GRT to Give Blue Thumb $$$ & Marketing Backing

By ELIOT TIEGEL

LOS ANGELES — General Recorded Tape has signed an agreement with Blue Thumb Records to finance the three-month-old company, and is establishing an exclusive sales organization to merchandise and market Blue Thumb product.

This association between GRT and Bob Krasnow's label is the latest between the two companies which began when Krasnow awarded the tape duplicator exclusive rights to his music for all configurations. GRT has been widening its influence in the music business through its acquisition of Chex-Checker-Cadet, several record pressing plants, several tape cartridge duplicating facilities, and establishing a Canadian company and opening its own retail tapet centers.

Gerts Graham

As a result of GRT's providing Blue Thumb with a quarterly operating budget, Krasnow was able to lure Don Graham, A&M's national promotion director for the past two years, to become a partner and general manager of Blue Thumb Records starting March 10.

Another result of the newly found finances will be the signing within the next few weeks of a series of production deals with top young producers. Un...

Motorola Tunes in Cassette

By HANK FOX

NEW YORK — An ideologi-cal revision in the marketing philosophy of Motorola's consumer electronics division could dramatically affect stereo 8's inroads in the home entertainment field.

Billboard has learned that Motorola will debut a cassette recorder/player for home and portable use. It is similar in appearance to Norelco's Carry-Corder portable and is believed to be in the $60 to $70 price range. This move marks the consumer division's first departure from the 8-track system, which is its sister division. Automotive Products, pioneered along with Ford Motor Co., Lear Jet and RCA record division in 1965. (The automotive division also builds a 2-track playtube unit... (Continued on page 18)

Merger Key: Exec Hiring—Confab Lights Up Wall St.

By MIKE GROSS

NEW YORK — Big business' romance with show business (record companies, music publishers, independent producers, etc.) will be further fanned in the tropical setting of the Bahamas. Wall Street is beginning to exist in the music/record business to the International Music Industry Conference co-sponsored by Billboard and its London-based sister publication, Record Retailer, to be held April 20-23 at the Paradise Island Hotel, Paradise Island, Nassau, in the Bahamas.

Wall Street's interest in the Conference stems from the growing interest of the conglomerates in music and record enterprises and the mounting problems built in with such takeovers. A recent report from the American Guild of Authors & Composers showed that 12 American industrial giants made up an umbrella that took in 119 music publishers, 59 record companies and a number of music-oriented enterprises such as tape cartridge companies, record distributors and rack jobbers.

Another problem facing Wall Streeters interested in the music/record business is the hard look...

'Rames at Sea'

Anchors at Atl.

NEW YORK — "Dames at Sea," the hit off-Broadway musical which has been the target of hot record company bidding for the past several weeks, is docking at Atlantic Records. The final details on the producers' contracts with the cast members are still to be worked out, but Nesuhi Ertugun, vice-president of Atlantic, has mapped out the recording project.

"Dames," which is styled along the lines of the Hollywood musicals of the 1930's, was written by Robin Miller and George Haimsohn (book and... (Continued on page 90)

Rawls Opens 1-Man Record Crusade for Ghetto Talent

By BRUCE WEBER

LOS ANGELES—Lou Rawls has formed Dead End Productions to help ghetto youngsters get a start in the record industry. Rawls, a giant in the music industry through his records with Atlantic, is the only major RCA artist who has not recorded a Latin Grammy. The company will sign songwriters and artists, produce product and arrange for the purchase of new master tapes and the sale of its catalog to a major company, which will distribute the product. The... (Continued on page 80)
This is what happens when you hear The Monkees' new album "Instant Replay":

This is what happens when you hear The Monkees' new album "Instant Replay."

"Instant Replay" contains both sides of their new single, "Tear Drop City" and "A Man Without a Dream."

COS-113

COS-113

"Instant Replay" contains both sides of their new single, "Tear Drop City" and "A Man Without a Dream."

Manufactured and Distributed by RCA RECORDS
Available on Stereo 8 Cartridge Tape
WE SUNDAY (19). A third meeting on Monday (17) and Atlanta's Cromia Wednesday (19). A third meeting on Monday (17) and Atlanta's Cromia, with guest artist Jubilee's diversified product. A tel. inking at New York's Plaza Hotel on May 11.

The theme of the sales meetings is "New Dimensions in '69," with an emphasis on Atlanta's Cromia's diversified product. A distributor contest also was announced with boat prizes awarded. The contest is being based on percentage of sales over prior quarterly periods. Atlanta's Cromia's first meeting was held Wednesday (19). A third meeting on Monday (17) and Atlanta's Cromia, with guest artist Jubilee's diversified product. A tel. inking at New York's Plaza Hotel on May 11.

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Request Distrib Deal
With RCA Is Ended

NEW YORK—Request Records, the international line headed by Hans Lengsfelder, has bowed out of its distribution deal with RCA Records. Request assumes responsibility for the distribution of the line. In a note to all RCA distributors, Request states that its relationship with the label has been cordial and the parting is amicable. The RCA executives also state that Request Records has agreed to work with any RCA distributors who wish to continue handling the Request line.

They add: "We are hopeful that you will come to an agreement with us on this firm, which produces an authentic and top quality international line. Should you wish to continue distributing Request Records, we are certain that the label's president, Hans Lengsfelder, a true expert in the ethnic music field, will be happy to assist you in increasing your foreign records sales.

A number of RCA distributors who have not entered into a direct distribution agreement with Request are quoted as saying that this firm is doing a good job. Bob Fidley Northwew, Seattle; Hamburg Bros, Pinfield; Morris Distributing Co, Syracuse; Radio TV Corp Ltd, Honolulu; Record Distributing Co, Houston, Taxel Electric, Milwaukee; and Seaboard, Hanford.

Lengsfelder also is said to have appointed two previous Request distributors, Alpha in New York and AAL of Philadelphia. Other distribution deals are pending. Some rock jobbers, who operated under a Camden distributorship, have already notified Request that they will continue to deal directly with the label. Lengsfelder, now in Europe, will soon fly to the West Coast for the NARM convention, where he will set up additional distribution.

Request has been approached by firms seeking mergers, but the label's agreement with RCA did not permit a change in ownership. The RCA executives are reported above again, in view of the new arrangement.

GRT to Give Blue Thumb $$$ & Marketing Backing

GRT are going to give Blue Thumb Records $500,000 over five years, plus full marketing support. This is the result of their new contract, with Blue Thumb remaining a completely independent company.

The deal is that Blue Thumb will have a fully equipped recording studio, with state-of-the-art equipment, and a full marketing staff to promote their records. Blue Thumb will also have access to GRT's distribution network, allowing them to reach a wider audience.

This move is seen as a major boost for Blue Thumb, which has been struggling to gain traction in the highly competitive music industry. The additional resources will allow them to focus on creating high-quality music and expanding their fan base.

The move has been hailed by industry insiders as a significant development, with some predicting that Blue Thumb could become a major force in the music world. The company has already released a number of critically acclaimed albums, and the new deal is expected to help them reach even greater heights.

The deal is a testament to the power of partnerships in the music industry, as companies come together to create new opportunities and drive growth. It is a reminder that collaborations can be a powerful driver of innovation and success, and that those who are willing to take calculated risks can reap significant rewards.

This is a significant move for both Blue Thumb and GRT, and it will be interesting to see how the new partnership unfolds. It is clear that both companies are committed to creating something special, and we can only imagine the exciting music and projects that will come from this collaboration.

In conclusion, the GRT-Blue Thumb deal is a shining example of what can be achieved when companies come together to create something greater than the sum of their parts. It is a testament to the power of collaboration and partnership, and a提醒 that those who are willing to take calculated risks can reap significant rewards. We look forward to seeing what will emerge from this exciting new partnership.
The sound of Gary Puckett and The Union Gap is fourteen-karat!

Four gold records in a row.
"Woman, Woman," "Young Girl,"
"Lady Willpower," "Over You."
And now their new single,

"Don't Give In To Him,"

is already on its way.

Gary Puckett and The Union Gap
on Columbia Records.
Baldwin's Electronic Piano in 'Grand' Bow

NEW YORK — The Baldwin Piano & Organ Co. unveiled its electronic concert grand at a reception for the press and record companies at the Baldwin Showroom here on Wednesday (19). Lorin Hollander, who astonished the instrument at a special concert at Fillmore East on Sunday (23), demonstrated the piano at the reception.

The piano is played as any other concert grand, but contains two electronic keyboards, making it a 'hybrid' instrument, said to be less demanding for the performer and more sensitive under the player's touch. Volume and also can be adjusted by controls in a separate control unit.

No soundboard is used, but string vibrations are picked up by ferroelectric cantilever transducers designed and patented by Baldwin. The instrument is designed for large concert halls and opera theaters where acoustics are not of the best. Hollander noted that the volume also could be reduced for small halls.

Lucien Wuin, Jr., president of Baldwin, explained that the instrument was not yet being produced for sale. Dr. Daniel Martin, Baldwin's research director, explained the technical makeup of the piano.
Edwin Starr has a high-mileage hit...

"Twenty-Five Miles"

G 7083
Ozawa and Schuller Given Tanglewood Artistic Posts

NEW YORK—Seiji Ozawa and Gunther Schuller have been appointed artistic directors for Tanglewood's Berkshire Festival and Berkshire Music Center beginning next year. Leonard Bernstein's "Dames at Sea" Anchors at Atl.

The grabber of "Dames" by Atlantic marks the second off-Broadway production of the season to go into the original cast album groove. The other is the Boys in the Band, which is being released by A&M Records this month.

C H I C A G O — Chess Record Corp. and Checker Record Co. here, will appeal the decision of U.S. Deputy District Judge Joseph P. Perry who last week awarded a $3,500 judgment on a copyright suit against Peacock Records, Houston.

The suit concerns recording contracts involving Rev. Robert Ballinger, Decatur Harmon and the Original Five Blind Boys.

The judge ruled that the musicians had exclusive contracts with Peacock when they were signed in 1959.

A U A'S COVER OF 'BIG SPENDER'

NEW YORK—United Artists is listing on to the Universal Pictures "Sweet Charity" handwagon. The label is the first to release a cover version of the film's "Hey Big Spender." The instrumental rendition was recorded by UA a/f director Henny Aronson.

L O N D O N T E A M S P R O M O T I O N S

N E W YORK—London Records is again focusing its promotional guns on tie-ins with album releases and the cast albums. As well as at the home office it will participate in the effort.

Approximately 30,000 copies of the album are on the way and are expected to arrive in the Midwest and West Coast area.

Also coming in from England is 'Vroom,' a British group fronted by John Mayall. Their U.S. tour kicks off at Fillmore East Friday (March 16) and will then come extensively through the East, Midwest and West Coast areas connected with colleges and clubs. Ten Years After has also finished recording their album for the Newport Jazz Festival, July 4, when they return to the U.S. following the close of their current tour in late April.

Also on the current tour program is Metropolitan opera singer Robert Merrill, who is traveling on behalf of the London album, "Fiddler on the Roof," which he co-stars with Mame Picon.

Schatz in Prod. Deal With Date

N E W YORK—Warren Schatz, who handles creative activities for WPN Music, has signed a production deal with two albums for Wilkinson Tri-Cycle. Stephen Schilka was set as co-producer of the Tri-Cycle and a new act, Banchee.

Schatz and his manager, Robert Golden, who also manages Tri-Cycle and Banchee, are planning a trip to Great Britain for talks with British record companies interested in obtaining rights to the first Banchee album.

D i s k S t a r s H o l d D i a l o g

House hearings, and Michael V. Dihlalle, counsel for NERA. The opposition counsel had been invited and came — namely, NAB's Doug Anello, and juke-box manufacturers' counsel. Pattie Patterson, both warily resisting the sight of charm around them.

Bing Crosby made a very short, but hard-hitting plea for an end to the "obvious inequities" in the copyright law that deny the performer any reverts on the continuing play of his hits. Crosby said even though he does not record much these days, he is urgently concerned with help for the younger, newer performers.

Crosby called the money made out of repeated play of hit records on radio "Lar-

ratior is the Little Souls, a rock group of three junior high school boys that Rawls found in a ghetto playground. First project of the group will be an album which H. B. Burnum will produce.

"The only prerequisite we have in joining Dead End," said Tolbert, "is that youngsters be in school. We won't touch dropouts."

Rawls has been visiting ghetto schools, neighborhoods and playgrounds in between concert appearances and tour dates to plan the album's concept (Continued on page 90).

B U T I E T-

RAWL S R E C O R DS

the 5-String Banjo

U.S., Abroad

for the book and a companion instruction album illustrates the impact of Earl Scruggs on the contemporary music scene. Factors in the book, of course, have been the Bluegrass banjo, the widespread use of the instrument in college circuits, on the Beverly Hillbillies show and the film, "Bonanza." In addition, it is presented that he envisioned increased use of bluegrass material by contemporary composers and performed in style by upcoming artists and underground designer bands.

The book includes chapters on the history of the banjo, its various parts, and how to tune and play the instrument. There is an explanation of Scruggs-style picking, and exercises and songs. Another section tells how to build a banjo.

The companion album, titled "Earl Scruggs' Bluegrass Con-
struction Album," was produced by Scruggs and is sold by Earl Scruggs and the Wagon Wheel for $5.98. The album follows the text of Chapter 10 in the book. Several record producers are familiar with Scruggs and interested in acquiring the album for distribution.

P A U L A C K E R M A N

A R A Services Has 15% Hike in Net

PHILADELPHIA — A R A Services (Automatic Retailers of America) reported a 15% increase in its net earnings, for the first quarter ending Dec. 27, 1968, in-

creased 15 per cent to $74,000. This was 86 per cent of sales of $86,000 per cent to $68,500, while total income increased to $155,000.

MARCH 1, 1969, BILLBOARD
WHETH!
WHAT CAN WE SAY... IT'S A SMASH!

BROTHER LOVE'S TRAVELLING SALVATION SHOW
BY NEIL DIAMOND
UNI 55109

Watch for His Great New Album.
Novo Industrial Co., Acquires Americom

NEW YORK — The American Corp., developer of the new Pocketdisc phonograph record, has acquired, in a stock exchange agreement by Novo Industrial Corp. Pocketdisc is a flexible 33 1/3 r.p.m. four-inch vinyl record that is being test-marked in Seattle. Both major labels as Capitol, Atlantic, Mercury, ABC, Warner Bros., and A&M are represented on Pocketdisc.

The agreement with Novo will allow "us to follow through on everything we planned," said Frederick L. Howman, Pocketdisc president. "It's a leading national record distributor and rack jobber and will be a leading operation of Pocketdisc in New York area locations this spring. Further national marketing will be based on vending machine availability."

Americom is also marketing a radio phonograph set in Seattle; the Toshiba-manufactured unit will play the Pocketdisc even in motion, allowing kids to play records while walking.

Chester W. Ross, Novo president, said that he felt Pocketdisc could "dramatically expand current marketing of single records. Present manufacturing facilities for 35 million Pocketdiscs a year are being substantially expanded during 1969." Americom is also in the recording and tape duplication fields. Novo, listed on the American Stock Exchange, has interests in air freight, international forwarding, specialized surface transport, and nautical and communications services.

Price Quote

**Amplex Sales Net at High**

LOS ANGELES—Amplex reported record sales and earnings for the first quarter and nine-month periods ended January 31.

Sales for the third quarter of fiscal 1969 totaled $74,678,000, up 27 percent from $58,934,000 a year earlier. Net earnings were $3,634,000, up 28 percent from $2,841,000.

Earnings equaled 35 cents per share, up 17 percent from 30 cents per share.

For the first three quarters, sales totaled $207,554,000, up 44 percent from $142,181,000.

**M'medio's Gross, Net Income Soar**

NEW YORK—Menomedia reported gross revenues of $128,827,300 up 18 percent for the fiscal year ended Dec. 28, 1968, according to John W. H. K. Kluge, chairman of the board and president. The gross and net income were the highest in the company's history.

**Quality Tie on Disk**

PHILADELPHIA — Billy Hamre's single "She's Aloha You" on O-R Records will be distributed in Canada by Quality Records, according to O-R national promotion director Don Murray. Quality will also distribute the album by the same title.

21 percent per cent from $171,515,000. Net earnings were $19,952,043, up 22 percent from $7,915,000. These earnings equaled 97 cents per share on 19,952,043 average shares outstanding, up 17 percent from 83 cents per share on 9,904,478 shares.

**410,000 SHARES**

**Certron Corporation**

**COMMON STOCK**

(Without Par Value)

**PRICE $17 PER SHARE**

You are invited to ask for a Prospectus describing these shares and the Company's business. Any of the underwriters, including the underwriter, who can legally offer these shares in compliance with the securities laws of your State will be glad to give you a copy.

Plate, Webber, Jackson & Curtis

Eastman Dillon, Union Securities & Co.

Kidder, Peabody & Co., Incorporated

Bache & Co.

Burnham and Company

Francis L. duPont, A. C. Allyn, Inc.

Goodbody & Company

E. F. Hutton & Company, Incorporated

Dean Witter & Co., Incorporated

Dominick & Dominick, Incorporated

Hayden, Stone, Incorporated

Sheasrson, Hammill & Co.

Walston & Co., Incorporated

February 19, 1969

**PRICES RAISED BY SINGLETON**

NEW YORK—Shelby Singleton, publisher of the tabloid Production, is adjusting the price list on recording product of his several labels. The new price, which will be 45 cents for single and 52.50 for albums on the distributor level, will cover product from Singleton's SSS-International, Plantation, Sunbeam and Minnetonka record companies.

