Bootleggers Strike in 2 New Hit & Run Attacks

By JOE DE SABATO & GEORGE KNEMEYER

NEW YORK—At the end of 1969 bootlegging was becoming a national pastime. Two more bootleggers for a total of five, appeared recently on the shelves of key record stores in the nation's. The latest item is a pressing of a Rolling Stones concert given recently in San Francisco. The LP, "Liver Than You'll Ever Be," appeared in Chicago on Dec. 29. Another pressing of The One Octave Lower record store said that the persons distributing the LP arrived by plane at noon and left one hour later. He said that they were probably flying from coast to coast, selling the record.

The LP is packaged in a plain white cover, as were the other four bootleg LP's which have been "released" recently, with the title rubber stamped on the jacket. The label does not refer to the Stones, but merely refers to the performers as "The Greatest Group on Earth." Nine of the ten cuts are available in other legitimate Stones LP's, the only new cut being an old Chuck Berry song called "Little Queenie." One Octave Lower in Chicago received 100 copies and sold out within a week, according to store. Five other Chi-
cago stores had either received copies which they were selling or would receive some soon. The LP did not reach New York as of Christmas but it was available on the West Coast, according to a spokesman at ABKCO Industries, the Stones' management, looking London Records, for which the group records, said that their attorneys were dealing with the matter. ABKCO claimed that tapes were made at the Baltimore and New York concerts for possible use in a future live LP, but that no tapes were recorded on the West Coast.

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(CBS Names Latin Record Outlet in Puerto Rico, U.S.

By RADCLIFFE JOE

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THE RASCALS • HOLD ON/I BELIEVE

From The Rascals New Album "SEE"

Atlantic SD 8246
Or Records & 8 Track Cartridges
**General News**

**Pickwick Net for 6 Mos Up 27%**

NEW YORK — Pickwick International, Inc., has announced that second-quarter earnings for the six months of fiscal year 1970, ended Oct. 31, 1969, rose 27 percent to $1,459,610 from $1,151,991 in the comparable period of the previous fiscal year. Its sales were up 14 percent to $28,237,368 as compared to $26,448,412. Primary earnings came to 90 cents a share as compared to 72 cents for 62 cents for 1968—a 26 percent increase. Fully diluted earnings rose to 69 cents, up 47 percent against 45 cents — an increase of 25 percent.

For the second quarter ended Oct. 31, Pickwick's income rose 23 percent to $1,031,903 as against $839,368 during the same period of 1968. Sales for the quarter were up to $17,400,007 from $16,047,465. Primary earnings per share increased 23 percent to 60 cents against 49 cents for the same quarter of 1968, and diluted earnings a share rose from 49 cents to 40 cents for a 21 percent increase.

Cy Leslie, Pickwick's chairman, said the financial progress reflected in the six-month figures was made concurrent with the consolidation of the company's newly acquired Los Angeles Music discounts and distributing operations in Los Angeles and Des Moines, Iowa. He added that the Pickwick distribution sales are being replaced by a more profitable record merchandising volume.

Subsequent to the close of its six-month period, Northeast Records, Inc., of Somersett, Mass., purchased the United States rights to the Fall River, Mass., from a religious institution Pickwick holds a 10 percent interest in this transaction, and Leslie cited it as one of the most important arrangements in which the firm has been involved.

Financing of Northeast Records' purchase of the United States Record Corporation was arranged with Pickwick International, in consideration for which Pickwick was granted a five-year option to acquire the remaining 90 percent of Northeast Records or an interest in Pickwick common shares.

United States Record Co. with a current 12-month volume of over $20 million, is one of the largest and most successful independent record companies in the country, and Leslie believes that its eventual inclusion by Pickwick, together with the other RIAA members, will add dimensions far richer than its institutional components.

**Kapp Drive on Simmons Disk**

NEW YORK—Kapp Records, a division of MCA, Inc., has started large promotion drive on Chris Simon's "Scraps" and "Little Black Egg" by the Night Crawlers. The singles single is being promoted through both national and local markets while the Night Crawlers' record has had a sustained amount of airplay throughout the holiday season. Kapp Records has also entered into an agreement with the National Association of Radio Stations starting Wednesday (31), with additional cross-promotion of the two different artists to the various disc jockeys in the nation.

"These Hands Around Somewhere" by Mel Tillis is also generating responses across the country, Kapp points out as a follow-up to "Tillins" These Loney Hands of Mine" and has already shown national recorders in major country markets.

**Coast Building a Disk Heaven**

SAN FRANCISCO—A new offer of inexpensive reproducing and recording of "record company row," with four major labels maintaining office space in it. Called "A Palace for the Sound"

**RIAA Name Is Changed**

NEW YORK—RIAA changes its name from the Record Industry Association of America effective Thursday (17). The new entity, the RIAA executive director, explained, the change is being brought about to reflect the request made by RIAA members in recording media other than phonograph records.

Wharfside, this red brick building is a recently refurbished warehouse two blocks from Fisherman's Wharf bounded by Fort Mason, Dot and Liberty as well as a new home of the 615,000 square foot, electronic films and production company, Parsons.

Up until this month (end of March 1968), it maintained a distribution outlet in the industrial sector of the city in "a noisy warehouse." Now all sales, promotion work and new artists relations and merchandising for Capitol, Apple, 1-2-3, Invictor, Spot, and Liberty/UA subsidiary labels are handled through these spacious, carpeted offices.

**Mainstream Meets Set**

NEW YORK—Mainstream Records will hold national distribution of "Éxitos I," the Spanish-language LP, and "Hyde Park Hotel," produced in Mexico by La Nacional, Inc., for release on the Western Variety label, it was announced.

A new concept in album production will be revealed as well the outstanding promotion and advertising campaigns conducted by Bob Shad, president; Chet Woods, sales manager; Maury Apatow, national promotion director; and Mike Sterner, regional sales manager. Sterner, formerly going to Liberty/UA in America, recently joined Mainstream.

An additional album, "Crossroads," is operation are Warren Wallace, David Krensby and Brian Williams.

The racially integrated company, who is now a record company, is formed with the financial backing of Kapp Records and management is operated by Bob Shad, president; Chet Woods, sales manager; Maury Apatow, national promotion director; and Mike Sterner, regional sales manager. Sterner, formerly going to Liberty/UA in America, recently joined Mainstream.

**Liberty/UA Into Racking On Nationwide Level**

LOS ANGELES — Liberty/UA enters the national rack jobbing fraternity Jan. 1 with a new entity, Musical Isle of America.

The Transamericana subsidiary has formed a nationwide operation, called Atlantic's national in scope, built around its already owned Musical Isle rack locations in Chicago and St. Louis. These two firms, as well as Rost, are all subsidiary of Liberty/UA, which was acquired by the Liberty/UA in September of 1968.

