tr>
<tr>
<td><strong>UNITED STATES</strong></td>
<td><strong>JUNE 27, 1968</strong></td>
<td><strong>1. GRAZING IN THE GRASS</strong></td>
<td><strong>2. LITTLE ARROWS</strong></td>
</tr>
<tr>
<td><strong>ARGENTINA</strong></td>
<td><strong>NOVEMBER 30, 1968</strong></td>
<td><strong>1. GRAZING IN THE GRASS</strong></td>
<td><strong>2. LITTLE ARROWS</strong></td>
</tr>
</tbody>
</table>

**LEAPY LEE**  **THE IRISH ROVERS**  **HUGH MASEKELA**
**THE UNIFICS**  **THE HESITATIONS**  **ROGER WILLIAMS**
**THE STRAWBERRY ALARM CLOCK**  **JOHN ROWLES**

**MCA Records International**
Music Is Our First Name

**MCA Records International**
A Division of MCA, Inc.
LIST OF PARTICIPANTS

ARGENTINA
RCA OVERSEAS

AUSTRALIA
ISSEX
FESTIVAL RECORDS

AUSTRIA
EDITIONS HEELING

BELGIUM
CHAPPELL
DISCREL
EUROVID
EDITIONS FONODIGRAM
EDITIONS JEAN KLOGER,
NEW MUSIC/.
DISORDES HEAL
H. BAUER
SONOREL
WORLD MUSIC

BRAZIL
FERNATA DO BRAZIL

CANADA
EDITIONS ARCHAMBAULT
BRAXY RECORDS AND MUSIC
SMD
SUNWISE MUSIC PUBL.
SUNWAVELEA MUSIC
RCA

COLUMBIA
CONVISOS

DENMARK
HILDEMAR HANSEN MUSIC

FRANCE
AGEA
ALLELUXA – DISQUES MEYS
ANH
BAGATELLE
BARCELAY
B.A.
BELU, BLANC, ROUGE
PAUL BRUSCHER – AMPAGE
EDITIONS MUSICALES BRETAGNE
EDITIONS BRETON
CANETTI
C.B.S.
CHAPPELL
CHASSOT LA MOISSON
CRITICAL
C.D.D.
LA COMPAGNIE
COMPAGNIE DREYFUS
DISQUES NONETTE
EDITIONS ESCOR
ETA – GATINEL
JACQUES GENIEAN
JACQUES PLANTE
JEAN CLAUDE FELKIN PROMOTION
DISCOS
DISQUES DIVISION
EHLIVIENDO
EUROPA SONOR
FREI
FESTIVAL
FANTASIA
ENCYCLOPEDIE SONGUE-DOUVER
EPICE
ESSEX
EUROPARMUS
ESGAR
GRANDE AVENUE
GUIDE DU DISQUE
EDITIONS LERIOTT
EDITIONS LOUISSE
METROPOLITAINS
EDITIONS DU MOLLIN
MUSIQUE EUROPE
EDITIONS PARIS B.
PHILLIPS

PRODUCTIONS MICHEL LEGRAND
PANA RECORDS
P.O.DEAJ JOIDES
SACEM
EDITIONS SALVADOR
SARKWAN
SEPM
SEMPER
SEPHIC
EDITIONS MUSICALES SPORANDO
SIDOVE
STICKWOOD
SUNNY MUSIC
THERAVIORM
TLC
TECHNOSONORE/ORTF
TREPLUM
TUPTI
TROIS MUSIQUE TALES
WALT DISNEY

GERMANY (WEST)
AROLA
AME MISCHVERLAG
BELAPLON
BEKELESHAN
BETA FILM
BLYD BUDE
CHAPPELL
CONNET MUSIC
DISQUE OFFICE
DONGLAS RECORDS
EURODISC
FRANZISK DAY
GLOBAL MUSIC
HANS GESSER
INTERSONG
INTO-N-MANS
INT. MUSIKVERLAG HANS SUEDMANN
INTERECORD
HELLOER DER WELT
METROPHONE
MONTANA
MUSICAL AG
HANS WEWERKA
PHONOSGRAM
POLYRAN
RALPH MARIA SIGEL
U. F. A.
WALT DISNEY
WESTON MUSIC VERLAG

THEUS ARM
KUSSLER

GERMANY (EAST)
A.W.A.