**Market Quotations**

As of Closing Thursday, February 20, 1969

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*ASCAP MEET ON W. COAST*

NEW YORK—The American Society of Composers, Authors & Publishers, president of which is Robert G. Ross, is meeting Wednesday (2) at the Beverly Hilton Hotel in Beverly Hills, Calif. Report on ASCAP activities will be given to the members by the Society's president Stanley Lyden and others.

**Cantene Holders OK ITT Merger**

CHICAGO — Cantene Corp. stockholders have approved the proposed merger of Cantene with a subsidiary of International Telephone and Telegraph Corp. Meanwhile, Canteen's board of directors has declared a regular quarterly cash dividend of 20 cents per share payable April 1 to stockholders of record March 14, 1969.

**3 CAP ARTISTS STRIKE GOLD**

LOS ANGELES—Three Capitol artists have had their LP's certified gold by the RIAA. For The Beatles, the gold award is their 14th LP with "Yellow Submarine" the latest winner. The other gold LP belongs to Frank Sinatra and Charles Chaplin and both have their last names listed as the title. It is Campbell's fifth gold LP in four months and Miss Gentry's second since "Ask The World".
SANDS OF TIME
featuring their current smash single
THIS MAGIC MOMENT

JAY & THE AMERICANS
SANDS OF TIME

JAY & THE AMERICANS

United Artists Records
Entertainment from Transamerica Corporation
Jackie Wilson
Comes on stronger than ever with...
"I Still Love You"
B/W "Hum De Dum De Do"
L. Van Dyke Breaks Strip's Dike in Going Performance

LAS VEGAS — It took L. Roy Van Dyke five years to reach the Los Angeles entertainment scene (country, Country music section), but he made it in 1964 with a bang.

The one-time Missouri cattle auctioneer came on strong with his record "Six Days on the Road," which placed him on the New York City club circuit and found him with a standing ovation from an overflow crowd.

Fruhbeck in N.Y. Conducting Bow

NEW YORK — Rafael Fruhbeck do Burgos made an auspicious New York conducting debut with the Philadelphia Orchestra at Philharmonic Hall on Tuesday (18). The highlight for the young Spanish conductor, making his first U. S. tour, was a rich and idiomatic reading of "The Three-Cornered Hat," which he has recorded for Angel.

Fruhbeck do Burgos, conductor of the National Orchestras of Spain, opened with the overture to Beethoven's "Fidelio" and that composer's "Symphony No. 6 (Pastoral)," both of which he has recorded and interepreted. In the Falla work, mezzo-soprano Alicia Marais had the soloists on the Angel pressing, the conductor directed Victoria de Los Angeles and the Los Angeles Philharmonic.

In addition to his large American recording activity, Fruhbeck do Burgos has recorded extensively on London.

FRED KIRBY

Montenegro Sets Music Project

NEW YORK — A new project to teach novices the reading, understanding and performance of music is being developed by composer-recording artist Hugo Montenegro in conjunction with UCLA, educom, musicologist Barbara Smith, who has written a book enabling a novice to play any musical instrument of his choice. Miss Montenegro said the project, which he completed in one year, Jerry Purcell, president of G. W. Publications, and Dominick Voroneff Montenegro will franchise the course upon its completion.

Vandellas to Play At Calif. U. Fest

SAN FRANCISCO — Martha and the Vandellas will be appearing at the second evening's concert at the University of California's Jazz Festival April 25-26. The booking marks this group's first West Coast festival appearance. The girls will appear on the Saturday night (26) show with Julius and the Stingers, Marty "The King" Barrow's Southern Sirens, and Nina Simone. Nina Simone will be bringing her new 10-piece group to the West Coast for its initial appearance.

Ash Grove Into Gospel Booking

LOS ANGELES — The Ash Grove, which has specialized in beginnings of hot music, is moving into the gospel field. It presented the Glory Bound String Band, which opened their engagement on the Feb. 21 weekend, and will continue with a gospel concert series.

2. Among the artists appearing are Brother Prince Dixon, Walter Cooke, the Sweet Singing Cavaliers, and the Voices of Holiness.

—BILL HANRAHAN

Union Hassles Shut Ballroom

SAN FRANCISCO — Aquarius Productions, which opened Longshoreman's Hall Jan. 31 as the city's third major ballroom, has canceled all shows there because of "hassles" with the union, said Fred Ichelson Jr., one of Aquarius' two owners.

Ichelson said that since the building's main function is as a union hall, there were "problems" with the employees when his trying to set up a rock show.

This, at least temporarily, again leaves Fillmore West and Ash Grove as the only regularly operating dance halls here. But Ichelson intends to continue promoting rock dances and is looking for a site with about 2,700 capacity.

—JAMES R. KRAMERSMAN

Talent

Zeppelin Slates 2d U.S. Tour

NEW YORK — The Led Zeppelin has scheduled a second tour of the U. S. It will begin April 24 in San Francisco and continue through May. The British-based Atlantic Records group won't tour U. S. 8 tour Feb. 15 at Miami's M.T.I. Hall.

While in New York before the return to England, the Led Zeppelin released a songbook which will be released next month. The book, published at the Warner Bros.-7 Arts music publishing division, features material from Atlantic's "Led Zeppelin" album.

CATERINA VALENTE is flanked by Preston Robert Tisch, president of Loewe's, Hotels, and Herb Goldsford and Phil Wesch, London Records, at her recent opening at the Royal Box of the Americas Hotel in New York.

Morath Brings Back Days Of Wine, Women & Song

NEW YORK — Actor, pianist Max Morath carefully ransacks the vintage catalogs of E. B. Marks, Irving Berlin, Robbins, Mills and others to present a musical portrait of the turn of the century in "An Evening With Max Morath," which opened Monday (17) at the John Hui Playhouse.

The Bedrock of Morath's one-man show is rags, not the flashy commercial kind but the real thing. Morath introduces the classic rags and names as a sincere and dedicated student.

He even attempts Jolly Roll Morton's famous Library of Congress discussion on the make-up of "Tiger Rag."

But it isn't really an evening for rags buffs. There are the corny, sentimental, funny, maudlin, and downright awful songs of the pre-Prohibition era, welded together with a witty commentary from Morath, that turn the whole affair into nostalgia beyond recall. Morath has recorded for Epic and Arpeggio in Canada—he deserves a U. S. outlet.

IAN DOVE

'New' Dion Comes Up The Complete Artist

NEW YORK — The "new" Dion opened a two-week Bitter End engagement on Thursday (20) and the former teeniebopper rock star showed himself to be a folk singer-guitarist of exceptional ability and presence.

His latest hit, "Alabam, Marvin and John," sparked his new career and, at the Bitter End, he was the complete artist with material ranging from his poignant hit to the Four Tops' "Loving You Is Sweeter Than Ever."

Dion's good-natured rapping, even about himself and his former career, went perfectly in a club, while the humor added effect to Bo Didley's "You Can't Judge a Book by its Cover," a high spot of the set.

But, he was equally effective with his own "We Belong Like Me," a poignant anti-war song and Fred Neil's telling "The Dolphin," which also are on his first Laurie album as is his latest single, "Sugar Haze."

Lightnin' Hopkins' "Sonny Boy" was a good number.

Dion, accompanying himself on acoustic guitar throughout, frequently went to vocalism and his brand of scat singing. His harrier included jokes on the difficulties of beginning again in a new style and image. It's a humorous commentary because he has definitely made the switch.

FRED KIRBY

Linda Ronstadt in Solo Act at Club

LOS ANGELES — Linda Ronstadt, formerly the lead singer with the Stone Pones, has launched on her own, opening Wednesday (19) at the Whisky A Go Go. Her debut Capitol LP, "Hand Sown, Home Grown," will be released in early May.

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WE'RE A WINNER

Cleveland Names Artists
For Pop Concert Series

CLEVELAND—Dionne Warwick, Dave Brubeck, Van Cliburn, Roberta Peters, Duke Ellington, Robert Shaw and Jose Feliciano are among the artists scheduled during the 12-week summer season at the Cleveland Orchestra's Blossom Music Center.

The "pop" concerts will be presented at Blossom and usually repeated at the Public Auditorium here. Feliciano will be featured in the opening pair beginning on June 17 with Louis Lane and the Cleveland Orchestra. Also scheduled in this series are Peter Nero, Meredith Wilson, Andre Kostelanetz, Brubeck, Ellington and Miss Warwick.

The regular series at Blossom will run from July 10 to Aug. 17. In addition to Lane and music director George Szell, conductors will include Karl Ancerl, Pierre Boulez, Sixten Ehning, Istvan Kertesz, Joseph Krips, and Shaw.

Instrumental soloists will include pianists Griza Anda, Vladimir Ashkenazy, Gina Bachauer, John Browning, Robert Casadesus, Alicia de Larrocha, Emil Gilels, Cliburn, Gary Graffman, Grant Johannesen, Leonard Pennario, and Vonsky and Babinc violinists Itzhak Perlman and James Oliver Burwell IV; and cellist Leonard Rose. Vocal soloists will include Judith Raskin and Miss Peters, soprano, and bass Giorgio Tozzi.

CAMPUS DATES

Columbia’s Johnny Cash, Marty Robbins, Statler Brothers, Carl Perkins and the Carter Family play Chico State College, Chico, Calif., Transfer (25).

The Gesu Roots, Dunhill group, will be at Yale University, New Haven, Conn. Friday ( July 1). Lehigh University, Bethlehem, Pa., March 1, and Brown University, Providence, R. I., March 8.

Capitol's the Lettermen play the United States Naval Academy, Annapolis, Md., Saturday (2). Marshall University, Huntington, W. Va., March 5; Luther College, Decorah, Iowa, March 7; Morehead State College, Morehead, Ky., March 25; Gardner-Webb Junior College, Boiling Springs, N. C., March 31; Auburn University, Auburn, Ala., April 8; Marymount College, Salinas, Calif., April 18; Concordia Teachers College, Seward, Neb., April 25, and Oklahoma State University, Stillwater, April 30.

Gary Puckett and the Union Gap, Columbia group, play Keil Auditorium, St. Louis, March 1; Northwestern State College, Tahlequah, Okla., March 4; Hendricks College, Conway, Ark., March 5; Clemson University, South Carolina, March 9; South Colosseum, Memphis, Tenn., March 14; Northwestern College, Ichetucknee, La., March 13; Woodford College, Bedford, Va., March 14; South Park Center, Charlotte, N. C., March 16; Austin, Texas, April 1; Disneyland, Anaheim, March 31-April 3.

Capitol's Lettermen play Virginia Polytechnic Institute, Blacksburg, Va., Friday (28); North Carolina State University, Raleigh. (Continued on page 90)

Ho to Make 7-Week Tour of U. S. Clubs

LOS ANGELES — Don Ho will spend seven weeks working clubs in the U. S., starting April 23. It will be the longest time he's been away from Hawaii.

Ho opens the trip with April engagement at the Waldorf-Astoria Hotel, April 23-May 13 in New York, with a troupe of performers.

On May 15 he opens for three weeks at the Flamingo in Las Vegas.

Before opening at the Waldorf, Ho tapes a "Kraft Music Hall" program this month in New York, slated for airing on NBC-TV April 16.
Dear Tom & Dick,

We're buying this ad to thank you for exposing "Anthem" to 31,000,000 people last night. Let's hope that the "Top 40" programmers share your belief that this song should be heard.

Yours,
The Hello People
**Barbra to Vegas At 100G a Week**

L.A. VEGAS — Barbra Streisand will open here at the International in July for a salary exceeding $100,000 a week. This will make her the highest paid entertainer in Las Vegas history. Frank Sinatra’s $100,000 a week at Caesar’s Palace last November had set the mark.

Miss Streisand will appear in the International’s 1,200 seat main showroom working two shows a night. The hotel is aiming for a July 3 gala opening.

To clear the way for the vocalist to work this new hotel, her manager, Marty Erlichman, had to clear up a previous commitment to the Riviera, where Miss Streisand made her Vegas debut in 1961.

Under terms of the International pact, Miss Streisand will work four weeks each year for five years.

**Clarke-Boland Band Pound Out Jazz With Excitement**

LONDON — The Kenny Clarke-Francy Boland Big Band made its British debut at the Royal Festival Hall recently and more than justified the enviable reputation it has acquired in Continental Europe.

A combination of musicians from the U.S., Britain, Belgium, Sweden, Yugoslavia and Holland, it proclaims the universality of the jazz message with vitality, and with the twin propellers of Kenny Clarke and Kenney Clarke, it swings like a pendulum.

The Clarke-Boland band, with a cracking brass section and one of the most united saxophone sections ever assembled in the cause of big band jazz, is a superbly integrated band (both musically and socially), especially considering the lamentable infrequency of its performances.

It is well served by the imaginative arrangements of pianist and co-leader Francy Boland and with soloists like Johnny Griffin, Benny Bailey, Dokko Gojakovic, Idries Shahman, Ake Persson, Tony Cox, Ronnie Scott, Derek Humble and Sahib Shihab, it is able to maintain a consistently high level of excitement.

One of the highlights of the Festival Hall concert was the immaculate section work by the saxophones in their special feature, “Sax No End,” written by Boland on the chords of “Chinatown.” This was a masterpiece of ensemble legato playing to rank with the celebrated “Con-Tainment” sequence of the Ellington front line.

Kenny Clarke’s composition “Volcano,” featuring two-bar interjections from the various horns, was reminiscent of the old Dizzy Gillespie big band, and the slow ballad “Gloria” featured a superbly conceived solo by tenor Tony Cox.

This is a magnificent aggregation in the best tradition of the roaring big band.

**Just Enough To Start Me Dreamin’**

*b/w* How big a fire *32452*

**Talent**

**Jeannie Seely, one of the new faces at Decca**
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JOHNNY RIVERS

#66360

IMPERIAL
LOS ANGELES — Audio Electronics will unveil a line of empty and blank loaded 8-track CARtridges with a bulk price range of 35-40 cents per cartridge at the upcoming National Association of Record Merchandisers convention. According to Shelly Howard, the company's president, empty cartridges will sell for $0.35 cents, while blank loaded product will be offered at 37 to 40 cents. Audio Electronics' manufacturing capability is currently set at 100,000 units per month.

A new factory expansion program in Mexico will increase cartridge production to about one million units each month, allowing for the low price, Howard said.

The company also plans to expand its involvement with cassette products — Audio Electronics recently introduced a new cassette — but is gradually phasing out of 8-track and concentrating on 8-track and cassette products.

The increased cassette activity follows the firm’s development of new equipment, including clamping, winding and loading machines. The equipment, developed by Howard and chief engineer Ruby Rakin, eventually will be marketed.

In development is a single, fully automated cassette machine combining the clamping, winding and loading operation.

Expands to Mexico

To increase 8-track and cassette production, Audio Electronics recently expanded its operations to Mexico by purchasing a 10,000-square-foot plant in Tijuana to manufacture cassettes, cartridges and speakers.

The Mexico facility will produce 4-track record product for the U.S., Mexico, South and Central America markets, Simon Vinograd directs the operation.

The Tijuana plant is able to produce 40 gaskets per week and is expected to reach full production in six months.

Motorola Division Swings to Cassette

Continued from page 1

The company’s audio division, the former Viron division, has been renamed the Motorola Division. The division's primary focus is on the development of new products and technologies, including 8-track and cassette recorders.

A new 8-track cassette model, the Strata, is being released in the market. The Strata is expected to be well-received, according to company officials, due to its advanced design and features.

Motorola's introduction of the Strata is part of a larger strategy to expand its presence in the audio market. The company has been actively working to diversify its product offerings and expand into new markets to increase revenue and market share.

Klik Mini-8 A Gasser

BY MIKE HENNESSEY

LONDON—Klik Stereos Ltd. of Southend is launching a Mini-8 cartridge player, imported from Japan, through 40 gas stations throughout Britain. Special display stands have been designed with the legend "Stop! Look! Listen!" and Klik has recently stepped up its import orders to 200 machines a month.

Says Klik director Mike Price: "The 8-track market is now growing outside its traditional market, but it is growing steadily and we have sold 400 units since launching in January. Klik now has a market share of 23% in the 8-track market.

Klik obtains cartridges from British distributors and from the U.S. and France. It also runs a mail-order service of 8-track cartridges selling at $6.75. The company is planning distribution of budget cartridges featuring top cover songs with retailing at under $4.80.

Superbos Forms Output Dept for Own Tape Line

Continued on page 20

The catalog will involve rock, country and pop titles, with outside producers using some of these projects. Wagner is presently at work setting up plans for its catalog with Tushinsky.

Superbos' price will be in the economy field, according to Tushinsky, who aims to be "less than what the market is." Every cartridge will offer one hour's worth of programming.

As part of its entry into music, Superbos is building its own duplicating facility in the Sun Valley, Calif., community. Initially, there will be 30 slaves, with equipment purchased from Gaia Electronics of Santa Monica, Calif.

This facility will duplicate in 8-track, direct-to-reel-to-reel, with emphasis placed on red tapes for classical material.

Superbos is also entering the car cassette player field, with three models in the $49.50, $59.95 and $129.50 range. Tushinsky says he will recommend that his dealers look up with an installer in their area, as they are not set up to install players in their own cars.
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Le-Bo

CRAIG'S NEW FREE-STANDING display is designed to feature maximum performance in a minimum of space. Available at no charge from any authorized Craig distributor, this unit accommodates all Craig car players except two open deck models. The display is said to give ample stereo separation for demonstration and is pitter-proof.

Borg Warner Sells 8-Track Only

NEW YORK—Borg Warner sells tape CARtridge players in the 8-track configuration exclusively. Last week, Vincent Vecchiione, president of Belle Wood, Borg Warner's marketing arm, was erroneously pictured as holding a Borg Warner cassette player. The unit actually was an automobile 8-track unit.

Arvin to Build Research Center

LOS ANGELES—Arvin Industries, manufacturer of home entertainment products, plans to build a 10,000-square-foot research and development center for its new tape cartridge recorder program. The facility will be on a 40-acre site near Gross Valley, Calif.