Liberty/UA is taking a number of major racks around the country to form its national operation, and its Eric-Mainland distribution in the San Francisco area, and Modern Records of New Orleans, are the first acquisitions.

Each of the acquired companies will change its name to "Musical Isle" and the company's identity, Pick-A-Tune has a number of branches in Northern Califormia, including Pick-A-Tune in Noseno, Sacramento and Reno, Nev. Ron Bledsoe, executive assistant to the Liberty/UA president, Karl Bennett, will head up the new operations in California, and Bledsoe owns ABC Record and Tape Sales branches in various parts of the state, which won Merc's, the market specialty.

Five of the companies, some owning of purchase of racks is CBS, Warner Bros. and Columbia Pictures Industries, with Capitol investing significant additional rack involve- ments. The acquisition of Rob- erts one year ago in September, and Atlantic/UA's program of becoming an owner or racks, rather than merely selling through them.

Liberty/UA's whole distribution pattern began to show re- vamping in June of last year when the company changed between the Liberty and United Artists labels. Liberty/UA, the company-owned branches handle- ing UA product.

Liberty/UA plans to have a number of specialists in operation within the next three to five years, including outlets already operating in Kansas City, Memphis, Nashville, St. Louis and Chicago. These were former distributorships under different names which have now taken on the Musical Isle moniker.

The company will continue to offer exclusive or company-owned branches in addition to the rack networks. The Chicago warehouse, which is the base for Musical Isle, MS Distribution and Liberty/UA, will be opened near the city, and will service the Midwest.

Musical Isle of America's board of directors includes chairman; Ron Bledsoe as vice- chairman, plus Russ Bich, Joe Davis, Bob Shad, Hag Pat Liniek, Matt Saltstone and Dave Wawrzyniec.

Musical Isle of America will expand to include musical items as a move into mass mer- cehandising.
**New York** Dr. Abbott Kaplan, dean of the School of Music at the University College at Purchase, opened the conference of the Association of College Music, with a speech on the importance of the arts at the university level. Dr. Kaplan noted that the young in this nation see activity and comment on society as being more reflective of change than classroom academics. Because the artist is always in conflict with society, he is always trying to find new ways to transform the world he sees by communicating with feeling, he said.

The audience was "If the arts have so much to teach the people at the university, including students, faculty, administration, and everyone else involved in the university community, why are the arts an afterthought? Why are the arts an extra-curricular activity?" Dr. Kaplan feels that the arts should be an integrated part of the entire academic structure, not merely an 'appendage.'

To attain this goal, Kaplan made several propositions. First, the audience must be made more aware of the importance and necessity of the arts. Second, every university must have an active arts policy. Third, every university must have a department of the arts in which students can obtain a major in the arts. Fourth, the budget for the arts in every university must be increased. Fifth, the arts must be given priority in the university. Sixth, the arts must be given equal status with the sciences in the university.

Samuel Burger appointed vice president, tape manufacturing, CBS Records. A former director, manufacturing engineering services, Burger joined CBS in 1946 as a chemist... Deni Hyland named head of corporate research, Billboard Publications, a separate profit making division of the company. Hyland is a former Merchandising Week publisher and director of sales, Billboard. ... Michael Thaler appointed sales manager, Dubbings Electronics Inc. He was previously vice president sales, Allison Audio. ... Maria Luisa Dennis named peer Southern representative in the Florida area, based in Miami.

**Los Angeles** — Liberty/UA holds its second annual international conference Jan. 24 following the MIDEM gathering last year, Liberty/UA held a half-day international conference. This year the program is more specialized and involves more topics and people, and is presented on Liberty/UA marketing director, By Zucker, the treasurer, and Mendell.

Several of the licenses will be used for the first time. For the First International Conference, Liberty-Isley will perform at the Galaxys. They are Jackie DeShannon, Carnival and Shirelles.

Also working on the Continent, although not involved with MIDEM, are the Isley-Vis-Stevens-Roots and Gentry Groups, which begin a seven-week tour of Europe and the Middle East in Paris. For that blues group's first major European tour. Liberty/UA has created special displays, banners, bumper stickers, which will be manufactured in Europe.

Canned Heat will go the regular concert-television appearance route. The group will be appearing in France, Germany, Italy, England, Sweden, Denmark, Holland, Austria, Switzerland and Norway. The band has released five albums, all of which have been handled by the licensees. A single will be released to coincide with the trip.

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**Newport Jazz Fest Seeks Change of Dates for 1970**

BOSTON: — The Newport Jazz Festival will depart next year from its July weekend. With producer George Wein has applied to the Newport City Council for dates on July 10 to 12. Another change is planned in the Newport Folk Festival. Since the Newport Folk Foundation suffered losses last July, it will be curtailed to only one day on July 18.

The one-day event will be in the nature of a benefit to raise the organization's treasury. Wein feels that the 1969 festival was a failure from the point of view of entertainment and put in the classroom.

To the latter end, Kaplan is planning a Fine Arts Program at the State University at Purchase, in which the only requisite for entrance is the talent of the student. No grades will be looked at by the entrance committee and the faculty will not be interested in the students' academic career, but will help increase knowledge of fine arts at the university. It will also increase the output of artists.
"The most absorbing thriller of the year."
—ARTHUR SCHLESINGER JR.

"An 'A' for 'Z'. Stands without peer as a document and thriller."
—JUDITH CRIST, NEW YORK MAGAZINE

"A mind-bending sparkler, shockingly brilliant."
—LIS SMITH, COSMOPOLITAN

"Absolutely breathtaking."
—JOE MORGANSTERN, NEWSWEEK

"Enough intrigue and excitement to eclipse James Bond."
—PLAYBOY

"One of the best of this or any year. See it right now."
—BERNARD DREW, GANNETT NEWS SERVICE

"Long live 'Z', a blockbuster of a thriller."
—WILLIAM WOLF, Cue

"'Z' is not one but two films, each more remarkable than the other."
—JOHN KENNETH GALBRAITH

"Don't miss it. I repeat, don't miss it."
—ANN GUARINO, DAILY NEWS

"As devastatingly true and exciting as a film can get."
—ARCHER WINSTEN, NEW YORK POST

"A very, very great movie, one of the greatest."
—LEO LERMAN, MADEMOISELLE

"A knockout suspense film."
—HOWARD SMITH, VILLAGE VOICE

"A work of art."
—TIME

"'Z' is a bolt of cinematic lightning."
—DONALD MAYERSON, THE VILLAGER

"In a year of excellent films, 'Z' is clearly the best."
—JOE ROSEN, MORNING TELEGRAPH

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In Mikis Theodorakis's homeland it is illegal to own this album. Even to listen to it.

Because of who he is, and what his music represents.