GREAT BRITAIN
ABIGAIL MUSIC
ACTIVE MUSIC
ACUFF-ROSE
ALAN KAYNE
APPLE PUBLISHING
BOWMAN MUSIC
BURLINGTON
BROM ASSOC. PUBLISHERS
B. FELDAN & CO. LTD
CARLIN
CHAPPELL
CYRIL SHANK
DECCA
DICK JAMES
DONNA MUSIC
EDWIN MORRIS
E.H.
ENI
ESSEX
FANFARE
FLAMINGO
FLAMINGO
FRANCISS, DAY & HUNTER
FRANKLIN BOYD
GEOFF STEVENS
GOOD MUSIC
HARRIS PUBLICATIONS
INTONE
JACKSON MUSIC
JOSEP WEINBERGER
KASSMEN
K.L.
LORDS MUSIC
LODRA MUSIC
LUPAS MUSIC
LYNN MUSIC
M.C.A.
MELODIX
MUSIK MUSIC
MILLS MUSIC

MERYN MUSIC
MORRISAN MUSIC
NEMS ENTERPRISES
NORMA PAVARMAN
OLMA RECORDS
PAUL DÔME RECORDS
PAN MUSIC
PRESIDENT RECORDS
DISCMAN MUSIC
ROBBINS MUSIC
A. SCHUBART
SCREEN GEMS
SHADOW MUSIC
SHAPTO-BERNSTEIN
SOUTHERN MUSIC
TRANSATLANTIC
UNITED ARTISTS
VANGUARD MUSIC
WALT DISNEY

GREECE
GRAPIMON
SPYROS PAPIRakis

HUNGARY
KULTURA QUALITON

ISRAEL
HEB AZR

ITALY
ARCHIVIO
ARISTON
BIRKO
CAM
CANDO
CELECHORD
C.G.L.
CHAPPELL
CLAN CELTENAND
CUCI
DURANGO
E. L. & CHIS
EDITIONS SENA FINE
EDITIONS LEONARDI
FONIT CETRA
F.P.A.
HUNA
NAZIONALE MUSIC
PHONOSGRAM
POLI
SANT MARTIN RECORDS
SOUTHERN
TELSTAR

JAPAN
COSSEL
MARA MUSIC TOKYO
SHIKIN MUSIC PUBLISHING

LEBANON
SOBEBE LIBRARIADE DU DISQUE

MEXICO
DISCOS TEJOC
DANASA

NETHERLANDS
BOYAMA
CHAPPELL
CHAPAINS
CHM RECORD COMPANY
OLGA RECORDS
POLYDOR
SOUTHERN NETHERLAND
TELSTAR

POLAND
PAGAT/ARTS POLONA

PORTUGAL
RAIO TRINHOS
TEILA
VALENTIM DE CARVALHO

U.S.S.R.
MELODIA
MIEHARDONOWKA KNIGA

SOUTH AFRICA
FANFARE
GALLO AFRICA

SPAIN
ARMONICO
DISCOS BILIESER
CANCIONES DEL MUNDO
CIRCOLO DE LECTORES
DISCOTECA PAX
ELECTRA
FABRICA DE DISCOS COLUMBIA
HISPAX
DISCOS NARROR
MOVIE RECORD
DISCOS VISARDA
ZHARIO

SWEDEN
METROMUSIC RECORDS
SDA SKA MUSIKFORLAGET
OLLA RECORDS
REIFER & REUTER
SCASON SVENSKA A.B.
SONDRA MUSICFORENADS
SWEDEN MUSIC
SOMET GRANPHON
THOR EINLING MUSIC

