Ampex Prod. Deal On Rights in High

By LEE ZHTO

NEW YORK — Ampex is stepping up its multimillion-dollar drive for hot independent producers by financing their record firms in return for the exclusive world-wide tape rights to their product.

The latest to join the Ampex fold are Lee Hazlewood and Jimmy Bowen. The Hazlewood and Bowen deals follow the pattern established by Ampex when it concluded its Bob Mersy-Cyclone Records deal as exclusively revealed by Billboard (Nov. 30).

The financing of independent production firms is Ampex's answer to the industry-wide threat of a shrinking product supply for all tape duplicating-marketing firms. It is known that Ampex plans to build a

Panasonic's Cassette Adapter

By HANK FOX

NEW YORK—Panasonic is developing a cassette adapter for 8-track tape CARtridge players. Billboard has learned. It is being developed by a division that engineers from Matsushita Elec-

Latinis Give Hits 2 Lives

By EARL PAIGE

CHICAGO — An increasing number of top-selling U. S. songs are enjoying repeat popularity when recorded by Latin American artists. Such songs as "Honey," now available in at least six Latin versions, are in-

Campus Conflict

By BILL WILLIAMS

MEMPHIS—The dispute between campus bookers and talent agencies over "riders" in contract clauses flared up again at the ninth annual meeting of the National Entertainment Conference held here Feb. 2-5.

The hot issue opened up the possibilities for a wider booking of films in place of "live" talent.

The complex "rider" plan is an outgrowth of "riders" Backed on to contracts by artists and bookers and is designed to give the colleges some bargaining strength. The faction opposed to the plan said it would hurt the legitimate booking as well as the fly-by-night, and could be detrimental to some strong groups. The purpose of the "rider" is to give NEC member schools the same protection which the American Guild of Variety Artists and the Ameri-

THINK HIP THINK BIG THINK BAND THINK HITS

Verve Records is a division of Metro-Goldwyn-Mayer Inc.

The second set of switched-on sounds by tomorrow's top arranger, Pat Williams. And for those who missed the first album...

San Remo Hurls Block at MIDE

By MIKE HENNESSY

SAN REMO — San Remo Festival organizer Edo Radaelli will launch an Italian version of MIDE during the 25th San Remo Song Festival next year.

The venture was revealed by Radaelli in an exclusive Inter-
It's time.

Bless Its Pointed Little Head

Jefferson Airplane

Available on RCA Stereo 8 Cartridge Tape
JOHNNY WINTER, center, talks over his deal with Columbia Records, with Clive J. Davis, right, president of the label, and Steve Paul, his manager.

Col. Signs Winter in Hot & Heavy Bidding

NEW YORK — One of the hottest bidding stories for an artist in recent years came to a close last week when Columbia Records wrapped up a long-term contractual agreement with Johnny Winter, Texas-born blues-rock guitarist. Although no figures on the deal were given, trade sources believe that the months of competitive bidding by several record companies brought the price for Winter up to a “good” six-figure mark. The deal was set by Clive J. Davis, president of Columbia; John Schroeder, Columbia’s manager, and David Geffen, on behalf of Winter and Paul, the singer’s manager.

Winter first came to prominence in an article in Rolling Stone with the Beatles and their Apple operation. Klein said that Camae will be in no way connected with the Beatles. However, as a result of the Beatles’ interest in rock, the singer has spent recent weeks “jamming” at Steve Paul’s Scene in New York, as well as at Fillmore East. Winter’s plan for the future include concert appearances in New England on his first album, which is tentatively scheduled for release this spring.

Summer Slams: Debbie Dick and the Capitols in Action

NEW YORK — Release of the “Gimme Gimme Good Lovin’” by the Crystals, Elephants, and the “Bookends” album, along with Jose Feliciano’s “Feliciano!” and Richard Harris for his “A Tramp Shining,” and Simon and Garfunkel have also fueled the summer’s hits, and new releases in Grammys, respectively, for “Magical Mystery Tour,” and the “Bookends” album. The Beatles,3 and Simon and Garfunkel are also featured on the Grammys, respectively, as “Best Performance by a Contemporary Group, and Simon’s song, “Mrs. Robinson,” is up for the “Song of the Year” award along with “Harper Valley PTA,” “Honey,” “Hey Jude” and “Dark Side of the Moon.” Smith has been tabbed for possible “Best New Artist” award. The Bear Family will also receive the award.

Carleton Visiting DJ’s and Distris

NEW YORK — Joe Carleton, vice-president, general manager of Columbia Records, is visiting Detroit, San Francisco and Los Angeles, meeting disk jockeys and distributors.

While on the West Coast Carleton will also discuss forthcoming recordings with the label’s artists as well as scouting new talent.

WAXIE MAXIE’S OPENS PLANT

WASHINGTON, D.C. — Waxie Maxie’s Quality Music Company, the noted chain of record shops here, has opened a warehouse and office at 5772 18th St. N.W., which heads the operation, said that he had opened two new stores in the last six months, making it necessary to set up a new warehouse so that all stores could be serviced centrally. The new plant will include a lounge for Harry’s Customers of town, complete with fresh coffee, stereo equipment and all amenities.
Executive Turntable

Richard G. Franklin appointed manager, advertising and promotion, RCA Records Club. He will report to James Balitson, who held the position until his recent promotion to manager of marketing for RCA Records Club from Curtis Publishing... 

Steve Tyrell named national promotion director, Scepter Records, with over-all responsibility for the Scepter, Wand, Toddlin' Town labels. Based in New York, Tyrell, winner of the 1968 Bill Gavin Record Promotion Award (year's top promotion) will report to Florence Greenberg, Scepter president... 

Alan Lott appointed national sales representative for Kapp Records, reporting directly to Herb Gerber, national promotion manager. Previously Lott was with Universal Record Distributors as Philadelphia-Mid-Atlantic regional manager... 

College on a Collision Course: Films Vs. Talent

* Continued from page 1

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Charlie Franklin representing the Hubert Long Talent Agency, said the agencies were being forced to not only give interviews to their own to protect the artist. "When an artist doesn't get a fair shake, he has to have something to protect him next time around," he said.

Even though the matter of "riders" on campus contracts brought in the familiar storm of questions and divisions of the four-day conference, Frank Harris, student director of the University of Kentucky who moderated the panel discussion, said "There's a real need for rides in these days of 'beating a dead horse.'" The panelists included D. W. Phillips, UNC-Chapel Hill; Thomas Marchetti, University of North Carolina, and Mike Corey of NEC associate members.

In addition to the "rider" dispute, other factors openning up new avenues for film booking in lieu of, or to supplement "live" entertainment were the availability of "good" motion pictures, and the time demands on students.

Alan Tywan of Tywan Films, Inc., said that his company, which normally would find itself in neighborhood theaters...

Creative Executives to Head NARM's Business Opener

Clive J. Davis, president of Columbia Records.

On the subject of upcoming releases, Davis said of Columbia's "Give a Man Enough Money," a movie released in February, "It's the hit of the season..." He also foretold that upcoming film releases will be "very significant" with Columbia's "The Exorcist" scheduled for release in the fall.

Dean Gunn of Brandon Films, Inc., said, "The market is very good, but our emphasis is on the educational market."

 dick...," the New Sound,"... with guided by

LOS ANGELES — Bill Cosby will make his first appearance at Sunday evening's entertainment seminar, the Ninth Annual NARM Convention at the Century Plaza Hotel, Feb. 28-March 5.

Also on the program, sponsored by the July 5th show, will be Bill Bross, Retta Hughes, Martha Ray and Carol Burnett.

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...
Mongo's
"Cloud Nine" is going great.

MONGO SANTAMARIA
STONE SOUL

SIDE 1
"SEE-SAW"
"SON-OF-A-PREACHER MAN"
"LOVE CHILD"
"WHERE WE ARE"
"HITCHCOCK RAILWAY"

SIDE 2
"STONED SOUL PICNIC"
"WHO'S MAKING LOVE"
"THE NOW GENERATION"
"LITTLE GREEN APPLES"
"CLOUD NINE"

In his new album, we save it for dessert.

On Columbia Records® and Tapes
'Autonomous' WP in Action

LOS ANGELES — World Pacific is signing its own pop musician, producer and pop-rouser while continuing to work in the ethnic areas of jazz and folk. Under its autonomy-to-sign acts directly and in competition with the other labels, WP has signed the Clash from Charlie Green, the Mecys, from Bill McKuen and has Imperial artist Kim Fowley producing a new group, Elfstone. Set for a major promotional effort in the pop vein is Carnival a vocal quartet consisting of three former members of Brazil '62, with instrumental backing and production by Bonnie Howe. 1st U. K. Rock Product The group are releasing its first British rock product from the Ground Hogs and Harper and Rowe, with a more successful act, filling out the release during the next several months. Linsman last worked with the Searchers while he was at Capitol. Dick Bock, WP's general manager continues recording material for these two fields, with Steve LeVere preparing a new series for WP, Bluesmakers which presents vintage blues performers in newly recorded performances.

The first two Bluesmakers albums will be released Feb. 17 and spotlight two Chicago names, George Smith and Shakey Jake. Three other acts, Sonny and Slim, the Oakland Blues Bands and Big Joe Williams, are slated for release.

New product on World Pacific (the Jazz Pacific logo has been discontinued) will be from Michel Legrand and Bud Shunt's first LP of Strings: Collection; Bobby Bryant, Hilton Fel- dor (of the Jazz Crusaders), Richard Richards Holmes and Buddy Rich, who will record his first album of r.b. hits, using Bill Holman charts.

With Rich and his band now playing underground dance/concert halls, WP is looking merchandising his efforts on FM program stations.

WP's other attention-getting jazz attractions are the Gerald Wilson Sextet, a vocal quartet consisting of Sonny Stitt, Bud Shank and French violinist Jean Luc Ponty.

ABC's Oldies Out to Distribute

NEW YORK — The first release of ABC Records' new Oldies, Treasures Chest, was shipped Jan. 12, following a re-arranging of the company's pressing plants schedule to accommodate its new executive and general manager, ordered the pressing plants to concentrate on the new '68 releases.

In an effort to advance favorable advance orders.

The new series features back-to-back old hits on one single. Paul Rizzi, ABC's marketing campaign features individual sales cards, available for browse use.

Artists featured in the first release are Ray Charles, Little Willie John, Jimmy Rodgers, the Impressions, Frankie Laine and Brian Hyland.

Super Kid Be Saluted on Upbeat Show

CLEVELAND — The "Up- beat" syndicated television show, produced by Herman Spero, will feature the music of Upbeat Super Kid on Thursday (20). Jerry Kasenetz and Allen Toussaint, who head up the label distributed by Buddha, will fly with their entire staff to Cleveland, appearing there with the 10 major actors on Super K Records. Besides taping the "Up- beat" show, they will also play the major market in the nation, a concert at Cleveland State University will be held the following Saturday night.

Super Kid, general professional manager of Super K's Kangaroo Music, said that TV appearance will promote the new single, "Super Kid Stand," "The Mike Douglas Show," and 25 local broadcast shows have also been slated for the act. The product is being supported by a 100-city advertising campaign.

The principal involved in the introduction of Tomorrow, a new group, is C.B. Fenske of the post office, New York's Rainbow Grill. From left to right are Don Kirshner, Ben Thomas, Olivia Newton-John, Phil Spector, and Barry Saltzman. The group will appear in a film to be released by United Artists and record on the same label.

The PRINCIPALS involved in the introduction of Tomorrow, a new group, are C.B. Fenske of the post office, New York's Rainbow Grill. From left to right are Don Kirshner, Ben Thomas, Olivia Newton-John, Phil Spector, and Barry Saltzman. The group will appear in a film to be released by United Artists and record on the same label.

Talmadge's Entry Into Racks Purchase Marks Pure Distrib

LOS ANGELES — Sid Talmadge, owner of Sardy's recording studio, is buying "pure" record distributors has purchased Record Rack Service from Sonny Rizin and Ed Mason, to mark his entry into that end of distribution. Talmadge has also acquired from the same principals their United Talent (UTD) cartridge and player distributorship.

Talmadge, a distributor for 20 years here, will operate Record Rack Service and merge UTD into his own two-year-old tape merchandising company. This company has been a supplier of all brands of cartridge music to area retailers. Both sales are on a cash basis spread over one year.

The acquisition of UTD which has been heavily in the player field, enables Talmadge to strengthen his one-cartridge representation in music and hardware.

Record Rack Service has worked for the past few years has lost several key accounts and Talmadge feels this will not prove to be a problem.

He also wants to go heavy into the racking of tape prod- uct through his new acquisitions, and plans to increase inventory and assets of UTD and lease half the facilities at 5873 Roden Drive. The other half of the building will be re- tained by Ricklin and Mason who recently opened the Belair Co., which manufactures 8-track portable equipment in Japan through the Toyo Radio Co. Ricklin continues to op- erate several other companies.

Eschenbach at Tanglewood

LENOX, Mass. — Pianist Christoph Eschenbach makes his Tanglewood debut July 4 in the opening concert of the Boston Symphony's 1969 Berkshire Festival here. Erich Leinsdorf's final concert as the Boston's music di- rector will close the season on July 15. Eschenbach will play the new "Symphony No. 9" featuring soprano Beverly Sills, contralto Kathleen Battle, tenor Richard Tucker, baritone Bernard Haitink, tenor and bass Justino Diaz.

Other solos during the summer will be pianists John Browning, Claude Frank, Earl Wild, Emil Mila, Van Cliburn, Vladimir Ashkenazy and John colin Fricker, violinist Pinchas Zuckerman and Joseph Silverstein, cellist Jacqueline du Pre, sopranos Marilyn Horne, Anne Elgar and Maralin Nkosi, tenors George Shirley, Paul Pincott and Richard Cassilly; baritone William H. Scheible and Karin Borromeo; and oboist Barbara Rachelle Mishalki.

In addition to Arthur Fied- ler, conductor of the Boston Pops concert on Aug. 5, other conductors will include Henry Lewis, Charles Dutoit, Pierre Boulez, Daniel Barenboim, Karel Ancerl, David Zinman and John Browning.
The Temptations have another runaway hit...

"Runaway child, running wild"

and another runaway chart album

"Cloud Nine"
35 Albums for Jad in '69

LOS ANGELES — Johnny Nash's Jad label has 35 albums projected for 1969, including 10 by the singer. All the company's recordings are done in Kingston, Jamaica, where Nash and his manager, Danny Sims, are building an 8-track studio. They precociously record in the Byrom Lee Studio.

All of Nash's albums are in the Latin genre and were recorded prior to the release in the States of his "Hold Me Tight" hit single last fall.

There are albums of a medi-...

New Entries for Grammy

* Continued from page 3

new conductor Seiji Ozawa has been nominated twice, once for his baying of Stravinsky's 'Rite of Spring' and top conductor's honors, he competes with, among others, two previous Grammy winners, like Vladimir Horowitz, Jascha Heifetz and Arthur Rubinstein, and the competitors are a cross-section of established and upcoming stars, while in the jazz field, such veterans as the late Duke Ellington, Woody Herman, Bill Evans and the late Miles Davis will be vying for votes with several new and already established winners.

Numerous winners will be invited to appear on the Recording Academy's annual TV special, "The Best on Record: The Grammy Show," to be telecast over NBC on May 5.

Seyton Sets Up 3-Fold Company

LOS ANGELES — Seyton Music, a publishing company, has formed Great Saint Pro. Ex-

tations, calypso, rhythm and blues, country, Christmas, folk and easy-listening nature. Nash will also expose two new Jamaican rhythms, the raga and rock music. Although the ma-

Juxtaposition of the musicians used on the dates are Jamaican, a num-

ber of Statetone players were flown to work on several ses-

sions.

While Nash chooses to record in Kingston, all the mastering and pressing of Jad records is done domestically. Nash and Sims have leased a home in the San Fernando Valley, a local suburb, and they plan to handle some of the label's administrative chores from here as well as in New York. Jad is one and one-half years old. Thirty-four domestic distributors handling the prod-

uct and individual overseas licensees releasing discs in their countries under the Jad logo.

Want to release 10 LP's In 2 Mos.; WB to Distribute

LOS ANGELES — Frank Zappa's Bijou Records will re-

lease 10 albums in two months, including a double LP by the Mothers of Invention. The entire product will be distributed by Warner Bros.-Seven Arts.

The album of the Mothers of Invention, "Uncle Meat," is a soundtrack LP from an un-

leased feature film that Zappa produced. The LP will come package with a 24-page book-

let.

Other new albums from Bi-

jou include a double LP by 

Lenny Bruce, and albums by the late Billie Holiday, Jeff Simmons, Alice Cooper, a five-man rock group, and "Lord 

Buckley. The February-March release includes three as yet un-


titled packages.

Bijou, which has seven di-


visions, including records, pub-

lishing, TV-radio programming, management, motion pictures and advertising/public relations, will set up an overseas opera-

tion.

Neil C. Reisten, business man-

ager for the entertainment com-

bine, is opening an office in Lon-

don, and will be in Paris to sign from European acts to the label. He will also do advance planning for the Mothers of In-

vention European tour in April.

Aimed at the album market, Bijou plans to build an artist and producer roster around avant-garde/contemporary per-

sonnel.

Lincoln College

Cites Lieberson

NEW YORK — Goddard Lieberson, president of CBS/Columbia Phonograph Company, has received an honorary degree of Doctor of Humane Letters from Lin-

coln College, Lincoln, Ill. It is Lieberson's third honorary de-

gree. He had previously been presented with Doctor of Mu-

sic degrees from Temple Uni-

versity and the Cincinnat-

ian Institute of Music.

Colin in Promotional Drives on Pop & Country Acts

NEW YORK — Columbia Records will be instituting a se-

ries of two-minute-disc promotion campaigns that will feature the label's pop and country artists. Columbia's latest slogan, which was promoted through a RIAA sticker in "solid gold," "Local Love Today's Popular Advertising campaigns were developed, and Williams' album Flyin' Jakes also followed, with window streamers and lighted displays. Williams' TV special was also planned to be featured in the campaign and the sales.

Fox Widens Its Links

* Continued from page 1

agreement was reached. Addi-

tionally, a "chart" format in-

licing arrangement was agreed upon with a further review to be made in May.

In Europe, the Fox Office has assumed direct representation of the company's artists in France. This is a result of the BIEM format change. Formerly, BIEM acted as an independent agency in Paris for the collection of foreign mechanical royalties in France, SEDRIM in Italy, ACUM in Iceland, who set their own local offices.

According to Berman, South America is the next major area in the planning stage. Because the industry has long shown the desire of American publishers, Fox auditors will make a gen-

eral survey of the countries, followed by a country by country approach through the various me-

chanical representation.

With regard to the domestic scene, the Fox Office is reviewing computer licensing to handle some temporary licensing void of 2,000 copyrights. The Warner group of publi-

lishers and the Bugs, the publishing venture, Apple Music, have led the influx of new publisher representatives with several hundred annually being added to the Fox roster of clients. To keep pace with the growing industry, new quarters are needed for the May occu-

pacy. These quarters will double the present capacity, with options to expand up to the end of 10 years.

Contaf Packed

* Continued from page 1

have come from the U.S.: 15 per cent from South America, 3 per cent from the Far East. Records in Jakes, Lincoln, are registering for multiple sales in several countries, and about 20 per cent of the total registrars are bringing with them "trades" buyers. The Jakes program has been devised at an additional cost of $25, with the plan that hotel reservations "are going fast" and that the hotel market has been taken over to handle the overflow.
THE MAN ON THE LEFT IS LISTENING

THE MAN ON THE RIGHT IS SINGING

EXCLUSIVELY ON WARNER BROS.-7 ARTS RECORDS
DEREK

A Cymbal-Tobin Production
'Tales' Tells It Like It Was—Neat, Zesty

NEW YORK — Music for "The Canterbury Tales," based on the 14th Century work of Geoffrey Chaucer, is pleasantly 20th Century, with occasional rock guitar riffs offstage coming from a firmly non-electric like, mounted onstage. It opened at the Eugene O'Neill Theater Monday (3). But if the music by Richard Hill and John Hawkins dips into the pop field (Hawkins was once musical director for the Beatles), the action is firmly, and bawdily, Middle Age. This is no case of "Your Own Thing"—if it

Keshen to UK on Caravan Deals

NEW YORK — Neil C. Rehman, booking manager for Zach Gluckman's New Dawn Artists Management, and the Esmore Productions subsidiary, left for England last week to set several projects for Caravan, a new British group from Canterbury. Rehman will also set details of recording deals and a Caravan tour. He's also looking into a real estate transaction for the group.

Formed just a few months ago by Richard Sinclair, formerly of Wildflowers, Caravan cut a single for Verve Records titled "A Place of My Own." Their Verve album is titled "Caravan."

Al Hirt Special Being Syndicated

NEW YORK — "The Al Hirt Special," a one-hour TV variety show produced by Screen Enterprises, was immediately picked up by the key markets across the country. Jerry Purcell, Hirt's personal manager, said recently that the show will play in 150 markets within six months. Featured on the RCA Caribbean Special are Sarah Vaughan, Dizzy Gillespie and Pete Candoli.

Blues Takes Over in Style at Jazz Club

NEW YORK — The world of music moves closer to the established jazz spot, the Village Gate, took a brief weekend — but possibly regular — excursion (3) into area usually staked out by the Fillmore East. Appearing for the wise "a dine in" recently were BoDez Guy (Van-guard), Albert King (Stax) and King Curtis and his group "The Exciters."

It turned into an all blues evening, with overtones of soul, and as a battle between the two vocalists, Guy and King, honors were more or less even. Given the reaction audience attention and ovation, perhaps more than King, who drove deep into the audience's hearts, with numbers like "Hey Baby" and "Hard Luck and Trouble," unpretically. Curtis, with his up-side-down, left-handed guitar style, but for all his unconventional manner, King was dead down in the standard blues.

Curtis opened with a lot more variety and encompassed more moods, from "Hi-Heel Sneakers" to his show of leaping off stage and wandering among the audience — he has signed the longest gig lead in the business.

Curtis opened with a strong set of (natural) instrumental sounds, although he took time out for a vocal "Crazy 'Bout My Baby" that showed he was no slouch at blues singing. It was an evening that showed the hairline between appealing to a younger audience and winning a blues audience. Bill Graham's Fillmore proved it by putting on jazz acts at one of the few places in the area to get Art D'Lugoff can do the same thing (with restraint) by preserving the integrity of the blues artists at the gate.

Led Zeppelin Fly High

Iron Butterfly, Too

NEW YORK — Led Zeppelin filled at Fillmore East Jan. 31 and, in the first of four weekend shows, the British quintet showed it could develop into the next big super group. Iron Butterfly, who have improved with each Fillmore East gig, also had a fine initial set.

Led Zeppelin, Atlantic artists, have two dynamic performers in their vocalists, Robert Plant and guitarist Jimmy Page. And drummer John Bonham and bass guitarist John Paul Jones also are topflight musicians.

Page, a former member of the Yardbirds, ranks with the top pop guitarists in the world and his performance substantiated his reputation. Plant is a blues-style screamer and wailer, whose vocalizing was wild.

Iron Butterfly had a tough assignment in following Led Zeppelin but the Los Angeles quartet did an impressive set of material from "Ball," their latest Atco album. Tight musically, Iron Butterfly played a good firm-voiced lead singer in organist Doug Ingle.