Like the film itself, this sound track is a work of militant genius and, as in "Zorba the Greek," Theodorakis's score is an integral part of the cinematic experience.

Just looking at the reviews will tell you that "Z" is far more than cinema, Theodorakis, far more than music.

In this country, at least, you don't have to pay for an album like this with your freedom.

The Sound Track from the film "Z."
On Columbia Records®
**Music In Print**

*By JOE DI Sabato*

(The numbers following the titles refer to current chart positions)

**NEW YORK**—The net in-
come for the first six months of fiscal 1970 rose 27 percent to $1,459,-
782,000, compared with $1,170,-
863,000 for the same period a year ago. Sales were up 7 percent or
$155,480,000 to $2,464,412, 1970. Primary divi-
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On January 2, 1970, Warner Bros. and Reprise will enter (or, if you're a slow reader, did enter) the cassette market.

Warners will open up with the works: 170 of its best-sellers.

On January 2, every one of those 170 cassettes will be ready for shipping. With no back orders.

For over a year now, Warners has had the reputation for prompt delivery on 8-track tape. When retailers ordered an 8-track from us, they got it. Right away. With no lame excuses. And that meant they could sell it. Right away. With no embarrassing apologies.

Now, the same thing is going to happen to cassettes. And we know there'll be no need for apologies.

How can we be so sure? Because the exact same formula for delivery that's been paying off for us in 8-track is now being used for cassettes. Our distributors will be filling orders on a same-day-received basis from well-stocked depots all across the country. And the same, curiously effective promotion and merchandising we're getting loved for on LPs, and 8-tracks-- that'll be our attitude on cassettes.

As you might have guessed, we're damn proud of how well we're handling this cassette situation. We've solved the tape delivery problem. We invite you to test our solution.

Warner Bros.
Records
LOS ANGELES — At first glance, it looks like cassette manufacturers have to depend on Detroit for mass recognition. At second glance, it looks like cassette manufacturers can also depend on the configuration's portability to succeed.

At first glance, it looks like many retailers still consider cassette players as a low-end, youth-oriented "gimmick" product.

Well, take another look. Wybo Semmelink, home entertainment products vice president of North American Philips, sees the 1970's this way for the cassette configuration:

"With or without Detroit, whether it be portable or home, conventional cassette equipment already is the fastest growing segment of the entertainment industry."

And he added, "No one can video audio which is certain to make it the top home entertainment item in the 1970's."

3 Million Units

Sennesmeink expects total cassette product sales to reach, or easily surpass, 3 million units in 1970. Also, the same growth will see more product going into automobiles. He feels the auto manufacturers already have made up their minds. "The system will get another big push when the first autos begin rolling off Detroit assembly lines, with factory installed cassette players in the fall. It's certain that 1971 autos will have optional cassette units."

(Persistent industry reports have repeatedly said a cassette and a cassette unit to Chrysler in line for the 1972 lines. At the same time, reports that Philco-Ford will supply a cassette unit to Ford models in the few next years continue to circulate.)

Sennesmeink has other views that the industry can look forward to this year, like:

—Japan will offer new cassette changers not based on the Norelco tape changer.

—Quality in cassette tapes (base) is improving, with the consumer eventually boycotting poor quality cassettes.

—Manufacturers of portable equipment have announced plans to stabilize the domestic market. Sales per week has been increasing. In 1968, stereo cassette units for the home were 14 percent of the market. The following year, stereo sales increased to 25 percent. Stereo sales are up to 38 percent.

—Philips is concerned with fidelity, and is working on tape machines and on tape heads and accessories.

"The target in the '70s is conventionalized," Semmelink said, "And that's exactly what cassette offers.

TapeCARtridge

Philips' Semmelink High On Cassette in All Arts

By BRUCE WEBER

The market is in the market for the following five "auto-to-home" portable cassettes, Fred Plotkin, Soundtech president, has franchised his Gemini line with several "newly portable" units.

Plotkin plans to promote his Gemini line through auto specials and combination cassette player/recorder units.

Each way, cassette producers see 1970 as their year, in it they believe you can find conventional audio cassette deals in the neighborhood of 1970. Wybo Semmelink said: "Until you see video cassette recorders."

Los Angeles — Low-end equipment, especially tapes priced below $30, is giving life to budget tapes, priced at below $5.

While retailers are expecting a "dump" of low-priced hardware, software producers are expected to benefit from the increasing amount of "cheap" equipment.

"There's a great surge of consumer interest in budget, both cassette and 8-track, since low-end equipment became readily available," said Harry Kelly, tape sales director of C. J. McKee, Inc.

In addition, budget tapes should spur equipment sales.

"It goes hand in hand," believes a buyer at Fedco, a chain of discount stores in Southern California. "We're finding a greater demand for budget product, especially tapes priced at $3.98 and equipment around the $25.95 range."

Since a flood of low-end players have been appearing on the market, several record manufacturers and tape duplicators are making more budget tapes available.

RCA, Mercury, Scepter, among others, are planning full promotional budgets to stimulate sales.

Liberty/UA also expects to roll out a budget tape line in January.

Tape executives point to budget tapes, both 8-track and cassette at $3.98, several are going to $3.98 and finding pleasant sales results.

Crosley, blanket tape manufacturer, and duplicator, sells its Vivid Sound line at $3.98 because it feels that "$3.98 is a tremendous value for the major leagues. RCA in particular, feel $4.98 is an acceptable budget line price."

Speciality Outlets

In addition to the budget tape surge, more software producers are looking to specialty outlets, retailing the tapes rather than always depending on the traditional home electronics and record dealers.

Rack merchandisers are searching for jewelry stores, camera outlets, etc., to join the tape parade by stocking both home stereo and rack stores.

Radio combinations are urging their accounts to supply the customer's total needs: hardware, software and accessories.

Price ranges for both cassette and 8-track are broadening as the two products increase their product line. Such changes in product feature and audio impact, particularly with more cassette going into stereo consoles and compact music systems.

Although the cassette product in higher price brackets — $200 to $300 — will reach the market this year, the additional competitive threat this poses to reel-to-reel will not be significant, according to manufacturers. Cassette tape and cartridges achieve further noise reduction breakthroughs.

Making Inroads Into 'Untapped' Potential

New York — It has often been said that the potential of the tape industry as yet untapped. Although this line of thought may still apply to some areas, the business is growing at an an increasing number of entering businesses around the country are making significant inroads into this untapped territory.

One recently noted area which is proving itself to be quite a thicket is the "new market" command the attention of an increasing number of investors, is the multi-channel tape changer line.

Founded on the concept of the highly successful book and record store, the tape changer line came into being.

The tape changer line appeals to both tape and record fans, and the tape changer line appeals to both the better than those of the manufacturers suggested list prices.