SWITZERLAND
CHAPPELL
CODA
HEELING
INT. MELODEMES GENEVE
REVO DISC
RCA OVERSEAS

CZECHOSLOVAKIA
SUPRAFON

UNITED STATES
A & M
ART RECORDS
ACUFF-ROSE
ATLANTIC
ASCAP
Bell RECORDS
BUDGET SOURD
CHANNEL MARKETING
CHESS PRODUCING CORP.
COLUMBIA MUSIC
COLLEGIUM RECORDS
CRESCENDO
CRESTVIEW RECORD DISTRIBUTORS
CRONIA
COUNTRY MUSIC
EDWIN MORRIS
ELECTRA
ESP DISC
EVEREST RECORDS
FLYING DUTCHMAN
GENERAL RECORDS TAPE
GENERAL RECORDS AND MUSIC
GMD CRESCENDO
GREYHOUND RECORDS
GSA PACIFIC INDUSTRIES
HANSEN
HY WILSON
JANUARY MUSIC
JERRY ROSS PRODUCTION
JUBILE CE INDUSTRIES
KAMA SUTRA
L. P. MUSIC
LISSAUSER MUSIC GROUP
MANHOURS MUSIC
M.C.A.
MODERN RECORD DISTRIBUTORS
MONDAY MORNING
MOTOWN
MRC RECORDS
MUSICOR
MUSIC RECORDS
N.M.C. CORP.
ODE RECORDS
P&P ENTERPRISES
RECORD
ROBBINS MUSIC
ROOSEVELT MUSIC CORP.
REDIST MUSIC CORPORATION
R.R. MUSIC
SCHENNIG
SILVERHUNE MUSIC
S.C.L. RECORDS
SPARE RECORDS
TRE MUSIC
UNITED ARTISTS:LIBERTY
VAULT RECORDING
VOS PRODUCTIONS
WHITE WHALE

YUGOSLAVIA
JUGSTON
“A pilot’s ready when I’ll let my family go up with him.”

Captain Chuck Shafer polishes pilots. He teaches them things they didn’t even know they didn’t know.

When a man graduates from our pilot training center in Fort Worth, we turn him over to men like Captain Shafer. He’s the one who decides when they’re ready.

Ready to fly for American.
The Captain looks at his job this way:

“By the time they get to me, these guys are pretty good pilots, but I’ve been in this business at least 20 years longer than any of them. For instance, they know how to land a plane; I teach them how to bring it in like a big swan.

It’s for the extra comfort of the passengers. And that’s the bottom line in our business. Give that passenger as smooth a ride as possible.”

We don’t know anybody who can do Captain Shafer’s job better than he can. That’s why he has it.

It’s the American Way.

Fly the American Way.
American Airlines
Cannes—Artists appearing at the International Promotion Show, a special gala for young and rising stars appearing at MIDEM, include:

Audrey Arno—France; Noelle Cordier—France; Ben Cramer—Germany; Jess and James—Belgium; Gerard Lenormand—France; Anita Morales—France; Marie Lore—France; Loi Rivero—Spain; Eric Robrecht—France; Iris Rantio—Sweden; Dimi Stantik—Yugoslavia.

The gala takes place Tuesday (21) at the Casino, Cannes.

Looking forward to meeting our friends and associates at MIDEM

BOB KINGTON (Managing Director)
T. H. WARD (European Director)

DENNIS BERRY
(Southern Library Recorded Music)
FREDDIE POSER (Spark Records)

SOUTHERN MUSIC PUBLISHING CO., Ltd.
8, Denmark Street,
LONDON, W.C.2.

Salute to MIDEM

EUROPEAN FLAVOR AT MIDEM'S 'YOUNG' GALA

They're making trends in Europe. They're very successful. They're making their noise on STAND 105-106

THE INTERNATIONAL CHART BUSTERS

Abigail Music (London) Ltd.
Dramer Ltd.
Saharet Music Ltd.
Marmalade Music Ltd.
Venice Music Ltd.
St. George Music Ltd.