The stress usually was on rhythm and ensemble rather than in individual solos, except for their version of the American folk number "Man of the Forest," which gives Ingle, guitarist Erik Knit Brain, vocalist James "Jimmy" Sullivan and guitarist Lee Dorrian ample opportunity to demonstrate their considerable talents.

Their set also included their latest single "Soul Experience" and "In the Time of Our Lives," both solid numbers from their latest Atco LP. Both groups scored with well-deserved en-

Ray Price accepts designation as the Inaugural Ball for Texas Gov. Preston Smith. Shown with Price, Mrs. Smith, Governor Smith, and Miss Price at the manning through Minnesota and Wisconsin on a series of concert dates.

Joni Mitchell Gives Top Offering as 'Interpreter'

NEW YORK — Joni Mitchell charmed a packed Carnegie Hall audience on Saturday (1), singing her best songs in her best manner. Except for one number with piano and an unadorned "Song for America," the Reprise artist accompanied herself with guitar.

Miss Mitchell doesn't merely sing a song, the fine folk artist effectively interprets her material. And what a lineup of ma-

Jazz Crusaders Set Coast Tour

NOVATO, Calif. — Jazz Crusade Inc., formed in 1962 as a non-profit organization, is about to put together its first national tour. Band leaders John Mclaughlin and Sonny Sharrock, along with the group's manager, have plans to start a rec-

label.

The seven-man Easy Riders New Orleans Jazz Band's tour will include dates at: Santa Rosa (San Francisco); Groovin' in San Francisco, Monday (17) and Sunday (22), So-

nia State College, University of California at Santa Barbara, the Old Town Square Ebel Theater in Los Angeles (13th); and the Annual Ball in Palm Desert (6).

The company moved here from its former headquarters in Bridge-

port, Conn., last October. Its Jazz Crusade label has released some 24 LP's so far, with plans for a new label, Holo-

gram Records, call for recording the unrecorded talent in the blues, folk and modern jazz field.

Country singer Jeannie Seely has signed a record deal with Producer Norman Petty will re-

cord Larry Santos, the Affection Corporation, and the brief for Stere-o Dimension's Evolution label. The label's manager is the band's manager, and a new record will be the Four Fuller Brothers to Decca.


Butch Lowery joins dots Records, Lead Newport, leader of the Jeff Beck Group, has signed a solo contract with Mercury.
THE DOORS
AND
ELEKTRA RECORDS
WISH TO
THANK YOU FOR
ANOTHER
MILLIONSELLER
San Francisco a Danceland
As Ballrooms Get a Footing

SAN FRANCISCO—In mid-January, this city had not one regularly operating ballroom—Fillmore West. Now it has three, and for long may add a fourth.

When Family Dog Productions was forced out of the Avalon Ballroom in early December after losing a fight for its dance permit, the field was left to Bill Graham.

Then, Jan. 24, two former Family Dog employees, Gary Scanlan and Bob Simmons, reopened the Avalon, operating the dance permit of John Wholey, who leases the building from the San Francisco Ritz Temple Association. On Jan. 31 Fred Ickelson Jr., whose father owns the Holiday Lodge and Pickwick Hotel here, and Herb Lane took their first venture into rock 'n' roll dance promotion, opening Longshoremen's Hall for weekend dance concerts.

And Family Dog is known to be negotiating for a ballroom site near the beach. While arrangements on this are being worked out, Family Dog is operating occasional dances at Winterland, largest dance site in the city.

Ickelson and Lane, who are partners in the operation at the International Longshoremen's and Warehousemen's Union hall, plan to promote dances under Aquarius Productions.

Steve Miller Band, Sir Douglaston and Sons of Champ Fine were among the first to play. The Avalon, with two week nights a week, will open Sunday, Feb. 11.

Julius Wechter and the Baja Marimba Band, A&M artists, play North Texas College of Education, Denton, Tex., Wednesday (16); Northern Illinois University, College Station, Tex., Saturday (19). Reprise's Al Roca Greene plays Yale University, New Haven, Conn., Saturday (15).... The Collectors, Warner Bros.-Seven Arts, play at Stanford University, and Decca's Vic Damone is at Indiana University, Bloomington, Ind., April 12; Lafayette College, Easton, Pa., April 21; Lehigh University, Bethlehem, Pa., April 28; and John Hopkins University, Baltimore, May 2.

Joy-Jones' opening at the London House, Chicago, recently brought out a contingent of Motown personnel and promoter, shown director of national promotion; Jonales J Jones; E. Rockey Jones, president of NARSA, and C.Y., promotion manager of All-State Distributors in Chicago.

At the University of Florida, Gainesville, Fla., Feb. 21; George Jones taped a new recording, "D. C., Feb. 22; University of Maryland, March 5; Princeton University, Princeton, N.J., March 7; University of Indiana, Bloomington, Ind., April 12; Lafayette College, Easton, Pa., April 21; Lehigh University, Bethlehem, Pa., April 28; and John Hopkins University, Baltimore, May 2.

Curzon Plays
Stylish Mozart Piano Concerto

NEW YORK—Clifford Curzon was the stylish soloist in Mozart's "Piano Concerto No. 27" with George Szell and the Cleveland Orchestra at Carnegie Hall on Monday. Despite some flaws, the performance by a virtuoso artist played with grace and appreciation of the last of Mozart's piano concertos.

The concert, which got off to a sparkling beginning with the overture to Mozart's "The Impresario," which has been revised for production on its label, Columbia, closed with a marvelous performance in a nace of "Symphony No. 9." In the latter, the Cleveland was at its best, it's one of the world's greatest orchestras. FRED KIRBY

Suit Against Ho
Rejected by Court

HONOLULU—A local court has dismissed the $2.8 million breach of contract suit filed by Duke Kahamoku's against Don Ho. Owner Kimo Williams, of the Hula Ho Hotel, decided to continue the performance at Duke's although his lawsuit was patched up between the singer and manager.

The differences arose over how percentages were to be paid for his $10,000 per week salary.

Dexter's Scrapbook

Love Sculpture, the Joseph Con- sortium's new tribute to the good Rats, Brooklyn Bridge, Faro's Schmitt Band, the Lemon Pipers and Gog. An explosive gun design was made up of Paul and Louise Farrell but they're not sure of their caliber, artists' rights, and whatnot— the scene gets more perplexing every day. Attired in elegant, luxuriant effect, Mr. and Mrs. Alice Cooper (that's a new five-piece entry) recently clicked off in its capital, Alaskan, with Alice, Mrs. Cooper, and UCLA student John Mitchell. The two showcased a medimn of enthusiasm, as "the second most visually freaky group, captivated, topped only by the Crazy World of Arthur Brown."

Leader Alice, singing in a beautiful baritone, was notably effective with "Nobody Likes Me." And there's a reason, Alice Cooper is a man.

Joni Mitchell

* Continued from page 12

d meaning selection closed the first half.

Among outstanding songs were "The Man With the Blue Suede Shoes," "That's Me," "The Lady Made Me Do It," "A Thousand Miles," "Misty," "Many Rivers to Cross," "Bolero," "Don't Fear the Reaper," "Over You," and "Cactus Tree." She only sang one song that was out of character as she turned it "For What It's Worth" into a sing-along. This was followed by a sing-along in "The Circle Game." Miss Mitchell's personal appearance was contributed to the evening's exception.

FRED KIRBY

FEBRUARY 15, 1969, BILLBOARD
a new high...
STEPPENWOLF
their third million single in a row!
"ROCK ME"
D 4182
Produced By GABRIEL MEKLER
EXCLUSIVELY ON
DUNHILL abc
A SUBSIDIARY OF ABC RECORDS, INC.
TAPES has grown to a list of 37 Sound "country and western Twins. fastest-selling series of 8-track cartridges has proven to be one of the Pak's in Cassette to retail at a suggested list price of $5.95.

Each of these SUPER 8 Cartridges and Cassettes contain twenty top country and western tunes by twenty top country and western artists.

At the NARM convention NAL will introduce twelve additional titles in the "TENNESSEE SOUND" series as well as many other merchandising innovations that should be welcomed by this fast-growing industry.

NAL will be well-represented at the NARM convention which will be held at the Century Plaza Hotel in Los Angeles, with a Hospitality Suite (the Presidential Suite on the Penthouse Floor), which will be open around the clock, as well as hosting a cocktail party for almost a thousand guests on Monday night, March 9th. In addition to the usual exquisite Century Plaza buffet of hot and cold hors d'oeuvres, seafood, etc., NAL will offer New Yorkers an extra treat by supplying them with "Nathan's Famous" cocktail franks, which will be flown in for the affair.

The NAL booth at the NARM convention should be a "free-for-all" of activity with the unique marketing innovations that are being initiated by NAL. If you are a retailer, you too can make your store a "free-for-all" of activity by contacting your nearest NAL distributor to get on the ground floor and cash-in on these new innovations. For the name of your nearest distributor, phone North American Leisure Corporation on the incoming Wats line 800-221-7270 or collect at 221-265-3340.

NEW LOGO for Channel Marketing, manufacturers of tape CARtridges & Phonographs, will identify the company on all packaging, stationery, advertising and displays.


Philo's to Bow Uruguay's 1st Tape Product

By Carlos Alberto Martins

MONTEVIDEO — Enrique Lescano, head of Philips de Uruguay, revealed that the company will be the first to release pre-recorded tape product in this country.

The only configuration which
(Continued on page 22)

San Remo Songs to Get Big Output Play

By MARILYN TURNER

MILAN — San Remo Festival songs were given their first extensive tape cartridge and cassette distribution this year. Compared to just one year ago, when Philips was the only record company reproducing San Remo songs with its EP cassette system, this year there were over six Italian record companies making their San Remo songs available on cassettes and/or 4 and 8-track tape cartridges.

The most extensive coverage is planned by Ricordi, with blanket coverage in all three of the most popular tape cartridge and cassette forms. It will issue an LP cassette on its own called "San Remo 69" featuring its seven San Remo artists: Milt, Ricordi, Bobby Solo, Wilma Goich, Tony Del Monaco, Lucio Battisti and the Dick.

The company will also grant Philips sub-publishing rights for five Philips EP 4-track tape copyrights and cover each with four songs by five Ricordi artists: Rita Pavone, Bobby Solo, Milt, Wilma Goich and Lucio Battisti; while discussions concern Philips' editions of Ricordi's two remaining San Remo artists are in the mill.

A CGD/CBS Italiana spokesman said the companies plan a San Remo LP, cassettes, and a Stereo-8 tape cartridge, but details were not yet available.

Durium, R-Fi and EMJ-Italiana also plan issuing music cassettes and tapes of their programs were not yet available.

Carcosoli and SAAR told Billboard they have no music cassettes and tapes of their programs.

Regarding 4-track, Ecocina of Milan plans to turn out 4-track tapes of its film San Remo, but will not be able to disclose details on labels and artists until later, the company's managing director, Mounard Sabat, told Billboard.

Sir of Turin, another 4-track stereo cartridge duplicator and distributor, also plans San Remo coverage but stated no details are available at present.

functions as a cassette deck with drop-in loading. The listener simply changes the cassette in the device in ordinary fashion and then slides the adapter into the 8-track player.

By utilizing the insertion slot in 8-track cartridge players, Panasonic plans to introduce a full line of tuners and other electronic components which derive their source of power and audio amplification signal from the player's own electronics.

Heart of Panasonic's philosophy is that with the cartridge player as the basic high fidelity component, consumers could purchase all of their audio components for use at home or in the car, with the tuner being activated upon insertion of the adapter. Also to be unveiled at the audio accessories show are five others, including a series of shortwave cartridges. These cartridges have been designed to turn virtually any shortwave receiver into a radio-cassette recorder.

In the past, many music fans have enjoyed AM, FM and FM multiplex and radio pack consisting of combinations of the three. Panasonic is the first to predict the future and the way these combinations can be used together.

No information was revealed as to delivery dates, but reliable sources indicate that some of the radio packs may be set for delivery in three months. Furtive away from production are the shortwave and longwave radio packs.

Auto Accessories Expo to Show Rash of New Products

By JANK YOX

CHICAGO—This year's Automotive Accessories exhibition, opening today (11) and running through Thursday here at the Navy Pier, is expected to unfold several technological advances in the tape CARtridge industry.

To expect the biggest impact will be the newest tape cartridge units employing the Stear slot-load insertion principle. At last year's show, some four manufacturers previewed this type of equipment, but only one, Automatic Radio, was able to deliver product. Now, however, it is reported that many Japanese electronics companies are set for spring production on the unit which permits automatic reversal.

In what is predicted to be the biggest show in its history, some 10,000 automotive accessories industries are expected to visit the 600 manufacturers exhibiting. Of that number, more than 75% firms are believed to be displaying tape cartridge hardware or software. Several companies are believed to be unwinning their tape cartridge waves for the first time at the show.

Another product to be hourly promoted at the Navy Pier are tape accessories and radio cassettes (Continued on page 18)
NEW FACILITIES
NEW LABELS
NEW PRODUCTS

ITCC...A "NEW" COMPANY

GEARING FOR THE MOST COMPLETE CATALOG COVERAGE EVER!

ALEGRE
AUDIO FIDELITY
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4 CORNERS OF THE WORLD
GAMBLE
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ITCO

JAD
KAPP
KAMA SUTRA
LAURIE
LITTLE DARLIN'
MGM
MOBILE FIDELITY
MOONGLOW
MUSICOR
NEW VOICE
PHIL L.A. OF SOUL
PLANTATION
PRIMA
PROJECT THREE
ROULETTE
SCEPTER
SCEPTER/WAND
SEECO

SESAC
SKYE
SPEED
SPHERE SOUND
STARDAY
SSS INTERNATIONAL
STELLA
STOP
TEARDROP
TETRAGRAMMATON
TICO
20TH CENTURY
VEE JAY
VERVE
VERVE FORECAST
WAND
WHITE WHALE

1275 Bloomfield Ave., Fairfield, N. J. 07006 (201) 228-1050
Variety Pack Reviews

COUNTRY SHOWTIME VOL. 2
RCA—P 1273
This cartridge is an entry country show featuring Country Smith, Smithy Harding, and Mary Pickford. New artists are represented with their best material, all tied together by an amiable and thoroughly appealing hostess. This volume includes some of the more pop country cuts such as "Long Time Ago," "You're The Best Thing," and "Crispin" (Ohl Smith).

MORE MUSIC FOR A SUNDAY DRIVE
RCA CAMDEN-TWIN PACK
CBS-5042
This release is a series of cartridges selected from RCA's successful living strings, tape, etc. Each cartridge is a fine blend of varying sessions of standards, show tunes, and pop hits. The sound is soothing, but at the same time exciting.

GREAT MOMENTS FROM GRAND OPERA VOL. 2
RCA RED SEAL-TWIN PACK
R 5053
The three-year minus 13 operas have been packaged in a richly favored cartridge of operas, each made up of the top name performers making some of their best works.

Modern Tape Oldies Series

LOS ANGELES-A 15-title series of oldies hits, primarily of rhythm and blues, has been developed by Modern Tapes.

The 4- and 8-track cartridge series bears the title "15 Original Artist Oldies Hits" and bows a new package design of a gold label against a black case, with titles clearly put together by Joe Birri and Bob DeMain, two Modern executives. It is geared for a more extensive cartridge variety pack series.

Among the artists represented are Sanders King, Richard Berry, Jimmy Wynn, Thompson, the Cadets, Joe Houston, Dee Clark, Jimmy Charles, Z. Hill, Lowell Fulsom, Little Richard, the Spanish Spaniels, Day, Jerry Butler, the Eldorados, Thomas Wayne, the Olypmia, Skyliners, Platters, the Dells, Jack Harrison, Eddie Coolie, Fred Ford, Jimmy [?] Betty, Everett, the J.B.'s, Eddie Harris, Preston Epps, Billy Preston, the Kempeps, Sam and Dave, Gene Chandler, Rosco Gordon, John Lee Hooker.

The 4-track cartridges marks the initial exposure in cartridge form to many of these masters, many of which were released on the Defevela label. Modern has made their own early efforts.

Variety Pack Catalog

CBS

COLUMBIA
COUNTY AND WESTERN STAR TRACK: (10) 8 T 0 1235
POPULAR STAR TRACK: (10) 8 T 0 1236
TELEVISION STAR TRACK: Volume V: (10) 8 T 0 1234
TELEVISION STAR TRACK: Volume VI: (10) 8 T 0 1246
COUNTY AND WESTERN STAR TRACK: Vol. VI: 10 8 10 046
Epic
EPIC COUNTRY: (10) 10108 (10) 10244
COUNTRY STAR: (10) 1276
Capitol
THE BEST OF CHRISTMAS: (10) 12797
THE SONGS OF THE PLANKS: (10) 12707
THE ALL-Star FAVORITES: (10) 12739
THE GREAT COUNTRY STARS SING THEIR HITS: (10) 12761
SUPER JUBLIES: (10) 12759
HUMMERS: (10) 12757
BLUE HUMMERS: EX D 9058
CAPITOL 4 STAR SPECIAL: EX 9743
CAPITOL 4 STAR SPECIAL: (10) 12752

Lib Offers "New Items in Pack"

By ELIOT TISSEL

LOS ANGELES—Approximately 20 per cent of the music offered on Liberty's variety pack series has not been previously released.

Having been able to uncover the masters for the 4- and 8-track cartridges, Wally Peters, the Liberty Stereo-Tape Department manager, plans to now put more time into selecting music from those masters for recording. The idea is to uncover music which can be classified as exclusive to tape cartridges.

Peters worked originally on the label's first 24 variety packs while holding down sales director's post in the tape department. He now has the responsibility and ability to concentrate fully on product development for his interest in delving into the tape library to discover music which can add a special something to this type of pack.

Peters feels that the next release of variety merchandise is slated for this spring. Peters is able to call material from all the Liberty-UA lines in developing a variety pack, and he feels he can use as yet individual UA variety packs, there are some planned for release this year.

Peters plans to get more involved with country and rhythm and blues variety packs. There will be a lot more hit packages and "hot artist" packs, he said. Peters would also like to obtain clearance from artists who are on the UA labels and are now on other labels, so they may use their tracks.

Unavailable as Disk

Much of the variety pack materials which are now available in record form. Henry Mancini's name is on a pack of big bands was of inestimable value in moving that title, he said, but added that it could not be on the "Best Bands in the Land" package included Nelson Kid- dings. On thispakage, the masters were selected from the "statistics of those day".

The company does not exploit the fact that the music has never been released before in its packaging. The field salesmen have been told of this fact, however, and hopefully they will pass this tidbit on to store owners.

Of all the variety packs, two that were standout items: volumes one and two of "The World's Greatest Classic Piano". These volumes were designed to showcase the "solicitation system" employed at Liberty Tape Duplicators' Omaha factory.

Volume one was released in January 1968; volume two was just issued last month. Participating in this second volume are Si Zentner, Bud Shank, the Trombones Unlimited, Viki Carr, 50 Guitars, Johnny Manne Singers and Martin Denny.

Variety packs are issued in 4- and 8-track versions and will continue, because there is enough 4-track business in key areas, to warrant its release. Peters points out.

The West Coast all the way up to Washington, Philadelphia, parts with Peters also pointing to pockets of 4-track business in New York and Miami.

A few variety titles are available in the cassette configuration.

Variety Pack Sales of Select Specialty, Chicago Dealers Find

CHICAGO—Local dealers, with healthy sales as evidence, are reporting a heavy demand for variety packs.

"I think the 8-track variety pack is the hottest thing on the market," said Carol Hyde of Auto Sound, Inc., in Skokie, Ill. "With the variety pack, you usually get the top songs with the top artists. Our big sellers are 'England's Greatest Hits' on London, 'Teen Star Trek' on Columbia and 'Hitmaker' on Capitol.

"Often, a teen-ager will come in and say he'd love to get a certain tape, but can't afford to buy it just for the one or two songs on it. Consequently, the variety pack solves this problem. Also, if a boy comes in and is not sure what he wants, then he can almost be sure that he has something that's going to interest him."

Ray Cloud of Rose Discount Records in Chicago's Loop said he, wished there were more variety packs available.

"I keep telling people that I can't see how you can sit around in a car and listen to the same artist sing the same songs over and over. Isn't the object of music to enjoy the variety?"

"When customers ask for suggestions as to what to buy, I always show them our stock of variety packs. More adults are buying them. I think the teen-agers don't care how long the slices last to the same artist."

Auto Accessories Expo to Show Rash of New Products

By HANK FORT

FEBRUARY 15, 1969, BILLBOARD

Continued from page 16

packs. Automatic Radio is said to be planning a major push for its line of AM, FM, FM stereo and AM/FM units. GW Electronics, too, will seek to draw dealers to its representatives at its radio pack line.

The main excitement, however, is expected to center on Pana-

sonic's expanded radio pack line (see separate story).- Tape cartridge distributors and rack jobbers will also main-

tain large displays promoting their services.
OURS IS NOT THE ORIGINAL
...BUT IT'S THE BEST
...AND IT'S 36 SECONDS SHORTER.
"July, You're a Woman"
Barden
DOT 17208
ATTENTION, JOBBERS & DISTRIBUTORS

The newest and fastest selling Tape Cassette carrying Cases are available at LeBo

COMPACT CASSette CARRYING CASES

HOLDS 12 CASETTES

CAT. No. TA-40

COMPACT CASSette CARRYING CASE


Suggested for $3.79

For the best in tape cartridge and cassette accessories

Compact Cassette

New Cassette Cartridge Carousel

Model 950

Packed Printing

Rose-Wood of California
P.O. Box 347, Redondo Beach, California 90277

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The newest and fastest selling Tape Cassette carrying Cases are available at LeBo

COMPACT CASSette CARRYING CASES

HOLDS 12 CASETTES

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COMPACT CASSette CARRYING CASE


Suggested for $3.79

For the best in tape cartridge and cassette accessories

Compact Cassette

New Cassette Cartridge Carousel

Model 950

Packed Printing

Rose-Wood of California
P.O. Box 347, Redondo Beach, California 90277
Tape CARtridge

Simons: Load Tape
(Plon)
Simons: Close cartridge
(Snap)
Attach wraparound label.
(Zip)

Simons: Attach wraparound label.

PFANSTIEHL'S FIRST and FASTER

PFANSTIEHL CHEMICAL CORPORATION
330 WASHINGTON ST. - RICHLAND, WASH. 99352
WEST COAST, 14757-74, VIENNA, WEST VIRGINIA 22304

Picture of a wire wrapped around a metal cylinder.

FEBRUARY 15, 1969, BILLBOARD
**Tape Cartridge Releases**

- **Continued from page 21**

**AIVIA AUTOMOTIVE** stereo cassette tape recorder and playback models TA-1106B and TA-1107 are the featured items in a new demonstration display unit being offered by AIVIA AUTOMOTIVE, Chicago. The display includes stereo speakers, converter for AC operation and a switch to operate either of the two models.

**Wash. Hi-Fi Show Sets 'Hear-Ins' for Visitors**

WASHINGTON—A new feature of the Washington Hi-Fi Society Music show being held here Valentine’s Day weekend Feb. 14-16 at the Sheraton-Park Hotel will be how-to-talks for the public on making tapes, selecting equipment, improving tone and others.

Show manager Teresa Rogers says the “hear-ins” will be held in answer to many questions they get from show visitors and will feature experts in engineering and programming. The five half-hour sessions will give about 20 minutes to the comment and 10 to questions.