Price of the pioneer in this field is the U.S. Tape Club of Freeport, L.I., started three years ago by Jerry Katcher as a rack jobber. The company gradually converted its line of merchandising to the mail order handling. Starting with a small inventory and only $5 to spend, the company now stocks an estimated $610 million worth of tape and record changers and tape players.

The company has upwards of 10,000 members consuming 15 million dollars worth of mail orders at off-the-shelf prices.

Micron Polyphonic Converter has been a basic mail order organization, with membership expansion due largely to its reputation and recommendation. Katcher explained that the tape changer line appears to be so phenomenal that earlier this year it was decided to open a retail outlet on the same location. In this fully air-conditioned artistically decorated store, both members and non-members can view and listen to the latest tape changer line products.

(Continued on page 11)
**Inroads Into ‘Untapped’ Potential**

*Continued from page 10*

Browse through some 2,000 tapes titles in 8-track and cassette configurations, as well as select portable, automotive and home playback and recording equipment from all the leading manufacturers.

To keep abreast of the spiraling growth of the U. S. Tape Club, Katcher has developed many innovations which have not only upgraded the organization but expanded its membership as well. These include promotion of the club concept through service stations, independent garages and non-stock automotive stores, as well as affiliation with a number of large organizations throughout the country.

The U. S. Tape Club supplies these outlets with promotional stands, blanks and other incentives for selling membership, while filling orders from both old and new members directly from its own warehouse. Members who join the organization through associations with which the club is affiliated, are given discount memberships. Regular membership fee is $10, with an annual renewal charge of $5. Members receive, in addition to generous discounts on merchandise, regular catalogs listing new releases and a newsletter.

Said Katcher, "The response to the club has been so overwhelming that we have decided to expand our Freeport premises early in the new year to handle our ever growing mail order department. We are also looking into opening stores, possibly on the West Coast to cope with applications from that area.

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**BEST SELLING Tape Cartridges**

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<td>LED ZEPPELIN II</td>
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<td>BEST OF CREAM</td>
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**Cartridge Control Corp.**

2091 FAULKNER RD. N.E.
ATLANTA, GEORGIA 30324
Telephone (404) 633-4577

Bill Evans, Gen. Mgr.
Tape CARtridge

Lib/Ua Will Debut Its
Budget Line This Month

By ELIOT TIEGEL

LOS ANGELES — Liberty/Ua Stereo Tape debuts its budget line of 8-track and cassette cartridges sometime this month. The company, one of the first record manufacturers to get into tape cartridges with its own department, joins a growing list of companies developing product with a budget image.

Liberty/Ua's price will be in the $9.98 and up department; the library will consist of material which has been lying dormant in the vaults.

Budget merchandise in the tape cartridge industry — material which has not been available for some time, rather than music at a reduced price.

The suggested retail price of new tape cartridge material has been steadily dropping, a move to establish $5.98 as the "standard" price for both 8-track and cassette.

Liberty/Ua has aggressively created four tune "Big Little Cassettes" for $1.98 and has also sold music in twin packs and variety packs designed to create specific modes for the automobile driver.

Liberty/Ua's entry into budget music places it in the field along with Mercury, RCA, Scepter, Pickwick, GRT, Ampex, Modern Tape (Flair), NAL and Dubbings (Berkshire), among others.

The entry into the U.S. of low-priced hardware has created an audience for budget tapes. New titles are now being sold around the country in the price range which the budget companies have felt would be their own domain. In New York, Macy's was recently offering 8-track and cassette tapes by top groups for $4.99, claiming the price was regularly $6.19. Korvettes' 25 New York area stores were offering new 8-track and cassette titles by A&M, Warner Bros., CBS, Columbia, Capitol and Liberty/Ua for $4.94.

There was also a Liberty/Ua series selling for $5.84 in both packs.

BLANK TAPE CARTRIDGES

30 playing times. Fills all A and B track cartridge recorders. Send for distributor pricing information. H. C. Cartridges as low as 30c.

Also available — ROYALTY CASSETTES. Newly designed and assembled in Florida. Inexpensive new cassette recorders for sale. Write for cassette free. Fl. Home Office, Distortion Products, Inc.

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GRT MIDWEST

EXPANSION SET

LOS ANGELES—GRT is expanding its duplicating operation to the midwest, putting them around the Chicago area, beginning early this year.

The new plant, which is duplicating facility, is expected to be operational and in production by March 1978, with an additional expansion planned for 1979.

Dan Hussy, division manager of GRT Tapes/West, has been appointed operations manager and is responsible for GRT Tapes/West and the new midwest plant.

It is expected that GRT will take over an existing building and modify it rather than build a new duplicating structure.

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THIS WEEK ON
MUSIC SCENE

BEATLES | TONY BENNETT | EVERLY BROTHERS | MAMA CASS | GORDON LIGHTFOOT

CREEDENCE CLEARWATER REVIVAL | CHARLIE PRIDE | PAUL ANKA | LITTLE RICHARD

BUFFY ST. MARIE | O.C. SMITH | BONZO DOG BAND | WEST COAST HAIR | KATE SMITH

B.B. KING | MARY HOPKINS | JANIS JOPLIN | FATS DOMINO | LULU

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B.B. KING | MARY HOPKINS | JANIS JOPLIN | FATS DOMINO | LULU

CROSBY, STILLS, NASH & YOUNG | STEVIE WONDER | JANIS JOPLIN | FATS DOMINO | LULU

COMEDY | STEVE LAWRENCE | DELLA REESE

ROLLING STONES | STEVE MILLER BAND | HAVENS | GARY PUCKETT & THE UNION GAP | OLIVER

DYDIE GORME | PETE SEEGER | COWSILLS | ZAZU PITTS | SONNY JAMES | MUSIC

THE DOORS | BOB THOMPSON | MILLARD MILLER | LITTLE RICHARD | CASH

CREEDENCE CLEARWATER REVIVAL | CHARLIE PRIDE | PAUL ANKA | LITTLE RICHARD

BUFFY ST. MARIE | O.C. SMITH | BONZO DOG BAND | WEST COAST HAIR | KATE SMITH

B.B. KING | MARY HOPKINS | JANIS JOPLIN | FATS DOMINO | LULU

MASON WILLIAMS | THREE DOG NIGHT | GARY PUCKETT & THE UNION GAP | OLIVER

FATS DOMINO | PITS & MECHE | MILLARD MILLER | LITTLE RICHARD | CASH

PETE SEEGER | BILLBOARD | JUDY COLLINS | AND MANY MORE TO COME

MUSIC SCENE - MONDAY, DEC. 29-7:30-8:15 ET - ABC-TV
Miss K. Hepburn Shines in 'Coco,' Lackluster Musical

NEW YORK—"Coco," the musical starring Katharine Hepburn at the Mark Hellinger Theatre Dec. 18, is a show with revolving mirrored staircases which de- tracts its texture and excitement more from the character display of costumes than from the fab- ric of the book and score.