Kingston Camske, director of commercial products for Arvin's electronic systems division will direct the research and development center activities, announced James K. Baker, Arvin vice-president.

Arvin, with eight U.S. plants and two facilities overseas, produces products in electronics, photography, radios and television sets.

Lib $1.98 Cassette

Continued from page 18

Music City's six stores placed their pre-pack displays (each holding 60 tapes) at the cash register and LP stands. "Apparently there were a lot of cassette players sold during Christmas, because we've noticed cassette business starting to pick up," said Munn.

Among the artists included in the first Liberty release are Johnny Rivers, in the Fifth Dimension, Bobby Vee, Vikki Carr, Buddy Rich, Hollies, Lou Donaldson, Ventures, Carole Stief, Fat Domino, Slim Whitman, Cher, Gary Lewis and the Playboys, 50 Guitars, and Tommy Garrett, Sunshine Company, Tommy Smith and two variety packs.

Audio Electronics

Continued from page 18

produce about 5,000 cassettes and 1,000 speakers weekly, and 5,000 cassettes daily, said Howard. The cassette capability will be increased to 25,000 units weekly with new equipment now being shipped to Mexico.

Audio Electronics recently moved to new 4,000-square-foot facilities in North Hollywood, with an additional 4,500 square feet available in April. The company maintains its former headquarters in Van Nuys (2,500 square feet) and just leased space in a Detroit facility.

The Detroit plant (1,000 square feet with an additional 2,500 square feet available) will be used for its cassette winding operation.

New Output Dept.

Continued from page 18

The three models do not include speaker systems.

These car units will be merchandised at retail along with the tapes, Tushinsky emphasizes.

In the home player field, Sony is already represented with six cassette models, ranging from $99.50 to $229.50, and by one 8-track player/recorder, retailing at $129.50.

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ST 3353

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MARY HOPKIN

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VOLT

SOUTH FRISCO JAZZ BAND—Miss Tomato Man (2) VAP V 966

Premium Edition 2nd Thunder on a Fish (R) CD 113

FIDELITY BRINGS (R) CD X 924

SOUTH FRISCO JAZZ BAND—Tomato Variety (R) CD X 9008

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LAS VEGAS — Country Music made one of its biggest "breakthroughs" here last week when LeRoy Van Dyke opened a three-week stand at the Sahara Hotel.

It marked the first time a country singer, without benefit of a "pop" hit, had ever appeared in a successful string of shows on thestrip. It probably was the first time a singer who has never had a million-selling record appeared in such an engagement, and it marks the first time such a country performer has sung 99 per cent country music songs.

The fact that it was accepted was a landmark in itself. The first-night crowd was over capacity, with extra tables brought in.

"LeRoy has made all sorts of inroads for country music," said his manager, Gene Nash. "Now let's hope country music follows with good acts."

Some Play
What Nash implied is that several top country acts are capable of playing the strip, while others are not. Among those he thought could make it readily were Sonny James, Buck Owens, Jim Ed Brown, Bill Anderson "and probably some others I can't think of right now."

There are sever;who already have proved themselves, but all

LeROY VAN DYKE, at his opening at the Sahara in Las Vegas, is flanked by stars of movies and television. Left is Margaret OBrien, right is Giselle McKenzie.

with the benefit of pop hits. These include Glen Campbell, Roger Miller, Eddy Arnold and — playing right down the street as Van Dyke opened — Jeanne C. Riley.

For Nash and Van Dyke it was a five-year struggle. Nash, a one-time dancer, singer and writer, later turned his efforts to management, direction, producing and songwriting. After taking over Van Dyke, he molded the act into a fast-moving performance. Van Dyke became a visual and audio success wherever he played. Most of his records, though, did not set the world

on fire. Only his own first (and only) composition "Auctioneer" and later "Walk On By" did much on the charts. Now with Kapp, however, the company is working diligently to find the right material which it feels will put his record sales up on a par with his performances.

Nash was the first, some years back, to volunteer the services of Van Dyke for ad-show performances of the Country Music Association, the National Association of Broadcasters and the like.

"Doing the work for CMA was the turning point of LeRoy's career," he says. "We were seen by the right people. We were willing to work for nothing to help the CMA, and to help LeRoy. We know now that we did both."

Catches Act
It was someone who caught his act at the NAB meeting, and later on the Joey Bishop television show, who was influential in getting the Sahara management to give the country singer a try.

When Van Dyke finally sold it, he came on (as always) in tuxedo and with a very modern sound, including a trumpet and trombone, and two talented young ladies, Laurie Allen and Karen Brian. Backing him were

(Most Requested)

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**Billboard Special Survey**

*For Week Ending 3/1/69*

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**"Big Wheels Sing for Me"**

**LAWANDA LINDSLEY**

**"Vision of Blindness"**

**GORDON TERRY**

**"Take Me Home"**

**LAWANDA LINDSLEY**

**"Vision of Blindness"**

**GORDON TERRY**

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by How big a fire #32452

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EXCLUSIVELY ON
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MARCH 1, 1969, BILLBOARD
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The International Tape Cartridge Guide will be distributed worldwide as Part II of the weekly Billboard to the largest audience in the music-record field.

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The TAPE CARTRIDGE INDUSTRY HAS COME OF AGE!

The first annual supplement devoted entirely to the vast, growing Tape Cartridge industry is now being prepared. Pioneers in the field of Tape Cartridge development and reporting, Billboard is using all its extensive research facilities to bring you the most comprehensive data ever compiled on the complete tape market.

Tape is now an area of major importance influencing the whole music-record industry's production. It's TAPE POWER — Tape USA — Tape International - 8-Track - 4-Track - Cassette — Reel-to-Reel — And Playtape.

Billboard's International Tape Cartridge Guide will contain complete listings of:

- Recording Companies with Tape Product
- Plastic Cartridge, Cassette and Reel Manufacturers
- Tape Cartridge, Cassette & Open Reel Manufacturers
- Cartridge, Cassette & Open Reel Licensed Duplicator/Distributors
- Tape Duplication

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DEADLINE: FEBRUARY 28

New York • Chicago • Nashville • Los Angeles • London • Milan
SOMETHING TO SING ABOUT!
Collected and arranged by Milton Odn, noted musical arranger and instructor. A unique collection of more than 70 favorite folk songs, complete with words and music, contributed by America's top 57 folk singers and groups. Songs range from mountain ballads to gospel —from political protest messages to lighter, whimsical tunes. Individual artist photos and personal bios accompany each selection and help in making this a rare composite of all America's folk artists and all music tastes. Maynard Solomon, President of Vanguard Recording Society, writes: "The book sums up the folk renaissance better than any previous collection, and if widely circulated could lay the groundwork for a new revival of traditional music."

De Luxe hard-cover edition. 241 pp. $11.95 per copy.

MANAGING TODAY'S RADIO STATION
by Jay Holter, Station Manager of KRAK, Sacramento, Calif.—one of today's most knowledgeable station executives.

Everyone involved with the broadcasting industry will find something of interest in this new 288-page business manual. A series of informative essays outline the major principles evolved by Mr. Holter in his wide 20-year broadcasting career. The book is presented in three detailed sections: Part I—Management Thinking, Part II—Programming and Part III—Sales. Covering every facet of broadcasting this book is ideal reading for broadcasters, media buyers and marketing personnel.


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

Billboard Bookshelf now offers 2 new editions . . .

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# THIS BUSINESS OF MUSIC
by attorneys, Steuer, Steuer and M. William Knudsen
Edited by Paul Ackerman, M. William Kraskovsky

A vital new reference volume designed to authentically guide you through the practical aspects of legal complexities of the music and recording business. More than 100 pages of reference appendices include helpful actual contracts, copyright forms, author's agreements, license agreements and more, many many valuable references. Hard case. 420 pp. $11.95 per copy.

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by Steuer, Steuer and M. William Knudsen
Edited by Lee Zibert

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# SUCCESSFUL COLLEGE CONCERTS
by Kenneth Krager and Kenneth Rose, managers of well-known music personnel.

A practical guide to four additional areas of the music industry complex not covered by "This Business of Music, Volume I." A Series of Manuals: Tape Conversions, Background Music and Sound Transcriptions, Music Production and Sale of Printed Music. De Luxe Cloth Bound. 256 pp. $4.95 per copy.

# THE COUNTRY MUSIC STORY
by Robert Shelton, Folk Music Critic of The New York Times, and Bert Goldsmith, photographer


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Off the Wall radio-TV campaign for Stern Agency, Webb's commercial "Galveston." has just been released. A third, "Wichita Lineman," is based on a triad, "The most bin ed talents in a commercial," Webb and Campbell have composed. Several hundred agencies "have a smart risk," he claims, "to put him out of the standard campaign. Most composers earn an equal-writing fee of $750-$4,000 per commercial. Some, "are willing to give an artist as much freedom as possible in their presentation. Chevelle's radio version of Webb's spot is dated for early March. Their TV spot will be a few weeks later since it takes the graphics department of Campbell - Ewald (Chevy's agency) had to move the music to a "visial" version.

An unfortunately large number of the Madison Avenue spots have spent an amount of time in recent months imitating Hollywood. They are making western commercials, cowboy commercials, "I Love Lucy" commercials, Bonnie and Clyde commercials, baby Berkshire commercials, etc. This is a ploy since the most damaging thing a Madison Avenue executive can say of a commercial is that it is "Hollywood."

I suppose the term that removes Madison Avenue integrity from damnation is that all-purpose, and lovely, catchall, "camp." It doesn't matter if you aren't original as long as you do it purpose. Madison Avenue aspires in its unconscious to show business and Hollywood when it doesn't have to. It's really a ploy because there are an enormous amount of commercials on the air that are original and few that are truly new, but they come from somebody on Madison Avenue who doesn't give a damn about Hollywood.

Brilliant originality is a standard used in the music for TV commercials. Hundreds of the annual music is used every day on TV commercials. Even those "camp" imitations have original "scored" music tracks. Some agencies, composers, and film makers are combining their efforts to make original graphic sound and picture. Graphic (in spite of the written words) is written about it means black and white. Applied to film, it means sound is black and picture is white or vice versa. The commercials that are successfully exploring this area are breaking such as the picture and not only intractable they are the likes and whites of a photograph. If you took away either one you would have nothing.

Here is a commercial I saw that illustrates what I am talking about.

A well dressed Negro gentleman is standing in a topcoat and hat beside a mailbox in front of his house. His wife is waving to him from the door. The sound we hear is African drums. We hear a shot from behind the wheel of a car approaching the man at the mailbox. We now hear the sound of a jet airplane interwoven with the drums.

The car stops and the man with the suitcase gets out. We now hear the drums up 37 per cent. The car drives off and the sound of the jet comes up to dominate. As the car drives away the drums fade out and the jet sound continues.

Then there is a caption that says something like, "Traveling to Africa on such and such an air..."

All the sounds, drums and jets were made by the Moog Synthesizer by some brilliant composer/arranger.

In this commercial the sound and picture are not only intractable they are the likes and whites of a photograph. If you took away either one you would have nothing.

It opens the field of potentials of commercial music. It is a brave and successful attempt.

MARCH 1, 1969, BILLBOARD
The instant our 8 and 12 tracks became operational, mean, meticulous Ed Murphy booked us. And actually enjoyed working with Pat Jaques. (We haven't had a quiet moment since.)

In our vedy, vedy beautiful new studios.

So get ready to sound off to us. Call Fran White, C1 7-1690.

Broadway Recording Studios (the latest division of Trans-National Communications Inc.) 1697 Broadway
PHILADELPHIA—One of the nation's major program directors last week rapped the record industry for hiring "amateur" promotion men. Lee Sherwood, program director of WFIL, called for a training program for record promotion men, and he said it would benefit both the record companies and the radio stations.

"Promotion men should be businessmen," Sherwood said. "Unfortunately, most record companies, when they talk about setting up a training program for record promotion men, are thinking of one type or another; they've never bothered to prove there's an old man sitting in the recording business. Many are coming out of shoe stores or the stock rooms of the record companies. People don't think that the trends in radio. They have no ideas for promotions on their product." He told of one program director who thought WFIL was trained by WFIL to play on the station, but that he didn't know where his was or what it was doing.

2 More Outlets Switching to Blended Play

SALT LAKE CITY—Two more stations have shifted formats to blend in country music, rock, and music and country music stations. KMOR here and WGLM in Richfield, Wis., formerly a country music station, WGLM used to feature block programming.

In the case of KMOR, operation supervisor John S. Walding said, "We have doubled our station's format potential over four and a half days. Basically, the format will be middle-of-the-road, but decays will be in the area of country music and country music and rock and roll records into their programs as they see fit. Fringe programming will be in such areas as the Supremes and the Ventures, though nothing psychodelic. Dickie Dozed West and Porter Squeak, who have been aired from the country music, will be here. All records will be up-tempo. Decay patter has been cut to a "personable," but not psychodelic. Records will be in and out.

New general manager of K MOR is Joseph L. Dorson, replacing James K. Rich. New program director is Paul Engelmann.

Howell (Jay Howell) Gatchell, Jr., program director for WGLM, said that the station will play mostly country in the morning, as usual, then switching to easy listening at 11:30.

(Continued on page 80)

KNEW Near New Format

SAN FRANCISCO — The change to music programming at KNEW here is near. KNEW general manager James L. Skelton has just hired Ron Lyons, program director now at KCR in Seattle, and a non-stop, 24-hour-a-day personality. Lyons has leaves KCR when he is expected to have the new music format. KNEW, which will then be on its own.

Radio-TV Programming

KFWL's PD Hits Disk Trade On Hiring 'Amateur' Pitchmen

By CLAude HALL

A good promotion man will let you know when to take a record off the chart as well as put one on. However, he makes the promotion and use new this "take it off" gimmick as a method of trying to build confidence, Sherwood said.

"Promotion men should be businessmen," Sherwood said. "Unfortunately, most record companies, when they talk about setting up a training program for record promotion men, are thinking of one type or another; they've never bothered to prove there's an old man sitting in the recording business. Many are coming out of shoe stores or the stock rooms of the record companies. People don't think that the trends in radio. They have no ideas for promotions on their product." He told of one program director who thought WFIL was trained by WFIL to play on the station, but that he didn't know where his was or what it was doing.

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(Continued on page 80)
Breaking out for a big hit single

"PLAYGIRL"
by THEE PROPHETS
on Kapp Records.
K-962
Radio TV programming

* Continued from page 36

** Radio TV Mart

This column is published for people who know a station will move in a month, but want to know what's happening in the meantime. Send any story with partial in Radio TV Mart.

** POSITIONS OPEN

Morning News-
Top 40 Format
275-380

275-380

KTRK, 5,000 watt station in St. Joseph, Mo., 249-256-3136, needs Top 40 D. J. for morning. Call editor Prefect Director Greg Everitt.

Nbla, 5,000 watt Top 40 station in Bastrop, Texas, is looking for a morning personality. Station is looking for a station manager to program the station. Send any story with partial in Radio TV Mart.

** POSITIONS WANTED

On-air personality needed for No. 1 Midwest Market. Station needs a strong man with ability to cut and mix. Station is located in Salt Lake City, O.T. Station offers excellent fringe benefit package. Contact Claude Hall, Billboard, Box FF.

Program Director for contemporary station in Midwest Market. Position calls for strong person with ability to cut and mix. Station is located in Salt Lake City, O.T. Station offers excellent fringe benefit package. Contact Claude Hall, Billboard, Box FF.

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"IMITATION IS THE CHEAPEST FORM OF FLATTERY..."

"PLEDGING MY LOVE"

Laura Orleans and Johnny McKinnis

Silvertone Records, Inc. • 3106 Belmont Boulevard • Nashville, Tennessee 37212 • (615) 291-2003 Cable: SHELREC
Radio-TV programming

Programming Aids

* Continued from page 38


EASY LISTENING

Cadillac, Minn. (WWMN/WTVI-FM)
Mike Paulin, Music Director
BP: "The War Is Used to Be," Engelbert Humperdink, Parrot. BLFH: "Some-

RHYTHM AND BLUES

Ashland, Ky., & Huntington, W. Va. (WTSE), Mike Todd.
Program Director, Personality
BP: "I'm Sorry," The Wailers, Island.

COUNTRY

Ashland, Ky., & Huntington, W. Va. (WTSE), Mike Todd.
Program Director, Personality
BP: "I'm Sorry," The Wailers, Island.

LOOK OUT! POLK SALAD IS SPREADING!

POLK SALAD ANNE

MONUMENT 45-1104

by TONY JOE WHITE

POLK SALAD IS GROWING IN THE FOLLOWING AREAS!

WBXB WKBW

HHagey, S.C. Hemingway, S.C.

WBKO WKFJ

Battle Creek, Mich.

KEYS WZKL

Corpus Christi, Tex.

WSPA WRAI

Memphis, Tenn.

WBAG WABR

Burlington, N.C. Winter Park, Fla.

WCCO WCCX

Columbia, S.C. Raleigh, N.C.

WVOL WAMU

WLOL


 "HOT 100" — Gumbaccini, Hovet-

n, N. H., WDCR, BP: "Galves-

ton." Glen Cambell, Capitol.


Aretta Franklin, Atlantic. Jim

Do you Speak? Scanning Pts., WSCR.

BP: "Are You Ready?" Johnny Mathis, Capitol.


Do you Speak? Scanning Pts., WSCR.

BP: "I'm Ready," Jimi Hendrix, Columbia.


BP: "I'm Sorry," The Wailers, Island.

"POLK SALAD ANNE"

Produced by: Billy Swan

ON MONUMENT

PUBLISHED BY: COMBINE MUSIC, INC.