Rudolf Slezak Musikverlag GMBH,
Planetary Musikverlag GMBH.
Editions Ton und Kunst.
Casseroles Music Inc.

They're young. They're very successful. They're making their noise on STAND 105-106

Circus: Open & Shut Case

TORONTO — New disco-theque, the Electric Circus—under the same ownership as the New York club—opened here and closed the same night.

Owner Stan Freeman held a charity opening but the Circus was so badly criticized by the local press for being unfinished that he decided to close the doors until the building was completed.

No date has been set for the reopening, although extensive radio and TV campaigns continue.

Attendance Drop From Italy's Record, Publishing Industry

try to do business in Czechoslovakia or Switzerland. The joy of MIDEM is that it offers a unique opportunity for all our top people to meet with all the top people of companies like Supraphon and Barclay.

Velona's point is echoed by Ariston's Enrico Bazzini—"Last year MIDEM provided us with the opportunity of meeting the executive staff of President Records of Britain. We didn't do business right away, but the talks which started in Cannes were concluded with the contact we signed last September with President to distribute their catalog in Italy as of Oct. 1."

Davide Matalon, general and international manager of Carosello Records, says: "MIDEM is hectic and chaotic, but it can't be replaced. Add up how much it costs to send our top people to Japan, South America and the U. S. and you see the value of MIDEM. We can meet the same people for a fraction of the expense.

"We can't sell too much because we're tied up with contracts in most countries of the world, but we will certainly be shopping around for new material."

The reason why fewer Italian companies are taking offices at MIDEM this year is summed up by Durium Records' export manager Roberto Mantangian: "We plan to attend with our full staff, but we will not have an office because our experience is that more business is done away from the office. We found that an office tied our staff down too much."

Clun Celentano's owner and top artist Adriano Celentano will be appearing in the final gala of MIDEM when he will receive the MIDEM trophy as the top selling Italian artist in 1967-1968.

Mixed Feelings From Finland

than it was when it was first established. "And naturally we feel it would be a good idea if the location were moved further north one year—say to West Germany—to facilitate attendance by the Scandinavian industry leaders. It would reduce travel expenses, and more consideration for small companies."

PSO's Martti Piha, head of the music department, feels that MIDEM is a fine hunting ground for new songs. "But the event gets too little publicity in Finland. Artists selected for MIDEM hardly get a mention in the newspapers and there is no coverage by Finnish radio or TV."

Representing Finland in the MIDEM Trophy gala this year will be Irwin Goodman (Finley) who is traveling to Cannes with Finley managing director Osmo Ruuskanen.
DIGNO GARCIA

Just received his Golden record for the sales of millions of records during his 10 years with PALETTE.

JESS & JAMES

After their singles Hits as: "MOVE," "Something for Nothing," now a great new album: "REVOLUTION, EVOLUTION, CHANGE." They will perform during the show on January 21st at the CASINO. Come and see them.

WILL TURA

MIDEM trophee for Belgium '66/'67. Again he will receive the Belgium trophee as the best-selling artist in Belgium for 1967/'68.

THE WAIKIKIS

The number One Hawaiian Group released all over the world.

LOS MAYAS

Our strongest ACT on album.

LUIGI

This young artist is developing a great International market. After Lebanon he was for one month in Israel, where his stay was a big success. Next: Italy and France.

We need more space to give you FULL information about all our artists.

We shall be delighted to give all those information at our stands N° 138-139/155-156.
Salute to MIDEM

Dutch Send Two Music Committees

- Continued from page 84

Expectations regarding MIDEM this year and we are sure to enlarge and strengthen our in-
ternational contacts.

In addition the two Dutch committees responsible for the promotion of light music and serious music—CONAMUS and

DONEMUS—will have a special stand in the Martinez.