The music, by Andre Previn, is nondescript, with very little except "Fascino" and "When Your Lover Says Goodbye" standing above the rest of the 14 tunes. The book and lyrics are by Alan Jay Lerner, who disappoints in both respects, even without comparing this effort with American theater classics such as "My Fair Lady" and "Brigadoon," which he had a prime hand in shaping. For the steamwalk of the story based on the life of the world re-nowned couturiere Gabrielle (Coco) Chanel, it comes back into the fashion world, is woven with only a few threads and by a flimsy musical fibre which has neither life nor spark, the occasional number play built on a mannequin-like foundation.

Through it all, stands the great Miss Hepburn, erect as a redwood, vital and head held high with a role with the elegance of the true blue actress, spinning out her lines with spring and purpose. And, despite a rare capacity to stay within the role, she tackles the occasionally wise with the dialog with a sharp- ness that crackles like logs on a fire, while her singing voice is just imperfect enough, just housey enough to make her seen altogether human. And when she sings through her special kind of dignity, to close her eyes and see the tears roll down with laughter, shaken by the contrasting elements.

But it is difficult to know about. The humor, penetrating in its bite sometimes, is wasted because in the course of a song it serves no integral function within - in the play's construction, ex- cept to heighten the image of the Chau- sons of characterization. George of the Coco's business associate, and Rene Auberjonois as the ha-hehe on the Mark Hellinger Theatre Dec. 18. The other principals in the cast are professional. The mar- velous costumes, worn by very lovely girls, are by Cecil Beaton, with the help of Gene Strickland.

The original cast album is on (Continued on page 15)

Hersedia What Dailies Said

NEW YORK. "Coco," a musical with book and lyrics by Alan Jay Lerner and music by Andre Previn, opened at the Mark Hellinger Theatre Dec. 18. Following are excerpts from the daily newspaper reviews:

TODAY: "The show has two great things going for it. One is the well-scultured and well-entertained cast, and a general feeling of real atmosphere." 140.

"Miss Lerner has written the book and lyrics. She is a very wise lady. She is a very wise lady. She is a very wise lady.

"The music is by Andre Previn, and I must say that it is a little Help From My Friends." 140.

"Everybody's talking and so are. A plus was a comedy version, Brooklyn-oriented. "One of the nice things about the program is that she is a nice girl."

"When My Lover Says Goodbye" and "I Promises." "Hair" combination was a strong feature, with her musicals woven between the two musicals.

Miss K. Hepburn also has a new uptight rehearsal, worked hard but was perhaps,-overambitious for the musical, and to the small Pernish Room stage.

FRED KIRBY

Oliver a Hit on All Musical Fronts

NEW YORK—Oliver, who's come along in less than a year, is using his time in Copacabana opening, Dec. 18. The Crewe Records artist clearly has all it takes not only for this effort with American theater classics such as "My Fair Lady" and "Brigadoon," which he had a prime hand in shaping. However, he does have a song style number supervised only by his acoustic guitar.

Since then he's had two hit singles with another "Sunday Morning," on its way and he sang it full with vigorous style. He has also recorded one of his Crewe hits, beauti- fully arranged and produced on an express- tive version of the Jacques Bret- Mold McCluen's "If You Go Away." This was a song with a song style, voice and style. The other song on the first album from the Atomic show, George Carlin, who was in top form.

KIRBY

The Filmore Sound: Class

NEW YORK—Class was the keynote at Fillmore East's sec- ond show, Dec. 19. The show ended with a big heavy performance by the Nice which followed a first-rate set by one of the most polished of groups, the Byrds. They opened with a highly promising group, the Sons of Champlin, who opened Fillmore East appearances in the four weekend shows. Appearing only at the late shows each night was Dion, not only a favorite of the audience, but with him so well. The Warner Bros. 7 Arts Records' band better fits this group, with its excellent guitar playing and sensitive singing were winning at the large theater, especially his hit, "Abraham, Martin and John." The musicanship of the Sons made them a welcome visitor as did their good vocals. Bill Champlin on organ and lead guitar and Geoff Palmer at the organ, vibes and a variety of other instruments, were among the many guests included by guitarist Terri Haggerty, sax- phonist of that group. Steve Gadd is Al Strong and drummer Bill Fow er. "Why Do People Run From an album, both from their latest Capitol Records album, were among the best.

While only Roger McGuinn remnants of Dion's "The Lion." This is "Voodoo Tune," and album, came out with the group. Roger McGuinn reminisce, it's enough with his distinctive voice and style and the fine guitar work of the fellow show-musici- ans, to continuing scoring for the Columbia Records group. Husband Whitley was fine on lead guitar, while bass guitarist John York and drummer Gene Par- sons were a solid rhythm sec- tion. Such country songs as "Old Blue" and "You Don't Miss Your Water," a medley of the group's old hits, including "Turn! Turn! Turn!" and "Mr. Tambourine Man," and a surprisingly up- to-date old-fashioned "Cathedral Spaceman." We're back to Keith Emerson, the Nice's electrician, pianist and leader, is the flashiest of the Internationalists. Emerson's latest is "Aladdi n's Dream," another of the latest Capitol Records albums.

While only Roger McGuinn remains, it's enough with his distinctive voice and style and the fine guitar work of the fellow show-musicians, to continuing scoring for the Columbia Records group. Husband Whitley was fine on lead guitar, while bass guitarist John York and drummer Gene Parsons were a solid rhythm section. Such country songs as "Old Blue" and "You Don't Miss Your Water," a medley of the group's old hits, including "Turn! Turn! Turn!" and "Mr. Tambourine Man," and a surprisingly up- to-date old-fashioned "Cathedral Spaceman." We're back to Keith Emerson, the Nice's electrician, pianist and leader, is the flashiest of the Internationalists. Emerson's latest is "Aladdin's Dream," another of the latest Capitol Records albums.

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NEW YORK

RCA's Lighthouse and Sun Francisco's Cold Blood will ap-
pear at Fillmore East with War-
er Bros. Records' Grateful Dead, Friday (2) and Saturday (3) in a
program change. The bill on Fri-
day (9) and Saturday (10) is the
& Tina Turner, Mongo Santamaria
and Fats Domino. Jini Hendriks,
Buddy Miles and Billy Cox give
two performances at Fillmore East,
Thursday (1) in addition to their
two New Year's Eve shows.

Leonard Rosenman has been
signed for composing music for
13 more "Marcus Welby, M.D." segments. Stonebridge Pro-
ductions, a management and pro-
duction firm, has opened New York
offices at 350 East 52nd St., Suite 1E.