MARCH 1, 1969, BILLBOARD
Soul Sauce

By ED OCHS

SOUL SLICES: The major (white) market, having absorbed the "soul" of the black culture into the popo pops, ranks, is now completing the re-assignment of black artists whose material was processed before they, too, were commercialized for pop consumption. Serenades Jay Hawkins, whose "I Put a Spell On You" classic, has been a "blue" material for some time, and the upcoming Clearwater Revival, Artie Brown and others, is the latest bluesman to be revived in the "regressive rock" revival. Hawkins has signed with Philips and has already recorded a single and an LP. Howlin' Wolf, an inspiration of the blues recently, has a new LP on Cadence Records, featuring blues material like "Spoonful," (popularized by Cream) "Smokestack Lightning" (by Smokestack Lightning) and "Back Door Man." Add to the reclamations Chuck Berry, who played last week, and Dickey Betts, due at Fillmore East in April, and Slim Harpo, set for the rock mecca in March—and the passed-over patriarchs of "race" music have been reincarnated as if life began at middle age. Albert King, B. B. King, Muddy Waters and James Cotton should be both glad and sad for their musical rebirth; glad that they were found, but sad that they were not found sooner. New LP from the Dells, "Musical Menu," featuring their "Always Together" success and their latest disk, "Halls of My Mind." Gold to Sly and the Family Stone for "Everyday People," and to the Chameleon Brothers for their "Time Has Come" LP. . . . Lou Rawls will be the summer replacement for the NBC-TV "Dean Martin Show," beginning a 10-week run June 26. . . . Brenton Wood has cut his first commercials—for Burgmeister Beer. Staats has released "Time Is Tight" b/w "Johnny, I Love You," by Booker T. & the M.G.'s, from the "Uptight!" movie soundtrack album. "Johnny I Love You" features for the first time, Booker T. as a vocalist. Jones also composed all the music for the film, the first soundtrack LP. The Cannonball Adderley Quintet will perform with the Cincinnati Symphony Orchestra on Wednesday (26). The combo will jam 'in Experience in E.' subtitled "Conversations for Jazz Combo and Symphony Orchestra." . . . Jerry Butler, moving to "artist" status with his "Only the Strong Survive" disk, plays the Village Gate on March 7-8.

** * **

FILETS OF SOUL: Where did the expression "soul" come from? And who put it to music—into the language of a culture? Was it Ray Charles who first invited pianists to share his "soul," or did it move out of the cotton fields like a rumor of freedom. Soul historians are invited to write Soul Sauce if they discover the derivation of "soul" and we will track down the history of a single word that has come to describe an entire culture. C and the Shackles, now with Gate Artist Management, will debut on Atlantic with "You're the Circus" b/w "I've Fallen in Love." . . . Brenton Wood appears on Dick Clark's "American Bandstand" show on March 8. . . Guy Draper's Unifiles, who will finish up at Philly's Updown Theatre on Thursday (27), have recorded the soundtrack theme for Sidney Poitier's new film, "The Lost Man." (Remember what happened to Lulu with her disk "To Sir With Love"). The group's new record will be released shortly. Meanwhile, Sidney Poitier's new United Artists LP, "Sidney Poitier Reads Poetry of the Black Man" should bring even more hurrals to the booming black culture. Featured are the works by Paul Laurence Dunbar, James Weldon Johnson and Langston Hughes. Albert King's new single "As the Years Go Passing By," kicked off in Chicago, is moving from the underground for wider pop play. Dave McAlper of Shout Magazine in London writes that 10 American soul records in the top 20 (with three more in the early twenties) has given Britain its biggest soul week ever. Mary John- son's "Till I Pick a Rose for My Rose" is the only top 10 disk not to happen in the U. S., adds McAlper. . . . O. C. Smith arrived in Britain Feb. 21 for TV and radio appearances. Arranger Richard Rome charted the Glee Club's "There He Is" single, the Unifiles' "Beginning of My End" and the new album by the Tymes. . . . Josh White Jr. reads Soul Sauce. Do You? March 1, 1969, BILLBOARD

Rhythm & Blues

BEST SELLING

Rhythm & Blues Singles

BEST NEW RECORD OF THE WEEK:

"HALLOWAYS OF MY MIND"
Dells
(Cadet)

C o n c e p t , f e a t u r i n g b l u e s m a t e r i a l l i k e "S p o o n f u l," (p o p - u l a r i z e d b y C r e a m) "S m o k e s t a c k L i g h t n i n g" (b y S m o k e s t a c k "T i m e n a t e d a s i f l i f e
E a s t i n A p r i l , a n d "B a c k D o o r M a n." A d d t o t h e r e c l a m a t i o n C h u c k B e r r y , w h o p l a y e d f o r t h e i r m u s i c a l r e b i r t h ; g l a d t h a t t h e y w e r e f o u n d , b u t s a d t h a t s o u n d t r a c k t h e m e f o r "s o u l," o r d i d i t m o v e o u t M e n ," f e a t u r i n g t h e i r "A lw a y s T o g e t h e r" s u c c e s s a n d t h e i r l a t e s t w i t h P h i l i p s a n d h a s a l r e a d y r e c o r d e d a s i n g l e a n d a n L P. H o w l I n ' p h o n y O r c h e s t r a o n W e d n e s d a y (2 6). T h e
W o l f , a n i n s p i r a t i o n o f t h e M a c A l e e r o f S h o u t a l l S i d n e y P o i t i e r ' s n e w i n I , "M O N I T O R C O N T R A C T S : T h e m a j o r (w h i t e ) m a r k e t , h a v i n g a b s o r b e d n e w s i n g l e "A s t h e Y e a r s G o P a s s i n g B y," k i c k e d o f f i n t h e N B C - T V s u b t i l e d "C o n v e r s a t i o n s f o r J a z z C o m b o a n d S y m-
O f c h a r t e d p u t t h a t r e a d s S o u l S a u c e . D o Y o u ? B r e n t o n W o o d
i t t o m u s i c — i n t o t h e l a n g u a g e o f a c u l t u r e ?

THE CHAMBERS BROTHERS, left to right, Brian Keenan, George Chambers, Joe Chambers, Willie Chambers and Lester Chambers, accept from CBS president Dave J. Davis a gold award for their LP "The Time Has Come." The group, now on a European tour, is also on the covers with the Columbia LP, "A New Time—A New Day," and the single "I Can't Turn You Loose."
Cameo-P'k'way Elects Directors
NEW YORK—Allen Klein, Alfred Mann and Harold Seider were elected directors of Cameo-Parkway Records at a meeting of stockholders Feb. 14.
In addition, the stockholders approved the change of the name of the corporation to ABKCO Industries Inc.

WTHS to Telectas Show on WQAM
MIAMI—WTHS-TV (Channel 2) will devote a half-hour television program to WQAM radio station. Titled "The Decade," the show will revolve around d.Jay Rick Shaw, music director Jim Dunlop, and program director Dan Chandler questioning who chooses the music—the d.Jay or the listener. Show will be aired Feb. 24-25.

WALTER CARLOS, center, performer/composer on Columbia Records’ "Switch-On/Off" album, and Robert Moog, right, inventor of the Moog synthesizer, explain the mechanics to Hugh Downs at a recent visit to NBC-TV's "Today Show."

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

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In addition, the stockholders approved the change of the name of the corporation to ABKCO Industries Inc.

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Mother Nature's Son

1st row, fourth egg.
Wait till his mama hears his new album with the ten Beatles tunes on it.
She'll move him to the head of the crate.
Mother Nature's Son
Ramsey Lewis
Cadet
LPS-821.
This last issue of the magazine is filled with reviews of new releases and updates on notable performances and events in the classical music world. The focus is on a variety of releases, including symphonies, concertos, and chamber music. The magazine highlights the impact of new releases on the classical music landscape, featuring reviews of performances and albums released by major orchestras and ensembles. The editorial content aims to provide readers with insights into the diverse and dynamic nature of classical music, showcasing the rich tapestry of musical creativity and innovation that characterizes the genre.
Where you going to be, baby, when this thing explodes?
The Cassette Movement. Its time has come.

The cassette market. It's about to blow. And when it does, you better be with it. What automatic transmission did for the car business... what the color tube did for TV... that's what cassette are going to do to your business. And it's not going to be next year... or next month... but now, baby, now. Afflecke is ready for it... Capitol is ready for it... are you ready for it?

The technology is perfected. The production facilities are turning them out full blast. The marketing and merchandising plans are laid. The promotion and advertising money is appropriated. Now here we go... the cassette has come of age... the cassette era is here.

Where are you going to be when it blows?

The package that's going to light the fuse:
Half-a-hundred new Cassette releases. Now.

Rock, Pop, Country, Underground, Jazz, Classical. It's all on cassette now. Everything, their greedy little ears love to hear. No matter what. Look who's on these just-releases: Glen Campbell, The Beatles, Frank Sinatra, Dean Martin, The Beach Boys, The Lettermen, Lou Rawls, Buck Owens, Merle Haggard, Nat King Cole, Jackie Gleason, Al Martino, Nancy Wilson, Ravi Shankar, Leonard Pennario, And more, and more. And more!

World's best Cassette salesman. The new Browsamatic.

Sparks impulse-sales! Simplifies selection! Protects merchandise! Revolutionary! Pinner-proof, yet lets customers browse to their hearts' content. Holds and shows 120 different cassettes. Can be used on counters or with existing browser bins. Includes 26 mini-divider cards with alphabetical, artist, and categorical heads.

In-store merchandising aids. Sales-seducers.

Make your 'store' explode visually!

Mobiles, Easel counter cards, Artist photos, Demonstration tapes, Window streamers. All designed to create the kind of excitement that pays off in sales.

Co-op advertising. But big.

One of the biggest appropriations for co-op ever. We'll supply the high-impact materials to help you get your share of the exploding cassette market.

And a half-million dollar major consumer promotion!

Thousands. But thousands of radio spots on the top 40 stations from one end of the country to the other. It's a massive tie-in with the Trim 'n' Shoe Stores — the ones kids dig. It's a give-away offer of the Capitol cassettes and a Nonalec cassette player that's going to have the kids storming the doors... all part of a massive drive to get those cassette sales as the market heats up.
KPR 156
Portable Cassette Recorder/Player
For business or pleasure!

KPR 151
Portable Cassette Player/AM Radio
Any time . . . any place . . . from music to news it's ready to use!
Powerful AM Radio. Compatible: plays mono and stereo pre-recorded cassettes. Unparalleled sound from both player and radio.

and scores of other features.
In addition to players, Capitol has a complete line of cassette accessories like deluxe carrying cases and cleaning kits . . . and we sell Blank Tape Cassettes, too. We have everything in cassette.

Got a minute?
Good. You may win a complete Norelco Cassette system.
All you do to make you eligible to win is to hold still for a few minutes while our Capitol Sales Representative shows you the program on this page. For your courtesy your name will be entered into a drawing for the Norelco system. Good luck!

Now . . . where are you going to be when the smoke clears?
With it or without it?
**RAT CONNIE—Love New York! Love Me. Columbia CS 4777 (5)**

Connie takes contemporary tunes such as "Now," but here a packing of his better efforts, including several that were shot down as "Not for Broadcast." Frank Williams' "Cats," as well as excellent versions of "I'll Be Seeing You." "I'll Be Seeing You."

**THE GREATEST HITS OF KIKI SLOANE & THE ANIMALS—MGM SB 4002 (5)**

A very strong album, with songs like "San Francisco Nights," "Mornin'," "Sky Pilot," and a sexpot movie version of "Ocean Drive, Mountain High." All of these tunes knock out today's younger generation, meaning that Kiki is right in the groove for big sales.

**COUSINS—Hello, My Baby. Columbia CS 9778 (S)**

Stevie Wonder has another heavy album here on his label. The title cut, a strong version of this album, is the first song out of a long string of hits for this label. "Money." "Cash Box."

**BASSET HOODS—Dublin D 30002 (5)**

Starting off with a hit single, the album's here at Ackles and his hip is a potential parent program. Of 701 material, including another fine spirited number in "1 Got So Excited." "What Is Love In A Manner." "You're There." "The Greatest Revival," receives a good strong beat.

**TITLES—Love Me. Columbia CS 9779 (S)**

Novelty scored with their funny revival of "Pooper" as a single, the Tymes follow with an LP that will fit all media plan: Blending looks, thus composing the new potential. "The Love That You Make." "The Town That Made Someone Happy." should be worn out the way listeners audience. The psychedelic performers offer top-notch renditions of recent hits in addition to the title song.

**RUDOLPH—Love Me. Capitol ST 159 (5)**

The high flying and ingratiating teen flings with higher a big club here on both performance and style, with "The Weighted Swim." is solemnly sung, and the closer, "A Woman in His Life." is a blending of two "A Woman in His Life." is a blending of two, "I'm a Fool." "I'm a Fool." arrangement is top-flight.

**THE BEST OF THE BRASS RING—Dunhill DS 20001 (5)**

Arranger and producer Phil Bodie serves up the familiar tempos as he does, this fine group on such previous big sellers as "The Phoenix Love Theme," "Lauren's Theme." "Jazz." "In the Shadows of Love." Bodie shines at sex.

**THIRTEENTH CENTURY ZOO—Tone on a Clear Day. Capitol LP 132 (5)**

The Twentieth Century Zoo exhibits exceptional musical ability and, at the same time, desire to create a meaningful music product. The listener must notice the rhythm, musical sophistication, and the cleverness in the show's presentation. "Quiet Before the Storm." "Rainbow." "I'm a Fool." "I'm a Fool." is heavy with blues.

**VARIOUS ARTISTS—The Heart of the Matter. Mercury 819-931 (5)**

Nothing slim the soul quite like a march, and this beautiful, delightful album of pop and urban dance. Beginning with "Molly Ringwald." "Molly Ringwald." and "Barbra Streisand's "Wedding March," the selections are filled with beat and brightness, and conductor Frederick Fennell and Paul Harris are commendable.

**COUNTRY**

**FREDDIE HART'S GREATEST HITS—King CS 5928 (5)**

Freddie Hart, showing exceptional carving, "Now," but here a packing of his better efforts, including several that were shot down as "Not for Broadcast." Frank Williams' "Cats," as well as excellent versions of "I'll Be Seeing You." "I'll Be Seeing You.""
**SPECIAL MERIT PICKS**

![4 STAR](Image)

**ORIGINAL CAST**

**BROOKE HARRIS**—Brooke Harris, from Chitty Chitty Bang Bang, now stars in The Glass Menagerie. The rise has been steady, from Sandy on Broadway to Gillian in film. With the young Miss Harris, we have a pretty good show, a new, exciting interpretation of a classic role. The play, at first Arthur Miller's, now belongs to Miss Harris, and she's doing a magnificent job.

**CLASSICAL**

**RARE INSTRUMENTS AND PARTITA FOR VIOLIN SOLD, BOTH**

Hale, St. George's, D.1.011, P.O. Box 1150, New York, N.Y. 10019.

This is a fine, new recording of the Beethoven Partita No. 11, Op. 97, a work that has never been recorded before. The musicians are excellent, and the recording is clear and well balanced.

**REVIEW**

This is a fine, new recording of the Beethoven Partita No. 11, Op. 97, a work that has never been recorded before. The musicians are excellent, and the recording is clear and well balanced.
First Exhibit List Released by AMDIE

LAS VEGAS—The American Music Dealers Industry Exhibit (AMDIE), which is scheduled to hold its first show here May 12-15 at the Convention Center, has released its first list of exhibitors.

Those listed are companies which had signed up as of Feb. 4 and according to AMDIE's Bruce Mair, "Three to four major companies are coming in each week."

Exhibitors include:

- Thomas Organ Co.
- Oberlin
- Guittiereau Co.
- Kawai
- Yamaha
- Standard
- Harwood Corp.
- Suzuki
- Kinsman
- Huron Music
- Dei
- Dixie
- Strada
- Iroquois Piano
- Steinway
- Guild
- Baldwin Piano
- Waldo Piano Co.
- Mosrite
- Kay
- Redan
- Washburn
- Barlow
- Lilmore
- Plax Safe
- Steiner Piano
- Adler Piano
- Musician's Guild
- J. & J. Music Co.
- Carl Fischer
- Rhode Island Music Co.
- Plax Safe
- Don B. Music
- Wurlitzer Instrument Co.
- Electric Piano

According to AMDIE's Ed Phelan, approximately 50 dealers have already registered for the show.

Kilowatt Amp From Coral

NEPTUNE CITY, N. J. — Coral will launch its new kilowatt amplifier throughout the country next month.

The amplifier, which combines the power of solid state with the efficiency of tube, boasts more than 300 watts RMS and peaks at 1,200 watts. As for the speaker system, it features two columns, measuring 4 feet 23½ inches tall by 26 inches wide by 15 inches deep. Each column contains eight 12-inch custom-designed speakers for total of 16 speakers in two columns. The suggested list for model KPL-5 is $1,247.

A one-column unit, KPL-5L, is also available from Coral for a suggested list of $796. It features more than 150 watts RMS and peaks at 500 watts.

MOTHER EARTH

Do-It-Yourself Carpentry Cushions Group's Success

CHICAGO—Music Operators of America (MOA) expects to sign up in excess of 200 members as participants in a hospital money plan by September, 1969. Enrollments in the MOA plan are running 1.5 per cent ahead of the usual rate, an insurance official said.

Executive-vice president Fred Granger, said last week that if all members of a MOA-member firm sign, the policy is issued on open enrollment, meaning no medical details are required. Individuals who sign up must fill out a routine medical report.

Lewis Pamphlet

CHICAGO — The Japanese method of Talent Education and the subject of a new pamphlet published by William Lewis & Sons, the pamphlet, "Today's Youth and the Violin," is a trilogy concerning the development of Talent Education and its application in the U. S.