CONAMUS has produced a special LP featuring 17 original Dutch compositions which cover the whole range of Dutch light music. The album has been produced with the co-operation of various artists and publishers who are seeking to aid promotion of Dutch music abroad.

Philips artist John Woodhouse, who on Jan. 2 received two gold disks for 50,000 sales of his LP “John Woodhouse Verzoekprogramma” and 35,000 sales of the album “John Woodhouse Wereldsuccesens,” will receive the MIDEM trophy for 1967-1968, and other Dutch artists appearing in the galas will be Durroc’s Ben Cramer and Phonogram’s Liesbeth List.

Hungarians Regret

- Continued from page 82

publishing company, Editio Musica Budapest, will not be represented at MIDEM because no serious music section has been set for this year.

Says Laszlo Sarlos, director of the company: “If MIDEM would promote business relations in the field of symphonic music as energetically as it does for pop music, the Hungarian state publishing company would gladly participate. In this case it would be desirable for publishers of serious music throughout the world to get together in Cannes for on-the-spot business talks.”

THE HOTEL MARTINEZ, which houses the 337 MIDEM offices, has had a telephone switchboard installed on each floor. Next year MIDEM will revert to its original location, the Palais des Festivals, which is being specially enlarged.

SAINT MARTIN RECORDS
INVITE YOU TO VISIT
THEIR BOOTH No. 254
(2nd LEVEL)
AT MIDEM ’69

QUALITON HUNGAROTON
RECORDS

Distributeur:
KULTURA
Budapest 62. P.O.B. 149. Hungary

U.S. Distributor:
QUALITON RECORDS LTD.
39-38 58th Street, Woodside, N.Y. 11377

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

JANUARY 18, 1969, BILLBOARD
DIANA ROSS & THE SUPREMES—"I'M LIVIN' IN SHAME" (Valerie Simpson-Featherstone-Terry Ellis and Linda Perry-Terry Ellis-Curtis Williams) (Motown) —Not on the heels of their million seller, "Love Child," comes another winner with a moderate success on the Hot 100 and sales potency of 5-19. This is the closest I've got to some high-grade, solid pop material this week. Flip: "No Other Love" (Valerie Simpson, Linda Perry, Terry Ellis, Curtis Williams). Sales/Top 20.

CREAM—CROSSROADS (Prod. Delia Fappellaro) (Writer: John Amb) (RCA)—Group closed out their third album with this tune. "Crossroads" has achieved a chart status that most of the past tracks have not. Flip: "Painful Love" (RCA). Sales 34

TINY TIM—GREAT BALLS OF FIRE (Producer: Jerry Dozier) (Holland Dozier-Holland, Motown) (BMI)—The unique rhythm styl is very much a hit, the sales of its Top 20 chart hit is just around the corner. Other tracks with a strong rhythmic beat are "I'm Just A Pig" (RCA). Sales: "Great Balls of Fire" (RCA). Staff comments: "I'm just a pig!" (RCA). Sales 100

VOGUES—WOMAN HELPING MAN (Writer: Herb Alpert-134:6) (RCA)—Groups of the '60s depart from their revival kick and come on strong with a new ballad bears with a well-developed rhythm. This is one to watch and sales strong. Flip: "I'll Know My Love" (RCA). Sales

1910 FRUITGUARD—INDIAN GIVER (Writer: Jimmy Ruffin-134:6) (Bobie Stewart, RCA)—Group keeps pace with the pace of "Geebaby Goin' Home" hit: this is a strong rhythm unit with a strong rhythm item. Strong entry for top sales and chart honors. Flip: "Papaw's Gone" (Okeh). Sales 71

JAMES BROWN—GIVE IT UP OR TURN IT LOOSE (Writer: James Brown-Chuck Barbee, BMI)—A strong driving rhythm is present in this track. The Brown unit has been one of the top sellers of the year, with a strong potential for its sales. Flip: "Never Gonna Give You Up" (Casablanca). Sales 324 324