On the list are “What to Listen for in Judging Tapes and Records,” to be conducted by Edward Greene, president of Edgewood Studios and a member of the Audio Engineering Society. "FM and Multiplex Broadcasting and Receiving" is the topic for Robert G. Weston, engineering assistant to FCC chairman Robert E. Lee. K. Studley Smith, associate in Samuel A. Morrison Co., will talk on "How to Decorate Your Hi-Fi Room."

Alan Doer, music director of radio station WJMR here, will hold a session on "How to Develop Your Own Good Music Library," and H. H. Meisinger, president of Vestron, Inc., will talk about "Speakers: How to Improve and Update Your Hi-Fi System."

**Electronic Assn.**

CHICAGO—The Association of Electronic Manufacturers, Inc., Central Division, will meet here Tuesday (11) for a luncheon meeting at the Conno Inn Restaurant. Guest speaker will be Richard L. Boggs, assistant economist with the Continental Illinois National Bank and Trust Co. of Chicago.

**Spar Stereo 8**

**Tapes Travel First Class**

in Ampak Carrying Cases

**The NEW Cassette Case**

Gives portable protection for 10 cassettes. Sturdily constructed, hand-styled and economical in cost, the new 1102 comes in three proven colors: red, black and beige. The luxurious golden-textured. No. 1110, with the stylish loop handle holds 10 cassettes and is designed for those who want the very best.

**4 and 8 Track Tape Cartridge Cases**

These deluxe cases are beautifully-styled with extra-heavyweight construction, fully-lined interiors, gilded tabs and silver-stamped lids and available in 10 and 15 tape capacities. Assorted colors and styles to meet every need.

- **continued from page 16**

**Tape CARtridge Offered by Selectron International, Chicago, Space is Provided for Displaying Four Units and Appropriate Feature Copy for Each Recorder.**

**4 Track Cartridge Tapes:**

- $99 retail

**8 Track Stereo Cartridge Tapes:**

- $99 retail

**8 Track Stereo Cartridge Tapes**

**Spar Tapes**

**1650 Broadway, cor. 51st St. FOR LEASE**

**Corner Suite, Consisting of 8 Offices, Including Reception Area**

**Just Vacated by Major Music Publisher for Larger Quarters**

**Central Air-Conditioned**

**Heated Industrial Ceiling-Resistant Fluorescent Lighting.**

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**Miss Kunzman — PL 74400**

**FEBRUARY 15, 1969, BILLBOARD**
Listen to both sides of The Monkees’ great new single. (And wait’ll you hear their great new album.)

“Tear Drop City” 66-5000
Produced and arranged by Tommy Boyce and Bobby Hart.
Coupled with

“Tear Drop City” 66-5000

From The Monkees’ new album, “Instant Replay” COS-113. Also available on Stereo 8 Cartridge Tape.

Manufactured and Distributed by RCA
Soul Sauce

By ED OCHS

SOUL SLICERS: Rock 'n' soul, returned to the charts by the Dells (who never abandoned it for funk or soul fever), has officially past "revelation" status into chart reality. Battling the grip of homegrown soul and the new psychedelic soul sounds of the Temptations, Sly & the Family Stone and Jimi Hendrix are veterans Betty Everett, Shirley & the Shirelles, Billy Stewart, King Curtis and Al Jackson of course, bluesmen like Albert King and Slim Harpo. Exceed last week issued "The Best of Slim Harpo," featuring "Mohair Sam," "Baby, Scratch My Back" and his bina fude "I'm a King Bee" hit, while Billy Stewart's revival of "I Do Love You" is the top disk over most of the South. Honey-smooth soul, funk and electric blues are today's three faces of r&b, with gospel and Latin soul surfin'g as rock to diversified a musical culture as the major (white) market. . . . "Bret Soul," Melvin Van Peebles' technological monolog on black urban life—and a pet plug in Soul Sauce's past—is moving into chart consideration via strong mentions in the New York Times and radio spots on FM stations. Lend an ear to Peebles' "I Live Done the Zapmouphe" and hear the marker that's a black culture and a complex and historically valid culture as well. . . . Add to the pop-soul returns, the Ada Lh, the group who scored with "The Boy From New York City" have bounced back with a Van McCoy-producer directed production of their hit over the Hill魂魂. Bill Downs, who also manages Chris Bartley ("Baby I'm Yours," "Buddah") is guiding the group. . . . Next from Bobby Womack: "I Left My Heart in San Francisco." . . . Mrs. Martin Luther King will narrate Arthur Copland's "Lincoln Portrait" with Copland and the Washington National Symphony at Philharmonic Hall Sunday (16) . . . New from the Short Keys on Pepper: "Stubborn Kind of Fellow" b-w Hayes-Potter's "One Way Street." . . . Howard Weisman is his inner importance to Van McCoy-producer directed production of Gypsy Danger and his producer's Gypsy Productions—as well as Sid Bernstein—Aretha Franklin sold out both shows at her Newark Symphony Hall show last week. Her latest: "The Weight." . . . Willie Mitchell and his band, now scoring with "30-60-90" on the Billboard chart, will tape the "Joey Bishop Show" and "American Bandstand" Sunday (9) through Thursday (13). . . . Stax Records is featured in a cover story in the final issue (Feb. 8) of the Saturday Evening Post. Title: The Beatles. Bill Withers' "Four Four Fools" rise over the "Memphis Sound" and includes photos of Stax artists Carla Thomas, Rufus Thomas, Sam & Dave and writer-producers Isaac Hayes and David Porter.

FILES OF SOUL: Also profiled in a magazine cover story is James Brown—in the Feb. 18 issue of Look under the cover question "Is he the most important black man in America?" The article, "The Importance of Being Mr. James Brown," explores the rags-to-riches career of the soul singer and his inner importance to Van McCoy-producer directed production of Gypsy Danger and his producer's Gypsy Productions—as well as Sid Bernstein—Aretha Franklin sold out both shows at her Newark Symphony Hall show last week. Her latest: "The Weight." . . . Willie Mitchell and his band, now scoring with "30-60-90" on the Billboard chart, will tape the "Joey Bishop Show" and "American Bandstand" Sunday (9) through Thursday (13). . . . Stax Records is featured in a cover story in the final issue (Feb. 8) of the Saturday Evening Post. Title: The Beatles. Bill Withers' "Four Four Fools" rise over the "Memphis Sound" and includes photos of Stax artists Carla Thomas, Rufus Thomas, Sam & Dave and writer-producers Isaac Hayes and David Porter.

BEST NEW RECORD OF THE WEEK: "I'VE GOT TO HAVE YOUR LOVE" EDDIE FLOYD (Stax)

The charts tell the story—Billboard has THE CHARTS

FEBRUARY 15, 1969, BILLBOARD
BEST SELLING
Rhythm & Blues
LP's

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label, No. &amp; Pub.</th>
<th>Weeks on Chart</th>
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<tbody>
<tr>
<td>26</td>
<td>25</td>
<td>Aretha Franklin, Atlantic 8020 ($32)</td>
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<td>27</td>
<td>26</td>
<td>Steely Dan, Stee 7200 ($2)</td>
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<td>28</td>
<td>27</td>
<td>Archie Bell &amp; the Drells, Atlantic 8024 ($12)</td>
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<td>29</td>
<td>28</td>
<td>Temptations, Gordy 924 ($5)</td>
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<td>Aretha Franklin, Atlantic 601 ($11)</td>
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<td>50</td>
<td>49</td>
<td>Aretha Franklin, Atlantic 601 ($2)</td>
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</tbody>
</table>

Note: The data provided is for the week ending on February 15, 1969.
NASHVILLE — One of the largest seminars ever conducted at Vanderbilt University began Jan. 30 aimed at training legal minds for the music industry.

The course, "Legal Problems in the Music Industry," is being conducted by Dr. Ray Patterson of the Vanderbilt faculty and Richard Frank, Nashville attorney who specializes in music and copyright cases.

It is attended by 22 students on a four-hour-a-week basis, three of whom are established attorneys with their own practices.

"This is a most significant turn of events," Patterson said. He noted that most seminars consist of 10 to 12 students, but an exception was made by the University because of the unusual interest shown in the course.

"We hope to train the lawyers with all aspects of the industry, so that they may be involved in the legal, business, and artistic areas very near future," Patterson said.

Vanderbilt recently started a regular copyright course as part of its regular curriculum, and Patterson sees that as a further expansion project.

Depends on Booking

"The full degree to which we can expand and enlarge now depends on the West Coast, where the support of the music industry," he said. The lawyer-professor noted that there are no moving-to-meat grants, no outside funds available for these courses, and that those attending them because of a need rather than a developed financial assistance.

"We look forward to many things now," Patterson added. "We can foresee a graduate program for all segments of the music industry, which will co-operate between schools of the specialties by this training for the growing music industry, at every conceivable level."

As part of this seminar, the University is planning its first major in April in law for attorneys and all members of the music industry (Billboard, Jan. 25). The event, which will include such panelists as Stanley Adams, Ed Gremmer, Leonard Feist, Leo Strauss and Harold Orenstein, will directly precede the Billboard International Music Industry Conference in Nashville, says participants to fly on to the meeting.

Dot, Parad. Music Add to Roster

Dot Records and Paramount Music, in a dual expansion move, have been added to their rosters, enlarging operating quarters, and dividing executive responsibility.

Dot, which made its first strong bid toward country music in 1961 as the home of Marty Hart here from Hollywood, has added Tommy Overstreet to handle publishing and additional management, and to beef up the promotion staff. Office help also has been added.

Hurt now is devoting his time to developing artists and to the promotion of country music, while the talent roster is growing at a considerable rate.

Pat Boone and Monument Records, with a firm control of the publishing end to Overstreet.

Overstreet, who records for Dot, writes for (famous) country music and now runs all of the Dot-owned publishing firms, may be the only artist-writer anywhere running a handful of recording company-owned publishing companies.

Meet on Cost

Hurt and Overstreet first met on the West Coast, where they worked together in the Pat Boone organization for five years as label president, and Hurt has taken advantage of his former employer, now is expected to return here after more than 10 years in Los Angeles, and will do his recording from here.

Overstreet says his job primarily will be to build the famous ASCAP catalog as well as promote it. He also works with writers of all of the publishing companies under his wing, and with eight offices, and Paramount Music, Emigo, East, Memphis, Tribro (owned by Brenda Parton), Monument, Parabut (owned by Jerry Butler), Brun Music, Sun-Vine, Vaclav Skop, and Paula, these catalog's include everything from movie themes and scores to country music.

Overstreet's main concern at this time is the country catalog, obtaining country copyright rights. "We really want to promote country music now," he said. "That's something we really never did until a year ago."

Artists that Dot has this ASCAP and three BMI writers, and four of them write exclusively for the firm.

Overstreet has a fair amount of publishing credits, having written such tunes as "Spanish Crick," recorded on Reprise, and his own songs on Dot including "Lonely Again" and "Every Day I Fall More in Love With You."

Mitchell, who concentrates most of his promotional activities in Nashville, is now being given every rock pick in the region, and has been assigned to push in that direction.

Not only is the Dot complex becoming country oriented here, but also youth oriented. Hurt, Overstreet and Mitchell all are extremely young men, but they have enjoyed the sweet smell of success early.

NARAS Adds 36 Members

NASHVILLE — Thirty-six members joined the Nashville chapter of NARAS as a result of a meeting of the members gathering there and a meeting of the board of governors and officers.

A special meeting of the board then was called for Feb. 6, prior to final arrangements for the 1970 show in March.

Bad weather kept away several guests from Nashville and there was a presentation of the NARAS charter, accompanied with hit records at Stax Records. The presentation was made by Mr. deWalt with help from the city council chairman, a governor and national trustee.

The meeting was conducted by president Don Light. It is believed even further expansion of the combined chapter will result as an outgrowth of the meeting.

Victor doing sessions under the extremely capable hands of Lee Hazlewood and Vic Yefte, Vladkman, who was hosted by Mary G. and who discussed the possibility of recording here. George Gershman who, back for his second round of sessions under Kebo H. had a hang up for the voice, the press. Credit for the voice, the press, the voice, the press, the voice, the press was up, too. Credit for the voice, the press, the voice, the press, the voice, the press was up, too.

Booth Jett returned to TV studio in Knoxville to tape a show which was broadcast over the San Antonio Stock Show and Rodeo, giving it an even greater excitement and feeling there for a breakthrough in country music happening something accomplished before...

David Houston, followed by" I'm a wassail."

Bobbi Parsons is on the Nashville Music Scene, distributing music to the national Country Music Association, too. In a part in a panel discussion at the National Rural Convention in Washington... Capitol's District Manager for the Bobbin Littlefield is transferred here to line up a show from Cincinnati to Chicago. Buzz former is in the Nashville office.

Successful songwriter Ben Peters has had the West Coast sessions and will add the voices and voices before working out a contract with a recording firm.

The Charts tell the story...

Billboard's International Talent Edition has the ANSWER... -

February 15, 1969, BILLBOARD
"THE BIGGEST THING IN THE COUNTRY!"

On Albums, Reel-to-Reel, 8-Track Cartridge and Cassette Tapes

At Capitol it's Merle Haggard Month ...and Everybody's going to know it!

- Country Buyer Radio Advertising: Will capture total audiences at the nation's top country-music outlets from coast to coast in a major
- Merle Haggard Spot Campaign ...reaching 20 million country fans ...beginning February 27. AND
- Personalized Merle Haggard Radio Station Broadcasts on the Top 63 Country Outlets
- Trade Advertising
- Publicity Releases: Articles to Trade and Country Magazines
- Point of Purchase Display
- Consumer Magazine Ads
### Billboard Hot Country Singles

**Week Ending 3/15/69**

<table>
<thead>
<tr>
<th>Last Week</th>
<th>This Week</th>
<th>TITLE</th>
<th>Artist &amp; Label</th>
<th>Weeks on Chart</th>
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<tbody>
<tr>
<td>38</td>
<td>29</td>
<td>MY SON</td>
<td>Jack Howard, Decca 33740 (Shallert, BMI)</td>
<td>13</td>
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<tr>
<td>28</td>
<td>39</td>
<td>THEY DON'T MAKE LOVE LIKE THEY USED TO</td>
<td>Eddy Arnold, RCA Victor 47-8647 (Tree, BMI)</td>
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<tr>
<td>51</td>
<td>41</td>
<td>LET IT BE ME</td>
<td>Glen Gelder &amp; Bobby Gentry, Capitol 3004 (B.L.A., ASCAP)</td>
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<td>52</td>
<td>42</td>
<td>IT'S A SIN</td>
<td>Marty Robbins, Columbia 44-7470 (Willa, ASCAP)</td>
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<td>42</td>
<td>43</td>
<td>PLEASE TAKE ME BACK</td>
<td>Jim Glover, RCA 9946 (Drug, BMI)</td>
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<td>43</td>
<td>44</td>
<td>JOE AND MABEL'S 12TH STREET BAR &amp; GRILL</td>
<td>Nat Stuckey, RCA 9700 (Tree, BMI)</td>
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<td>45</td>
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<td>DON'T CRY 'BOUT ME</td>
<td>Bobby Bennett, Columbia 44478 (Colvin, BMI)</td>
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<td>46</td>
<td>47</td>
<td>I NEVER GOT OVER YOU</td>
<td>Barbara, Columbia 47400 (Big Book, BMI)</td>
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<td>17</td>
<td>48</td>
<td>JUST HOLD MY HAND</td>
<td>Johnny &amp; June Hobie, Capitol 2554 (Wage Hill, BMI)</td>
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<td>THE THINGS THAT MATTER</td>
<td>Van Traver, Royal American 250 (Somar, SESAC)</td>
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<td>HIM AND HER</td>
<td>Bill Williams &amp; Kathy Morrison, United Artists 5088 (United Artists, ASCAP)</td>
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<td>51</td>
<td>HOLD ME TIGHT</td>
<td>Johnny Carson, Imperial 66341 (Nash, ASCAP)</td>
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<td>48</td>
<td>52</td>
<td>I WANT ONE</td>
<td>Jack Bau, Dot 77409 (Tree, BMI)</td>
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**Billboard Special Survey for Week Ending 3/15/69**

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<th>Artist &amp; Label</th>
<th>Weeks on Chart</th>
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<tr>
<td>30</td>
<td>31</td>
<td>UNTIL MY DREAMS COME TRUE</td>
<td>Jack Greene, Decca 32423 (Blue Creek, BMI)</td>
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<td>31</td>
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<td>WHEN THE GROWS GROWS OVER ME</td>
<td>Jack Greene, Decca 32422 (Blue Creek, BMI)</td>
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<td>DADDY SANG BASS</td>
<td>Johnny Cash, Columbia 4-44099 (House of Cash/Columbia, BMI)</td>
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<td>TO MAKE LOVE SWEETER FOR YOU</td>
<td>Jerry Lee Lewis, Smash 41944 (Galitol, BMI)</td>
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<td>YOURS LOVE</td>
<td>Waylon Jennings, RCA Victor 47-9642 (Hixta, BMI)</td>
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<td>35</td>
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<td>DARLING YOU KNOW I WOULDN'T LIE</td>
<td>Conway Twitty, Decca 32260 (Tree, BMI)</td>
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<td>36</td>
<td>37</td>
<td>THE BALLAD OF FORTY DOLLARS</td>
<td>Patsy Cline, Mercury 72505 (Newkemys, BMI)</td>
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<td>GOODTIME CHARLIES</td>
<td>Del Reeves, United Artists 50417 (Peycheck, BMI)</td>
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<td>38</td>
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<td>THE CARROLL COUNTY ACCIDENT</td>
<td>Porter Wagoner, RCA Victor 25710 (Goebel, BMI)</td>
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<td>THE GIRL MOST LIKELY</td>
<td>Janie Ray, Capitol 25701 (Goebel, BMI)</td>
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<td>KAY</td>
<td>John Wesley Byrum, Columbia 4-44882 (Hixta, BMI)</td>
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<td>FLATTERY WILL GET YOU EVERYWHERE</td>
<td>Lynn Anderson, Chet 59-1099 (Greenback, BMI)</td>
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<td>PLEASE LET ME PROVE (My Love for You)</td>
<td>Dave Dudley, Mercury 72506 (Newkemys, BMI)</td>
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<td>MY WOMAN'S GOOD TO ME</td>
<td>David Houston, Epic 5-04852 (Galitol, BMI)</td>
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<td>VANCE</td>
<td>Roger Miller, Smash 2197 (Russell-Cap, ASCAP)</td>
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<td>BRING ME SUNSHINE</td>
<td>Willie Nelson, RCA Victor 47-9684 (Bosco, BMI)</td>
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<td>I TAKE A LOT OF PRIDE IN WHAT I AM</td>
<td>Sonny &amp; Cher, Capitol 2209 (Blue Book, BMI)</td>
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<td>NAME OF THE GAME WAS LOVE</td>
<td>Hank Snow, RCA 47-8673 (Tree, BMI)</td>
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<td>WHAT ARE THESE THINGS (With Big Black Wings)</td>
<td>Charlie Louvin, Capitol 2292 (Spalding &amp; Range, BMI)</td>
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<td>CUSTODY</td>
<td>Luke the Drifter, MGM 14023 (Street-Sanpno-Bolumbia, BMI)</td>
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<td>DON'T MAKE ME I'M DREAMING</td>
<td>Warner Mack, Decca 32794 (Phone Boy, SESAC)</td>
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<td>NONE OF MY BUSINESS</td>
<td>Henson Carpilt, Monument 1122 (Tree, BMI)</td>
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<td>WHILE YOUR LOVE SLEEPS</td>
<td>Leon Ashley, Ashley 7000 (Galitol, BMI)</td>
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<td>STAND BY YOUR MAN</td>
<td>Tommy Wynette, Epic 10396 (Galitol, BMI)</td>
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<td>WHERE THE BLUE AND THE LOVELY GO</td>
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<td>WHO'S GONNA MOW THE GRASS</td>
<td>Bush Doss &amp; His Backwords, Capitol 2257 (Blue Book, BMI)</td>
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<td>STRINGS</td>
<td>Wynn Stewart, Capitol 2541 (Blue Book, BMI)</td>
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<td>RESTLESS</td>
<td>Carl Perkins, Columbia 4-44725 (Cettwood, BMI)</td>
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<td>EACH TIME</td>
<td>Johnny Bush, Stop 252 (Pamper, BMI)</td>
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<td>EACH AND EVERY PART OF ME</td>
<td>Bobby Lewis, United Artists 49076 (Street-Columbia, BMI)</td>
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<td>KAY-LIGA</td>
<td>Chet Atkins, RCA Victor 47-9716 (Willa, ASCAP)</td>
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<td>62</td>
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<td>WIDCIPA LINNIAN</td>
<td>Ginn Oraspeh, Capitol 2302 (Capora, ASCAP)</td>
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<td>63</td>
<td>64</td>
<td>FADED LOVE AND WINTER ROSES</td>
<td>Carl Smith, Columbia 4-44702 (Willa, ASCAP)</td>
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<td>64</td>
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<td>MY SPECIAL PRIDE</td>
<td>Arlo &amp; Annette &amp; LaVern, RCA 49077 (Willa, ASCAP)</td>
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<td>65</td>
<td>66</td>
<td>LONGEST BEER OF THE NIGHT</td>
<td>Jim Ed Brown, RCA Victor 47-9677 (Greenback, BMI)</td>
<td>37</td>
</tr>
</tbody>
</table>

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**Country Spotlight**

JOHNNY DUNCAN & JUNE STEARNS

**BACK TO BACK (We're Strangers)**

(From Rock & Rollin) (Wprise, ASCAP) - Staying in the top spot award today, they have a perfect chart plug in this week. 3 "I'm That Old Way" (Singletor, BMI). Columbia 4-44732

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**Jimmie Klein Agency**

Post Office Box 9234 • Nashville, Tenn. 37204
Office 615-265-7177

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**FEBRUARY 15, 1969, BILLBOARD**
Clap your hands all peoples...
shout to God with loud songs of joy...

STONEWALL JACKSON
THE OLD COUNTRY CHURCH

INCLUDING:
SOMETHING GOT A HOLD OF ME
KNEEL AT THE CROSS/FARTHER ALONG
WHAT A FRIEND WE HAVE IN JESUS
SAVE A LITTLE PLACE FOR ME

In his latest album, Stonewall Jackson captures the spirit and excitement of the old revival meetings. Backing Stonewall on this LP are some of Nashville's greatest musicians and gospel singers. That old-time religion gets its due on this album, and country fans will love it.

On Columbia® Records and Tapes
LONDON — Recording artists in America and Britain are being branded social commentators instead of mere music-makers. 1968 has seen the emergence of the LP and its sleeve as a medium of social comment competing with the more traditional radio and newspapers.

And because record stars are usually young this new medium has been used heavily as a vehicle of protest and a means of loving social conventions. In fact records reflect the world-wide attitude of student dissent more than any other communications form.

The most obvious example of the new artist is the John Lennon-Yoko Ono nude sleeve "Two Virgins" album. Lennon appears to be trying to flaunt society almost as revenge for making him famous and refusing to let him out of the limelight.

If he is sincerely trying to get some message across on the actual recording, he has failed totally because all the attention has been directed to the sleeve—a reflection, he would not doubt claim, on our society.

Lennon would presumably al so claim that the sleeve is perfectly natural, and that to be clothed or to remark on nudity is unnatural. He quotes from Genesis to back up his posture.