Jordan Distributor

LOS ANGELES—Jordan Electronics has named Southland Musical Merchandise Corps, Cayuga, N. C., Gulf's full-line distributor. Southland will distribute Jordan amplifiers and accessories throughout the southeastern U. S.

New Lowrey Pianos

CHICAGO—The Lowrey Co. has announced the introduction of a new series of spinet pianos, the S-50. Designed to fill out the complete selection that Lowrey offers, the S-50 piano line has suggested retail prices starting at $599.

Wine by the Glass Is A New Trend in Hollywood

Hollywood, Calif.—The glass is back and the bottle is old. At the 21st Century Hotel in Hollywood, both glass and plastic wine glasses are available for those who wish to have their wine by the glass.

The new glassware, available in both large and small sizes, is made of a new plastic material that is said to be unbreakable. The glasses are also said to be easier to clean and to be more sanitary than traditional glassware.

The trend towards wine by the glass is not limited to the 21st Century Hotel. Many other restaurants and bars in Hollywood are also offering this option to their customers.

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For Record Sales

MARCH 1, 1969, BILLBOARD

Lynne B. Johnson}
Jukebox Programmers Alert
To Blending Music Tastes
BY GRIER LOWRY

KANSAS CITY, Mo.—Popular rock and roll, the present favorite music, and other music categories are overlapping on many machines here. Some music categories, however, require more careful study of each location and of jukebox programming in general, according to Missouri Valley Amusement Co. programming consultant.

A complete diversified operation owned by John Masters, the National Record Shop, operates a retail record shop.

Programming tools include:  - Spotting location trends from requests.  - Enlisting the support of waitresses and cutters.  - Studying trade charts and one-stop lists.  - Listening to radio and watching television.  - Previewing samples.

Masters is maintaining a library of 20,000 titles.

"We often get a line on the blending of tastes through requests from location management," programmer Kin Reeves explains. "If a location owner is making more requests for rock and roll, we start testing to see if it is indicative of a pattern. Our drivers check the popularity meters. If we note that a record we considered a bit off-base for a location is getting good play, then we may put a few more of that type and watch the results."

The role a waitress or another employee has in influencing a record as a result isn't over-looked. According to Masters, president of the company, "The waitress who gives a customer a coin and tells him to play a certain record, holds the whip hand in launching a new record."

If a location developer finds it feasible to get new releases placed the following week, the sound has a tonic effect on jukebox play. If customers of a location hear the same old thing they've heard in the past, they will not play much more of it. Masters believes that a good balance between rock and roll and other music is needed and that the sales are higher when a location has a varied music program.

(Continued on page 53)

To Open 50
Laundromat
Discotheques

Frank, Robert Globberman and Mike Sontberg, principals in Laundromat, Inc., which is merging with Continental Art Galleries programming in general, according to president Jim Ogilvie and secretary-treasurer William T. Falla, has five art galleries here and expects to open two more.

A laundromat discotheque will be opened within 30 days at 1354 First Avenue, New York. Every Tuesday we are under way here now for the opening of two centers.

(Continued from page 4)

Elektra's Posner:
Stereo Awakening
BY RON SCHLACHTER

NEW YORK — Mel Posner, national sales director for Elektra Records, believes the record industry is finally waking up to the merits of stereo singles.

For more than a year Elektra singles have sold almost 100 per cent stereo. In fact, the only major company in the industry that are allowed by the company are those sent to AM stations who have not converted to stereo cartridges.

"It was our feeling when we got into stereo singles and it's our feeling now that if there's any life left in the single biz, it would have to be stereo," said Posner. "And this has been proved with so many manufacturers going into it."

"We have bad information fed to us from major record manufacturers that the majority of machine people feel stereo records could go up," said Posner. "They've been hard to buy for many of the stereo applications through our distributors."

But outside of this, there has been no special promotion. "I think the record industry is finally waking up. The industry is finding out that the demand is there from both the coin machine operators and retailers. From a quality standpoint, stereo is a better seller. It captures the sound the manufacture wants."

"As for locations, the ideal location for a stereo single is a quiet place. No single, whether stereo or mono, can be appreciated in a noisy bar. All that is necessary is for our stereo records to be played over a good amplifier."

(Continued on page 55)

U. K. Arcades
Arcade Business

LONDON—Following the concern expressed by members of Westminster City Council over the spread of amusement arcades in the West End of London, the council's Public Control Committee, which is responsible for the granting or withholding of arcades permits, met Wednesday to hear a new petition.

The new petition is to be used by new-style amusement arcades, which are also known as "penny pushers," that have sprung up throughout the West End in recent months and some London councilors are anxious to see local authorities given more control over them.

Up to mid-1967, Westminster received only one or two applications for arcade permits a month. The councilors are concerned that the number of applications will increase, and they want to have the authority to grant or withhold permits.

(Continued on page 55)
Day after day, in scene after scene, it reaches out, grabs hold and separates more customers from bigger chunks of their cash!

It's mod . . . mod . . . mod. The first of a bold new generation of famous Rock-Ola Phonographs with psychedelic color, style that never fails to draw a bigger take from a bigger crowd.

But there's more. Brilliant new feature attractions that make selling music for money more rewarding than ever before. Things like a new receiver, transistorized for dependability . . . exclusive powerized remote volume control with convenient on/off switch for phonograph power as well as volume and cancel . . . new speaker positioning for better sound separation, greater listening pleasure . . . "2 plays—2 bits" kit . . . album play . . . dollar bill acceptor (optional).

And Rock-Ola for '69 offers you all-out accessibility, "Easy-View" Programming and "Flip-Top Servicing" that cuts programming and service time to the bone—all the extras including lighted animation (optional) that made Rock-Ola the sensation of the music world in '67-'68.

Go with Rock-Ola all the way for profits!
Trucano Tells Speech Advice Of Governor

- Continued from page 51

dustry. Farrar, 39, and the young-est U. S. governor, invited Mr. and Mrs. Trucano to accompany him to the recent inauguration in Washington, D. C.

Trucano, owner of Black Hills Novelty Co., Inc., and Automatic Vendors, Inc., here, showed Gov-ernor Farrar a speech outline suggested by MOA. "His main suggestion," Trucano said, "was to draw parallels between our industry and other professions in a positive way."

Farrar also suggested the use of props while delivering speech-es and the use of the speaker's "own words." Trucano said, "He even advised using a bad grammar if it fits the point a speaker is trying to make."

Another suggestion, Trucano said, could be used in many business applications. It con-cerns an opening remark, Gov-ernor Farrar always employs. "He always says, 'It's good to see you.' This way, it's implied you have met the person before; if not, the remark has that much more meaning.”

Trucano, whose wife, Kay, knew Governor Farrar's wife in college, said he was most hon-ored to make the trip. Governors are allowed to take three cou-ples. Trucano said.

‘Coin’cidentially

Wisconsin operator Jim Stansfield Sr., Jim Stansfield Novelty Co., La Crosse, has purchased J & J Vending Service and J & J Music, Inc., adding substantially to his routes. Jim Linberg, A to Z Vending, Fond du Lac, Wis., received his pilot's license last week...

John Trucano, Deadwood, S. D., operator and Music Operators of America vice-president, was in Denver last week for surgery.

Rock-Ola field service repre-sentative, William Findlay, held a service school in San Antonio at Allcoin Equipment Co. Host to over 30 operators were owners Malcolm Gildart and Dan Perrotta, sales manager R. E. Chatten, service department person-soned Fritz Studulko, P. W. Thomas and Rufus Allen Jr., Wagner Van Vlack, president, Interstate United Corp., Chi-cago, and George Arness, president, Vendo Co., Kansas City, Mo., are among speakers to address the National Association of Concessionaires Eastern regional conference March 24-25 at the Americana Hotel, New York City.

Victor Haim, R. H. Belam Co., Inc. New York, will visit Ma-nila, Bangkok, Taipei and Tokyo during an Asian tour. He will visit Albert Figueroa, an old friend, who has just opened Old-west Restaurant and Nightclub in Manila.

Albert M. Roulstein, president of Malco Vending Co., Philadelphia, went on a one-week study mission under auspices of the Allied Jewish Ap-peal for a first-hand look at the human crisis facing Israel today. He is an associate chairman of the (Trade Council) for the 1969 Philadelphia Allied Jewish Ap-pear-Israel Emergency Fund. Martin M. Berger, president of the Citramat Corp. of America, Philadelphia, presented achieve-ment awards to four selected teen-agers at a luncheon at the Locust Club in his capacity as president of STORY (Salute to Our Responsible Youth)

Ben-Mar Amusement Co., coin machine operator, launched a newspaper advertising campaign in Northeast section of Phila-

(Continued on page 34)

Get MORE with 4 from CHICAGO COIN!

GALAXY
6-PLAYER PUCK BOWLER
with
SPEED FLASH

PIRATE GOLD
1-PLAYER
featuring
Super Scoring
CENTER PIRATE CAVE

STARFIRE
6-PLAYER AUTOMATIC BOWLING LANE

"IT’S EASY." This is Bob Ron-deau, pictured as he recently told Wisconsin operators how easily 36 mechanics were trained through a government program. Operators throughout the U. S. will shortly be polled on their needs for mechanics.

Coin Machine News

What's Playing?

* A weekly programming profile of current and older selections from locations around the country.

Hudson Falls, N. Y., Location: Kid-Restaurant

JOHN POWERS programmer

Henry C. Knoblauch & Sons,

Lebanon, Tenn., Location: C&W-Tavern

L. H. ROUSSEAU programmer

Monk's Music

New Equipment

United Billiards—Bunny Pool Table

Full-thickness slate, easily removed cushion rails, high pressure lami-nate cabinetry and wool-nylon bed and cushion cloth are some of the features in this new bumper-type table from United Billiards, Inc. Other features include United's cross-over ball return and "mini-drawers," which easily converts for home use. The table measures 55 inches by 39 inches.

SPECIALS! COMPLETE, AS IS

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<td>Single Cup Coffee</td>
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Write for complete 1969 Catalog of Photographs, Vending and Games

Established 1924

ATLAS MUSIC COMPANY

212 W. WESTERN AVE., CHICAGO, ILL. 60647.

Call: ATNUSCH—CHICAGO

MARCH 1, 1969, BILLBOARD

53
Small routes as a hobby. They tell me this gets their mind off. "We have even had dentists, owner Rohr Sales here, said firm is attracting. Many diversify into major vending.

Daize, formerly an operator and for two years associated with the late George Rohr, owner Rohr Sales here, said, "We have even had dentists, doctors and lawyers who start small routes as a hobby. They tell me this gets their mind off their work. They often peps on the routes to their children."

At least 75 per cent of the firm's bulk operators are part-time, Daize said. In many cases they are factory workers, while people, postal employees, policemen and firemen. "We have several cab drivers, too.

Cab Drivers "Cab drivers pick up more locations than most other part-time operators because they're on the street constantly. Many carry goods and machines in their trunk and service routes as they go about their taxi businesses."

Daize has a good story for people who want to approach bulk vending as a part-time occupation. "Their initial investment can be something in the neighborhood of $2,000 for 50 machines. We handle the financing. The merchant will run about $3 per machine."

"If they place the units in average locations they should turn the merchandise over every two weeks. On this basis, the part-time operator will net himself $100 a month and only be out on the route a couple of Saturdays each month."

Service Clubs A new trend pointed out by Daize is the involvement of service clubs in bulk vending. "We recently worked out a plan with the Levonia (Mich.) Lions Club. Service clubs are finding they can raise more money by handling their own vending."

"A committee is appointed and the club puts out 100 machines. Then each committee member is responsible for 10 machines. This may require him to devote one hour of time a week, or a month, depending on the types of locations."

(Continued on page 53)

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**Use of Transistors Seen in Bulk Units**

**SMITH-REGAL ADDS ROUTES**

CHARLOTTE, N.C.—Smith-Regal of Charlotte is negotiating for the purchase of its sixth bulk vending route in two months. Last week, the firm here, headed by Lee Smith and Jack Thompson, bought Ralph V. Feemster & Son Agency's routes in the Statesville, N.C., area.

Negotiations are in progress for the purchase of Dixie Sales & Vending Service, Savannah, Ga., with routes in lower South Carolina. The firm is owned by F. W. Trudell of Savannah. Revenue, usually 90% worth, thus far this year have added 3,500 locations for Smith-Regal.

**NCA Fighting Freight Hike**

CHICAGO—Freight rate increases for small shipments posed by the Eastern Central Motor Carrier Association have been approved by the Interstate Commerce Commission (ICC), according to the National Confectioners Association (NCA) here. NCA, through its traffic association, has presented testimony before various traffic bureaus around the country.

NCA general counsel, James Mack, told the Rocky Mountain Motor Traffic Bureau's transcontinental committee that "it defies our understanding to read announcements of proposed small shipment rate adjustments of from 9 to 70 per cent."

An NCA study showed that bulk shipments of varying weights below 500 pounds, from Salt Lake City to Chicago, would increase from 13.8 to as much as 70.9 per cent, under a proposed adjustment.

NCA expects other rate adjustments to wait the outcome of ICC investigations.

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**MOA Board Meeting**

Continued from page 51

held at 12:30, Business sessions will be in the afternoon and an inspection is scheduled for 6-8 p.m.

Operators in this area, whether members or not, are invited to the cocktail party. Ellis said one purpose of meeting away from the hotel was to give out MOA's schedules, convention details and other business matters.

The meeting concludes on March 8.

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Negotiations are in progress for the purchase of Dixie Sales & Vending Service, Savannah, Ga., with routes in lower South Carolina. The firm is owned by F. W. Trudell of Savannah. Revenue, usually 90% worth, thus far this year have added 3,500 locations for Smith-Regal.

**NCA Fighting Freight Hike**

CHICAGO—Freight rate increases for small shipments posed by the Eastern Central Motor Carrier Association have been approved by the Interstate Commerce Commission (ICC), according to the National Confectioners Association (NCA) here. NCA, through its traffic association, has presented testimony before various traffic bureaus around the country.

NCA general counsel, James Mack, told the Rocky Mountain Motor Traffic Bureau's transcontinental committee that "it defies our understanding to read announcements of proposed small shipment rate adjustments of from 9 to 70 per cent."

An NCA study showed that bulk shipments of varying weights below 500 pounds, from Salt Lake City to Chicago, would increase from 13.8 to as much as 70.9 per cent, under a proposed adjustment.

NCA expects other rate adjustments to wait the outcome of ICC investigations.

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**MOA Board Meeting**

Continued from page 51

held at 12:30, Business sessions will be in the afternoon and an inspection is scheduled for 6-8 p.m.

Operators in this area, whether members or not, are invited to the cocktail party. Ellis said one purpose of meeting away from the hotel was to give out MOA's schedules, convention details and other business matters.

The meeting concludes on March 8.
Jukebox Programmers Alert
to Blending Music Tastes

- Continued from page 51

...many times on TV and radio, your box is going to suffer." 

Reeves Shop
A record shop operated in conjunction with the amusement business is an added asset to the business. According to Masters, the record shop enables the company to make a larger selection of records available to the vending business. He also points out that there is considerable "trading" between the shop inventory and the amusement company library. If a driver finds Pat Boone's "Don't Put Your Feet in the Lemonade" is out of stock, he simply borrows it from the record shop inventory. The record shop also serves as a handy outlet for used records which come off the route.

The company puts a high premium on the title-strip service furnished by Davidson's One Stop, Kansas City. Customer attention is focused on new releases by the use of yellow transparent strips placed over the title strips. Buying is an every-Friday routine by Reeves and Roger Bell, who listen to TV and radio many hours weekly, and keep tabs on new releases as well as those compiled by radio stations. They also find record sampling by MGM, EMI, United Artists, Columbia and Decca helpful in buying. Their one-stop also furnishes a list of new releases for study.

Regular mailings by Darwin Sales, Rees Valley and Division's One Stop are received. Possibilities for stereo singles look great. The problem is finding them. Masters said, so far, only Epic has sent singles on stereo, yet the company has 100 or more stops set up for stereo play.

Standards
With some records dating back to 20 years or more, the company's library includes over 20,000 records and permits the firm to give good service on requests for older records. It would be impossible to buy many of these records, Master said.

"We keep a selection of about 20 standards on every box," he added, "and these include good records. A driver finds Martin's "Little Old Wine Drinker" and some of the old Tommy Dorsey, Pete Fountain, Ernest Tubb and Al Hirt things, I'd hate to operate out of some of those old stand-bys."

Record-keeping on records includes one file where all titles in stock are kept by number and another file indexed by artist. Every record is stamped "Return to Library" to minimize the problem of merchandise being sold or lost on route.

Presently, two-for-25-cent pricing is being tested at one large downtown Kansas City cocktail lounge where the "jukebox goes all the time." This pricing has been in effect only three months and though revenue has picked up about 10 per cent the feeling is that it is too early to draw a definite impression on possibilities.

Martin & Snyder
- Continued from page 54

Daiz said "At least 20 percent of our bulk operators eventually go into larger vending. "Tom Kocsa, owner of Helcynn Vending, one of the largest full-line operators, started out as a bulk operator when he was a math teacher. "Tom Manning, formerly a cosmetics salesman, started a bulk route and later expanded into large vending. He is now owner of Birthing. A Vending." In both cases, Daiz said, the men sold off their bulk route.

Martin & Snyder recently moved into new facilities here at 8800 Hubbell and added 4,000 square feet to Daiz's department. Another 2,000 will be added soon, as the firm remodels an adjacent building.

Daiz carries a full compliment of NCR, Seeburg Corp. machines, all types of nuts, meats, charms and candy. The firm's Grand Rapids branch will also expand its bulk vending department with an open house tentatively scheduled for April 1.