Command/Probe's Zephyr plays
Cincinnati's Ludlow's Garage thru
Sunday (28); and Seattle's Eagle
Auditorium, Wednesday (31) thru
Friday (2) . . . Noel Redding,
leader of Aces' Fat Mattress re-

Miss K. Hepburn
* Continued from page 14

ABC Records, and should sell
extremely well because of Miss
Hepburn's pulling power. The
$3,200,000 advance in boxoffice
sales assures the success of a
lengthy run. ROBERT SOBEL

Montreux Jazz Fest
Talent Lineup Set Up

LONDON—Most of the
talent for the fourth Montreux
International Jazz Festival has
already been determined.

Chief among the acts is the
Bill Evans trio, now playing here
at the Ronnie Scott Club. Evans,
whose 1968 Montreux appear-
ance has been documented on
an award-winning Verve album,
returns to the festival next year
with his trio and guitar virtuoso
Tal Farlow.

Also signed are flutist Herbie
Mann; pianist Junior Mance;
the innovative tenor saxophonist
Sonny Rollins, recently out of
a second self-imposed retirement
and four "lub hands," or experi-
mental big bands affiliated with
American universities. These
four bands, of which the North
Texas State Lub Band is domi-
nant, will perform two sets each,
on with a guest vocalist drawn
from prominent European jazz-
mens like Benny Bailey and
Johnny Griffin.

Tony is also negotiating with
Polydor recording artists the
Tony Williams Lifetime, Wil-
lkins, former Miles Davis per-
cussionist, established his much-
heralded trio in the U.S. earlier
this year by joining forces with
organist Larry Young and Brit-
ish guitarist Johnny McLaugh-
lin.

Several artists other than Bill
Evans have found the Montreux
locale ideal for recording. At-
lantic Records in the U.S. last
month released an album by
Eddie Harris and Lou McCann
made at the festival last June,
and a single from the album was
released last week. At the
same time, Polydor U.S. re-
leased an album by the Clark
Terry-Ernie Wilkins Big Band,
and an album containing the
Montreux performance by Phil
Woods and his European Rhy-
thin Machine is due for release
on Verve this month.

THE BUCHANAN BROTHERS

EXPOSE THEIR THIRD SMASH

"THE LAST TIME"

EVENT 2007

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"THE BUCHANAN BROTHERS"

TOP QUALITY
8X10 PRINTS

LITHOGRAPHED ON heavy BROTHERS
UNDER 3 EACH
IN 1000 LOTS
900—$19.95 1000—$29.75

ALSO AVAILABLE NOW:
8X10 COLOR PRINTS

1000 8X10 $17.90

Send for sample 8X10 color print and black & white 8X10 plus prizes for other sizes in
black & white and full details on ordering.

PICTURES
317 N. ROBINSON
SPRINGFIELD, MO. 65806

founders of the famous Boilermakers Club
HEADLINE: New Sound Search Into High With 200 Stations

BY CLAUDE HALL

W.A.Sc, Fort Knox, Ky.; K.W.NT, Davenport, Iowa; W.A.QY, Birmingham, Ala.; WNDK, Las Vegas, Nev.


The campaign will be launched coast-to-coast Feb. 1. Billboard is now seeking new Top 40 stations to join in the massive search, which will be the largest searches for new recording talent ever con- ducted.

The Search, conducted by Billboard in association with the Tea Council of the U.S.A., will be in two stages. In the first stage, stations will be seeking tape logs from local groups and artists. This stage is pretty flex- ible: Some stations will merely ask local groups to mail tapes to the station; others will be re- cording local groups in the station's studio; others will be con- ducting “battle of the bands” contests to determine local win- ners. Most of the stations will be selecting only the cream of the crop and send those tapes to Billboard. Billboard will select 50 first stage winners. These will receive $50 worth of recording time paid for and professional advice on how to make a better recording. After they come up with a better tape and the tape comes back to Bill- board for judging by a panel of professionals, six groups will be selected for an all-expenses- paid trip to perform at the fin- als in Washington. All of the groups making the Washington finals will then be offered recording con- tracts. The top two or three groups will then receive cash appearances. The radio stations that found these top six groups in the station will also send a representative from the station's staff, whose expenses will also be paid.

For further details on the Search for a New Sound, con- tact Claude Hall, Billboard.

WREK's Album Bonus Play

By BOB GLASSBERG

Watteker 5,000 Watt

WREK is now operating at a 10-watt station in Septem- ber 1969 and is the first of its kind in the country. The format was Top 40 and easy listening. In June 1969, the station had a soft, easy-listening format. Most of the people who had worked for the station and the station manager, the summer of a few of us decided to really get into it. Most of us had jobs at radio or television stations for the summer. The experience has helped immensely, Geoff said.

Some of the people who came back to Tech early de- cided to really find out what our listeners wanted. So we did a survey of about half the campus on registration day. The response was tremendous. We even got a $12 subsidy from each student. A survey also revealed that there is a great deal of interest in bubble gum, and that the station's listeners were

Like to call ourselves a progressive rock station and we are," Geoff continued, but "artists like Bobbie Gentry still crop up in our programming. Our philosophy is to program what our listeners like to hear. So if we get requests for Bobbie Gentry, we will program her as soon as we can. WREK tries to limit a group's exposure to two cuts per group. Of course, with a station that only has two cuts per group, this is not always possible.

The station is done by a group of five. This includes Geoffry, program di- rector; Mike Lass, administrative di- rector; Glen Meadow, technical director; and Mark Wood, sta- tion manager. The ground rules for pro- gramming are basic. The cut material is limited to groups that are pertinent to today's issues in so- cial and political terms.

The committee meets once a week and changes the cuts from Albatross and gen- eral air play programming.

CHARLIE FACH, head of Intrepid Records, right, presents plaque com- memorating W SST, Stevens Point, Wis., as the first station in the country to play “Birthday” by the Undergroound Sunners, receiving the award are Don Nichols, left, music director, and Jim Schuh, center, program director of the station.

CHARLIE FACH, head of Intrepid Records, right, presents plaque com- memorating W SST, Stevens Point, Wis., as the first station in the country to play “Birthday” by the Undergroound Sunners, receiving the award are Don Nichols, left, music director, and Jim Schuh, center, program director of the station.

MARY TAYLOR, an UPComing GUEST on Avco Broadcasting’s syndicated program “Country Hayride,” talks with the show's producer, Mark Ramsey.

MARRY TAYLOR, an UPComing GUEST on Avco Broadcasting’s syndicated program “Country Hayride,” talks with the show's producer, Mark Ramsey.