When he and his Apple chief Ron Kass ask critics "Do you think this is the only album then?" it is difficult not to agree with them that the sleeve is natural.

The issue as I see it should revolve around sincerity. Is Lennon saying "This is the way it is and the other Beatles certainly have in that and one cannot help feeling that he is lauhing up his sleeve at the thousands of column inches of publicity that he needs it the sleeve has produced. The mini-nomer of the LP adds to my feeling that we are all being mocked.

I myself would have believed totally in his attempt to proselytize if he had made this unmusical LP in a plain sleeve. As it is the record has no commercial merit the sleeve is quite simply made of any aesthetic appeal. Yoko Ono and John Lennon both being ugly to me.

Here again no doubt Lennon would despise my attitude. The fact that I would prefer to see Tarzan and Julie Christie on a nude album shows what a shallow, materialist unnatural attitude I have to nudity, he would claim. However, my interest is not in nudity, but in beauty. In fact the music and sleeve must be relevant to the actual contents of an LP.

Unfortunately Lennon is paying a high price for his social comment and fame. He has been pilloried mercilessly by the American media with Yoko Ono, which is his own affair and in which I have no doubt at all he is completely sincere.

But the bad publicity of his divorce, his drug case and his other activities has not affected the Beatles popularity one iota. They are just coming off one of their biggest ever selling singles with "Hey Jude" and have once again demonstrated their sus tained variety and enormous selling power with the double album.

The whole incident of the nude LP has produced a number of highly comic reactions, however, and I feel sure this alone must have given Lennon some satisfaction. I must say I find the idea ludicrous of Tetra gymnus distributing the album in a brown paper bag in America with circles cut out for the couple's heads.

In many ways the Lennon album is the culmination of a "permissive" trend in Western society that has accelerated in the last year. For years people have been talking about the "new morality" (which Beachcomber brilliantly dub "the old immorality") and 1968 has seen a whole wave of youth-led rebellion against conventional taboos, with recording artists often lead ing the way.

"Hair" has been a major boxoffice-breaker with its harmless nude scene and four letter words (that last phrase is an interesting euphemism that conveniently covers three words of many of us say but never write).

And there can be no doubt that records, films, books and other expressions of culture are leading the way to a new era of frank speaking.

After the Lady Chatterley case two newspapers were severely censured for printing a four letter word that appears throughout the novel. But last week the Press Council upheld the right of the editor of the Evening Standard to print the word in a report from James Cameron about the slogans students were shouting at the Washington walls about the town's destitute Mayor Dade.

The danger for the record industry is that catchphopen gar ners and label chiefs may exploit this trend for profit and not out of artistic or social integrity.

I consider the Jimi Hendrix sleeve fails straight into this category. Here a bunch of weary nudes have been put on the sleeve for no reason other than to attract publicity and attention. The girls have no relevance to the album contents whatsoever.

Track's Kit Lambert, who piously talks of artistic freedom, is in my opinion riding on the back of the "permissive" bandwagon without making any cultural contribution to the development of society.

Against this album, the Rolling Stones' banned graf fitt smart lavatory sleeve seemed innocuous compared with the have no religion and despise politicians. In deference to the many people with opposing views, I have not even, to choose to withhold the sleeve that mocked God, LBJ and many other things. The significant and successful stand by Sir Ed ward Lewis was based on the permiss ive trend but in the eyes of the Stones a gag on free expression.

In fact albums that involve politics are more controversial than sleeves involving sex. Most of us believe in sex, but on political issues there are often even ly divided and totally opposing factions.

America being in the greatest political and social turmoil leads the field here with many groups commenting on the Vietnam war and the assassinations of Bobby Kennedy and Martin Luther King.

The most vicious commentary from England on this has come from the Nice with their burning of the stars and stripes on stage, which is meaningless to most Englishmen but highly offensive to Americans. The advertisement for the group holding the heads of America's assassinated heroes, I did find hideously offensive because it caricatured and mocked dead men whom I admired.

Against this the Nice claim that they were using shock tactics to get across their message against American society and its archaic gun laws. I don't think this is the way to make the point—it merely makes Americans resentful and encourages un thinking anti-Americanism in this country.

A far more positive approach has surely been taken by Andy Williams. He is donating the royalties from his recording of "Battle Hymn of the Republic" (which he sang at Bobby Kennedy's funeral service) to the Robert Kennedy Memorial Foundation. The money will be used to promote peace, help the underprivileged and in youth projects. Williams, incidentally, is not expected ever to sing the hymn again in public. Many other artists, notably Bobby Darin and Dion have made records inspired by the deaths of Kenn edy and King.

Dissent over the Vietnam war has torn America apart for months now and it is interesting to think that this should be reflected in records hugging from Barry Mc Guire's "Eve of Destruction" to Staff Sgt. Barry Sadler's "Ballad of the Green Berets." Many artists in the U.S. A are violently opposed to the war and say so in public appearances, Country Joe and the Fish for example slander LBJ in as many possible public opportunities.

Currently Father Christmas is even being drawn on in the war controversy. Chess group the Rotary Connection have been promoting their new album "Peace" with a grotesque battlefield picture of a mud and blood besplattered Santa Claus prostrate on a stretcher, machine gun at his side, under the slogan "Just in Time for Christmas." Chess reports that some American dealers have refused to stock the album, but argues that the sleeve is justified by the situation in Biafra, Vietnam and else where, which is made no better because Dec. 25 is Christmas Day.

Monument has just launched a protesting group the Smurfs with a picture of a Vietnamese peasant against a background of an armored car towing a heavy artillery. This scene is being used to promote their debut single "Rosary Anne" under the slogan "Prosper Rosary Anne your country's not what it can be.

There is no doubt that both the Chess and Monument albums are striking. To those that argue (Continued on page 39)
NEW YORK—A new television commercial featuring the Fifth Dimension singing about Chevrolet will debut Wednesday (19) on "The Glen Campbell: Goodtime Hour" network TV show. The musical, the commercial was produced by MBA Music for the Campbell-Ewald advertising agency. Neil Quinn, vice-president and creative director at Campbell-Ewald, guided the commercial. Quinn said it was the first time the Soul City Records group had appeared on film, although their voice-overs had been used before. He termed the group "expensive, but worth it" for a 60-second commercial as they sing: "Move Along With Chevrolet."

Marc Brown, chairman of MBA Music and its affiliated firms, has exclusive rights to the Fifth Dimension, the Rascals, the Free Design, and the Fourpure.

Conclusion for the commercials field. His firm had actually produced the music for a radio commercial a few weeks back. Campbell-Ewald decided to add the film part for national TV. Marc Brown or J.J. Johnson, new president of MBA Music, produces every music session, using mostly Fine recording studios, but also Bell, National, and Aura. The Fine recording projects in activity are producing a music program that MBA Music Musician has been the producer for the last few months. Brown said one of the first music commercials he ever did was for Chevrolet. Two men at Campbell-Ewald have been especially involved in that. Brown worked with Harry Kaplan in his career—Andy Doyle, "who gave me my first break," and Pete Miranda, "who taught me everything I know about film music," said Brown. The duo had already made a "medium...that there's more to a song than words and music."

Don Miller at Campbell-Ewald in Detroit and Neil Quinn were very pleased with the result. "We sweated out every session with me," said Brown.

MBA Music just recently did the music for RCA television commercials. Don Miller and Neil Quinn are working on the Super Bowl game on TV. Working with J.W. Utter, the leading commercial director in the radio, was Ron Rosenthal, new creative director and vice-president in charge of RCA at J.W. Utter. Thompson worked in the radio, twice with MCA music director Mike Brown, who was originally with RCA at J.W. Utter. Thompson worked with Mike Brown and Recorded Sound, at RCA.

Credits Two
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Retailer Prager Expanding
Into Producing of Spots
By BRUCE WEBER

LOS ANGELES—Jerry Prager, owner and music of a retail record store, is expanding into producing radio commercials for record companies.

Prager's commercial produce company, Spot House, specializes in averaged spots for about eight labels, including A&M, Liberty, United Artists, Elektra, Imperial, Scepter, Dot, and Viva.

The commercials, for both local and national radio exposure, range from promoting album product to artist appearances. Spot House, initially aimed at the underground market, has branched into commercial product for top 40, easy listening, and specialized music stations, including KPPC, KKL, KLAE, KGMS, KMET, and KPOL.

For the most part, Spot House uses the label's studio facilities and engineers, said Dan Goff, who heads the production studio. The studio is charged a slightly higher production fee, said Goff, with the studio work being at Gold Star.

After completing the finished commercial, said Goff, it's up to the label to purchase air time, decide on radio outlets and market the product. Some companies will turn the commercial into promotional records for disk jockeys.

With a staff of three, Goff, Terry Allen and Peter Deuel, Spot House has produced new commercials — the evolution from jingles to the point where the market ingredient is the effect. The idea is to make the music sound like jingles, but be more than that. Brown pointed out that many of the more elaborate commercials today being shown on TV have scores written by name composers just as do movies.

"Music has been done away with...there are still jingles...But now you'll find music being manipulated creatively to produce desired results. It's often used as a tool, a tool and out of this has come some good music, including record his grace and favor, his grace and favor, and the Alka-Seltzer tune.

"Commercial are being a part of the future..." (Continued on page 33)

Electronic Fueling
New Concepts: Ulick

NEW YORK—If he has to choose enough electronic instruments available, Mike Ulick will use them...and his music would have been different, believes Mike Ulick, TV art and production supervisor at Young and Rubick. "As the music of tomorrow is going to be quite different in commercials. It's part of the progress." He predicted that electronic music effects will play a greater role in the world of commercials, probably as a result of the world of Young and Rubick. "Young and Rubick" is based on the Madison Avenue studio. Musicians, as well as film producers, copywriters, and other skilled craftsman are training now specifically for the commercial field. The last five years have seen vast sophistication in commercials — the evolution from jingles to the point where the market ingredient is the effect. The idea is to make the music sound like jingles, but be more than that. Brown pointed out that many of the more elaborate commercials today being shown on TV have scores written by name composers just as do movies.

"Jingles have been done away with...there are still jingles...But now you'll find music being manipulated creatively to produce desired results. It's often used as a tool, a tool and out of this has come some good music, including record his grace and favor, his grace and favor, and the Alka-Seltzer tune.

"Commercial are being a part of the future..." (Continued on page 33)
Bløre Turned On to the Unusual

By ELIO TIEGEL

LOS ANGELES — Chuck Bløre Creative Services has just finished a Barbiel commercial that keys in on singers musically imitating the sound of cars racing. "Next commercial is slated to hit the air this month," said Bløre, chairman of the radio commercials firm.

This is just one of the usual approach Bløre uses to give a commercial a new attention-getting twist. Bløre's company creates commercials from inception to final master. Bløre does not produce commercials for customers with finished scripts.

A former program director at KFMB, Chuck Bløre, chairman, believes ad agencies are becoming hipper and more aware. This broadening of attitudes stretches the limits to which Bløre's own company can now reach for effects. Bløre sees this as a "dime size" change, but a change that is slowly getting out of its "safe rut" whereby all commercials sound alike, in the race-maker at the time. The business of copying the successful sound of one commercial is something Bløre fights.

He believes radio is the best communications medium and, as such, advertisers should seek an image for themselves, not merely fall into line with whatever is the current sound on the musical hit lists.

Hits Jingles

Bløre specializes in commercials, not jingles. Jingles, he feels, are nothing more than a copy line set to music. "We don't do them because we don't feel it's fair to the client. For

Prager Expanding

**Continued from page 32**

Dimension (Soul City), Procol Harum (A&M) Jackie DeShannon (Capitol), and Jimmy Rodgers (A&M), among others. Because of its initial experience in producing underground commercials, Spot House is working on a series of spots for Capitol, Bizarre and Tetragrammaton, said Groff.

The company also is expanding beyond the record industry, he said, with in-store, educational and other entertainment accounts. Its initial venture out of the record field is a 60-second spot for the producers of "Hair," the stage play.

Pat Williams

**Continued from page 32**

corded at United Studios in Hollywood. He also did commercials for Goodyear Tire, one of which capitalized on the record "These Boots Are Made for Walking"

One of his most successful commercials was a tune he also wrote for DeRite called "What've You Got to Lose?" which is one of the tunes also in the record "The Voice," released by DeRite, "Think Pat Williams."

Billboard has the "IN" side story on Audio Retailing

Billboard

February 15, 1969, Billboard

The same amount of money Bløre can have a complete song with all the emotional qualities and bonuses of a hit tune.

Bløre notices the change taking place in the commercials field. "As little as three years ago 80 per cent of our business was in Los Angeles. In the last quarter of 1968, 75 per cent of our business came from New York agencies, which means that the major agencies are saying, 'Hey, we'd better use radio.'

The lyrics for all Bløre's commercials are created by Bløre, Don Richman and Mal Sharpe. Stan Hoffman is the original musicologist and a director in the company along with Bløre, its board chairman, and Mill Klein. Fees vary from $2,500 to $5,000, plus production costs. Bløre's concept for music is to be "as alive as a commercial recording." He feels there's too much of a difference still in the sound levels of a radio commercial and a commercial recording. Pop music records overshadow commercials. This is due to an 'arhach' attitude, Bløre believes, at many agencies which feel they must suppress the sound levels on radio commercials.

Or there is the other extreme, Bløre said, which says that in a 30-second spot, less in as many tracks as possible.

Clean Sound

Bløre goes after a clean, distinct sound for each commercial. He uses Al Capp as his chief musical arranger and all music written by Hoffman is controlled through the company's own Million-Air Music, an ASCAP firm. Hoffman estimates he writes four "musical events" a month, varying from 60 seconds of original material to four bars of "punctuation music."

Music is always the last item in the project. Lyrics are created first and to set the mood of the music. Bløre usually has two days to create his themes before going into the company's recording studio. Will Scott mans the controls in a production capacity.

the sound, thus capitalizing on the musical innovations of the record industry. At the same time, producers of commercials are looking for new sounds. Ullick saw stronger use of the Moog Synthesizer, for example, because of the creative sounds available on the instrument.

"Agency people are looking for new sounds, and for the same reason as the recording industry."

Ullick, who has worked on commercials for Eastern Airlines and was also one of the four producers of the public service "Give a Damned" campaign, pointed out that musical work in commercials was no longer considered "prostitution by the musicians." It's good money and it's demandingly creative. Stu Scher and Bob Dorrough—a young team—are a good example of the creative talent growing up in the commercial field. He also mentioned Tom Dawes.

**Music Making Some in the Know Are Using OD-O Recording Studios!**

KASENETZ & KATZ (SUPER K)

BO GENTRY & RICHY CORDELL

(BIG KAHUNA)

BOBBY BLOOM

KEN LAGUNA & PAUL NAUMANN

(HOUSE OF ODIN)

SANDY YAGODA (JATA ENTERPRISES)

MARZANO-CALVERT PRODUCTIONS

OHIO EXPRESS

1910 FRUIT GUM COMPANY

MUSIC EXPLOSION

JACK CARONE

JAY AND THE AMERICANS

**AND NOW:** JAY AND THE AMERICANS

"THIS MAGIC MOMENT" RECORDED AT O-D-O

THIS WEEK #12 on the Billboard Top 100 Singles Chart

COMPLETE BROADCAST COMMERCIAL RECORDING FACILITIES AVAILABLE

OD-O "THE NEW HITMAKERS' HOME" 254 W. 54th St., New York City 3031 (212) 757-5130
Radio-TV programming

Can Top 40 Radio Survive A Multilevel Onslaught?

By CLAUDE HALL

NEW YORK—Top 40 radio across the nation is facing its biggest crisis since Todd Storz and Gordon McLendon popularized the concept of repeated play of a given number of records. Right and left, listeners have been abandonding stations that once held anywhere half or more of the market. Reportedly, once strong stations the likes of Top 40 are now predicting their demise and the reasons (excuses) vary.

- **Demographics**

  The advent of aggressive easy listening stations on the scene which are usually operated by former Top 40-trained people.
  - The recent surge of competitive FM stations, especially the growth of the progressive rock format on FM.
  - More music programming.
  - Lack of good Top 40 product.
  - Lack of a teenage-age craze at the moment.
  - Psychodelic music.
  - Lack of creative personalities.

  Whatever the reasons, several Top 40 stations are resorting to all kinds of gimmicks to entice some of the audiences they believe they are losing. Many stations are now adding country music records to their playlists. WLOF in Orlando is doing it because of the tough competition from WHOO in the market. WHOO is a country music station. This type of action caused several country records to recently get pop sales and more may be broaching the gap in the near future. Shane, program director of KGA, Spokane, claims he had a valid reason for playing Sonny James and Tammy Wynette. “These were pop hits. Country stations alone can’t put records like those onto the Hot 100 Chart.”

  WORKY Comment

  WOKY in Milwaukee has been playing country records by a u s e . Program director George Wilson feels the same way. He says “Carroll County Accident,” by Porter Wagoner, hit 20,000 in sales in the city, according to RCA Records national promotion director Angie Bloom — “and Bloom said that 5,000 in a big station here usually.”

  “So, there’s more to records like these than just country music.

(Continued on page 59)

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**BOOK REVIEW**

‘Operating Guide’ Is Work for Small Ops

NEW YORK—So! Robinson, manager of WLAD in Danbury, Conn., in “Broadcast Station Operating Guide,” published by TAB Books, has turned out a good, basic handbook intended more, perhaps, for the small market station operator than the polished professional. In fact, no small market operator should be without this book. In concise, clear details it elaborates on topics ranging from establishing a new station to market studies and programming concepts.

Robinson is a little old-fashioned in his programming section of the book, in fact, it skips over matters that warrant much further exploration. However, the author of the book is in explanations on payola, public service announcements, etc. Robinson feels that if a record distributor or manufacturer supplies a radio station with 25 or more free records to give away announcements would be required, just as it is so of a commercial. No announcement, however, is, required when records are supplied merely for broadcast purposes without performance guarantees or other considerations.

“One of the problems confronting station management is the appearance of disk jockeys playing their own records...” the problem is the plug or casual mention of the record hop its way on the air, and the station or the employee is receiving remuneration and that fact is not made known to the public.” He discusses the problem at length, including the various safeguards. Letters also come up for detailed discussion.

In a section on demographics, Robinson is right to point: “Listening habits do not remain static and a program director must always be flexible and in a position to change the station’s programming as listening habits change.” Later, he adds “Living in the past is risky business for any individual.”

Everyone has a nostalgia for the days of the old-time radio and the sincerest form of flattery, he says. However, in today’s race to achieve larger and larger radio audiences a program director cannot afford to stifle creative ability by relying too heavily on what went on before. He centered home on every target, from how to blueprint a new small station to license clearance and programming (the thinks radio soap operas are still high) does he defined.

TAB Books No, 467, $12.95.

CLAUDE HALL

**Format Shift For Shannon**

DETOIT—CKLW-TV has shifted the “Tom Shannon Show” to a variety format similar to that of the “Tonight Show” and other late night shows. First week guests include Tom Rush, the group Taj Mahal, the Precisions, the Camel Drivers, Chris Quinney and Wayne Cochran. The show will be in color 4:35 p.m. Monday through Friday and 6:37 p.m. Saturday. The show, formerly in a bandstand format, is hosted by radio station CKLW deejay Tom Shannon.

WXTV-TV to Air Rio Fest of Songs

NEW YORK — WXVT-TV (Channel 41) here will broadcast the Fifth Festival of Songs held last October in Rio de Janeiro, as a series of specials each Thursday starting Feb. 11. Thirty-four countries participated in the festival, in which first prize went to Cynara and Cibele of Brazil for their song “Sahia.” TV Globo videotaped the event.
We can't think of a better Valentine's Day present for love or money.

ROGER WILLIAMS
ONLY FOR LOVERS

DREAM A LITTLE DREAM OF ME • LOVE IS BLUE
UP, UP AND AWAY • GENTLE ON MY MIND
THEME FOR 'ELVIRA' • SPANISH EYES
THE LOOK OF LOVE and others

MOVING UP ON THE CHARTS.
The latest performance is already a giant on top 40 and AM radio charts, and gaining the momentum that has made Bernstein a force in all types of music, from the serene to the bombarding. And through it all is the recording team with a Bing.

COLUMBIA, $6.50 ($)

The smooth vocal styling of D. C. Smith recaptures some of his own kind of charm as he makes his own disk click to the delight of the fans. Perfectly tailored to female voices, Smith is one of the most satisfying voices in popular music today. His latest effort is included in the growing list of albums by Smith that will continue to top the charts.

PUBLISHED: FEBRUARY 15, 1969
A juke box it ain't!

But the things it can do will be music to your ears. Like keeping track of over 30,000 albums, tapes and accessories on its internal memory. In your warehouse . . . and in your customers' stores . . . it lets you know what you've got. What you need.

What's selling and what isn't.
Right now.

Or, you can ask it who owes you money. How much. And for how long.

Unlike most computers, this one comes already programmed. It doesn't need a special room with raised floors and all that. Just someplace to plug it in. And your secretary can learn how to operate it in a few days.

To top it off, we keep its programs current and up-to-date, replacing outmoded ones with the latest word. You know. Like a juke box.

From $2,500 a month.* Allow six months for delivery.

DATA TECHNIQUES CORPORATION
17114 Devonshire Street, Northridge, California 91324. Phone (213) 363-3151

*Minimum configuration, two-year lease. Prices subject to change.
Your Valentine is

**Sweet Charity**

*The Sound Track Album Of The Year*

---

What "West Side Story" was to the '50's, and "The Sound of Music" to the '60's, "SWEET CHARITY" is to the '70's.

This magnificent full-color, double-fold package contains the wonderful music and lyrics of Cy Coleman and Dorothy Fields, including three brand new songs composed by them especially for the motion picture.
Your Valentine is the sweet sales of *Sweet Charity*, kicked off by the greatest promotion of any year.

**Merchandising.**
Giant full-color window and in-store displays including three dimensional center-piece.
Full-color streamers, mobiles, and counter cards.
Full-color mounted cover lithos.

**Advertising.**
National consumer magazines.
Trade advertising.
Local co-op newspaper ads.
National spot radio and TV commercials.

**Promotion.**
Trade screenings for press, radio, television and retailers.
Unprecedented saturation distribution of sound track to radio stations.
Direct mail program to radio and television stations, press and retailers.
National contests.

DECCA
A Division of MCA, Inc.

World Premiere—February 11th
Saxon Theatre—Boston, Mass.
This is the DANNY McCULLOCH thing that’s going to make the difference.
Violinist Glenn is unswervingly impeccable in the "Berceuse" piece, List the pianist, and in this first stereo recording. His technique is rich in detail and body, all the way, in the "Barber's" piece. List the pianist, and List the conductor provide the lyrical impetus for a top performance.

When this gets around, you won't be able to leave it alone.

DANNY MCCULLOH
Wings of a Man

(ST 174)
The Sound of Berkshire...

Berkshire Cassettes offer more in every way. From Broadway and Hollywood to Dixieland, from the Latin beat to Jazz, from Country and Western to Around the World—our cassettes are "m" with the NOW sound. Featuring top vocalists and bands, our extensive music catalog grows and grows, keeping pace with every form of today's most popular sounds. Call or write for your copy now.

Our Cassettes all play the same tune... PROFITS.