Later this year, according to Daiz, the firm's branch in Cleveland will open a bulk vending department.

U. K. Arcades
- Continued from page 51

...year. But in the last 18 months applications have increased significantly. There are now 16 arcades operating in the Westminister area and permits have already been granted for nine more.

The Public Control Committee is now likely to grant future permits only in cases where there is no other arcade operating in the vicinity.

Coin Machine News

Public Relations
- Continued from page 51

Mechanics, Denver; through the Manpower Development and Training Act (MDTA).

"When people make jokes about our industry's image I merely advise them that our industry is doing the few receiving government money to train specialists. This is great public relations and the really big benefit of this program," Rondeau said.

Rondeau said Del Santo was meeting with government officials and had prepared a questionnaire to be mailed to operators throughout the U.S. "I hope operators respond," Rondeau said. "We need to build a reservoir of trained mechanics. It's like buying insurance, you must think ahead and not scrimp only when you need a mechanic."

BUY! METAL TYPERS
Vending Aluminum IDENTIFICATION DISC WHY!
1. LIFE-TIME INCOME
2. TROUBLE FREE OPERATION
3. ONLY 18 .18

EVERY LOCATION a "PROFIT-LAND" with NORTHWESTERN 60 BULK-PAK
New 60 Bulk Pak builds profits in supermarkets, drugstores, gas stations, shopping centers—any location! Operators all agree BULK PAK delivers better profits because it sells readily identified merchandise—suitable for all locations. Steady costs are held to a bare minimum. Just put merchandise in machine—and take out the coins. Location tests prove Bulk Pak is a GI Money Maker. Wire, write or phone for complete details.

JOHN MASTERS, owner, Missouri Valley Amusement, checks cigarette machine with routeman Frank Gamm. In background is a pool table and pin game give evidence of the diversely Kansas City operation.

MARCH 1, 1969, BILLBOARD

PROGRAMMING chores at Missouri Valley's Vending are handled by Jim Reaves (with hair in left photo), Roger Bel and Kristine Wadell (holding record at right) and seen chatting with friend Carlton Dempsey, who works at nearby Coin Music Co.

Coin Machine News

Coming Events

March 6-8 — Music Operators of America, director's meeting, Hotel Monteleone, New Orleans.
March 7-9 — National Automatic Merchandising Association, Western Convention, Ambassador Hotel, Los Angeles.
March 21-22 — National Automatic Merchandising Association, spring management conference, Executive Park Hotel, Atlanta, Ga.
March 23-25 — South Carolina Coin Operators Association, annual convention and trade show, Hotel West Hampton, Columbia.

(Continued on page 56)

Stereo Awakening
- Continued from page 51

needed in that type of location is background music."

While Elektra has been very successful with stereo singles, Powers said his company has received no feedback from jukebox operators. He also pointed out that all Elektra singles are clearly marked stereo.
Billboard's International Coin-Machine World Directory 1969-'70

7th annual Buying Guide—the original and only complete directory prepared exclusively for the entire coin industry, MANUFACTURERS, DISTRIBUTORS, SUPPLIERS and ASSOCIATIONS, etc.... if you're doing business with the coin machine industry, this directory is especially important to you and your product story.

- Current
- Concise
- Complete

ADVERTISING DEADLINES April 11th in the United States...April 4th for all International
This Blue Chip investment pays even higher dividends

The optional animated top scene by Technamation on the AMERICANA III has proved that it quickly pays for itself by the extra attention it generates and the extra plays that result.

One look at this brilliant ever-changing metropolitan skyline and you'll know what we mean. Signs go on and off. Traffic crosses the bridge and moves along the waterfront drive. A tug breasts the shimmering water. There is action galore that literally lifts patrons out of their seats—gets them up close to see as well as hear the AMERICANA III perform.

Get with WURLITZER!
The increased earnings will reflect your good judgment.
You saw it in Billboard...

THE SHURE VOCAL MASTER SYSTEM HAS SOLVED TOUGH ON-LOCATION PROBLEMS FOR:

THE 5TH DIMENSION
THE ASSOCIATION
SPANKY AND OUR GANG
SERGIO MENDES & BRASIL '66

Now... hear what the out-of-sight Shure Vocal Master can do for your group!

We'll rest our case on your ears. Listen to the clarity of the vocals, the blending and balance of sound, the penetrating power that reaches to the back of big rooms without overwhelming the audience up front, the unlimited reverb effects, the absence of feedback. It's the first system that gives you recording studio control of vocals during live performances. Dozens of leading groups have standardized on it... you owe it to your future bookings to hear what the Shure sound can do for your act!

SCHOOLS...HOTELS/MOTELS...AUDITORIUMS

The Shure Vocal Master has already replaced many much-more expensive, complicated, so-called "deluxe" built-in sound systems from coast-to-coast. It has overcome difficult, almost insurmountable sound problems in night clubs, auditoriums, gymnasiums, fieldhouses, ballrooms, large meeting rooms, stadiums, ball-parks and public parks. Exceptionally simple to operate. Portable—sets up in minutes. Rugged—stands up under constant on-the-road use and abuse... a natural for dependable use in fixed location. See your local Vocal Master specialist, or write for complete brochure.

see your local Vocal Master specialist to hear what the Shure sound can do for you

(Note: If the Vocal Master Dealer Listing at right is missing, write for information to:)

SHURE BROTHERS, INC.
222 Harvy Ave.
Evanston, Illinois 60204
Radio Electric

Set for Move

CAMESDEN, N.J.—Radio Elec-
tric Service Co. of New Jersey, a
long-time fixture in this South-
ern New Jersey community, will be
moving to a new location in the
suburban Cherry Hill area within
the next two months.

The firm expects to double its
space with its new quarters, and
the move should become effective about March or
April. John Zagarileko, audio
manager, expects to be able to
place newly acquired equipment
with the increased room.—The gain of what’s
available is impressive.

Among Radio Electric’s offer-
ings now are such brands as
Fisher, Scott, KLM, McIntosh,
Sennheiser, Kanwood, Bozak,
Roberts, Sony, Acoustic Research,
and Wollensak. In addition
to gaining chow room, the
move as been made to gain
parking spaces for customers.

The firm, in addition to its
high-fidelity business, is also a
wholesaler and parts supply house.
It offers antennas, an-
tenna rotors, tubes, hardware,
commercial FM and AM f s and
speakers, microphones, transis-
tors, capacitors and resistors.
At the new location, pre-assembled
cassettes will be added, along
with a larger line of raw tapes.

Conference Papers

WASHINGTON — Sixty
papers have been selected to be
presented at the 1969 Electronic
Components Conference, sched-
uled to take place here April
35-2 May 2 at the Shoreham Ho-
el. Selections were made by the
Conference’s Technical Pro-
gram Committee under the
chairmanship of Dr. J. A.
O’Connell, ITT, New York.

New Compact Synthesizer

Introduced by Parasound

SAN FRANCISCO — Para-
sound Inc. has developed a
synthesizer compact enough to
fit inside a small car radio, and
claims it can change the natural
signal of either AM or FM to
stereo.

The synthesizer was developed
by Robert Orban, who has made
a larger version for professional
use. The unit utilizes a small circuit or circuit board
that can be added on or built
into existing equipment, which
turns off the car battery.

On FM it picks up only the
main channel signal and syn-
thesizes it at the receiver to
achieve stereo effects. The
signal can be played back
in the radio itself.

The synthesizer can also be
adapted for use in television,
according to Bernie Krause,
Parasound president.

Parasound wants to license
manufacturers to install the de-
vice in radios at the factory.
Krause said, and he figures it
can be offered to the consumer
at $10-$20 above the cost of
the radio.

Amplex Names 2 Distributors

CHICAGO — Ampex Corp.
has appointed distributors in
Texas and Washington to handle
its professional audio-vid-
equipment line. Communications
Equipment, Inc., New Braunfels,
and G.M. Bellington, Wosh,
will sell and service Ampex
440B recorders for broadcast and
motion picture use.

(Continued on page 80)
TEN YEARS AFTER

England's most talked about Rock-Blues Group!

TEN YEARS AFTER
STONEHENGE

TEN YEARS AFTER

THEIR THIRD U.S.A. TOUR

DATE  CITY  BALLOON
Feb. 28 - Mar. 1  New York City  FILMORGE EAST
Mar. 2  Toronto, Canada  ELECTRIC CIRCUS OF TORONTO
9-9  San Francisco, California  FILMORGE WEST
14-15  Los Angeles, California  FILMORGE
16  Sacramento, Calif.  SOUND FACTORY
21  Vancouver, B.C.  THE GARDENS
22  Seattle, Wash.  BEARS BALLROOM
20-29  Detroit, Michigan  GRAND BAILROOM
20  Minneapolis, Minnesota  TEMPLE
Apr. 3  White Plains, New York WESTCHESTER COUNTY CENTER
4-6-8  Philadelphia, Pennsylvania  ELECTRIC FACTORY
11-13  Chicago, Illinois  KINETIC PLAYGROUND
15-17  Boston, Massachusetts  BOSTON TEA PARTY
18  West Hempstead, Long Island  ISLAND GARDENS
19  Stony Brook, New York  STATE UNIVERSITY OF NEW YORK AT STONY BROOK
25-26  Miami Beach, Florida  THE IMAGE
27  Baltimore, Md.  BALTIMORE CIVIC ARENA
May 2  New London, Conn.  CONN. COLLEGE FOR WOMEN
3  Worcester, Mass.  CLARK UNIVERSITY
June  England
July  England
July 4  Newport, Rhode Island  NEWPORT JAZZ FESTIVAL
4  New York City  RANDALL'S ISLAND (Raindate, July 3)
21  New York City  ROSELAND SKATING RINK, CENTRAL PARK (Raindate, July 22)
The Sper Family and the Imper-ials presented a new concept in Gospel Music at Doritha in a pro-
gram, "Gospel Festival, U. S. A." It presented the groups in 10 numbers together as well as the traditional individual songs. Also included was audience participa-
tion. Encore Productions of En-
terne, Ala., promoted the suc-
cessful concert.

Maurice and Carole Lefever are parents of a daughter, their sixth child. Maurice is the son of Urius and Eva Mae Lefever. J. D. Sumner has made the pilot film for a proposed series, the "J. D. Summer Show." The Blackwood Brothers have a new release on Camden, titled "Just a Closer Walk With Thee." It features familiar songs as "The Rainbow of Love" and "It Will Be Worth It All." Bill Shaw is fea-
tured on the title song...

Despite the worst weather of the year, enough of the GMA board of directors turned out at its Jan-
uary meeting to produce a quar-
ter. This is another feature in the cap for Jim Myers, who is pro-
ducing inspirational leadership and to Mrs. Norma Boyd, whose ef-
cency complements that of the pres-
ident.

Harvey Lester of Pathway Press, Cleveland, Tenn., has re-
corded his first album on the Christian Faith label, produced by Joel Century. Harvey is backed by the Pathways and La-
vera Moore, and a 22-piece or-
chestra conducted by Bill Purcell. The Blackwood Brothers have a new, recorded on the RCA Camden label, with the title song "Just a Closer Walk With Thee" featuring Bill Shaw... The new

...The Oak Ridge Boys have completed

one show for the syndicated series, "It's Happening" in Shreveport, La. The Imperials, who ap-
peared on the " Choir Bishop Show" in February will be on the "Mike Douglas Show" in March. ...The Challenges, new Heartwarm-
ning recording artists, recently

ancestors on three "Eleventh Hour" TV shows. The Dowings will make their 'deb' in March. Although the group is new to the gen-
ral field, the faces are famil-

iar. Paul Downing was with the Dixie Echoes, Ann Downing was with the Sper Family. Greg Gor-
don was with the Chuck Wagon Gang, and the one new face is Sue Ellen Chunnell. Susan Sper, daughter of Brock & Pays Sper, has recovered from January surgery. Duane Allen's "It Won't Be Long Till Jesus Comes" was re-
corded four times during Febru-
ary. Those who cut it were the Oak Ridge Boys, Buck Rambo, the Happy Goodmans, and the Florida Boys. The sheet music for "Tell Me," the Glen Campbell hit, has been released by Salvation Army which is owned by the Oak Ridge Boys and Danny Light... The first book of the piano courses pre-
pared by Bill Purcell was published.

...The Imperials recently recorded a new, 11-track album, "Tender Sorrow." Former GMA director, now secretary of the BMA, has been

released by the John T Benson

Publishing Co. The folio, "Re-
corded Gospel Hits," includes

songs recorded by the Happy

Goodman Family, the Speras, the

Rambo\s, the Oak Ridge Boys, the Imperials, and the Cathedral Quartet. ...Donnie Summer's "The Things

That Matter" has been recorded by Van Trent and has been on the

Billboard country charts for six

weeks. The song also has been

recorded by the Ramsey Quartet

and will be included in a book to be published by Benson Publishing

Co. of young-sound gospel mate-

rial—a mixture of gospel, folk and rock. A recent performance for the late Shorty Bradford was held in Chattanooga Feb. 16. Among those on the show were the Sing Brothers & Naomi, Woody Baywell & the Sunfliers, Dixie Echoes, Jack Hess and the Music City Singers.

W. B. Nowlin will present the six-day "Parade of Quartets" in Fort Worth Monday through Sat-

day (3-M). Groups appearing during the week-long festival will be the Imperials, Oak Ridge Boys, Florida Boys, Steve Sanders, Thrasher Brothers, Blackwood Singers, Happy Goodman Family, Lefever's and the Sper Family, plus, on April 26 Harvey Lester will present the Statemates, Statems, and Imper-

ials along with the Gateway Boys and the Letter Family in concert at Kell Auditorium in St. Louis. The Skylarks, Swannee River Boys, Bobbles Jean White & The Rebels have just completed a tour of Florida which included the Florida State Fair. ...The Oak Ridge Boys were guests on the "God & Country Crusade" in Augsburg and by Benson Publishing. Buck Rambo & the Sunfliers, Blackwood have a new daughter, both born at Canton, Ohio. ...Low & Linda Garrison also have a new daughter, adopted in Febru-

ary. Lou is in the Pledge of the Prophets Quartet. ...Lavonne Spurgeon has joined her husband, Darian Spurgeon, with the Challenges. Trip. Jim Richards left the group to go into evangelistic work full-time.

Darrell Root will be singing lead with the Lauers until man-

ager Jim Brown finds a permanent lead singer... Buck Rambo's first solo album on the Heartwarming label... On March 4, at the Sheraton-

Carlton in Washington, the Blue Ridge Quartet will entertain the new senators. Following that they return home to cut a new album. ...Elmer Cote of LaFlollete, Tenn., has been named general manager of Thacker Records, the all-gospel label.

Gospel records are admittedly a specialized part of the total record market. Candor would make us admit also that it is a small segment. There are no charts, no gold records, no sales meetings in the Bahamans, no national market surveys. No one will ring in your department when they arrive. In fact, maybe the only exciting thing about them as far as you are concerned is that they'll be gone when you take the next inventory. Wouldn't it be nice to have some steady movers in with all the hits, smashes, and pots of gold? Here are four fine gospel albums you'll have trouble keeping in your record department.
hallelujah!
here comes the
jubilee gospel train

This is the initial release in a brand new Gospel series on Jubilee Records. Ten fantastic albums that cover every aspect of Gospel music from mass choir to vocal group to solo instrumentalists.
This series will be merchandised and promoted like Pop catalog.
Ask your local Jubilee Distributor for the exciting details of our "Gospel Train" program.

This series will be merchandised and promoted like Pop catalog.
Ask your local Jubilee Distributor for the exciting details of our "Gospel Train" program.
PIERCE LaFAYRE, manager of the famous LaFayette of Atlanta, signs for his group to be represented for bookings by Dan Light Talent, Inc, as Den Light and newly appointed general manager, Herman Harper, look on.

WTJH Cites 'Old Timers'

EAST POINT, Ga.—Radio station WTJH will sponsor a country music show Sunday (2) at the city auditorium honoring the "old timers" of the industry. Gov. Lester Maddox has proclaimed Sunday as "Old Timers Day in Georgia."

The line-up of talent includes David Rodgers, Columbia; Penny Limei, Galaxy; Clayton Read, Master; George Reed & His Blue Ridge Mountain Boys, Jack Holden & Frances Kay, WTJH Ranch Hands, The Wranglers, Dick Ezola, Hoyt Brutt, Freddie Cole, Jimmy Myers, Bill Billson, Bud, Donnie and Mote, Skillit Likkers and Band; Spero Patterson, Mrs. Riley Puckett; Slim Speeman; James Buckler, Minnesota-based country artist, has a new EGL release titled "Heartsache Hangover Number Nine." Sonny James, Boots Randolph and Jerry Reed were booked into the Aetodrome Feb. 23-26 by Billy Deaton. Country music again will play an important role in the night's grandstand entertainment at the Illinois state fair. A contract has been signed with Harry Peebles to produce the country spectacle, which will feature Marty Robbins, Kitty Wells, Jack Greene, Faron Young, Marty Robbins Jr., Bobby Bishop, Don Winters, Bobby Wright, Bill Phillips, Darrell McCay, Johnny Wright & Ruby Right, Feist has produced shows at this fair for the past four years. Dick Flood, Nugget artist, has recorded the first session in that label's new studios. Others in town to record are John L. Sullivan & Jimmie Peters. The studio is now available for independent sessions, with 2-track and 4-track facilities. Blue Echo Music is surging ahead again. It currently has three new singles on the market, with Wilma Burgess on Decca, Ray Griff on De and, Johnny Carver on Imperial. It has also sung already released by Hank Locklin & Jerry Vallely, and forthcoming album releases by the above mentioned plus Frank Yankos, Hank Snow, Ann Margret, Eddy Arnold, Connie Smith, Dinah Shore, Debbie and Ronnie Ruggles; Billy Goldsmith, Styllia Evan and Billy Dillworth. The show will be handled by WTJH announcers Buzz Walker, Country Jim, Texas Bill Strength, and Ned Lukens.