An All-Channel Drive in Gear

NEW YORK—The All-indus- try Committee for Radio All- channel Legislatio, moved into high gear last week with the announcement of an official committee and an executive di- rector. The committee seeks to promote legislation which would require all radio manu- factured to have both AM and FM. Walter Schwartz, presi- dent of ABC Radio, was named chairman. The vice chairmen are Robert Cole, vice president of the CBS radio division; David Connors, president of Metromedia radio division; George A. Koehler, general manager of Triangle Stations, and John T. Lawrence, Jr., general manager of the FM di- vision of Katz Broadcasting. Alan J. Voron, general manager of WAQI, is the secretary and the treasurer is Arch L. Madsen, president of Bonneville Interna- tional Co.

Roger Howie, executive di- rector of the committee, is so- liciting contributions for re- search into the fields of pro- gramming for the special-in- terest audience, allocation and availability of CP's, and set sales.

January 3, 1970, Billboard
The Management and Staff
of Billboard’s Music
Popularity Chart Department

Extends its Best Wishes
for a
Happy, Prosperous and Peaceful New Year
to the people
who really make up the charts...

RECORD DEALERS,
RACKJOBBERS, ONE-STOPs
and RADIO STATIONS
across the nation
Radio TV Mart

Radio-TV Programming

Radio-VOX

by Claude Hall

Radio-TV Editor

Sometimes this business gets a little bit funny. For example, the Radio-VOX record service in Shreveport, La., bought time on KNOE FM to promote albums by the Supremes, the Temptations, the Four Tops, and the Miracles. The station's slogan is "Fine," said Bill Tanner at station KNOE FM in Monroe, La. But then he told Ronnie Lewis at Station KNOE, "We've been so successful that we've been selling out our lunchtime shows to promote albums by the Supremes, the Temptations, the Four Tops, and the Miracles." Bill Tanner, who has been developing album sales, agreed that the Supremes, the Temptations, the Four Tops, and the Miracles have been selling out their lunchtime shows to promote albums by the Supremes, the Temptations, the Four Tops, and the Miracles. Bill Tanner, who has been developing album sales, agreed that the Supremes, the Temptations, the Four Tops, and the Miracles have been selling out their lunchtime shows to promote albums by the Supremes, the Temptations, the Four Tops, and the Miracles.

Jim Fox is the new mid-morning man at KENO in Las Vegas. Jim Fox is the new mid-morning man at KENO in Las Vegas. Jim Fox is the new mid-morning man at KENO in Las Vegas. Jim Fox is the new mid-morning man at KENO in Las Vegas.

Don Madison, a veteran broadcaster and station manager who was co-ordinator of "People Are Funny," has retired. He was most recently at WBIM-FM, Indianapolis. Don Madison, a veteran broadcaster and station manager who was co-ordinator of "People Are Funny," has retired. He was most recently at WBIM-FM, Indianapolis.

"Fine," was said to be the slogan of the Supremes, the Temptations, the Four Tops, and the Miracles. "Fine," was said to be the slogan of the Supremes, the Temptations, the Four Tops, and the Miracles.

WENQ, 1500 watt radio music station in Atlanta, Georgia, is seeking a new personality with at least 1st ticket experience with a major radio station. Working conditions include: working a 2 week trip to New York, New York, New York, New York. Send copy along with payment to: WENQ Radio, 1st floor, 110 New York, N.Y. 10016.

**POSITIONS OPEN**

Your phone is a black plastic telephone. It's a four-line telephone. It's a four-line telephone. It's a four-line telephone. It's a four-line telephone.

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What Happens When
DICK GLASSER & NI RECORDS
Get Together?

A HIT RECORD
THAT'S WHAT HAPPENS!

"BACK TO DREAMIN' AGAIN"
by PAT SHANNON

Is that any way to start out?...
You bet it is!
**Soul Sauce**

**BEST NEW RECORD OF THE WEEK:**

"BREAKING UP IS HARD TO DO"

**Lenny Welch**

(Commmonwealth United)

By ED OCHS

Soul searching: The new old story is soul, as everybody but the miraculous Motown is moving to the back of the bus. Diana Ross & the Supremes, the Jackson Five and Stevie Wonder are the soul survivors on the pop charts, while the soul charts only verify the bad news. Fewer soul disks are breaking the pop ranks, and those that do manage to muscle up the charts are few and far fall off. Seven of the top 10 soul records have either slipped from the top pop 10 or haven’t reached those heights. Brice you’re soul recession? Theickle pop market has jilted soul for greener pastures. Junior Parker is heading for a comeback on Minit with his "Worried Life Blues," while the rock ‘n’ roll revival is digging the styles of Melody Marks ("The Way I Feel)," Brenda & the Tabulations, Walter Jackson and Linda Jones, racecar running up the charts with his version of ‘You Keep Me Hangin’ On," has reestablished with a "unprecedented deal." Isaac Hayes has signed with Leon Russell at his Memphis office, and the Memphis firm has flipped the Impressions’ revival of "Amor" to “Wherever You Lead Me.” Gold for RCA’s Friends Of Distinction "Geezers," and Tony Newcombe and Brooklyn Boy Bolton’s latest "Ranney Night in Georgia." Billy Eckstine has signed with Stax. The new Map City label is shaping up with "We The People’s "If We Can Fly to the Moon."

New Marvin Gaye: "Gonna Get Her All the Love I’ve Got," on Tangle. James Bronson Jr, executive vice-president of the Ross & the West Coast, wrote in tribute to the Jazz at Home Club Philadelphia, which publishes the "Top Port Passing for the Jazz Chart." The chart, which includes articles on personalities in jazz and pertinent editors, "has some of the best and most informed jazz minds in the country contributing to the successful progress of the jazz record and for the radio industry by spotlighting albums and disseminating information on jazz personalities is incalculable." Mongol Santamaria, now with Atlantic, will play Fillmore East, Jan 9 & 10. ... And Billy Eckstine, now with Stax, will be produced by the everpresent Isaac Hayes. Melba Moore, who won rave in the New York Times for her dual role in "Hair," is on Mercury with "We’re Living to Give." (Continued on page 22)

**Vox Jox**

*Continued from page 18-

General manager Herb dolphof and Mary Bryan of the Miami Country music station, report that the station has doubled its ratings 6 a.m.-7 p.m. according to the Pulse for Oct-Nov. I should be receiving more details about the Pulse after the B. Edward, 56, host of the weekly "Crosby Cavalcade" show on station WIBB, Jackson, Mich., died last week after surgery. The show, featuring the record’s of Crosby, was the first Crosby Cavalcade "Crosby Cavalcade" show on station WIBB, Jackson, Mich., had been on the air since 1992. Edwards was county commissioner, the air, of Jackson County.

Telemark Rich is now music director of the Country Oke, a country music station; he’d been at WXIR, Lebanon, N.H., country station. Lineup at KPAM-FM, rock outlet in Portland, Ore., includes operation director Bob Lee, co-program director Steve Shannon and Bob Brooks, and Brent Miller, Paul Homme, and Dan Evans. Rick (Rick Shaw) Prior sends in the Airwaves Pulse for Austin, Tex. Between 6-7 a.m. P.M. KOKO’s country music second in average quarter hour ratings only to rocker KNOW.