LEAPY LEE—HERE COMES THE RAIN (Producers, Gordon Golliker) (writers: Marion Caesar-Martice ASCAP) "Little Brother:" a hot ballad is on the way. This ballad is rich in strength and has the potential of the top. This one shows that you need to be "Gonna Send Me Love" (Dutchie, Bell). Sales 3246

BULL & THE ME—TWO LITTLE BOYS (Writer: Terry Melcher) (RCA)—One of the solid rock entry could easily prove to be a hit. This is a strong ballad entry with a good amount of potential for its sales. Flip: "I'm Gonna Send You" (Columbia). Sales 3246


MACCOT/ MATTADORS—DON'T FORGET THE FUNKY FEVER (Writer: James Brown) (RCA)—The funky style of rhythm is very much a hit, and its title has been well-developed. This track is strong in its potential and market. Flip: "More With The Groove" (RCA). Staff comments: "I'm just a pig!" (RCA). Sales 11

SOUTHWEST F.O.B.—NADINE (Writer: Dean Corleone, BMI)—Following up their "Swing of New" success, group comes on strong with a solid rhythm track. The follow-up is a hit, and it should reach the top. Sales: "Swing Of New" (Vogue). Sales 40 442

GLEN CAMPBELL & BOBBIE GENTRY—LET IT BE ME (Writer: Don Keesey, BMI) (writers: Keesey-Dozier-Barker ASCAP) The duo made a healthy chart debut with "Ain't Goin' Down," and their follow-up"Let It Be Me" is a strong entry for this week. Sales: "Ain't Goin' Down" (Reprise). Sales 20

PROFESSOR MORRISON'S LULLOPOP—OOH-PAH-PAH SUSE (Writer: Professor Suge, BMI) (GBB) hit the chart this time around with "You Got The Love," and this follow-up should be a hit. This is the perfect fit for the Professor's style of music. Sales: "You Got The Love" (Metronome). Sales 50

HERALD PEOPLE—ANTHROPOLOGY (Writer: Lowell Paddock) (Matrix, BMI) Group made noise with their "I Can't Live Without" (MBR) and this compelling and meaningful lyric ballad, with an easy beat rhythm backing, should bring them into the Top 20 with sales impact. Sales: "I Can't Live Without" (Metronome). Sales 50

MARGARET WHITING—WHERE WAS I (Artist: Goalgol, BMI) (writers: Martin, BMI) One of the stylists of the front and most commercial disc performances that could bring her back to the Top 10 will be "Where Was I?" The Norman Martin emotional ballad builds to a strong production with an exceptional Arnold Kander arrangement. Should: "Where Was I?" (RBMA). Sales 100

DITTY DEITCH—MASCOTs (Writer: Lindsey-Deitcher, Carwin, BMI) Blurred by Jack Lindsey and Tran and the pop and chart, this having performance on a dynamic rhythm track. Sales: "Where Was I?" (Metronome). Sales 50

ELIOSE LAWS—I'D DO IT ALL AGAIN (Writer: T. Totten) (RCA) "Do It All Again" was a strong entry, look to this for potential and market. Sales: "I'm Just A Pig!" (RCA). Sales 100

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

"BOBBY RUSSELL—Carrie (Producers, Russ Cannon & Bobby Russell) (Features: Brothers In Arms) "Little Green Apple" (Billy Branch, BMI) "SIZE" the charts with its "14412 Franklin Pike (Uncle) Here's just the follow-up ballad-beautiful with poignant lyrics that will garner much of the sales of its initial success. Beautifully written and performed. FEW 90022

DONNA SUMMER—Love To Hate Me (Writer: Tom Mark) (Columbia) "Hot Stuff" (Warner) (Rodgers) (Features: ASCAP, ASCAP) "Hot Stuff" is a new story ballad rhythm ball with a solid rhythm item of the week. This is the perfect fit for the "Hot Stuff" (Warner). Sales 21 1978