BERKSHIRE STEREO CASSETTES
1305 S. STRONG AVE., COPiAGUE, N. Y.
Radio TV programming

Programming Aids

Radio TV doing business in WASH-TV, Washington, D.C.,
and WNEW-TV, New York, is now handling listeners in
the WOZK-FM, St. Louis, and WFLN, Philadelphia, for
\*

* Jack Carnegie is the new general

* Tiny Stokes, on the air 6-midnight

* Would you believe that KMOX in

* One day in March, Bob Raye, who

* Search the stations for KMOX, St.

* Programming guidelines for key, rattlecasted programs, including

* OTHER PICKS

* \*

* Mike Smith, formerly the night

* \*

* David Ernest Brunk is now with

* \*

* Ira Faye is with WHAM, Rochester,

* Fred Cournoyer, general manager

* The week of March 11, the station

* Programming Aids

* HOT 100

* Radio-TV and Video

* December, has been announced as

* The program director is Janice

* Freedom... and that's all there is

* Mike Smith, formerly the night

* March, has been named assistant

* Freedom... and that's all there is

* The station's format, a mixture of

* Mike Smith, formerly the night

* The program director is Janice

* Programming Aids

* \*

* David Ernest Brunk is now with

* David Ernest Brunk is now with

* WOR-TV, New York, is now handling

* Programming Aids

* \*

* David Ernest Brunk is now with

* David Ernest Brunk is now with

* David Ernest Brunk is now with

* David Ernest Brunk is now with

* David Ernest Brunk is now with

* Programming Aids

* \*

* David Ernest Brunk is now with

* Programming Aids

* Programming Aids

* Programming Aids
Many people are looking for a position in the field of radio broadcasting. Here are a few opportunities mentioned in the text:

- **Positions Open**: Enough to appreciate golden song.
- **Positions Wanted**: Need strong NOI personality that has interest to give to station when he or she signs on. Must be good age, personable, and a clear voice.
- **Major Markets**: Top 40 stations seeking a midday personality who can give a strong presence in the market.
- **East Coast**: Top 40 station looking for a midday personality who must have a good voice and strong on-air personality.
- **First Phone**: Need good personality for the 12 a.m. to 3 a.m. slot. Good voice and on-air personality.

Radio stations and positions are available in various locations, including New York, New Jersey, and Florida. Some positions require experience, while others offer opportunities for new talent. It's important to check the requirements and apply accordingly. Good luck to all those interested in pursuing a career in radio.
A top-rated hit in '68... See it when it shines again in '69

The Channel Swim

Brass Shines In New Special

The Tijuana Brass turned up for an special on CBS-TV Monday night.

HIGHLIGHTS

Beat Of The Brass Is The Top Tele-

BEST BET -- Herb Alpert turns up his Tijuana owners from border to border and has to count in one of the finest, period and insta-

Herself, a state

B R A S S

TV In Review

Ti-Juana Special Happy-Happy

Hollywood (13) -- The Tijuana Brass has been a front-run-


Visual Treat

Alpert Scores Again With Well-Paced Hour

Tijuana Brass Turn Up


S G E R

presents

THE BEAT OF THE BRASS

Starring

HERB ALPERT &

THE TIJUANA BRASS

Executive Producer for Singer: Alfred di Scipio
Produced & Directed by: Jack Haley, Jr.
Written by: Tom Mankiewicz
Director of Photography: Vilis Lapenieks
A Production of TJB Television, Inc., in association with MPC, Metromedia Producers Corporation

TUNE IN! Wed. Feb. 12, 9 P.M. EST / 8 P.M. PST -- NBC-TV -- IN COLOR
NEW YORK — The Everest/Cetra Opera Series has come with eight more interesting packagings, including four only recordings. The only listings are Leoncavallo’s “La Bohème,” Puccini’s “La Fanciulla del West,” Prokofiev’s “The Love for Three Oranges” and Millocher’s “Il Beggino Student” (Der Bettelstudent).

The eight albums also have an impressive list of soloists including Clara Petrella, Giuseppe Cremoni, Hilde Gueden, Riccardo Schuman, Rossini Cartara, Hilde Konetzni, Erhard Wachter, Fernando Corena, Lilja Linn, Wolfram Rieger, Renate Holzweg, Ferenc Fricska and Kurt Bohme.

“La Bohème” is perhaps the most commercial of the group, providing the better-known Puccini operas of the same name. While supported by such soloists as Hilde Gueden and Hilde Konetzni, the Leoncavallo operatic blend is a melodic work that offers fine moments for a good cast including baritone Guido Morselli, tenor Antonio Cumo, soprano Antonietta Massa Medici, mezzo-soprano Nedda Casini and baritone Antonio Gualtieri.

“La Fanciulla del West” is a Renko Philharmonic another three-LP package from the “Il Beggino Student” operatic series is admirably performed. The sterilizing “Giangi Schich” cost headed by Taddei in the title role, includes baritone Guido Morselli, tenor Antonio Cumo, and mezzo-soprano Nedda Casini.

The Holbew album contains church music performed by organist Alain Lombard, soloist Wilcocks and the Choir of King’s College, Cambridge, conducting. The Music Group of London performs Maw’s chamber music for four voices and piano, which is first coupled with a fragment of Alan Rawsthorn’s “Concerto for Wind and Piano.”

Another first pressing is Tomas Luis de Victoria’s “Requiem Mass” of the Academy of St. Martin-in-the-Field under Neville Marriner. The first recording of Boccherini’s “Cello Quintet, Op. 37, No. 7” with a Mendelssohn

Several firsts are included in “Eleni Chorboik, Record 2,” which contains music of Walter Lampe, John Browne, Neuwirth, Robert Wyllys, Cornish, and Fawkner performed by the Richard Strauss of the C. P. E. Bach’s “Symphony No. 2,” “Variations on ‘Polly King’” and “Concerto in C Minor” in an album with selections by Arne. The same ensemble has the collection of Elgar string music and an album of Rachmaninoff’s Piano Sonatas and songs of John Dowland, Michael East and Anthony Pinnock presented in a set by the Purcell Consort under Burgues and Musica Restaurata conducted by Michael Morrow. Completing the release is a Handel album with soprano Annette Nordlund and David Lloyd-Martinez of the Choir of King’s College, and the Academy of St. Martin-in-the-Field, Wilcocks conducting.

Tenor Leopard Slonimsky will appear in Verdi’s “Requiem” with Jelli Osawa and the New York Philharmonic in four performances beginning Thursday (13). P. C. Beethoven’s “Concerto for Piano and Orchestra” will conduct two seminars on classical guitar at the Academy of St. Martin-in-the-Field on Thursday and Friday (14).

The year will conclude with a series of three concerts. The first will be on July 28-Aug. 10 and Aug. 11-24. . . . The Martin Luther King Jr. will narrate Aaron Copland’s “Lincoln Portrait” with the Washington National Symphony on Tuesday (30) and Wednesday (31) at Constitution Hall and Thursday (1) at the National Gallery of Art. The Washington Symphony, Alain Lombard and the Mozart Quartet will perform Wednesday (2) at the Washington National Opera. The Lincoln Promenade Concerts. At Covent Garden, he will replace Georg Solti, who has been named music director of the Chicago Symphony, succeeding Jean Martinon.
Merson Promotion Features Free Trip to AMDIE Show

WESTBURY, N. Y. — Merson Musical Products Corp. is sending a special promotion package and invitation to its more than 5,000 dealers explaining how they can earn a free trip to the American Music Dealers Industry Exhibit (AMDIE) in Las Vegas during May.

In order to qualify, dealers must purchase two Hagstrom guitars (V-1 and V-2) and one Hagstrom bass (C-2) with cases (DP-5 and DP-6) at Merson's regular dealer prices. If accepted by Merson, the dealer will entitle participating dealers to one free round-trip jet, airline ticket to Las Vegas, free double occupancy room accommodations at leading hotels for five days and four nights and gourmet dinners and shows every night. Also included are sightseeing tours, unlimited golf privileges on an 18-hole course, and swimming pool facilities.

According to Merson national promotion director T. Warren Hampton, the special offer is not being limited to the company's dealers.

“Merson is extending two free Las Vegas trips to every dealer to encourage guests to bring along a friend or their wife. In addition, the company plans to supply guests with "on-the-spot" chips while they are there. This will be based on a certain percentage of your company’s sales and is explained in detail in the special promotion being sent to dealers.

Endorsement

LOS ANGELES — Glen Campbell has signed an endorsement contract with Ovation and will use a six-string and a 12-string guitar on his network TV show, "The Glen Campbell Goodtime Hour."

Music Cards

STILLWATER, Okla. — Music cards, now available from Bradley's here, feature the picture word method of learning musical notes and symbols. A musical note is illustrated on each card of a 60-card pack, with the name of the note printed on the reverse side of the card. A complete set of Music Cards is $2, postage paid.

Gibson Award

COLUMBUS, Ohio — Gibson, Inc., has won the 16th annual Chris Award, presented by the Film Commission of the City of Columbus, for its guitar music picture motion, "Instrument of the People." The 16mm film, in full color, ad sound, depicts the history and manufacture of the guitar.

Musical Instruments

Trio Wires Accordion For Big Sound

By EARL PAIGE

CHICAGO — Small groups everywhere are enlarging their sound through electronics but few have gone to greater lengths than the Jack Charles Trio. The local group, headed by Charles, who uses a Selmer Varitone on his trumpet, has built its sound around Andy Kaye’s accordion, which is made to sound like an organ, bass, guitar, vibes and marimba.

In characterizing the trio’s sound, which is rounded out by drummer Bob Tichanoff, Kaye said people often say the group sounds as though it contains eight musicians.

“The accordion, because its basic reeds particularly sound so blash, was left out in all this rush to amplify instruments,” Kaye said. “We worked out different sets of reeds which produce vibrations picked up by magnetic microphones and then amplify these vibrations.”

By hitting the accordion’s buttons harder, louder notes are expressed. By holding in buttons, notes are sustained, he said. Blending is accomplished by allowing the natural accordion sound to come through, too.

To create the vibe sound, holes were drilled under the keyboard and special cards were added. The strokers enable the accordionist to create a vibe, marimba or “sort of electric piano” effect.

A custom amplifier delivering 20 watts at 40 cycles is used for one part of the amplification; a regular organ amplifier is also used and Kaye is currently planning to add Leslie speakers.

Strings to Ampeg

NEW YORK — The Ampeg Co. is the sole distributor of Dan Armstrong strings in the United States. The strings will soon be available for guitar and bass in five styles and gauges throughout the country.

Merson Promotion Features Free Trip to AMDIE Show

WESTBURY, N. Y. — Merson Musical Products Corp. is sending a special promotion package and invitation to its more than 5,000 dealers explaining how they can earn a free trip to the American Music Dealers Industry Exhibit (AMDIE) in Las Vegas during May.

In order to qualify, dealers must purchase two Hagstrom guitars (V-1 and V-2) and one Hagstrom bass (C-2) with cases (DP-5 and DP-6) at Merson’s regular dealer prices. If accepted by Merson, the dealer will entitle participating dealers to one free round-trip jet, airline ticket to Las Vegas, free double occupancy room accommodations at leading hotels for five days and four nights and gourmet dinners and shows every night. Also included are sightseeing tours, unlimited golf privileges on an 18-hole course, and swimming pool facilities.

According to Merson national promotion director T. Warren Hampton, the special offer is not being limited to the company’s dealers.

“Merson is extending two free Las Vegas trips to every dealer to encourage guests to bring along a friend or their wife. In addition, the company plans to supply guests with "on-the-spot" chips while they are there. This will be based on a certain percentage of your company’s sales and is explained in detail in the special promotion being sent to dealers.

Endorsement

LOS ANGELES — Glen Campbell has signed an endorsement contract with Ovation and will use a six-string and a 12-string guitar on his network TV show, "The Glen Campbell Goodtime Hour."

Music Cards

STILLWATER, Okla. — Music cards, now available from Bradley’s here, feature the picture word method of learning musical notes and symbols. A musical note is illustrated on each card of a 60-card pack, with the name of the note printed on the reverse side of the card. A complete set of Music Cards is $2, postage paid.

Gibson Award

COLUMBUS, Ohio — Gibson, Inc., has won the 16th annual Chris Award, presented by the Film Commission of the City of Columbus, for its guitar music picture motion, "Instrument of the People." The 16mm film, in full color, ad sound, depicts the history and manufacture of the guitar.

THE CARROLL SOUND chime stand combines stability and ruggedness with much needed portability. The stand is available in models to hold four, one and one-half inch or two-inch chimes, up to more than seven feet in length. A carrying case is included.

FEBRUARY 15, 1969, BILLBOARD
Audio Retailing

Latin Version of U.S. Hits Aids Spanish Dealer's Sales

- Continued from page 1

A more dramatic example of the U.S. influence on Latin markets is Jose Feliciano, Frenkel said. "The first disc did nothing for us until he hit on the U.S. market with 'Light My Fire.' Now all Feliciano products is selling."

Frenkel said the same is true for Holp Alpert and the Tijuana Brass.

American Influence

"The influence of American music on the youth of Latin America today compares to the influence of Latin music on the more mature U.S. market years ago," Frenkel contended. ""Honey" is selling well by such artists as Vincenzo Valdez, Marco Antonio Muniz and others. Alberto Vasquez and several other Latin artists have recorded "Love Is Blue." "Hank on Sloop" was cut by the Mexican group, Johnny Jets, and by a local artist here, David Muniz. Alberto Vasquez has recorded "That's Life."

Young Frenkel and his father, Harry, pointed out that Latin music is enjoying wider popularity here. Stations programming it include WSKT, WSBC, WEDC, WQPA and WTAQ. At least one station has already taken the steps necessary to go full time with Latin programming.

The Frenkels estimate the Latin-speaking population here at between 400,000 and 500,000, counting at least 250,000 are Mexican. Another important segment are Puerto Ricans, Cubans, representing a constantly transient population, are another major influence as are the Colombians and Equidarians.

Understanding the many variations of Latin musical tastes is an absolute necessity for dealers, they point out. Pan American's stuff is characterized as a "little League of Nations." Five are Mexican, one member is from Madrid, two are from Puerto Rico and one is Cuban.

Categories

Music breaks into four "very broad" categories: Mexican is both "northern," coming from Texas, and from Mexico; Puerto Rican is another; Cuban is third and South American the fourth.

ANIVERSARIO

Frenkels Mark 25 Years Giving Personal Service

By RON SCHLACHTER

CHICAGO—"I have been in the record business for 25 years but I haven't learned how to manage it."

This was Harry Frenkel's way of saying that he has always treated his customers in a straightforward manner and will continue to do so in the future. At the same time, Frenkel, president of Pan American Records here, stressed that any manufacturer or distributor, such as himself, falls short in a very important area:

"I feel the manufacturers don't have the little bit of personal touch that we have broken our back to try to supply. They can't supply personal service. I won't sell a lemon. When a customer comes in and asks me to select records for him, I won't give him anything that I have doubts about. Every record will be sold."

FRENKEL SHOWN here on the left, assists his father, Harry, shown here on the right, in overseeing the combination disc, record, rock-job and retail operation of Pan American Records.

"But each category," Frenkel insisted, "divides into sub-categories."

There are many perplexities. "What I call 'Puerto Rican Latin Soul,' is the biggest thing going in New York City but we can't sell it here."

Pan American functions as a retail outlet, distributor for about 30 labels, a one-stop and rack jobber. The firm racks in four States and distributes in another five.

At the retail level, mono albums are sold at $3.96, stereo LP's at $4.33, singles at 89 cents and extended play albums at $1.39. The store has triple inventory in cartridges and cassette tapes, pricing 4-track at $5.96 and 8-track and cassettes at $6.98.

RECORD SWINGER. This new unit from Edinette Enterprises is wireless, coldless, backed with adhesive and powered by one penlight battery. List price, $3.95. (Specchio)
EDITORIAL

A Lyn Durant

The death of Lyndon Durant reminded us that the coin machine industry has too soon lost last monuments to its famous and deserving brethren. Durant, known to his countless friends as Lyn, died suddenly Jan. 29 after suffering a heart attack at age 60.

It can be said that Durant, former chairman of United Manufacturing and affiliated with several other firms, was a legend in his own time. He was generally regarded as a mechanical genius responsible for developing amusement games, now a staple part of the burgeoning leisure market.

Our industry, which is destined to play such a vital role in the growing leisure activities field, must develop more génie, more imagination. By now it has one school for training coin machine technicians. It needs a college. It needs a conventional coin machine programme and leisure equipment route managers.

There is no more fitting tribute than to develop a Lyn Durant Memorial grant for such purposes.

Memorial

See 100,000 Disk Vendors

• Continued from page 3

ord companies include monthly artist salutes, posters and banners, as by loading the record vendor with product to feature an individual artist or group.

By simultaneously releasing product to Disc-O-Mat, said Orsatti, "we can provide another source of record exposure for the labels. Merchandise plans call for 100,000 machines to be in use across the U. S. this year, with vending locations away from regular record rack jobbing outlets."

Locations will include supermarket, resort communities, teen-oriented retail stores, youth and recreational areas, specialty stores, schools and franchise food locations.

"To give the vending machines a 'music industry image,'" said Orsatti, "we will distribute a Disc-O-Mat edition of Go magazine, a weekly publication. The new magazine will be distributed free in racks attached to the record vendor."

New Films for Rowe Phone Phun

WHIPPANY, N. J.—Ron Goldberg, vice-president of Marketing and Sales for Rowe Manufacturing, has announced that the following films are being made as replacements for the Rowe Phone Phun: Big Movement, L-2918; Do Your Thing, Ato-6641; Fortune Cookie, L-2918E; Gonna Be a Showdown, Atlanta; Love in the City, L-2918; Making Love, L-2915; Precious Moments, L-2915E; Escape, L-2917T; "I'm Making Love," L-2917T; "I'm in Love With You," Dcaco-3243; "I'm in Love With You," Buddah-82; "I'm Made for Love," L-2915F; "It Was a Very Good Year," Decaco-3243; "Something Fishy," L-2917E; "Be My Side," Brunswick-5559.

New Equipment

Miami Refines 'Copter' Unit

CHICAGO—Midway Manufacturing Co. has been licensed to produce the helicopter game developed by Amusement Engineering, Omaha, and has made a number of improvements in the unit. Chief among these is the choice of a free play, or extended length of play, two features never before offered on this type of game, according to Joe Schaefer, vice-president, director of marketing.

Time of the game, called Whitey Bird, ranges from 15 minutes to 2½ minutes.

Other improvements include the use of a solid-state sound system that creates a simulated helicopter sound pitch and volume react to the controls. The sound can be adjusted from outside the unit.

The helicopter in the unit can be controlled with precision to within fractions of an inch. Seven lighted targets can be adjusted from easy to more difficult.

The unit is adaptable for quarter pricing or 10-cent pricing and appropriate decals pertaining to pricing are included in the unit.

Midway will also offer a new back door which is an added feature allowing for more convenient servicing and adjusting. Replacable printed circuit boards are also part of the improved electronics in the unit. The legs can be interchanged with standard pin game legs.

Outline Laws For Operators, Taverns in Tex.

AUSTIN, Tex.—Rep. H. R. Cory, chairman of a General Assembly House committee named to examine the experience of operators on taverns, said the board had not proved any tie between the vending machine industry and organized crime. He said the Department of Public Safety is continuing its investigations.

The committee's recommendations for legislative action:

• That all individuals and firms distributing coin-operated machine machines (including pool and marble tables) be required to obtain a license from the Texas Liquor Control Board (LCB) under prescribed rules and regulations.

• That they be required to give sworn statements identifying all persons involved in the concern, including stockholders. The record should be filed with LCB and would be available for public inspection.

• A prohibition against any person from operating a machine in a place where the use of such a machine would be contrary to the public interest.
MOA Bylaws Revision Set

- Continued from page 49

nominating committee 90 days prior to the general membership and election meeting— a resolution not incorporated in the bylaws.

Additionally, MOA now has nine vice-presidents instead of the former 10. The last bylaws revision, and not complete at the time, was in March of 1967.

The committee: Chairman, Lou Casola; vice-president, Harlan Wingrave; members Hy Lennick, John Snodgrass, Harry Schaffner, Robert Walker, Robert Nims and William Anderson.

Tell ARA's Music Plans

- Continued from page 49

Dayton confirmed the recent ARA merger with Paramount Automatic Industries, Inc., Bronx, N. Y., adding that "this doesn't preclude other acquisitions in the New York area." ARA recently acquired music routes on the West Coast and Silco Vending in New Jersey.

"We have no particular planned program of acquiring street operating firms and this is not a nationwide pattern," Dayton said.

See the new

PSYCHEDELIC

MONEY-GRABBER

from

ROCK-OLDA

MODEL 440

160 SELECTIONS

Eastern Music Programs
For Black R&B Market

- Continued from page 49

pany spends between $30,000 and $40,000 a year for new equipment. "Better locations are generally in black areas," said Brown. "Consequently, through the years the best equipment has been put there. Tavern owners are quite friendly with each other and know what's going on." For example, we had a three-year-old machine at a location that was doing better than a new machine at another location. However, the woman with the older machine talked to her friend at the other location and then told us that she wanted a new one.

"Of course, another factor is that 90 per cent of the people are sound conscious. The artists today have their own sound and there has to be equipment to reproduce this sound. One problem that Brown does not face is what records to program. Since all locations are A&B, the only distinction made is between soft and hard jazz.

"I consider soft jazz as having a sentimental appeal for the 35 and older group," said Brown. "Examples of artists would be Bennett, Sinatra and Wilson. Meanwhile, the young crowd favors hard jazz with such artists as Donaldson, Masakela, John Hart, Art Blakey, Miles Davis, War, Montgomery and Man Gitz.

"The black community is such that it overlaps. Each person, whether from a middle-class or poorer area, appreciates Ray Charles because he is an artist. Because of this, the music is basically the same at the various locations. It's just the manner in which the people accept it that is different. This makes it easier for me to program than it would be for a white operator."
Caught in today's profit squeeze?
The new Seeburg Gem can increase collections 30% and more
(Without increasing overhead)
Take a look
Take out a pencil and figure your costs! They're up. They're all up! And eating into your profits more and more. Beat the cost-of-operating escalation with the new Seeburg Gem, featuring the Dollar Bill Acceptor and 2-for-25¢ play.

Check these Seeburg Gem features:

1. **Animated Digital Selection.** Colorful selection indicator to attract customers. Each selection remains lighted while playing to help identify numbers for replay.

2. **Selector Buttons.** Designed for easy, finger-touch at a convenient level.

3. **Attractive Styling.** Exciting rosewood finish with striking illuminated panels, complimented with ruby-like decorative accents.

4. **Seeburg "full dimension" Stereo Speaker System.** Full fidelity, ear-level sound. Rich and resonant. Two high compliance woofers, and two middle-range speakers. Seeburg's new tone enclosure delivers four times the sound power per input. Entire speaker system is acoustically isolated to prevent sound vibrations.

5. **Optional Seeburg 2-for-25¢ and Dollar Bill Acceptor.** The profitable Dollar Bill Acceptor accepts dollar bills, encouraging your customers to buy more music. And saves you the trouble of constantly making change. The 2-plays-for-25¢ feature will increase your profit along with increased over-ride.

6. **Optional Print-Out Income Totalizer.** Gives you an up-to-the-minute printed total of all coins and bills deposited in the phonograph. Stamps the cash total on a collection slip and shows the amount on the Totalizer itself. Tested and approved, Nation-Wide Consumer Testing Institute.