Nashville Scene

Johnny Preston, Johnny Duncan and Joe Starnes, The Staller Brothers and George Hamilton IV, Ray Griff were all the tune. Ohio Records is looking for material for 10-year-old Randy Dentuny, Forward what you have to P.O. Box 655, Hudson, Ohio 44236. Marte Hoerner announced the signing of Charlie Jean Monet to a personal management contract. The artist, by the way, is a French poodle. Wilma Burgess is introducing her recently formed group, The Muddy Blues, during her current booking by the Joe Taylor Artist Agency. Ronnie Holt has joined the staff at Key Talent and will assist Charlie Wells in booking country acts. George Jones and Tammy Wynette, Bill Anderson and the Po'Boys have filed segmented of a country music picture due for release late this year. The film also features Marty Robbins, Buck Owens, Merle Haggard and Bonnie Owens. Portions of the movie were shot at WSIX-TV studios, and at the "Grand Ole Opry" House.

Religious Music

Cont'd from page 62

Don't miss the tour." 

So You Saw It in Billboard

SKYLITE RECORD DISTRIBUTORS

DISTRIBUTORS OF FAMOUS GOSPEL RECORD LABELS

SALUTES

THE OUTGOING PRESIDENT OF NARM

JACK GELDBART

(OF L&F RECORD SERVICE)

Gospel Music

Our thanks for the many years of good merchandising of our skylite-sing records and tapes. 1968 was our greatest year due to the top-notch support of the many fine members of NARM. We're looking forward to continuing growth of NARM and the gospel music industry.

SKYLITE RECORD DISTRIBUTORS
1915 Gas Light Tower in Peachtree Center
Atlanta, Ga., 30302
404/522-4160

MARCH 1, 1969, BILLBOARD
INTRODUCING
RAY CONNIFF'S
43RD ALBUM

RAY CONNIFF
AND THE SINGERS

Featuring
THOSE WERE THE DAYS
WICHITA LINEMAN
Hey Jude
Little Green Apples
Harper Valley P.T.A.
I Love How You Love Me
My Special Angel
Hold Me Tight
Sunny
Scarborough Fair/Canticle
Abraham, Martin and John

C-5 9777/18 10 0632*/14 10 06291/CQ 33245

NEED WE SAY MORE?

Oh yes... Ask your Columbia Sales Representative for details on how we plan to merchandise this and Ray's 42 other albums. On Columbia® Records and Tapes.
A SOUL SISTER...

(THAT CAN'T MISS)

BRUNSWICK PROUDLY PRESENTS

ERMA FRANKLIN

"GOTTA FIND ME A LOVER"

(24 HOURS A DAY)

C/W
"CHANGE MY THOUGHTS FROM YOU"

55403
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<td>GRACE HIGHTOWER—Ain't Ever Too Young</td>
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<td>MATTHEW HARMON—Love</td>
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<td>MAURIE HECHEL—Vol. 1</td>
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<td>JACK DE ROIS ORCHESTRA &amp; CHORUS—Lilac Love</td>
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<td>THE FIRST EDITION</td>
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<td>TENNESSEE ERNIE FORD—Songs I Like to Sing</td>
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<td>KING VAN ELECTRICAL BAND</td>
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<td>CANADA—</td>
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<td>LARRY BRYD—Polynesian Suite</td>
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<td>THE JAE BRYD EXPERIENCE</td>
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| C.O.C. COLLECTORS—Gross and Wild Strawberries | | |
NEW ALBUM RELEASES

ARTIST — TITLE / LABEL & NUMBER

P

TOM PARRINGTON — MANY WINDOwed NIGHT

B.

CHERYL POOLE — CHERYL

C.

SMOKY RAY PILLOW SINGS

Famous by America's Quintet of the Hot Club of France

D.

RICHARD AND WILLIE — LOW-DOWN AND DIRTY

E.

JERRY SHOOK/RUSTY ADAMS — COUNTRY HITS MADE SENSATIONAL NIGHTINGALES — HEART AND SOUL

F.

JUDGIE NOT

G.

BILL STRANGE — GREAT WESTERN THEMES

H.

LUCILLE STARR — LONELY STREET

I.

SOUND OF FEELING — SPLAEN

J.

THESE DAYS

K.

SOUNDTRACK — SWEET CHARITY

L.

STONE PILLOW — ELAEZAR'S CIRCUS

M.

HANK SNOW — SNOW IN ALL SEASONS

N.

TOM ARMSTRONG — IT'S 31025

O.

BLUES NO. 2

P.

ROY DRAPER — IT'S 31025

Q.

QUEEN'S HONEYBEAR MACHINE — THE MYSTIC POULTRY OF THIRD GAME

R.

BUD REED / RAY REED — CREED

S.

SENSATIONAL NIGHTINGALES — HEART AND SOUL

T.

JERRY SHOOK / RUSTY ADAMS — COUNTRY HITS MADE SENSATIONAL NIGHTINGALES — HEART AND SOUL

U.

JUDGIE NOT

V.

LUCILLE STARR — LONELY STREET

W.

SOUND OF FEELING — SPLAEN

X.

THESE DAYS

Y.

SOUNDTRACK — SWEET CHARITY

Z.

QUEEN'S HONEYBEAR MACHINE — THE MYSTIC POULTRY OF THIRD GAME

A.

ARYEZ — RUSSIAN FOLK SONGS/BALLET

B.

BEETHOVEN: APPASSIONATA / MALTESE SONATAS

C.

BEETHOVEN: NINTH SYMPHONY / CHORAL FANTASY

D.

BLACK SONS AND PARTNERS FOR VIOLIN SOLO, BWV 1051—66—SEMPIONE

E.

BEETHOVEN: PIANO CONCERTO IN C#-MAJOR / Blumental/Blumenthal (Bruchsal)

F.

BEETHOVEN: PIANO CONCERTO IN G#-MAJOR / Blumental/Blumenthal (Bruchsal)

G.

BERG/GOLODKIN/HAUSER/KALSCH/ — Vetsi

H.

BEING HARRY HARDO In ITALY 16 OF -Water Trum peters/London Symphony Orch. (Paris)

I.

BEING HARRY HARDO In ITALY 16 OF -Water Trum peters/London Symphony Orch. (Paris)

J.

BINGE: HARRY HARDO In ITALY 16 OF -Water Trum peters/London Symphony Orch. (Paris)

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L.

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Hey Jude

Hey Jude
THOSE WERE THE DAYS
LITTLE GREEN APPLES
THE STRAIGHT LIFE
BOTH SIDES NOW
LONELY STREET
IT'S ALL IN THE GAME
MORE AND MORE
LIVIN' ON LOVIN'
JUST FOR TONIGHT

WITH THE
Jimmy Bowen Orchestra & Chorus

PRODUCED BY JIMMY BOWEN

HEY JUDE by BING CROSBY is destined to be one of the most talked about exciting records of the year! It will be performed by Bing this Saturday night, March 1, on the Hollywood Palace before 30,000,000 people and the IMPACT will be felt where it counts...in profit for you.

HEY JUDE is also available as a single, AJB111, b/w LONELY STREET.
Recorded live at the London House.
The Soulful Strings in Concert
Cadet LPS-820

Lou Donaldson
At His Best
Cadet LPS-815

Always Together
The Dells
including "Halfway of my mind"
Cadet LPS-822
DON BACKY
"UN SORRISO"

THE HIT HOT SONG FROM THE 19th SAN REMO FESTIVAL

EL’and CHRIS MUSIC
THANKS

DON BACKY

FOR THIS NEW HIT, THE LATEST ONE OF A HIT ROW:

POESIA - CASA BIANCA - SOGNO - SAMBA
HO SCRITTO FINE - MALINCONIA - L’OMBRA
GENNAIO - FEBBRAIO - MARZO - APRILE
MAGGIO - GIUGNO - IL MESE DI LUGLIO
AGOSTO - SETTEMBRE - OTTOBRE
NOVEMBRE - DICEMBRE

AMICO RECORDS
CORSO EUROPA 12 - MILANO
ITALY

EL’and CHRIS MUSIC
TELEPHONE 79.53.52 - 79.53.85
Zingara,' Winner of San Remo, Leads Post-Festival Sales Race

MILAN—San Remo's winning song, "Zingara," sung by Bobby Solo (Ricordi), is in leading position of the post-festival sales race, according to a survey of major record outlets in Naples.

Though too early to obtain reliable sales figures, it is possible to discern the San Remo taste of the various record-buying age groups. Record buyers reported high schools report heavy sales of "Babu Bambina" by Little Tony (Duran) and "To Chi Ho Te," by the New Trolls (Fonit-Cetra).

Milan's central Tessera-Musica reports heavy sales of "Zingara," with advance orders of 350,000 copies. Rifa da Pavone's "Zucchero" (200,000), 1 Disc "Zucchero" (110,000), and "Milo's "Un Solo Soccorso" (100,000).

Ricordi also reported the signing of more than 50 publishing contracts for its four Voices, "Zucchero," co-authored by Ricordi's Pegaso and Mimmo; "Baci, Baci, Baci" (Ricordi-ICA); "Un Avventura" (Ricordi/Ril & Chris) and "Zucchero" (RCA-Italiana) reported its best selling record sales at Sore's "Zingara," with advance orders of 350,000 copies.

The Album "Zucchero," with advance orders of 350,000 copies. Rifa da Pavone's "Zucchero" (200,000), 1 Disc "Zucchero" (110,000), and "Milo's "Un Solo Soccorso" (100,000).

In addition, RCA-Italiana reported that sales of Maria Doris's "Lorenzo digli Occhi" had topped 70,000 by the Monday evening following the close of the Festival.

German Vogue to Be Controlled by French

PARIS—French Vogue director Guy Khavestan has been appointed head of Deutsche Vogue in Grunewaldgarten, near in Grunewaldgarten, near Cologne, following reorganization to bring the German company into line with Vogue offices in other countries—Holland, Belgium, and Italy. The German operation will be under the control of the Vogue head office in Frankfurt von Cabaret, Vogue president: "The reorganization has been carried out in line with the principles of the Common Market. Ours is the only French record company to have ties of this nature in the Common Market countries. Deutsche Vogue, like the others, is owned by the French head office of the company without assuming status." Cabaret said the reorganization was also prompted by increasing sales in West Germany and the need to have closer control over German operations.

Reporting to Khavestan will be Philippe Sautet, also from Vogue's French headquarters, who will be in charge of promotion and production. Manno Ulteriori will continue to supervise the German side of the operation.

For promotion plans for the newly constituted office include sales drive for Antoine's "Bonjour" and "Rex." Further promotion of Vogue product in Germany will result from the film made by West German TV of Jacques Durtone's performance in Paris and from TV and concert appearance made in Munich this year, following the success of the 1920-style "Requieita."

Borman Gets CBS Record

PARIS—American Apollo 8 astronaut Col. Frank Borman was presented with a newly released copy of the CBS disk "147 Hours With Apollo 8" on his two-day visit here.

The record is an edited version of the broadcasts made by Radio Luxembourg from Cape Kennedy and Houston during the historic moonshot last year. The record opens with the commentary of the Saturn V launching by Radio Luxembourg's man on the spot Jacques Chapus and includes comment from science reporter Lucian Barriere and writer Rene Barjavay. Also featured is the vocal of astronaut Jim Lovell, space travel, Prof. Werner von Braun, and a poetic summing-up by a member of the French Academy.

The voices of the three astronauts are heavily saturated and the album includes a folder of photographs some of which, claims CBS, are exclusive.

Radio Sweden Chart Analysis

STOCKHOLM—An analysis of Radio Sweden's latest chart, Svenskspel, for Radio Sweden's new chart, "Vinyl" which is limited to Swedish music, has shown that the chart for more than two weeks.

The chart, which is limited to Swedish music, has shown a.

(Continued on page 78)

GERMAN NET SETS UP DIE EUROPA, POP PRIZE

MUNCHEN—As a counterpart to the Lion Award of Radio Luxemburg, the Saarlandische Runck, the radio network of the Saar region in West Germany, has created a new pop award, Die Europa, which was inaugurated Feb. 1 during the Great Film Ball in Munchen.

The Die Europa award was presented to six singers—Vicky (Phonogram), for her song "Karussel d'Amour"; Ren Gilo (Ariola) for "Ich denk an dich" and Heintje (Ariola) for all his recordings. The four singer-songwriter winners were chosen by the Saarlandischen Runck run by disc jockey Dieter (Thomas) Heck.

Sonet Will Represent April Pubbly in Scandinavia

OSLO—The Sonet group has signed a contract to represent the American publishing company April Music in Scandinavia.

The contract was signed at MIDEM by April Music manager David Ronner and Sonet's managing directors Arne Bendiksen (Oslo), Dag Magnusen and Kari Emil Knudsen (Copenhagen).

The first April Music song to be recorded in Scandinavia under the new contract is "Angel of the Morning" which Bendiksen will produce on the Triola label. The April Music contract will also involve increased collaboration between the Sonet group and the April Music companies in Britain and Italy.

Sonet also signs a contract at MIDEM with Bron Music of Britain and later, at San Remo, acquired seven of the festival songs for Scandinavia.

Because of this activity, Bendiksen plans to enlarge his company by extending offices and taking on more staff. Sonet also has acquired representation for the French Music label and the German Connet label.

Geber RSCHER ANS L'ENSE

NEW YORK—Peer Southern Easterns announced a new singer-composer Lissette to an exclusive contract as a composer. The daughter of Cuban singing trio Olga y Tony Lissette lives in Puteaux where she stars in her own weekly television show on KQV-105. Lissette started in "El Derco De Comer," a Spanish film being shown in the U. S. She just completed a tour of New York's Spanish theaters.

DUICHE GLEFFER STRIKE STICKS

AMSTERDAM—The strike by Dutch musicians who are seeking better terms from the record companies is still continuing. However, one production company, Ring Productions, of Batzuus, has accepted the terms demanded by the musicians.

The musicians are demanding higher fees for recording and also the payment of fees by the use of tape on radio and TV.

Correction: A previous version of this story incorrectly reported that the Sonet group had signed a contract with the British record company Major Minor which will release tur's Palette recordings in Britain.
C. Blyley, Plantation Records artist, will be honored in her home- town of Texarkana, Texas (28) as "Texas Woman of the Year." The dinner, to be sponsored by the Chamber of Commerce will provide. Peggy Lee has been named "tree of Life" charter member for her outstanding work in the area. The gala "Tree of Life" benefit will provide financial assistance to the discovery of the Salk polio vaccine. Miss Lee’s engagement is scheduled for June 1 at the Celebrity Room.

(Continued on page 76)
Snider Opens Co-Op Studios for Artists

TORONTO — Art Snider, owner of the Sound Canada Recording studios and the newly organized Sound Canada label, plans to make his studio facilities available to Canadian artists on a co-operative basis.

Snider will allow single artists and groups complete use of the studios on a partnership-type agreement. The artists would be responsible for the costs of the talent; Sound Canada would foot the bill for technical expenses and incidentals.

Record release could be made on the artist's own label, or they could take advantage of Sound Canada, which was recently started by Snider and is distributed in Ontario by Stone Records. "In any event, a release would be guaranteed," said Snider.

He added that Sound Canada would retain publishing rights to any new material but there will be no demands made in the area of personal management or bookings.

"There has been an excellent (Continued on page 78)"

HENDRIX OPENS CBS-TV SHOW

TORONTO — CBS-TV network's youth-accented series "Through the Eyes of Tomorrow" opened its 1969 season with a filmed interview with rock star Jimi Hendrix. The interview was specially filmed in London by former CHUM-FM disk jockey Hugh Curry. Curry works as a freelancer for the network.

Also filmed by Curry and to be shown in the program is an interview with John Lennon and Yoko Ono.

From The Music Capitals of the World

TORONTO

Joeys Cre, music director of CFHK, Toronto, given Hitmaker Award from Dunhill Records for his efforts in breaking initial Steppenwolf hit, "Born to Be Wild." RCA promotion chief Ed Preston received a similar award from Dunhill earlier. Polydor held a press party for B. B. King before his Massey Hall concert and unveiled his new album, "Electric B. B. King." John Driscoll, Quality Records, Ontario, promotion chief, planning promotion around Canadian singer, Andy Kim when he tapes a CTV "It's Happening" show, March 5. . . .

Hendrix Mann appeared at Massey Hall, Feb. 22, as part of the Toronto Symphony Orchestra's Jazz Concert series. Atlantic artist, Eddy Harris, will play a week at the Colonial, March 31. Richele Havens returns to Toronto for another Massey Hall concert, March 9.

Canadian singer Gordon Lightfoot to U. K. for BBC-TV's "Rolf Harris Show" and a short promotional tour. United Artists, U. K., will release Lightfoot's "Early Morning Rain" as a single to coincide with his visit. Columbia promotion chief Charlie Camilleri reports strong sales of the original (Continued on page 78)

Webcor Distribution Office in Canada Set

TORONTO — Webcor Electronics will open office here to handle distribution of a full line of tape recorders, reel-to-reel, cassette and Stereo 8 units. Bill Patterson will manage the office and also serve as vice-president of the company.

Patterson, who was formerly with RCA Victor, hopes to instigate a plan whereby Webcor would work closely with record dealers, making them more aware of the growing and important market for cartridge and cassette units in Canada.

Webcor's Western Canadian office will be located in Winnipeg and representatives for the new lines are now set up in St. John's, Nfld.; Windsor, N. S.; Montreal: London, Ont.; Hamilton, Ont.