BARRY MANILOW—Who's Ever Seen The Rain (Writer: Neil Diamond) (Warner) "Who's Ever Seen The Rain?" (Warner) with its catchy rhythm item. This is strong in its potential and market. Flip: "I'm Just A Pig!" (RCA). Sales 11

SECOND STORY—Red Brick House (Producer: Marder & Sellers) (writers: Marder-Sellers) "Double Diamond" (Columbia) "Clever" new group comes on strong with this catchy rhythm track. Sales: "Double Diamond" (Columbia). Sales 9 1978

RIOS—Koight Of The Whiskey (Writer: Bob Sabath) (writers: McGee) "Red" (Warner) Backing, easy beat track entry with an interesting title track has much sales potential for the group. Good blues sound. Columbia 40744 40744

CALIFORNIA—See A Rainbow (Writer: David Robinson) (writers: New York-Philadelphia) (Blackwood/Perkins, BMI) With sound, this is a strong group for the "Columbia" item. Sales 21 1978

DONNA SUMMER—You're Ever Seen The Sun (Writer: Tom Mark) (Columbia) "Who's Ever Seen The Sun?" (Warner) (Rodgers) (Features: ASCAP, ASCAP) "Who's Ever Seen The Sun?" is a strong and popular rhythm ball with a solid rhythm item of the week. This is the perfect fit for the "Who's Ever Seen The Sun?" (Warner). Sales 21 1978

BILLY BARBER—Here's Almost You (Producer, Bill Barber) (Warner) "Here's Almost You" is a nice ballad, with its catchy rhythm item. This is strong in its potential and market. Staff comments: "I'm just a pig!" (RCA). Sales 11

SOUTH WEST F.O.B.—NADINE (Writer: Dean Corleone, BMI)—Following up their "Swing Of New" success, group comes on strong with a solid rhythm back. The follow-up is a hit, and it should reach the top. Sales: "Swing Of New" (Vogue). Sales 40 442

DEEP PURPLE—RIVER DEEP-MOUNTAIN HIGH (Writer: Warner-Chappell-Special) (Columbia) "They With Top 10 with "River Deep, Mountain High," which is a hit. This is the perfect fit for the "River Deep, Mountain High" (Columbia). Sales 21 1978

RAY PRICE—SET ME FREE (Writer: Don Law) (Producer, Pinnock) (Fame, BMI)—The current Putman ballad beauty is given a top five place with a catchy rhythm backing that is loaded with pop potential as well as a country smash. Flip: "Tell Me" (Sunset, BMI). Sales: 40 442

CHADWICK—SOUTHWEST F.O.B. (Writer: Delia Fappellaro) (RCA)—The new group comes on strong this. Don't put it off too long! Flip: "Tell Me" (Sunset, BMI). Sales: 40 442

BILLY WALKER—FROM THE BOTTLE TO THE BOTTOM (Writer: Fred Foster) (Producers, Crwarm-Comsby-Cabell, BMI)—Following up his Top 20 chart winner, "Age of Wars," Walker comes up with his own type of country and meaningful ballad. Another top country performer. Flip: "(No Information Available." Sales: 11 1978

STONENAIL—SOMEBODY'S ALWAY LEAVING (Writer: Frank Jones) (Southern-Howard-Schneider) (Cedarwood, BMI)—"Someday I'll Walk Right Up With You and this compelling ballad will get some airplay. Another top country performer. Sales (No Information Available."

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

JOHNNY & JONIE MOSBY—Just Hold My Hand (Vogue, BMI) 230 338

BILL PHILLIPS—I Only Love You (Capitol, BMI) 30 3024

STEPHANO—Sing A Little Song Of Reunions (RCA, BMI) 30 3024

TEE BITTER—Fancy Thing Happened (The Way To Miami) (Am, BMI) 30 3024

CONNIE EDWARD—He's A Devil (Peschal, BMI) 30 3024

WENDY JANK—Kiss (RCA, BMI) 47 9711

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

SABRE DANCE

by

LOVE SCULPTURE

335
NEW YORK — One hundred and fifty jazz musicians held a planning session here last week to try to get jazz stations to remove the noise, which has been a constant headache for jazz station WLIB in Harlem. The meeting was called by Billy Taylor, a jazz performer who doubles as station manager of jazz-formatted WLFB-FM here. Among the speakers at the meeting were Longines—Sidney Frank of the TRO organization, John Carter, president of the AGAC, Christopher White of the State Council for the Arts and a former jazz musician turned music publicist and concert producer who works with the Jazzmobeil every year in co-production with WLFB-FM staff.