7. **Easy, Up-Front Loading, Servicing and Collecting.**

8. **Optional Remotes For More Profits.** Stereo Consolettes and Extended Bass Consolettes. New universal column auxiliary speakers that can be wall mounted either vertically or horizontally. Plus remote volume control you can adjust to the size of your crowd.

All these features plus... easy maintenance... dependability... faster profits...
No operator can escape the increased costs of service, maintenance and overhead.

Join the hundreds of operators across the country who have been doing something about it. How? By switching to Seeburg's new Gem with 2-for-25¢ play and Dollar Bill Acceptor. It will increase your collections more than 30%.

It's a fact! It works! In hundreds of profit-conscious locations, collections have gone up and profits have gone up with Seeburg's 2-for-25¢ play and Dollar Bill Acceptor! Join the operators who have switched to Seeburg for bigger profits. Contact your Seeburg distributor now!
**Offer Hints On Billiard Tournaments**

**CHICAGO — Successful tournaments utilizing coin-operated billiard tables are being held in several parts of the U. S. Operators hope for a national tournament eventually. Leonard Schneller, sales manager, U. S. Billiards, Inc., at Villa Park, Atlas Music Co. here, have been working with two new groups in Illinois and Iowa and offer the following suggestions:**

- The best nights for male competition is "off-nights." Sunday afternoon, Monday and Tuesday nights are often best.
- Schedule women on busy nights. "The girls won't come in on light nights and boyfriends and husbands like to show off girls on the busiest nights."
- Reolve the table and furnish new cues sticks the day the tournament opens.
- Operators should stay away on tournament nights. "This way the operators remain neutral and aren't hit for a lot of free drinks."
- If the operator needs to come in to "get a journey off the ground," make the visit during the day.
- Make sure patrons understand losers can compete each week. "This way the double elimination works."
- Only one winner from each county.

**August 1967 exports were $3,592,837, up from $2,308,059 in 1966.**

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**In every type of location everywhere**

**CHICAGO — Switzerland, West Germany, Japan, Belgium and Sweden were among top importers of U. S. games during the third quarter, 1968, according to figures from the U. S. Department of Commerce.**

While no report was available for August and September of 1967, July exports in 1968 totaled $2,227,558 against $2,127,600 in 1967. August 1968 exports were $3,592,837, up from $2,308,059 in August 1966.
Starting right from the top WURLITZER AMERICANA III sells itself and attracts play. Scene is a waterfront metro-skyline. But, with a unique added attraction. It slowly changes from sunrise to nightfall and back again. More action. More interest. More play — guaranteed.

More motion — and action — distinguish this optional, extra-cost, metro scene. Signs go on and off. Autos cross the bridge. A tugboat breasts the current. It fascinates patrons, focuses their attention on the phonograph, stimulates extra play.

Just one more feature that makes WURLITZER Americana III a Blue Chip Investment.
BULK VENDING NEWS

ADAMS BROS.
You Can’t Use Yesterday’s Ideas
If You Want Tomorrow’s Business

OKLAHOMA CITY—Gen-
try and James Adams believe
that bulk vending manufacturers
too often use “Yesterday’s ideas”
and do not create for the future.
The brothers, partners in Adams
Vending Co., here, have been
forced to prepare 50 per cent of
t heir mixes. “I work the route
two weeks and think the next
two weeks,” Gentry Adams
stated.

The two men, who have a
younger brother, Jerry, whom
they hope to lure into the busi-
ness, employ such colorful terms as “two-price-cutter”
and “meat items” when speaking of their formula for mixing charms.

Aside from their chief com-
plaint that manufacturers aren’t
producing “something different,”
they also believe that manufac-
turers’ prepared mixes too often feature
uneven portions.

“We always make sure that
each individual charm in a mix
is included in equal portions.
We have seen too many instances where a prepared mix will have
only a few of the leader or
’slinger’ items in it.

“A kid will play a machine as
many as 10 times to get a slinger.
But if he fails he will tell all his
friends that there ‘are none of
that item in the machine’,” Adams
said.

“We have parents approach
us on location and skeptically
inquire if there really are any
of the higher value merchandise
in the machine. We simply dig
down and show them that there
are plenty of the top items.
Our volume has more than doubled
since we concentrated on even
mixtures.”

Adams said he uses two slingers,
or attention-getting items, of
each a cupful or a trim of
9 cents. He next mixes in one or
two “price-cutter,” items such as
Go Go Rings, which cost him
as little as 1 cent. To fill out
a 10-cent mix he designs “meat
items,” or what he defines as “brok-even” items, generally
consisting of 3 or 4 cents.

The Adams’ build their own
display fronts at a cost of $1
each, “including our labor.”
James / dams pointed out. They
buy the material in sheets of 12-
inch by 36-inch.

Their typical six-unit stands
consist of one 216-count per
charms, one 115-cent or cen-
tury gum, a machine filled with
either wrapped 5-cent gum or
Tootsie Squares, a 5-cent
capsule, a dime and quarter
 capsule unit.

In high volume locations they
use a 216-count capsule
machine. To overcome the rising price of penny gum
they have dropped the cost of
the charms mixed with 1-cent
gum from $3.00 to $2.50 and are
using 216-count machines.

In total sales they estimate
40 per cent is penny merchan-
dise, 25 per cent quarter items,
25 per cent dime capsules and
10 per cent nickel capsules.

FUnTROnICS wall Games $$

he has been with six-month Fulltronics, Hurley has created
ping-pong, dart and birdshot
wall games.

“We have developed the
games with three objects in
mind. To entertain customers,
we wanted to introduce a game for
high-class locations. Second,
we wanted a game that would
up take no space, and third, we
wanted a game that anyone
could play.”

“The appeal has always been
there for the games, but just re-
cently the games got off the
ground production-wise. Our
newest project is a game utiliz-
ing solid-state circuitry. There
are no relays or swapping
switches. We have already been
offered $5 million for the
project.”

Hurley, who re-acquired the
patents for Tic-Tac-Toe and
Pitching Horse Shoes from Or-
bit, has been issued eight U. S.
patents for the games with three
more pending. He has about 50
patents in 10 or 11 foreign
countries with another 30 being
filed.

Operated by remote control,
the games require no floor space
and also can be nonelectric. “Our
games fit into higher type loca-
tions which could not use a pool
table or shuffle board,” said
Hurley. “Since the games don’t
disturb anyone, we have even
put them into places that have
go-go dancers. At the same
time, the games provide a very
soothingly wall show. When he
has this, a location owner
doesn’t even have to have a
band.”

New York recently granted
licenses for Tic-Tac-Toe and
Pitching Horse Shoes, and Hur-
ley believes all of the games
should receive nationwide ac-
ceptance because they are games of
skill.

If your competition is
getting you location trouble

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

SELECTORAMA®
277-88
CONSOLE

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

Front door operation saves 50% to
75% service time. Bigger dis-
play, more profits.

See your distributor for informa-
tion on new console.

Hutchinson Spells Out
Aims for New Vendors

ATLANTA—The bulk vend-
ing field offers career oppor-
tunities for young businessmen
who have a minimum amount of
working capital and a desire
to work hard. This is the view
of H. B. Hutchinson Jr., presi-
dent, National Vendors Associa-
tion and veteran operator-dis-
tributor here.

Hutchinson’s suggestions:

• Start out with fresh, new
equipment, purchased from a
reputable distributor.

• Approach locations with
the proposition that you are
going to install the latest, most
demand bulk vending equipment
and keep it filled with quality
merchandise.

• Don’t start by jumping in
on locations that already have
equipment. All you will be doing
is fragmenting the available
equipment in a business in that
spot. Look for new, fresh loca-
tions.

• Offer normal location com-
petitions. Paying exorbitant
commissions simply because
you have heard that someone
does is a sure way to go broke.

• Assume from the start that
this can be your full-time busi-
ness. This kind of career view-
point carries over into all your
dealings with locations as well
as suppliers.

Where should the newcomer
look for profitable bulk vending
locations? “Supermarkets are
today’s most productive spots,”
according to Hutchinson. “Truck
stops are next, followed by
bowling alleys and shopping
centers. Don’t ignore the
corner taverns, filling stations
and groceries. These are still
the easiest locations with which
to open a bulk vending route.”

Hutchinson is also a strong
advocate of accurate business
records for the bulk vendor.

“Know at all times how much
your merchandise and equip-
ment costs, and how much
money you are taking in,” he

Continued on page 57)
Natoli New CAVC Chief

By BRUCE WEBER

LOS ANGELES—Small operator tax and security problems, employee training and convention planning were leading topics at the recent meeting of the California Automatic Vendors Council (CAVC). Robert Natoli, Canteen Service, San Diego, succeeded Clarence Landis, Canteen Corp., Millbrae, Calif., as president.

Other officers of the State council are Claude Witbeck, Servomation-Bay Cities, S. A. Francisco, and Richard Goeglein, Interstate-United Corp., Los Angeles; both vice presidents, and William Dennis, Standard Change makers, Los Angeles, as secretary-treasurer.


Past presidents and ex officio members of the board are Landis, John Lummep of Los Angeles, Dwight Dickerson of Berkeley, Charles Manian of Los Angeles, Ted R. Nicolay of San Bernardino and P. Wheaton of Long Beach.

Outline Laws For Operators, Taverns in Tex.

• Continued from page 49

son owning the amusement-type coin machine must place money to the holder of an alcoholic beverage license. A committee also proposed that the law be drawn so as to ban any lending through loan companies organized by the coin machine operators. Existing loans would be phased out, without renewal.

• A prohibition against a vending concern’s holding any interest in the tavern or club business or from holding a lease in such establishment.

• A requirement that a nontransferable tax stamp be attached to each machine with a corresponding serial number.

• A requirement that all agreements for placing machines in taverns be on a written contract with forms prescribed by LCB.

• That alcoholic beverage licenses be suspended or canceled for any person who accepts a loan from a vending operator or who accepts a lease from a member of the vending industry or enters into any business partnership with him other than for operation of machines.

• A requirement that all applicants for alcoholic beverage licenses disclose all their obligations, security and persons to whom debts are owed.

• A provision for semi-annual affidavits that the Liquor Control Board licensee of permittee is himself operating each tavern and club.

• A requirement of a photograph

Coming Events

March 6-8—Music Operators of America, directors meeting, Hotel Monteleone, New Orleans.

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

March 21-22—National Automatic Merchandising Association, spring management conference, Executive Park Hotel, Atlanta, Ga.

March 22-29—South Carolina Coin Operators Association, annual convention and trade show, Hotel Wade Hampton, Columbia.


April 17-19—National Vendors Association, annual convention and trade exhibit, Hollywood Beach Hotel, Miami.

April 18—Wisconsin Automatic Merchandising Council, Bilotti’s Forest Grove, Bay City, Mich.

April 18-19—National Automatic Merchandising Association, spring management conference, Sheraton Des Moines Hotel, Atlantic City, N. J.

April 25-26—National Automatic Merchandising Association, spring management conference, Sheraton Plaza Hotel, Boston.

April 25-26—Indiana Vending Council, Inc., annual meeting, Speedway Motel, Indianapolis.

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

May 2-3—Canadian Automatic Merchandising Association, annual meeting, hotel Bonaventure, Montreal.

May 9-10—Ohio Automatic Merchandising Association, spring management conference, Broadmoor Hotel, Colorado Springs, Colo.


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

All Machines Ready for Location

Seeburg A-1-100, 150 film and 150 records for AMI phonograph. $3 per month.

Seeburg Electric. 605.

AMI-101, 125.

AM-137P. 95.

AM-101. 95.

AM-100. 45.

All AM-100 selection with AM-100. 16.

All AM-200 walnut. 15.

Seeburg 1-2 Qlletor machine. 35.

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FREE PLAY, or extended play, is two options never before offered on a helicopter trainer type game built by Hawthorne Games Inc. New unit from Midway Manufacturing Co. Other features include a solid-state sound system, two-for-a-quarter real-time controls, sculptured playfield and smaller cabinet.

Coin Machine News

June 13-15—New York Automatic Vending Association, Pines Hotel, South Falmouth, N. Y.

Sept. 5-7—Music Operators of America, Music and Amusement Machinery Exposition, Sherman House Hotel, Chicago.


That’s What You’ll Find In Our New COIN MACHINE LIST

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FEBRUARY 15, 1969, BILLBOARD
MISCELLANEOUS

CLASSIFIED MART
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□ BUSINESS OPPORTUNITIES
□ DISTRIBUTING SERVICES
□ EMPLOYMENT SECTION
□ PUBLISHING SERVICES
□ PROFESSIONAL SERVICES
□ MISCELLANEOUS
□ RECORD SERVICE

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EXCELLENT FOR COLLECTORS—Golden oldies favorites, comprised of 2000 (1 800 rpm) singles, all playable, mostly from 1940's to 1960's. Also available: LP albums, some new and some new and sealed. Prices: $1.49 each. For records for sale up to present. All 12' records. Owner: Frank Schmitt, 107 W. 44th Street, New York 36, N. Y. 10036. Tel.: 1515 106 31:

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NOW operating in New York City

Records composed of original songs, also unrecorded material. Stuffs employed: A
ges, Soma, etc. Specializing in Ragtime, hillbilly, etc. Ideal for record moment, gosper,
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National Record Promotion and

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Can Top 40 Survive Onslaught?

* Continued from page 34

sic. Country music is coming in strong. "I think perhaps these types of records wouldn't work in an r&b-flavored market," he felt that the growing importance of demographics in programming had brought on some of this changing scene in Top 40 programming in general, since more than a dozen stations are adding country records to regular programming fare. He pointed out that the demographics of country stations have been showing up well.

Phil Nolan, national program director of Westinghouse Broadcasting, suggests that there may not be enough teen business to support two Top 40 stations in some markets. Some stations like KILT and KNUZ in Houston, he says, are well run stations whose shares have remained larger over the years than other stations in similar markets. KHL and KRLA could exist profitably in Los Angeles, he says, since there are two Top 40 stations could exist well in cities with a large country audience: Oklahoma City without economic pressure.

Mike Joseph, a leading programming consultant, has been worried about Top 40 shares. He thinks a solution would be to avoid r&b and psychedelic records during parts of the day. Too, Top 40 radio might have to become a split personality—appealing to one type of audience during the day and another in the evening. He would determine this by careful audience flow studies to find out what kind of audience was available próprioe during the day. His major worry is that there's a tremendous lack of talent personalization in "no communication with the audience. They don't bring on an act. In a neighborhood radio station to bring on an act; bringing on a record should have some of that same excitement."

Several people criticized "more music" concept has bared listeners, chasing away other formats, such as country music.

Mort Crowley, program director of KOKO in St. Louis, thinks the country "is the mounting of the market," but it takes greater skill today.

Nearly any Top 40 stations today suffer their sound during the midday hours and, perhaps, the rest of the week. The trouble. The reason for suffering, of course, is demographics. Stations have been led to believe that they should go after the "teeny-weeny wife" during the day. They think, erroneously, that all housewives go for softer music. This ranges all the way to easy listening artists. Many Top 40 program directors claim: "They're making the chart." The Top 40 program director is not realizing that he is airplay put these easy listening artists on the chart.

So, in a significant way Top 40 stations aren't as hard as sound because they use. The lack of the music organization used to have. It's not enough to say there's no big craze today like there was when the Beatles were hot (you have checked album along label's long way from cool). It's true that easy listening artists are using the same basic techniques of Top 40, plus the same types of promotion, thus offering more competition.

But a valid criticism of Top 40 is that there are, indeed, very little rock in it today. The only rock involved is from r&b and perhaps one or two are leaning on r&b too heavily.

It is time for a new kind of Top 40 station to hit the air—a station devoted to socking it to the audience 24 hours a day with wild music and screaming disc jockeys who let you know what's happening. If necessary, some oldies would fit in that format, but there are enough records being turned out today that the Top 40 station should be used for that purpose without relying on r&b too heavily.

2 U.K. Producers Signed by Bell

NEW YORK—British promoters, Eric Roberts, and Derek Lawrence have signed production deals with Bell Recs. last night, Bell officials, Utica announced last week. The Legend, a group produced by Roberts, will have its first LP on the Bell label in England this month, launching the Bell production of local talent in England. Lawrence will produce two albums for the Country Fever, a British group.

Yesteryear’s Country Hits

Change-of-programming from your librarian's shelves, featuring the disks that were the hottest in the Country field for 5 years. Only 10 years ago this week, Merle Haggard appeared on Bell's chart at that time. That was February 15, 1959, Billboard.

Opinion

The legend of these all songs is that if the music industry exploits social situations purely for mercury reasons, it will bring itself no lasting benefit. If on the other hand artists are using records like writers and broadcasters as a medium to get across their genuinely held beliefs, then there is hope. Members, although not necessarily commercially, justifiable.

Mero/College Adds 56 Schools

NEW YORK—Mero/College Legate Record Corp., record service merchant to college and university bookstores in the U.S., added 56 schools as customers during 1968, bringing the firm's total to 400. Mero/College is a division of Mero Enterprises.

Included among the new schools is Mero/College's service agencies are Johns Hopkins Medical, Southampton College, University of North Carolina, Boston University, Villanova, St. John's University, the University of Iowa, and the University of Southern Mississippi.

Yesteryear’s Hits

Change-of-programming from your librarian's shelves, featuring the disks that were the hottest in the Country field for 5 years. Only 10 years ago this week, Merle Haggard appeared on Bell's chart at that time. That was February 15, 1959, Billboard.

COUNTRY SINGLES—10 Years Ago
February 15, 1964

1. B.J. the D.J.—Stonewall Jackson (RCA Victor)
2. Begging to You—Marly Robbins (Capitol)
3. Saginaw, Michigan—Lefty Frizzell (Columbia)
4. Love Can Never Be Here—Buck Owens (Capitol)
5. Before the Next Teardrop Falls—Loretta Lynn (Decca)
6. Five Little Fingers—Bill Anderson (Decca)
7. List of the Money—Dave Dudley (Mercury)
8. Walk the River—Wayne Newton (Capitol)
9. Nearly Miles an Hour (Down a Dead End Street)—Les Paul & Mary Ford (Decca)
10. Petal on a Ramirez—Roy Drusky (Mercury)

COUNTRY SINGLES—10 Years Ago
February 16, 1959

1. Stagger Lee—Lloyd Price (Chess)
2. 16 Gadgets—Crests (Cord)
3. Donna—Ritchie Valens (Del-Fi)
4. Dave's Eyes in Your Eyes—Flippers (Mercury)
5. Carolina—Bobby Pulaski (Fraternity)
6. My Happiness—Gandi Frangis (NPG)
7. Ten to One—Jack Wilson (Brunswick)
8. Goodbye Baby—Jack Scott (Nu-Man)
9. Gotta Travel On—Billey Gunter (Red)
10. Manhattan Spiritual—Reg Owen (Orch.)
**International News Reports**

**'ORPHEUS' INTO ENGLISH—B'WAY-BOUND MUSICAL**

RIO DE JANEIRO—Brazilian poet Vinicius de Moraes has translated his play, "Orfeu da Conceicao" (black Orpheus) from Portuguese to English for presentation as a Broadway musical.

With De Moraes' permission, producer Joseph Papp has put into motion an award winning film by Frenchman Albert Camus.

De Moraes has asked Papp to write more music for the projected Stratford show. He states that a U. S. producer is ready to invest $5,000,000 in the production.

Meanwhile, in Brazil, composer Chico Buarque, will visit Rome to start a campaign to make Brazilian music more popular in Italy.

In Rome, De Moraes will record his own music as well as the works of other Brazilians.

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**Mexico Clefters Hit Foreigners**

MEXICO CITY — Foreign groups may be restricted here to "groups with an international reputation" as a clause by the Musicians Union to the Foreign Ministry is accepted. The proposal is part of a campaign, initiated by Venus Rey, Union general secretary, to "clean out" foreign groups working in Mexico.

Also proposed is a ruling requiring foreign groups to pay $200 per musician as well as 10 per cent of salaries to the Union for the right to work in Mexico. Mexican musicians pay 5 per cent.

On top of this, the Union will insist that foreign groups of musicians earn less than their Mexican counterparts.

The campaign was triggered by revelations that numerous groups of foreign musicians and individual foreign musicians are working illegally in Mexico, dodging payments to the Union.

Venus Rey said he hoped the new campaign would force American musicians and obligate the foreign musician to "leave some of his artistic freedom of speech.

Clubs and hotels have been Gollo's Control Of Troubadour

JOHANNESBURG — Gollo (Africa) has acquired the repertoires of Troubadour Records, a South African company active for the last 18 years.

Troubadour has concentrated mainly on the Basutu market and releases a large roster of Afrikaans and Coloured artists, paying themselves a licence fee to cover repertoire rights. All form part of the Gollo takeover.

Troubadour logs an in the acquisition includes Troubadour, F. (Goli), HIT, Soteto, MOD, Church, Scepter and Amado. Featured in Troubadour's initial offer were Bobby Solo, Dionne Warwick, Peppino Capo, The Osmonds, The Osmonds, by Chris Oberhardt, Van Wyck Bros and Chris von Nickery.

Troubadour's black repertoire includes the Elricas Dance Band, "The Crew" and the Lecuems Combo, while it has Kid Margo and Sammy Bengu in its Bantu product.

**LP Output in Britain Gained Singles Down**

LONDON — Album production overtook singles output by a massive two million units in November. Total album output rocketed by 39 per cent to a total of 5,772,000 while single output dropped 23 per cent to 3,646,000.

And the latest Ministry of Technology statistics confirm that the record industry kicked off the last quarter of 1968 on the crest of a sales boom.

Home album sales were up by 12 per cent and exports hit a record 63 per cent of sales by £3 per cent over the pre-devaluation levels.

Total manufacturer sales were up 18 per cent at £8,140,000.

Total sales of LPs for October was 9,454,000 records, 6 per cent more than October 1967.

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**From the Music Capitals of the World**

**MANILA**

Home Industries Development Corp. is rush-releasing two albums for the Philippine Boys Choir, who are appearing here March 20-23 under the auspices of the Concert and Artist Management. The albums will feature the Manila Film Orchestra, where the Manila group will do the recording. Only one album of the group is available, a Columbia Super Record Co. on London last year. Imperialistic America will also release an all-Chinese Boys Choir March concert as early as January. Some Manila groups have panned here twice, successful chance to introduce the Philippine sales over the sales of the Swingers. "Bach's Greatest Hits" is a new album that it was released as a tie-up to the Paris group performance. More Swing products will be released. Count Basie, Frisco Quartet and Count Basie, Miss Randa, with a local piano and the Manila group will be released.

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**VIENNA**

Donovan (Epico) and Tom Jones (Decca) gave successful concerts here last week.

Phil Nocar, a Vienna-born tenor, performed "Tattoo" at the Albert Hall and got enthusiastic applause. Michael has recorded "Eidelweiss" and "La Montanara" for Polydor. The Deccaails, a Swedish act, is touring the European tour in Vienna. The group was given a concert in Vienna, Jan. 12.

- Favorites of the album — "Fanta" by Fanta, "Mumma" by Meme, and "Cabinet," as well as "Zlost" by Zost, "Mama," "Budapest," "Form," and "Zoeste," "Budapest," "Form." The Fraternity of Polydor holds the pole rights for the 30.7 percent in Austria. Furthermore, Stephan von Friederich, general manager of Manager of American "Mama," "Beethoven," "Cabinet," "Budapest," "Form," and "Zoeste," "Budapest," "Form." will have its premiere in Austria (April 15).