(Continued on page 80)

IT'S A HIT! TERRIFIC AIR PLAY "LEAD ME ON"

BONNIE OWENS

CAPITOL #2340

Published by:
Shade-Tree Music
P.O. Box 842
Bakersfield, California 93302

DJ Copies
Bette Azevedo
P.O. Box 842
Bakersfield, California 93302

MARCH 1, 1969, BILLBOARD
Ethiopia Drafts Plans For 1st Record Plant

LONDON—Plans to set up Ethiopia's first record pressing plant were outlined to Billboard in London by Sasha Nikich, a Yugoslav discotheque operator who was in Britain to seek licensing deals for the plant.

Nikich, in partnership with a cinema chain owner in Addis Ababa, will open a discotheque in the capital Saturday (1) and the business will also house a record store.

Said Nikich: "There are no pressing facilities in East Africa and all records have to be imported. This makes retail prices abnormally high. (We) can make LPs at very low cost, more than $52 and LPs sell at more than $112."

After seeing representatives of the overseas departments of EMI, Decca and Philips, Nikich said that he was planning to return to Addis Ababa with 200 records which he will try out in the discotheque before placing import orders.

"The next stage is to try to conclude deals with major companies throughout the world so that we can start pressing in Ethiopia," he said. He plans to recruit his technical staff from Yugoslavia.

Regarding royalty payments, Nikich said that the Ethiopian government permitted payment of one-third in American dollars and two-thirds in Ethiopian dollars.

Nikich also plans to start a record production company to record Ethiopian music and market it locally and abroad.

Finns Near 100% Stereo

HELSINKI — The Finnish record industry is moving toward a policy of 100 percent stereo or compatible releases, both LP and single.

Most imported albums are already stereo or compatible and about 50 percent of locally produced albums are now compatible. What is hindering the complete switch to stereo is a large number of monaural record players still in operation in Finland, but the industry expects to abandon monaural recording completely by early 1970.

Scandia was the first Finnish company to introduce compatible singles and other companies are expected to follow suit.

On The Charts Everywhere

"EVERYBODY'S GOT TROUBLES"

HAL WILLIS

"BIG BLACK BIRD"

JACK BLANCHARD

MISTY MORGAN

"CANDY"

JIMMY SNYDER

WAYSIDE RECORDS & THE NEW STEREO ALBUM

"MEET DARRELL McCALL"

MARCH 1, 1969, BILLBOARD
GLEN CAMPBELL and JIM WEBB are on their way again!
This time it's

GALVESTON
Finnley Cuts Distrib Tie With Small Indie

HELSINKI — Finnley, the leading Finnish record distributor, has canceled its distribution deals with a number of small local independent companies because they are "unprofitable." Companies affected include Love Records and a number of small labels specializing in sacred music.

"We are sorry to have to take this step, but we must face the facts. Small independent producers whose records sell only in very small quantities are definitely an unprofitable proposition for us," said Eric Westo, assistant director of Music Fazer, the main shareholder in Finnley. "We will, therefore, distribute our own records and, of course, those of the larger companies with whom we have a contract." Finnley is now preparing its first annual supplement devoted entirely to the vast, growing Billboard's all-new, industry-influencing International Tape Guide.

Tape is now an area of major importance influencing the whole music-record industry's production. It's TAPE POWER — Tape USA — Tape International — 8-Track — 4-Track — Cassette — Reel-to-Reel — And Playtape.

Billboard's International Tape Cartridge Guide will contain complete listings of:

- Raw Tape Manufacturers
- Services & Supplies
- Accesories & Supplies
- Rack Jobbers
- One Stops
- Distributors of Tape
- Tape Playback Manufacturers
- Complete International Section

The International Tape Cartridge Guide will be distributed world-wide as Part II of the weekly Billboard to the largest audience in the music-record field.

Montreux Fest Lists Line-Up

in conjunction with the festival.

Terry will conduct the band on the final night of the festival which will be rounded off by Ella Fitzgerald.

U.K. baritone saxophonist John Surman, voted the top soloist of last year's festival, will appear with a Swiss tenor on the opening night of the festival and will be featuring his own arrangements. As well as the usual second-hand record market, record sleeve exhibition, jazz photograph exhibition and daily jazz sessions, the festival will also include a midnight drum clinic, sponsored by Zildjian, and called "RA Midsummer Night's Drum."

Montreux Festival, Switzerland, April 20-23, 1969

WHAT'S HAPPENING
APRIL 20-23, 1969?

THE INTERNATIONAL MUSIC INDUSTRY
CONFERENCE

Paradise Island Hotel and Villas Nar soak in the Bahamas

Sponsored by Billboard and Record Retailer

Contact:
International Music Industry Conference
300 Madison Avenue — 9th Floor
New York, N.Y. 10017 (212) MU 7-5523

RCA France Jazz Step-Up

PARIS — RCA France is boosting its jazz catalog with the launching of two new lines — the Vintage series and Black and White, each selling at 21 francs ($4.20). The Vintage label will feature old and, in some cases, historic jazz recordings, including Duke Ellington's 1928-1930 Cotton Club recordings. Also featured are the Original Dixieland Jazz Band, the Original Memphis Five and Johnny Dodds.

Billboard's International Tape Cartridge Guide will contain complete listings of:

- Raw Tape Manufacturers
- Services & Supplies
- Accesories & Supplies
- Rack Jobbers
- One Stops
- Distributors of Tape
- Tape Playback Manufacturers
- Complete International Section

The International Tape Cartridge Guide will be distributed world-wide as Part II of the weekly Billboard to the largest audience in the music-record field.

It's a market with optimum opportunity for your product. Year-long readership and global shelf life make your sales message mean more in Billboard's all-new, industry-influencing International Tape Cartridge Guide. Call Billboard today for further details.

DEADLINE: FEBRUARY 28

New York · Chicago · Nashville · Los Angeles · London · Milan

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MARCH 1, 1969, BILLBOARD

Radio Sweden Chart Analysis

itself to be a reliable guide to sales in Sweden and Norway. In 1968, 1,022 Swedish singles were released and 117 got on the Svensktoppen list. Only 4 per cent of the chart entries stayed in the list for more than five weeks, but a number of singles notched up impressive sales figures. Among the remaining 96 per cent of Swedish singles sold, no more than a few hundred copies each. The analysis also shows that the major record companies have the best chance of making the charts. Of the 117 tunes which entered the Svensktoppen list, only 10 came from minor record companies.

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### HITS OF THE WORLD

#### ARGENTINA

*Source: Escuela a la Firma*

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ANTHONY NEWLEY

SINGS TWO HITS FROM HIS FORTHCOMING FILM
"CAN HEIRONYMUS MERKIN EVER FORGET MERCY HUMPPE AND FIND TRUE HAPPINESS?"

"WHEN YOU GOTTA GO"
"I'M ALL I NEED"

Coming Soon—
The Original
Soundtrack LP
from "Heironymus Merkin"
with music and lyrics
by Anthony Newley
only on Kapp Records.
See the March issue of Playboy Magazine.
MANFREDO
FEST
misturada (the mess)
b/w ovo
produced by Sergio Mendes
A&M 1009
VIVA EL AMOR
b/w
Cuando Sali De Cuba
(THE WIND WILL CHANGE TOMORROW)

TONY Sandler
& RALPH Young

on CAPITOL RECORDS
Single #2423

"VIVA EL AMOR" and "Cuando Sali De Cuba"
Featured In Their Current Capitol Album
"TOGETHER"

published by
MILLER MUSIC CORPORATION
SPOTLIGHT SINGLES

Spots predicted to reach the top 20 of the HOT 100 Chart

MAMA CASS—

MOVE IN A LITTLE CLOSER, BABY

(Prod. David Martin) (Writer: T. Parke Taylor) (A&M) (Music Publisher: SABAC) A key song for the mellowflowers to get into the swing of this year's love message. This lush, smooth, flowing ballad should prove a sure thing for this chart. ( Verfügung)

CANNED HEAT—

THERE'S A HARD LEPRECHAUN

(Prod. John Fogerty) (Writer: John Fogerty) (Music Publisher: TFIRST) Canned Heat should feature this number on their upcoming album. This is a forceful, driving rhythm number with top production work by Steve Barri. Flip (No Information Available). Decca 4645.

BEACH BOYS—

I CAN HEAR THE MUSIC

(Prod. Carl Wilson) (Writer: Brian) (Flip: BMG-Mc) With a singer who has a promising future after the massive popularity of Pet Sounds, this should be a bright spot. Brian should appeal to the top with this powerful rhythm number, a new hit for them. Flip ("I Want to Do It") (Flip: Capitol) 2423.

JOE SIMON—

THE MAKIN' KIND

(Prod. John Oates, Daryl Hall) (Writer: John Oates, Daryl Hall) (Music Publisher: BMG-Mc) A strong pop number with a smooth, flowing rhythm. This should give them a solid position on the charts. ( Verfügung)

RENE & RENE—

LADIES AND GENTLEMEN

(Prod. Jake Holmes, Alan Polsky) (Writer: Jake Holmes, Alan Polsky) (Music Publisher: BMG-Mc) A crossover number that should not only give them a strong position on the rhythm charts but also on the Top 40. ( Verfügbar)

SOUL SURVIVORS—

MAMA SOUL

(Prod. Doug Fieger) (Writer: Doug Fieger) (Music Publisher: BMG-Mc) The Mamas & The Papas, followed by their flip. Should be a strong hit for them. ( Verfügung)

TRINI Lopez—

COME A LITTLE BIT CLOSER

(Prod. Ike Turner) (Writer: Ike Turner) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

NEW COUNTRY—

WILLIAM NELSON

(Prod. Joe Elkind) (Writer: Joe Elkind) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

GLADYS KNIGHT & PIPS—

DID YOU KNOW?

(Prod. Brook Benton) (Writer: Brook Benton) (Music Publisher: BMG-Mc) A smooth, flowing rhythm number that should give them a solid position on the charts. ( Verfügung)

ANDY KIM—

TRICK YOUR DADDY

(Prod. Barry Mann, Cynthia Weil) (Writer: Barry Mann, Cynthia Weil) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

MC5—

KICK OUT THE JAMS

(Prod. Gary Gray, Rick Van Horn) (Writer: Gary Gray, Rick Van Horn) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

5TH DIMENSION—

AQUARIUS

(Prod. Jerry Wexler) (Writer: Jerry Wexler) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

JACKIE Wilson—

OVER THE WALL

(Prod. Jerry Wexler) (Writer: Jerry Wexler) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

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LUCY—

LUCY LUCY

(Prod. Nick Gravenites, Dino Ciccarelli) (Writer: Nick Gravenites, Dino Ciccarelli) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

THURSDAY'S CHILD—

THE LATERAL SONG

(Prod. Bob Seidman, Michael Endlich) (Writer: Bob Seidman, Michael Endlich) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

EVELYN—

I'M A BELIEVER

(Prod. Brian Wilson) (Writer: Brian Wilson) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

GEOX—

WOMAN AT THE WELL

(Prod. Gino Vannelli) (Writer: Gino Vannelli) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

THE LUMINEERS—

THE lunging song

(Prod. Steve Rosenthal) (Writer: Steve Rosenthal) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

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RENE & RENE—

LADIES AND GENTLEMEN

(Prod. Jake Holmes, Alan Polsky) (Writer: Jake Holmes, Alan Polsky) (Music Publisher: BMG-Mc) A crossover number that should not only give them a strong position on the rhythm charts but also on the Top 40. ( Verfügbar)

SOUL SURVIVORS—

MAMA SOUL

(Prod. Doug Fieger) (Writer: Doug Fieger) (Music Publisher: BMG-Mc) The Mamas & The Papas, followed by their flip. Should be a strong hit for them. ( Verfügung)

TRINI Lopez—

COME A LITTLE BIT CLOSER

(Prod. Ike Turner) (Writer: Ike Turner) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

NEW COUNTRY—

WILLIAM NELSON

(Prod. Joe Elkind) (Writer: Joe Elkind) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

GLADYS KNIGHT & PIPS—

DID YOU KNOW?

(Prod. Brook Benton) (Writer: Brook Benton) (Music Publisher: BMG-Mc) A smooth, flowing rhythm number that should give them a solid position on the charts. ( Verfügung)

ANDY KIM—

TRICK YOUR DADDY

(Prod. Barry Mann, Cynthia Weil) (Writer: Barry Mann, Cynthia Weil) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

MC5—

KICK OUT THE JAMS

(Prod. Gary Gray, Rick Van Horn) (Writer: Gary Gray, Rick Van Horn) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

5TH DIMENSION—

AQUARIUS

(Prod. Jerry Wexler) (Writer: Jerry Wexler) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

JACKIE Wilson—

OVER THE WALL

(Prod. Jerry Wexler) (Writer: Jerry Wexler) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

ANDY KIM—

TRICK YOUR DADDY

(Prod. Barry Mann, Cynthia Weil) (Writer: Barry Mann, Cynthia Weil) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

LUCY—

LUCY LUCY

(Prod. Nick Gravenites, Dino Ciccarelli) (Writer: Nick Gravenites, Dino Ciccarelli) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

THURSDAY'S CHILD—

THE LATERAL SONG

(Prod. Bob Seidman, Michael Endlich) (Writer: Bob Seidman, Michael Endlich) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

EVELYN—

I'M A BELIEVER

(Prod. Brian Wilson) (Writer: Brian Wilson) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

GEOX—

WOMAN AT THE WELL

(Prod. Gino Vannelli) (Writer: Gino Vannelli) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)

THE LUMINEERS—

THE lunging song

(Prod. Steve Rosenthal) (Writer: Steve Rosenthal) (Music Publisher: BMG-Mc) A strong hit number that should give them a solid position on the charts. ( Verfügung)
First it was "Woman Helping Man."
Then, the calls starting coming in.
"Dolt," they'd call us, "you're on the wrong side."
But another record company (Buddah) was plugging their "No Not Much."
Even if our record was better, weren't we out-distanced?
Apparently not. Last Wednesday, Chicago ordered 10,000 of The Vogues' single. The "No Not Much" side.
Both sides are from The Vogues' latest album, produced by Dick Glasser.
Moral: golden eggs can in the same place strike twice.

"Woman Helping Man" or "No Not Much." Either Side Will Do.
ANOTHER KAPP-ENING

THE WILD SILK
"JESSIE"

#K-974
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<th>Week On Chart</th>
<th>Week In Chart</th>
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<th>Week In Chart</th>
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THE SONG OF OUR TIME
BY THE GROUP FOR ALL TIMES
AQUARIUS / LET THE SUNSHINE IN #772
THE 5TH DIMENSION
PRODUCTION AND SOUND BY BONES HOWE
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<td><strong>ROBERT HUMPRIDY</strong></td>
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**REFERENCES**

[1] The references for the top LPs listed are not provided in the text. The list includes various artists and their works, with labels and numbers for each entry. The format is consistent, with each row containing the artist's name, the title of the record, the label and number, and the genre or type of music. The list is likely to be extracted from a music chart or magazine, indicating popular releases of the period.
WASHINGTON—Music recorde rs, publishing and distributing industries are involved more every day in the conglomerate sweep. Increasing numbers of independents in the music and entertainment business are faced with competition from new conglomerates, who have ventured into publishing and distribution in recent years.

Spokesmen for President Nixon, and for his Council of Economic Advisers insist that the administration has taken no official position, made no official statement as yet on the conglomerate phenomenon. But rumour is strong that they are not too happy about them. They say the conglomerates are having a “massive restructuring” of the American economy, without any supervision.

Securities Values

The Securities and Exchange Commission (SEC) is worried about securities values in conglomerates, similar to the situation like House Ways and Means chairman Wilbur Mills (D.-Ark.) and other economic subcommittees of the House Commerce Committee, have proposed a $2 million dollar study of conglomerate mix-and-merge operations, to see how they affect every aspect of American life. All regulatory agencies will take part. Keats says the multi- conglomerates have already affected a “massive re-structuring” of the American economy, without any supervision.

The SEC is probing the impact of conglomerate stock deals on the securities market, and plans to issue a series of individual stockholders. As it becomes harder for a stockholder to invest (and the commission) to track of crosscascaded ownerships, many stockholders are getting nervous. A stockholder has the right to check on the stock value of the company. The answer to the dilemma is of concern not only to potential buyers but the record in dustry as well, which one must feel, if the financial community were to give the conglomerates a source of financing through public issue bonds. The conglomerate market for the independent producers and record companies can at best be a limited source of funds. It may be an area upward, attracted by the lure of glamour and profit.

Who Do They Trust? U.S. Probing Conglomerates

By MILDRED HALL

The nixon administration is giving conglomerate situation. The FTC is dipping into the economic implications of the conglomerate trend; the antitrust subcommittees in both the Senate and the House have just begun inquiries of their own, and the

Kaye Tops A&M Pub. Expansion

LOS ANGELES—A&M Records is enlisting its music publishing interests here under the supervision of Chuck Kaye. It was recently reported in Billboard that Kaye would take over an independent publishing interest for the A&M label.

According to Jerry Moss, head of A&M, Kaye will not yet decided which it will be in England by A&M.

The answer to the dilemma is of concern not only to potential buyers but the record industry as well, which one must feel, if the financial community were to give the conglomerates a source of financing through public issue bonds. The conglomerate market for the independent producers and record companies can at best be a limited source of funds. It may be an area upward, attracted by the lure of glamour and profit.

Key to Conglomerates—Hiring of Top Executives

The answer to the dilemma is of concern not only to potential buyers but the record industry as well, which one must feel, if the financial community were to give the conglomerates a source of financing through public issue bonds. The conglomerate market for the independent producers and record companies can at best be a limited source of funds. It may be an area upward, attracted by the lure of glamour and profit.
Abnak Is First To Present
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"GIFT OF LOVE"
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