At the end of the meeting was the announcement by Herbie Hancock of a proposed Jazz Musicians Conference with the Harlem Cultural Council. The new institute, already in existence, was proposed now to the City Planning Commission. Taylor said that facilities would include a major concert hall as well as two smaller concert halls.

The main purpose of the meeting was to discuss and put into effect measures to reduce the noise. The idea is that there will be a session where performers used to meet and talk shop.

"I wanted to let jazz musicians have some fun in a vacuum," Taylor said.

Taylor, just wrapping up five special shows on tape for the Kangaroo" children TV series on Channel 2, NY, was the Consultant to trace the history of jazz and performed with his trio, said musicians who were there. They were advised on publishing, places to perform, and people to contact to further their own careers as well as the jazz industry.

Three Hot Merch. Acts Are on the Concert Road

CHICAGO — Three of Mercury's hot rock acts, Linn County, Mother Earth and the Buddy Miles Express, are "on the road" this month, playing at major progressive rock showcases.


Having concluded a series of performances at Houston's Catacombs nightspot, the group has booked a tour of the Southwest, playing music for the Texas State Fair in Dallas, Jan. 24-25; the Grande Ballroom Feb. 7-8; and Chicago's Kinetic Playhouse, Jan. 25.

The group will then swing through a number of Eastern cities.

Tape Award Design

The session, one of the key events of the Conference, will be held Monday morning, April 21, and will consist of two talks: (1) "How the Relationships between Record Companies and Publishers are Changing," by Bob Satter, president, Warner Bros. (2) "A New Method of Record Distribution and Sales—A New Approach to Increasing Revenue and Profits."
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.

FRANK SINATRA—Nevertheless I'm in Love With You PB-3456
NAT KING COLE—Stay as Sweet as You Are PB-148
GLEN CAMPBELL—A Satisfied Mind PB-149
TODAY'S TOP HITS—Hey Jude, Those Were The Days, Abraham, Martin & John PB-150
FINIAN'S RAINBOW—Bugs Flower Chorus & Orchestra PB-152
GLORIA LYNNE—I Wish You Love PB-153
DEAN MARTIN—Young and Foolish PB-154
AL MARTINO—We Could PB-155

MATT MONRO—This is All I Ask PB-156
STAN GETZ—In Concert PB-157
YOU'RE A GOOD MAN CHARLIE BROWN—Songs from the Off-Broadway Musical PB-158
GEORGE WRIGHT—The Lächend Sound of The Wurlitzer Organ PB-159
MARGIE SINGLETON & LEON ASHLEY—Dde To Billie Joe, including Harper Valley P.T.A. PB-217
PATSY CLINE—I Can't Forget You PB-218
HANK LOCKLIN—Queen of Hearts PB-220
WYNN STEWART—Above and Beyond The Call of Love PB-221
FLOYD CRAMER & HOUCHTON ROBERTS—Great Country Piano PB-222
HANK THOMPSON AND HIS BRAZOS VALLEY BOYS—Simple Simon, Simple Heart PB-223

OUR TAPES ARE BREAKING ALL RECORDS.

(And it's no wonder when they're under $5)
HERE COMES THE RAIN

LEAPY LEE

THE FOLLOW-UP TO HIS HIT SINGLE "LITTLE ARROWS"

by "I'M GONNA SEND MY LOVE"

PRODUCED BY GORDON MILLS

DECCA 32436