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**Helsinki**

The Finnish record company Phonoskeemme Sahko has released 500,000 records on its own label. Artists set to appear in a series of classical concerts in Helsinki have been named Vladimir Ashkenazy, Thursday (11). (Continued on page 24)

John Browning (March 5), Nikita Magaloff (March 21), Samuel Franks (April 13) and the Versailles Choir (April 30). Only 43 licenses for color television have been taken out in Finland since the color TV license system began Jan. 1. Fin. Television, released here on Blue Horizon, makes its second to Finland March 31 during a two-week Scandinavian tour, including Finland's Lammi Heimonen, Brino Turro, and the New Joys (Sweden) were in Stockholm in February.

Lasse Masterton (Lund, Sweden), dainty Beate Billström and Anja and Eko Lindmark's Trio were among groups who have shown their own shows. Former Plassen (Oslo, Norway) have a new line-offer for Polykor and has cut Finnish versions of "Låt den Drömmars" and "Elorens." The Trio also performs good tunes of the recently released "Sadie Wo, Sadie" and "Låt den Drömmars," which features other artists among the hits of the day: "Epstein Beatles." Rytkyn has released an album called "The History of Finnish Jazz" covering the last three decades and begins with...
Pickwick of Canada Label Set; Disk Out

TORONTO — Pickwick Records of Canada has formed a record label with the aid of Canada's topjukebox distributors, with "Lily the Pink" by the Allen Sisters set as its first release.

John Leatham, Pickwick general manager, said that Pickwick's licenses to the Pickwick Records, with "Lily the Pink" being re-released Friday night, would be released shortly and Sound Canada would produce a regular priced list as well as singles. A lower priced budget record series would be forthcoming, aimed at the Canadian market.

The new line is distributed in

Kapp Issues 14 8-Tracks

MONTREAL — Fourteen 8-track cartridges from Kapp have been set for immediate release on the Canadian market, announced Lee Armstrong, Apx division manager for Kapp Ltd. of Canada. It is Kapp's first Canadian release, with 10 more selections scheduled for a mid-month issue.

Mr Armstrong also stated that Kapp would release Kapp cassettes on the Canadian market.

Included in the initial cartridge release are products by Roger Williams, Louis Armstrong, the Uniques and "Man of La Mancha" original cast.

Mandala Set For TV Shots

TORONTO—Atlantic artists from the Mandala who are currently under contract with the Grand Hotel, Gooisland, Hilversum, in addition to an impressive presentation of new popular and classical product from Philips, Fontana and Mercury, delegates listened to speeches about PPI's policy of staff sales and record sales, new methods of distribution, activity of the publishing branch, and TV projects.

In his address to the meeting PPI's president, Coen Solleveld, reviewed the working methods of the company and looked towards optimism to the future.

A highlight of the convention was a speech by leading British designer, Charles Rennie Mackintosh, who talked about the Berlin project in which he has been involved for Philips.

Among those present at the convention were Jacques Chabrier, newly appointed president of the Chappell music publishing group (acquired by North American Philips and Siemens last year for $425 million); Boo Kimnort, newly appointed manager of Philips Sonora, Sweden; Walter Vogels, Apx division assistant to the now retired Hans Nitschke as president of Phonogram, Hamburg; Irving Green, president of Mercury, Chicago, and Heinz Voigt, manager of the recently formed publishing company Internego.


A Maritimes distributor will be announced.

CAPITOL RECORDS OF CANADA executives and artists at a Montreal meeting to discuss promotion of French Canadian talent. Left to right, front row, Pierre Daloud (adv), Quebec; Lee Gagnon, Louis Bannet, Chloé Charest-Cloutier, and Alain Labrecque, who have lately signed with Capeton Jacques Amann (promotion, Quebec). Back row, Paul White (director, adv), Bert Renfle (national advertising and promotion manager), singers Pascal Norman and Alain Olas, Ronald M. Plumb (vice-president and general manager), E. Taylor Campbell (vice-president, marketing).

From the Music Capitals of the World

TORONTO — So popular was singer Frandle Lane at the Beverly Hills Hotel and at Sunday's show that extra Saturday show was added. Polydor released Lane's ABC single, "You Gave Me a Mountain" (right) with full promotion.

Bobbys Vliston arrived to tape a Tony Martin TV Special, because Pete Seeger for the CBC. Both stars made no personal appearance.

Martin Burke, Compo producer in Canada's Maritime provinces, arrived for discussions with promotion chief, Al Mair, Rick Nelson's old hit "Your Kind of Lovin" re-released. Quality put their press party for two acts, Turtles and Iron Butterfly, following their Massey Hall shows.

Kapp Records, (also) at Toronto's Rock Pile club.

They are going to Warner-losing University, Kitchener, Feb. 1. The locally presented Vanilla Fudge fringe, . . . Peggy Seeger, Jo Jo Ramen appear at Hawk's Nest Feb. 23. A Colonial Tavern experimented by bookin Gary Burton Quartet (RCA) for two weeks. Visit was so successful new Canadian tour (Solid State) was also booked.

Polydor's Five Belts, Montreal group, appeared at Toronto Tavern, coinciding with their new single release. Los Angeles Times, Toronto guitarist Lenny Breau (the author) announced with Chet Atkins, Robin Mcelheny (product manager), Lime-light Records, in for discussions with London Records, who distribute the label in Canada. Top Four "Tears" rush-released following "flying parade." Nick Hamilton, Spider John Koerner, Jesse Joffe (producer) appeared at folk spot, the Riverboat.

KITCHEN YORKE

Kensington Cut By Papillardi

TORONTO—U.S. producer Frank Papillardi (with the Cream of Young Country—his credit) visited here to record local group, Kensington Market, and Eastern Sound Studios.

While here he announced that he would oversee recording sessions for guitarist David Rea, a well-known performer on the Toronto scene making his solo debut, and folk singer Maury Haydn.

60 Execs of PPI Affiliates at Sales Conference in Holland

HILVERSUM, Holland About 60 execs of European affiliates of N.V. Philips Phonographische Industrie (PPI), Baarn, attended the international sales convention at the Grand Hotel, Gooisland, Hilversum.

In addition to an impressive presentation of new popular and classical product from Philips, Fontana and Mercury, delegates listened to speeches about PPI's policy of staff sales and record sales, new methods of distribution, activity of the publishing branch, and TV projects.

In his address to the meeting PPI's president, Coen Solleveld, reviewed the working methods of the company and looked towards optimism to the future.

A highlight of the convention was a speech by leading British designer, Charles Rennie Mackintosh, who talked about the Berlin project in which he has been involved for Philips.

Among those present at the convention were Jacques Chabrier, newly appointed president of the Chappell music publishing group (acquired by North American Philips and Siemens last year for $425 million); Boo Kimnort, newly appointed manager of Philips Sonora, Sweden; Walter Vogels, Apx division assistant to the now retired Hans Nitschke as president of Phonogram, Hamburg; Irving Green, president of Mercury, Chicago, and Heinz Voigt, manager of the recently formed publishing company Internego.

PHILIPS PREPARES ALBUM TO AID UN REFUGEE FUND

AMSTERDAM—The special projects department of Philips Phonographische Industrie, Baarn is preparing the release of the third special World Star Festival album to aid the United Nations Refugee Organization.

The album features Diana Ross and the Supremes, Dionne Warwick, Ray Charles, Herb Alpert, Simon and Garfunkel, Tom Jones, Sonny and Cher, the Nolans, Julie Andrews, Paul Mauriat, Sammy Davis Jr., Dusty Springfield, Frank Sinatra and Barbara Streisand.

All the record companies involved have made the tracks available completely free of charge and various governments have already agreed to free the album from taxes and import duty.

The record will be released following a press conference to be held in London Monday (17), and it will benefit from a mammoth promotion campaign prepared by PPI, in Baarn in close collaboration with the other record companies. The album will retail at about $3.

The project was organized by Philips' Tom van den brink in co-operation with the UN's Rolland Chaix, de Saintonge. The advisory committee was Leonard Bernstein, Bert Kaempfert and Andre Previn.

THE LEADING INDEPENDENT RECORD COMPANY IS STRONGLY IMPROVING HIS PUBLISHING GROUP

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Canadian News Report
U.K. to Start Control Test

LONDON—Six towns have now been granted the casually trolled price-cutting test by the British Phonographic Institute following consultation with the British Market Research Bureau. The test is now being used to control prices.

Other Shrewsbury and Perth have been added to the two other test-ductions of singles; and Salisbury and Chippenham are to be added to the 100,000-price-cut LPs. "Control towns" will be Norwich, Worcestershire, and Shrewsbury.

"These cities, taken as groups, exhibit comparable purchasing power," the BPI reported.

Retailers in the nine are being contacted by representatives of the British Market Research Bureau.

The records to be used in the tests are expected to be selected by mid-February. The tests are being carried out to collect evidence in the BPI case for continued price-fixing on disks.

ARM Bows In S. Africa

JOHANNESBURG—ARM, a new company associated with Teal Records, has been formed to produce local records independently and release the masters. Teal will then distribute them under the ARM logoe.

ARM’s associated music publishing company will be run by Lastrec Music. In addition to record production, ARM will enter show promotion, management, and booking fields.

Directors of ARM are Gerald L. Rutter, Meryn Green (of Teal) and Graham Beggs. Beggs is responsible for local record production, The agreement with Teal permits Beggs to use any suitable recording studio for his productions.

The ARM booking agency is Terry Wynne.

E. H. Morris Buys "Cornevale" for U.K.

CANNES—Stuart Reid of Edwin H. Morris, London, has acquired the German rights to the hit, "Il Cornevale" for the U.K. from Sugar music's Tiber affiliate.

Reid is commissioning lyrics from two British writers prior to offering the song to a leading British artist.

Mandrande Paddelstroom and St. James Records. Hugh Mendell is understood to be handling the potential bid push assisted by Neil Slavin.

Dizzy Rockey, Pete Drummond is producing an underground group from Andover. Peter Green and Elektra is near to finalizing a deal over the rights to one from a new British production company Dandelion, set up by a well-known broadcaster.

PARIS—Former Impulse staff producer Bob Thiele is setting up an independent company, Flying Duchman Productions, which has obtained two original tape recordings connected with Thiele during a visit to France.

Thiele gave the news at a press conference staged here by ABC radio's distributor Pathe-Maroni.

The first tape was of Coltrane at the 1965 Antibes Jazz Festival. The second, a live French state radio-TV recording, the ORTF. The second being a recorded performance of the French edition of the Edgar Broughton Trio. Control Test will be used.

Three other towns will be used for controlled prices.

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LONDON—Among the overseas representations and copyright matters, two British companies at MIDEM were a string of agreements for Page One to have world-wide distribution. These were within Mexico and Rivera de France. Cyril Simons, managing director for Banana Music, said that he was planning to open a subsidiary in Sweden firm during MIDEM.

Deals for South Africa, Japan and South America are still being negotiated and it is likely that Mother Mother Music will be represented in Spain by Cunco de mundo.

Scandinavian deals have not been confirmed by Mother Mother's first state-side releasing office. In the Magic Lanterns, a catalogue deal for the U.S. has not yet been confirmed, but a meeting here with several U.S. firms is planned.

Mister's Mike Collier has been appointed business manager of Jitterbug Records. He has several records standards such as "Red Sails in the Sunset" and "My Prayer."

SR, Ad Rythm

Both MI Fey and Ad Rythm, each operating with two foreign companies, reported that next year they will need more people to cope with business in their foreign offices. They have issued foreign songs from Europe and Geoffrey Moth reports the company is planning to have a new catalogue of "Scandian Text" which will be called "Scandian Repeat."

Mitch Murray and partner Peter Calender placed their entire inventory of records with A&R distributors in Scandinavia and all but three songs with four other companies have been leased. Also deals with Rudi Sleza in Germany and the Scanialed in the U.S. with Gospel in Benecux, in Benelux, with Eurovision, and in Scandinavia with all of their countries.

MIDEM awards are given for record that registers the most performances, and has the highest sales figures. Apart from the international awards, national awards, were also presented to artists whose records had topped the charts in their own countries.

National trophy winners were:

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<tr>
<th>ARTIST</th>
<th>COUNTRY</th>
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<td>Pierre Cour</td>
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<td>Andre</td>
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<td>John Amo</td>
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Canada Deal with Riviera

CANNES—A deal under negotiations for one and a half months, between Riviera de France and Gamma Deal of MIDEM between Gamma Deal and Riviera de France and Mexico. Cyril Simons, managing director, said that Gamma guarantees to issue a minimum of six albums and 12 singles a year, with promoted promotion on six artists.

Brilliant also completed a deal with Alex Demir, managing director of the Galia label in South Africa. This will include a major promotion for Raymond Lefevre.

Remo number, "Piccolo Pica- la," which is performed by Ma- rio Mannino, was released on 6 Hits From SR.

Leeds chief Cyril Simons believes his company has at least six hits from San Remo including four tracks which will be recorded in Paris. Ron Clark and Engeltibert Humphries, Simons, will write the lyrics to another San Remo number which he would be featuring Leapy Lee.

Lyn's Harold Geller is having an English lyric put to an instru- mental "Piccolo Polka" which he acquired from Fantasia in France, and which rim probably will release.

Melodic - at MIDEM for the first time - launched an agreement with Everest and Fenstra de Brazil. It also set up an agreement with Latin and made a record and publishing deal with Hans Wer- der. The Swiss label later supplied English Indian LPs to Disc "A" in France.

Carnaby will write an English lyric, carlin chief Paul Rich, on "Tina de Co He To," which has been acquired for Shadows Music from Ekzi- on, designing John Lunch, will record the number, rich said.

'...Continued from page 60...

Get Life," inelco is mounting a promotion campaign for the original Broadway recording of "Hair." Gregg Marsch has been booked to appear in the Grand Union Theatre, New York, until July 7.

Following the screening by VARA, the TV station, of "Doorn" at the Arlecchino, of Yoko Ono, Negram- pelle's film, was given a prom- tional "Two Virgins" album.

The Butterflies' Blues Rand has returned from the U.K. and Pever five group the Paper Dolls performed "Some- thing" on the NCRV-TV show 'Jan 24,

Ivan Rebello's Brazilian tour, for appearances and CBS tied in with the release of five singles and three albums by the Russian bass. Philips has released and French dance craze "Cantahok," and his Orchestra. British group the Tornados in Holland to promote their new song "Girl Don't Make Me Wait" on TV.

Jarmut, the Italian independent rock company, has founded Rack Job, to market record, music- sales and film companies. List signed up to cover their first releases at the Disco, March 7, arc Mary Hop- kin, and I've Black Orwell and his Rockcarriers, James Last and the "Piano Flute" and Mathieu the "Blues," the Flirtations, and Ruso, Peggy March, and the Orchestra of Doo's production advisor is Ano's managing di- rector and the ARV and NTSV will screen the films, and the Bijenkorf storehouse advertising Pressure for the release of record steels for which all record-producing companies will be involved in submitting up to 20 steels. Awards in Music continue to be distributed in Holland by Dur- ere on contract to marketing in last November. The German branch of Philips has acquired a major interest in the Feinmechanische Werkeit in Eicer- land, a company producing magnetic cards and electronic computing apparatus. The company is being reformed Philips Electro- logos GmbH. Local NCKV- tions' annual spinning singer, Sulu Jorgensen Feb. 7 and Negram- pellefeermeek Deke Elleson with strong promotion campaign for the concert in Amsterdam to the Arlica label. In conjunction.

Marmont Records has been acquired by the Nettland group and has been invited to compete in the Arlica label. In conjunction.

AMSTERDAM

Nikka Masagof will conduct an international study conference for pianists, promoted by the Edward van Beinum Foundation at the Klevenheurn House, Bruk- kelen, Holland, March 6th. Eighty nightclub owners in West- ern Holland are planning to form their own booking agency in a protest against the allegedly high booking fees by certain agents, often reaching as high as $40 per hour per pianist. Because of the implementation of the act in Holland, prices of all records have increased by 6 per cent and prices per cent by 6 per cent. An additional public relations officer with the KieslTS-NTS TV, has been hired. Radio Veronica has sold all its advertising space for the next six months of 1969. The administrative department for the upcoming move to a bigger building in Heemstede 16, British groups, six, the "Villagers," the "soul- music" and the "Lover Affair" were in Holland for radio and TV promotion.

Indeco made Nino Sasso's RCM album "Nuff Said" a LP of the week following strong sales of the single "Ain't Got no
Two greats team-up forming a
SOLID GOLD HIT!

DOTTIE WEST  DON GIBSON

"RINGS OF GOLD"

RCA #47-9715

WRITTEN BY:
GENE THOMAS

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Acuff-Rose

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The world of music will meet in Nassau, Bahamas in April

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April 20-23, 1969
Paradise Island Hotel and Villas

FRIDAY, APRIL 18
Registration: 10:00 a.m. to 6:00 p.m.

SATURDAY, APRIL 19
Registration: 10:00 a.m. to 6:00 p.m.

SUNDAY, APRIL 20
Registration: 10:00 a.m. to 8:00 p.m.
Cocktail Reception: 6:30 p.m. to 7:30 p.m.

MONDAY MORNING, APRIL 21
9:00 a.m. to 12:15 p.m.
All Registrants Will Attend the Opening Session

OPENING SESSION Challenges to the Music Industry
Talk A. Music As An International Force
Godard Liebermann, President, CRS/Columbia Group
New York, N.Y.

Talk B. How the Roles and Relationships Between Record Companies and Publishers Are Changing
Cesare Sodduelli, Managing Director
N.V. Phillips' Phonographische Industrie
Baarn, Holland

Talk C. The Universal Numbering System—A New Approach to Increasing Revenue and Income
David Rottfeld, Divisional Merchandising Manager
E.J. Korvette, Inc.
A Division of Spartans Industries, Inc.
New York, N. Y.

LUNCH 12:30 p.m. to 1:30 p.m.

MONDAY AFTERNOON 2:00 p.m. to 5:15 p.m.
These five sessions are CONCURRENT. Each session will be held in a separate room and repeated. Registrants will select TWO—attending one at 2:00 and the other at 3:45.

SESSION 3 Changing Patterns in the Distribution And Retailing of Records
Talk A. Within the United States and Canada
Jules Malamud, Executive Director

Talk B. In Central and South America
Rodolfo A. Gonzalez, Director
Centro Cultural del Disco
Buenos Aires, Argentina

Talk C. In Germany
Kurt Kinseke, Vice-President
Deutsche Grammophon Gesellschaft
Hamburg, W. Germany

Talk D. In Australia
Frederick C. Gerz, President
Festival Records, Limited
Sydney, Australia

SESSION 5 New Strategies for Problem or Unexplored Markets
Talk A. Prospects for Marketing in Russia and Other Eastern Countries
Dr. Pavel Smolar, Director
Arts, Praga, Czechoslovakia

Talk B. Growing Opportunities in the Far East
Robert (Bobby) Weiss, Vice-President and Director of International Division
Monument Records Corp.
Hollywood, Calif.

Talk C. Organizing an Effort to Combat Piracy
Ernst S. Meyers
Liptons and Meyers
New York, N. Y.

SESSION 6 Performance Rights for Composers and Publishers
Talk A. The ASCAP Approach
Herman Finkelson, General Counsel
Paul Marks, Director of Distribution
American Society of Composers, Authors, and Publishers
New York, N. Y.

Talk B. The BMI Method
Edward M. Cranner, President
Broadcast Music, Inc.
New York, N. Y.

Talk C. In Europe
Michael Fregeaud
Deputy General Manager
The Performing Right Society Limited
London, England

SESSION 7 The Options for Establishing a Foreign Facility—Weighing The Advantages and Disadvantages
The talks that will be given in this session will cover the following subjects:
A. Setting Up Your Wholly Owned Company
B. Developing Joint Ventures
C. Selecting and Working With Another Company
The panel to deal with these subjects is as follows:
Dave Soria, Division Vice-President
Record International Department
RCA Record Division
New York, N. Y.

Flexx R. Fawcett, President
World Music Company
Brussels, Belgium

Harvey L. Schen, President
CBS International
New York, N. Y.

TUESDAY MORNING, APRIL 22
9:00 a.m. to 12:15 p.m.
These five sessions are CONCURRENT. Each session will be held in a separate room and repeated. Registrants will select TWO—attending one at 9:00 and the other at 10:45.
SESSION 8 The Emergence of the Individual Artist/Composer/Producer as a Self-Contained Organization
Talk A. Organization and Operation of these Groups and the Direction of Their Growth
Roy Silver, Chairman of the Board
Campbell, Silver, Cosby Corp.
Beverly Hills, Calif.
Talk B. How the Record Company and the Publisher Can Deal With Their Impact
Speaker to be announced

SESSION 9 Merchanidizing the Artist and Music Internationally
Talk A. The International Tour—Its Importance and Keys to Its Success
Giorgio Gomelsky, Managing Director
Paragon Publicity and Public Relations, Ltd.
London, England
Talk B. Music Festivals as an International Promotion Tool
Claude Paschal, Managing Director
NFC
Paris, France

SESSION 10 Income Potential in Different Music Forms and Use
Talk A. Exploiting the Jingle and Spot Music in Advertising
Herman Edel, President
Herman Edel Associates
New York, N. Y.
Talk B. The MaxiDisc (Pocket Disc)—A New Singles Market
Ferdinando L. Hymen, President
American Corporation
New York, N. Y.
Talk C. Audiovisual Cartidges—Their Prospects for Growth
Don Hall, Vice-President-General Manager
Anpo Stereo Division
Anpo Corporation
El Grove Village, Ill.

SESSION 11 The Source of Music Income—A Comparison Among Major Countries
Talk A. The Breakdown of the Total Sales Dollars—By Product and Source
Lori Strauss
Prager & Fenton
New York, N. Y.
Talk B. The Comparative Increments of Expense and Profit
Henry Birt, Executive Director
Record Industry Association of America
New York, N. Y.

SESSION 12 Adapting Music and Lyrics for Sale In Other Countries
Talk A. Changes Needed for Sale in Europe
Edith Barlow, President
Barclay Group
Talk B. Adapting Foreign Lyrics and Music for Sale in United States
Michael Stelzer, Two-Pocket, President
United Artists Music Company
New York, N. Y.

SESSION 13 New Sounds in Music
Talk A. Trends in Sound in the United States
Felix Papapardi, Vice President
Papapardi Music
New York, New York
Talk B. Emerging Musical Sound in Europe
George Mortin, Managing Director
Associated Independent Recordings, Ltd.
London, England
Talk C. Innovation of Sound and Music by the Engineer
Phil Randone, Executive Vice President
A & R Recording
New York, N. Y.

SESSION 14 Inter-Relationship of the Broadcast And Music Industries
Talk A. Programming Concepts of Nationally Owned Broadcasting Systems—Their Impact on Promoting Records
Robbin Scott, Controller, Radio 1 & 2
British Broadcasting Corporation
London, England
Talk B. Privately Owned Radio Station Programming—Changing Need for Music
Harvey Glassock
Broadcast Consultant
Brownsuve, New York

SESSION 15 Performing Rights for Record Producers and Artists
Talk A. In Europe
Steven Stewart, Director-General
International Federation of the Phonographic Industry
London, England
Talk B. What Are the Prospects in the United States
Stan Kenton, National Chairman
National Committee for the Recording Arts
Beverly Hills, Calif.
Talk C. In Japan and Australasia
Steven Stewart

SESSION 16 Significance of the Popularity Charts
Talk A. How the Major United States Charts Are Developed and Should Be Used
Andrew J. Osida, General Manager
Special Projects Division
Billboard Magazine
New York, N. Y.
Talk B. The Development and Use of the New English All-Industry Chart
Peter Marks, Associate Director
British Market Research Bureau
London, England

SESSION 17 Formulas for Buying and Selling Copyrights
Talk A. Setting the Value of a Copyright
Harold Orenstein
Orenstein, Arrow and Silverman
New York, N. Y.
Talk B. Avoiding Litigation in Copyright Transfer, Exchange, Sale, or Merger of Enterprises Owning Copyrights
Alice A. Orenstein, Arrow and Silverman
New York, N. Y.

WEDNESDAY MORNING, APRIL 23
9:00 a.m. to 12:15 p.m.
These five sessions are CONCURRENT. Each session will be held in a separate room and repeated. Registrants will select TWO—attending one at 9:00 and the other at 10:45.

SESSION 18 New Methods of Transmitting Music
Dan Karakus, Manager for Television and Radio Operations
Communications Satellite Corporation (COMSAT)
Washington, D. C.
Talk B. CATV—As a New Marketing Medium
Frederick W. Ford, President
National Cable Television Association, Inc.
Washington, D. C.

SESSION 19 The Influence of Law on the Industry's Future
Talk A. Is International Law Currently Helping or Hindering the Music Business
John V. Mills, O.C., General Manager
Composers, Authors, and Publishers Association of Canada, Ltd.
Toronto, Ontario, Can.
Talk B. The Meaning of Prospective Changes in the United States Copyright Law
George D. Cary, Deputy Register of Copyrights
Library of Congress
Washington, D. C.
Talk C. The Implications of Recent or Pending Legislation in Other Principal Countries
Dehne or Freitas, Legal Adviser
The Performing Rights Society Limited
London, England

SESSION 20 How a Joint Effort by the Jukebox And Record Industries Can Increase Profits
Talk A. What Is Required in the United States
William Cannon, President
Cannon Coin Machine Company
Haddonfield, New Jersey
Chaiman of the Board
Talk B. What Is Required in Europe
J. Cameron Gordon
Automatic Coin Equipment, Ltd.
Cardiff, Wales

SESSION 21 Mechanical Royalties
Talk A. In the United States
Albert Berman
Harry E. Apple and Trustee
New York, N. Y.
Talk B. The Changing European Scene
Jean-Loup Tourrier, Director General
Societe des Auteurs
Compos. de Musique
Paris, France

SESSION 22 The International Tape Systems Market
Talk A. Its Impact to Date on the Record Business
Irwin Tart, Marketing Vice-President
RCA Record Division
New York, N. Y.
Talk B. Achieving Full Exploitation on a Worldwide Basis
Whitman, Deputy Managing Director
Phonographische Industrie
Baarn, Holland
Talk C. Tape License Agreements: Avoiding Problems in Arrangements Between Record Licensee and Licensee
Charles B. Seton
Rosenthal and Seton
New York, N. Y.

WEDNESDAY AFTERNOON
2:30 p. m. to 4:30 p. m. ALL Registrants will ATTEND THIS SESSION

SESSION 23 Margers and Amalgamations—Their Effect on the Music Industry
Talk A. Their Influence on Future Sales and Growth of the Industry
Robert K. Lipton, President
Transcontinental Trading Corp.
New York, N. Y.
Talk B. Their Effect on the Creative Effort of People
Artur Ertz-Eugen, President
Atlantic Records, Inc.
New York, N. Y.
Talk C. Their Impact on the Position of the Independent
Joc Holzman, President
The Elektra Corporation
New York, N. Y.

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Fee includes full attendance at all sessions, work materials, coffee reception, three luncheons. It does not include hotel accommodations. Please make your check payable to the International Music Industry Conference. Check must accompany your registration.
Please register the following people to attend the International Music Industry Conference. Check is enclosed for all registrants.
PLEASE PRINT THE FOLLOWING INFORMATION:

<table>
<thead>
<tr>
<th>Name of Each Registrant</th>
<th>Title</th>
<th>Full Address</th>
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Your Name and Title

Full Address

Company

Additional names can be sent in a separate letter. Acknowledgement and information on hotels and transportation will be sent to each individual who is registered.
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<td>&quot;Return To Sender&quot;</td>
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<td>LPM 4698 (S)</td>
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<td>JOE COLE</td>
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For more information, please see the full page.
You have come to the United States. You are, in a sense, a visitor and guest. Your behavior is being, at present, closely scrutinized from coast to coast. What you sing and how you play is about to mark the difference between continued anonymity and future fame.

But right now, the reaction of most of us Yanks is, "Who in the merry hell is Jethro Tull?"

Dast you blame us? We think we know how you would answer that "Who in the merry" question. Your answers would be six:

1. Jethro Tull is the man who invented the plough three centuries ago, or so.
2. More than being just another new English group — ho hum — you, Jethro Tull, are apparently the new English group. That is, if the reaction you're causing in your Mother Country is a clue.
3. Your album, called "This Was," sprang from obscurity to #5 on the British charts in two weeks. Still up there. (Here, where it's just out on the Reprise label, it is not yet sprung. It is, however, crouching.)
4. Your reviews, in England, have been smashers. We quote you our favorite: "The Cream are finished and dead. Soon they will play their farewell concert . . . and then will appear a gap in the pop world which every group will strive to fill. But I'm sure a group has already filled their place. They go under the unlikely name of Jethro Tull, and make music which leaves The Cream standing. In all, this is THE group of the year, and for the next decade." — The Northern Review

As we said, J.T., a smashing review. But who in the merry hell is The Northern Review?

5. Four Englishmen, pretty much r & r jazz-blues oriented, who often appear in public as old men: shaggy hair, beards powdered white, age lines on their faces. Just a little something for America's senior citizens.

6. Ian Anderson (vocals, flute, and harmonica), Mick Abrahams (vocals and guitar), Glenn Cornick (bass guitar), and Clive Bunker (drums, hooter, and charm bracelet). Or as The Corby Leader said, "The most unusual group on the British scene." The Corby Leader is not, we warn you, The New York Times.

So, Jethro Tull, you may be hot spit in England, but here, you've got a ways to go: New York (Jan. 24-5), Detroit (Jan. 31), Chicago (Feb. 7-8), Boston (Feb. 13-15) ... and so on for the next 16 weeks. We, for one, will be watching your every move.

But then, that's our business. Our meaning Reprise Records. We're your record label, Jethro Tull. Exactly where you belong.
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SWITCHED-ON POP FOR "COUNTER" REVOLUTION!

MOOG
The Electric Eclectics of DICK HYMAN

The first "popular" synthesizer album — an electronic brainchild from the marriage of melody and MOOG.
and this was emphasized this year by the modest participation of foreign artists (eight out of 48) and by the massive absenteeism of foreign publishers.

Visiting artists were the Sweet Inspirations, Stevie Wonder, Brenton Wood, Mary Hopkin, Antoine, the Casuals and France Gall.

The reason for the meager attendance of foreign publishers was not hard to find. As one publisher put it: "San Remo has been MIDEMptied." The majority of the Festival’s 24 songs were sold before the event—many of them at MIDEM.

**UA Acquires 2 European Tunes**

NEW YORK — United Artists Music has wrapped up negotiations for two European tunes during the MIDEM convention held recently in Cannes, France.

Murray Deutsch, UAMC executive vice-president, made the arrangements on behalf of the company for "Zum Zum Zum" and "Time Again." "Zum," written by Amuri and Canfora, is published by Curci. The deal gives one of UAMC’s firms, Unart, publishing rights for the English-speaking countries as well as Mexico and Japan. The tune has twice been a hit in Italy. It currently is on the Italian charts.

The other tune, "Time Again," was written by Paul Siegel.

British publisher in attendance, "In my opinion, none of the first three songs is particularly impressive and it is significant to remember that the biggest hit to come out of last year’s San Remo was ‘A Man Without Love,’ which did not even reach the finals."

The direct transmission of the final night on the Eurovision link—taken by all Eurovision countries except Britain and France—lesseened still further the Festival’s international appeal. Only the first performances of the 14 songs in the finals were screened and all the artists involved were Italian. Either by accident or design, the foreign finalists, France Gall, Wilson Pickett, Antaine and Mary Hopkin, appeared in the second half of the show which was not televised.

The thin contingent of foreign music men at the Festival included Ivan Moguil, Nesushi Ertelgen of Atlantic and MCA’s Dick Broderick (U. S.), independent publisher Cyril Shane, Decca’s Dick Rowe and MCA’s Mike Sloman and Brian Brolly (U. K.); record producer Gerhard Mendelson, head of James Last, Philips publishing chief Heinz Vogt and Reif Budde (Germany); August Alguero of Canciones del Mundo (Spain); Gunnar Bergstrom and Dag Heeggyvist of Sonet and Store Borgedal of Sonora (Sweden); Martin Gizar of Music Box (Greece); and Norbert Saada of La Compagnie, Claude Pascal of NFC, Philippe Bouret of April Music and Gerard Davoust of Philips (France).

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**Get the best sheet music from the hottest Music Publishing Company...**

Hal Leonard Music Inc....as shown on Billboard’s charts:

- #1—"Everyday People"
- #24—"Stand By Your Man"
- #52—"Time of the Season"
- #97—"Switch It On"

......and coming up fast

"Sleep in the Grass"

Contact: HAL LEONARD MUSIC INC.

Pop Division

6725 Sunset Blvd., Hollywood, California 90028

Mgr.: Federico Pinero; Sales Mgr.: Steve Rinaldo (213) HO 5-2662

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JOE CARLTON, vice-president, general manager, Command/Probe Records, with members of the Mystic Number National Bank and the group’s new album. The album has a set of moving parts contained in the design—the label used the idea for an earlier Soft Machine LP.
Had Pact on Rights: Everest
Reply to Yarborough’s Suit

LOS ANGELES — Everest Enterprises and the Everest Rec-
ro anxious to work out a pact in favor of the
Yarborough, Warner Bro-
70s Arts said it would be willing to
enjoin the label from selling an album, "The Best of Glenn Yar-
which allegedly contains his
name, voice and likeness.
(See cover, page 14.)

Yarborough, a person of talents, de-
clined said one of the songs from "Come and Sit by My Side" was utilized in another
package, "Tradition Sampler." Yar-
borough agreed to the use of the song in a letter agreement.

WASHINGTON — The em-
battled copyright revision has been
jolted by another conflict in juggling its rules. It has del-
ced what, in the matter of copyright
title and regulation of cover art, is necessary. John L. McClellan, chairman of the Senate Copyright Sub-
committee, has shot off a stern let-
ter to the FCC about its latest CATV ruling, proposing
which edge into copyright ter-

The senator politely but warn-
gly said the commission’s pro-
posed rule to make CATV sys-
tems get permission for re-trans-
mission from the distant TV sta-
tions they pick up, amounts to a request for "an infinite valuation.
(CATV systems say it amounts to
total freeze of their industry.) The matter of copy-
right clearance for CATV is
strictly the business of the Copy-
right Act. McClellan cited in the
copyright law, the senator indicated — and not a matter for FCC to tell
up to a network copyright
istrator of CATV under the com-
missary of the FCC.

This is especially true, the senator pointed out, in view of court
rulings that have exempted
Court excused CATV from any
rivalry with present laws, leaving the issue up to Congress. Another
court case involving a broader issue of charge of unfair practicde by a
CATV system, advised that re-
It is "obvious," said McClellan, that whenever an agency is asked to plan either on the copyright or the regulatory aspect, consideration has to be given to the
ining in the other territory. He was sure this could be cooperatively
worked out between the Hill and the FCC.

District Attorney for the northern district of New York is on a
long uphill fight to win agreement from the CATV systems (through the FCC) to pay somecopyright fees under the copyright law. The condition that fees be kept rea-
sonable, and the law must set up some rules of cross-state and
compulsory licensing for all CATV stations. We have there the
mation from having to bargain with big
owners and broadcasters. It is
ACATV systems get "permission to retransmit" from stations would be effect on this
right. It would kill the CATV systems’ incentive for going
along with copyright fees.

Kovanchina to Open Chi Season

CHICAGO — Murskovsky’s "Kovanchina" opens the Chicago Lyric Opera’s 11-week 1969-70 season at the Lyric’s 2,262-
situation will featureBaseUrl
Bori
s mbor Toki
s
in New Or-
leans, singer of operatic and lieder specialities, in the title role.
The opera, in three acts, will feature入境 through the
with Boris Shkolnikov, baritone; Noriko Negoro, mezzo-soprano; and soprano
Gloria Tabori.

Goldsboro to Head Mardi Gras Parade

NEW YORK — This year’s Mardi Gras Parade will feature a
twelve-inches Grand Marshall, by Bobby Goldsboro. The
parade floats will number 40 and the
tional grand marshal of the New Or-
leans Crewe Stilwell. It is the 15th to participate in some of the
events are sponsored by the
take place in New Orleans, Sti-
will ride the parade’s leading float.
**THE WEIGHT / TRACKS OF MY TEARS**
- Capitol's most powerful pop sound of the year. A powerful love story brought to life in the Hot 100.
- The song is built around a simple melody and a driving rhythm.
- The performance of the music material (if no information available, Bang 566

**FIREBALLS—LONG GREEN**
(Prod. Steve Cropper) (Writer: Elmore-Blaine-Stovall) (Writer: Steve Cropper, BMI) - Fireball, 6050
- A strong rhythm that captures the essence of the song.
- The performance matches the rhythm perfectly.

**SHANGO—DAY AFTER DAY (It's Slippin' Away)**
(Prod. Al Green) (Writer: Ben Stringfellow-Edwardson) (Writer: Edmond-Ferri-Dobson) - Sonny Bono's flagship, 6050
- Strong rhythm and a compelling melody.
- The performance is matched by the rhythm perfectly.

**IMPRESSIONS—DECEIVING HEART**
(Prod. Steve Cropper) (Writer: Elmore-Blaine-Stovall) (Writer: Steve Cropper, BMI) - Capitol, 6050
- Strong rhythm and a sensitive melody.
- The performance is matched by the rhythm perfectly.

**LETTERMAN—I HAVE DREAMED**
(Prod. Steve Cropper) (Writer: Ben Stringfellow-Edwardson) (Writer: Edmond-Ferri-Dobson) - Sonny Bono's flagship, 6050
- A powerful pop sound with a driving rhythm.
- The performance is matched by the rhythm perfectly.

**CHERRY PEOPLE—FEELINGS**
(Prod. Al Green) (Writer: Ben Stringfellow-Edwardson) (Writer: Steve Cropper, BMI) - Sonny Bono's flagship, 6050
- A powerful pop sound with a driving rhythm.
- The performance is matched by the rhythm perfectly.

**AC CE NNON—IF I HAD A HAMMER**
(Prod. Sonny Bono's flagship) (Writer: Ben Stringfellow-Edwardson) (Writer: Steve Cropper, BMI) - Columbia, 6050
- A powerful pop sound with a driving rhythm.
- The performance is matched by the rhythm perfectly.

**LORIETTA LYNN—WOMAN OF THE WORLD**
(Producer: Sonny Bono's flagship) (Writer: Lawrence, BMI) - Columbia, 6050
- A powerful pop sound with a driving rhythm.
- The performance is matched by the rhythm perfectly.

**WOL YAM JENNINGS—SOMETHING WENT THROUGH CALIFORNIA**
(Prod. Sonny Bono's flagship) (Writer: Ben Stringfellow-Edwardson) (Writer: Steve Cropper, BMI) - Columbia, 6050
- A powerful pop sound with a driving rhythm.
- The performance is matched by the rhythm perfectly.

**CONNIE SMITH—RIBBON OF DARKNESS**
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- The performance is matched by the rhythm perfectly.

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- BUGSY
- VENT TATTOO
- MISS COUNTRY SOUL - Diane Truss
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- BABY, AIN'T THAT LOVE - Jack Tubb

PARAMOUNT

- HHN ABOUT THIS - Kay Starr/Clint Black
- MORE MISSION: IMPOSSIBLE - Lalo Schifrin

STEED

- RAINBOW RIDE - Andy Kim

Distributed nationally by Dot Records, a division of Paramount Pictures Corporation
view with Billboard. Radaieli’s decision represents an attempt to restore the flagging international market for music by creating an international Music Industry Market for one week in San Remo and the three nights of the Song Festival would be the equivalent of the international ‘Cannes’ form of MIDEM’s annual program.

"My aim is to rent offices in a suitable building to publishers and record companies in the United States and the United Kingdom. It is the past, has been the practice for deals to be done in coffee shops, bars and even in the street, but it’s time to give the business side of the San Remo Festival an appropriate environment." Radaieli said it had been his intention since he acquired a majority stakeholding in the company running the San Remo Contest, to bring drastic changes in the San Remo competition, "but I wanted to see what changes can make the changes this year."

Radaieli will seek the co-operation of Italian publishers and record men in withdrawing their support from MIDEM and using San Remo as the international shop window for their products, and he expects the support of MIDEM. An expectation is that, while the San Remo song publishers did good business in Cannes this year, they could make even more money by conducting their transactions in conjunction with the song festival.

The reason is that many Italian publishers would like to see the market side of the San Remo Festival and feel the city’s former importance, and Sugar general manager Etore Carrara told the Record Retailer he was in favor of supporting San Remo in place of MIDEM. If the two Italian publishers and all Italian publishers were in accord.

Calafera said that recent reports that the British Board of Trade was to discontinue its subsidy to British companies to facilitate their participation in MIDEM could help swing the emphasis back to San Remo. "If the British Board of Trade go in force to MIDEM," said Carrara, "it will surely reduce American participation. And if the Italians also withdraw, MIDEM will disintegrate because, Britain, U.S. and Italy —in that order—are the major copyright powers of the world."

However, although rumors of the Board of Trade’s subsidy withdrawal have gained since the last MIDEM, British MIDEM representative Mitch Murray denied that the Board of Trade had any such intention. Said Murray: "The Board of Trade signed a deal with British companies for five years and I have no reason to believe that they are anything but delighted at the export achievements of the British music industry at MIDEM. Although it is true that British publishers also buy materials at MIDEM, by far the major part of the business is trade and export-oriented British copyrights."

The Board of Trade’s contribution to British participation at the last MIDEM was £70,000.

**Festive would be the equivalent practice for deals to be done in the business side of the San Remo Festival an appropriate environment.**

**Budd Music Is Flying on High, Earnings Wings**

NEW YORK — Budd Music Corp., controlled and operated by Budd Music publisher Buddy Kaye, is riding in high gear. The firm, which is now in its 10th year, has been earning about $40,000 a year and Kaye anticipates that the extra flurry of recordings on his copyrights so far this year will boost the income.

Budd Music is represented by the Vogues’ reprise recording of “I’ll Know My Love (By the Way She Talks).” Other Budd Music titles on the market are: “Her Little Heart Went to London” in the new Arthurl Franklin LP. The same song will be in a Vikki Carr album on Liberty label. Other titles include: “Cold” by Zone 26 (World Pacific) and “Speedway” by the Marichi Brass (Library). Kaye, who recently com- pleted the sale of half of his company by Ben Weinman for the forthcoming Elvis Presley MGM film “Chau- tasque,” has been signed by British Decca for a month of writing, recording chores starting March 3.

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**JACK GROSSMAN, president and board chairman of Merco Enterprises, holds the title of Judah award presented to performing arts division of the Anti Defamation League at a Waldorf Astoria luncheon in New York. With Grossman, from left to right, are Judah award chairman, Mr. B’nai B’rith, Cy Leslie, luncheon chairman, and Louis Friedman, honorary chairman, ADL committees and B’nai B’rith. Over $35,000 was raised at the luncheon by the 500 present, estimated Nat Page, ADL director, the proceeds going to the ADL Appeal’s campaign to raise $16,193,000 to support a program of intergroup research and education, community relations and civil rights conducted by the ADL.**

**Los Angeles—Jimmy Bowen launches his Amos Records this month with records by Bing Crosby and the Evergreen Blueshows.**

Amos general manager Bruce Hinners told record distributors and Amos as exclusive all-cartridge configuration on Eko/Radaieli’s Italian-branded Canadian distribution and plans to sign with one company for all the other world markets.

**BOWEN BOWS AMOS-AMPERE Duplicator**

**Cyclone Sets a New Bob**

**LOS ANGELES — Bob Mersey is recording his first records for his Cyclone label. Product has now been completed by three acts, the Friends, a vocal quartet, solo guitarist Buddy Fite and the vocal duo of Marty Dunne and Karen Cruz.**

Among the producer’s forthcoming projects are two comedy albums and a studio orchestra which he will conduct.

The firm which is to be known as Mersey Amper is Sloan Rice, who produces the Friends and will handle the publishing companies. Rice was previously with Johnny Rivera in the complex of the former label.

Mersey is being backed in the venture by Ampex on a three-year contract. The agreement with Ampex is now lining up domestic and international distributors.

**The product will be distributed in foreign markets under the local company’s identification rather than on the Amos logo. Bowen feels a licensee will work harder on product bearing its own identity.**

Crosby’s initial single of “Hey Jude” is also the title of his first album, according to Crosby. Following the Crosby, Blue-shirt releases Amos will debut the following new acts: singalong vocalist L. D. Dresser, an instrumentalist, saxophonist, and trombonist, David Cohen and blues vocalist Jerry Fish. Bowen is working with Crosby and Dresser. Mike Post, one of his act men, is producing the Evergreen mark and Fisher. Bowen plans recording his wife, Keely Smith, now that she is free from any ties to Atlantic. Bowen plans spending more of his studio time on his own record company’s projects. He will not go after pure country sets because it takes too long to build up audience loyalty. He wants to develop an Amos artist roster comprised of 50 per cent "household name artists."

A recent release, for simultaneous release of its LP’s and tapes. "Within the next months we should have world-wide simultaneous release of our records," Bowen said.

Instead of having an A or B side identification or star mark- et, the Amos singles will carry a dove in flight as the B-side and a squawking dove as the flip side mark.

**Corporate Name Is Liberty/UA**

**LOS ANGELES — The corporate name of the Liberty and United Artists record operations has been changed to Liberty/UA Inc.**

Since merging with Transmer- cera Corp., the two companies have integrated operations. Liberty and United Artists stereo tapes are both distributed through the Liberty Stereo Tape Operation.


**WB-7’s Gets Rights to ‘Zingara’**

**NEW YORK — George Lee, chief of Warner Bros.-7 Arts Music, has acquired the publishing rights to the song ‘Zingara’ by the Italia and Canada to the Bobby Solo San Remo entry, “Zingara.” Cyril Simonof, of Leeds Music, has songwriting rights.**
This group has had more hits than James Brown, Steppenwolf and Lawrence Welk put together.

They're called the GRT Customer Service Department and they handle every hit album GRT puts on tape.

The GRT Customer Service people are always doing their thing. Which is keeping our GRT retailers, rack jobbers and distributors (some other great groups), stocked with the hottest tapes by the hottest artists. Matter of fact, this group is so turned on, they even call when an especially hot tape is on the way... just so our distributors get the hot ones first.

Presenting the GRT Customer Service Department. If you make your living selling tapes, you'll never hear sweeter voices.

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