Lineup at WLAM, Lewiston, Me., Bob Oberette, Dale Quinn, Howard Feldman, Larry Gagnon.

**BEST SELLING**

**Soul Singles**

Arrived or soon expected on "The Music Scene," ABC-TV network

<table>
<thead>
<tr>
<th>STAR Performer(s) — Registering greatest proportionate increase this week.</th>
<th>This Week</th>
<th>Last Week</th>
<th>Title Artist, Label, No, &amp; Pop.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>12</td>
<td>SOMEDAY WE’LL BE TOGETHER</td>
<td>Diana Ross &amp; the Supremes, Motown 1554</td>
<td>7</td>
</tr>
<tr>
<td>2</td>
<td>12</td>
<td>I WANT YOU BACK</td>
<td>Jackson 5, Motown 1157 (Joche, BMG)</td>
<td>8</td>
</tr>
<tr>
<td>3</td>
<td>14</td>
<td>BACK TO YOU</td>
<td>Jackson 5, Motown 1159 (Joche, BMG)</td>
<td>10</td>
</tr>
<tr>
<td>4</td>
<td>12</td>
<td>IMPRESSIN’</td>
<td>James Brown, King 6250 (BMG, BMG)</td>
<td>7</td>
</tr>
<tr>
<td>5</td>
<td>12</td>
<td>FRIENDSHIP TRAIN</td>
<td>Marvin Gaye &amp; Tammi Terrell, Motown 1561 (BMG, BMG)</td>
<td>8</td>
</tr>
<tr>
<td>6</td>
<td>12</td>
<td>WHAT YOU GIVE</td>
<td>Marvin Gaye &amp; Tammi Terrell, Motown 1561 (BMG, BMG)</td>
<td>8</td>
</tr>
<tr>
<td>7</td>
<td>12</td>
<td>LOVE BONES</td>
<td>Johnny Taylor, Stax 5050 (BMG, BMG)</td>
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<tr>
<td>8</td>
<td>12</td>
<td>COMEBACK MEN</td>
<td>Stax &amp; Stax, Stax 5110 (BMG, BMG)</td>
<td>11</td>
</tr>
<tr>
<td>9</td>
<td>12</td>
<td>I’M IN LOVE WITH YOU</td>
<td>David Katon, Motown 1161 (BMG, BMG)</td>
<td>8</td>
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<tr>
<td>10</td>
<td>12</td>
<td>I’M FOR YOU</td>
<td>Marvin Gaye, Motown 1159 (Joche, BMG)</td>
<td>10</td>
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<tr>
<td>11</td>
<td>12</td>
<td>I WANT YOU</td>
<td>Otis Redding, Stax 404 (BMG, BMG)</td>
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<td>12</td>
<td>12</td>
<td>BAD WIELD IN A WOMAN</td>
<td>Stax &amp; Stax, Stax 5110 (BMG, BMG)</td>
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<td>13</td>
<td>12</td>
<td>DON’T YOU KEEP ON TELLIN’ ME</td>
<td>Buddy, King 32707 (BMG, BMG)</td>
<td>11</td>
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<tr>
<td>14</td>
<td>12</td>
<td>KEEP ME HANGIN’ ON</td>
<td>David Katon, Motown 1161 (BMG, BMG)</td>
<td>8</td>
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<tr>
<td>15</td>
<td>12</td>
<td>GIVE ME SOMETHING</td>
<td>Sheryce Robinson &amp; The M artworks, Motown 1161 (BMG, BMG)</td>
<td>8</td>
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<tr>
<td>16</td>
<td>12</td>
<td>KISS ME</td>
<td>Kenneth, King 604 (BMG, BMG)</td>
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<td>17</td>
<td>12</td>
<td>IT’S NOT A SIN TO CRY</td>
<td>Walter &amp; Walter, Tamla 605 (BMG, BMG)</td>
<td>8</td>
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<tr>
<td>18</td>
<td>12</td>
<td>TELL ME WHAT YOU NEED</td>
<td>Stax &amp; Stax, Stax 5110 (BMG, BMG)</td>
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<td>19</td>
<td>12</td>
<td>TELL ME WHAT YOU NEED</td>
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<td>20</td>
<td>12</td>
<td>TELL ME WHAT YOU NEED</td>
<td>Stax &amp; Stax, Stax 5110 (BMG, BMG)</td>
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<tr>
<td>21</td>
<td>12</td>
<td>TELL ME WHAT YOU NEED</td>
<td>Stax &amp; Stax, Stax 5110 (BMG, BMG)</td>
<td>11</td>
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<tr>
<td>22</td>
<td>12</td>
<td>TELL ME WHAT YOU NEED</td>
<td>Stax &amp; Stax, Stax 5110 (BMG, BMG)</td>
<td>11</td>
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**Soul Scene**

This week's listings and next week's will be based on the following: 1. Title Artist, Label, No, & Pop. 2. Weeks on Chart. 3. Record Source. 4. Comment.

**Billboard SPECIAL SURVEY for Week Ending 1/30/70**

**January 3, 1970, BILLBOARD**
The Vision of the 60's is the Fact of the 70's.
At Capitol we utilize the knowledge, creativity and foresight of the best in the expanding field of tape.

We have an exciting program laid out for the first six months of the year:
Capitol's first step into the 70's.
When our vision becomes fact, we let the public know.
Soul Sauce

* Continued from page 18

BROTHERS & SISTERS: James Brown will kick off the new year with his "Ain’t It Funky" LP and a drive-in tour effort, "At Home With His Bad Self." King Records will continue to push Brown into the mass album market. The label has also signed blue-eyed soul star Wayne Cochran and his back-up band, the C.C. Riders. . . . Chuck ("Any Day Now") Jackson has reopened Motown's V.I.P. label with Smokey Robinson's "The Day the World Stood Still." . . . New from Holland-Dozier-Holland’s Invictus label: "Give Me Just a Little More Time," by the Chairman of the Board. . . . Isaac Hayes’ gold album was Stax’s first. His new seasonal single is "Mistreette." . . . Moms Mabley, recently re-signed to Mercury, will record her next album live at Sing Sing Prison in Ossining, New York. . . . "Give Me Just a Little More Time" has the background for a new Capitol album of black pride in poetry, "For My People." Write Soul Sauce for news and events on "black pride." The blacker the better. . . . Soul singings: Tamiko Jones to Atlantic; the Branding Iron duo of Leroy Crum and Calvin April to Stax. First single, due in mid-month, will be produced by Willie Dixon. . . . Producer Guy Draper and partner Dewey Hughes, WOL, public affairs director, are set to produce a TV special with Nancy Wilson. Their black-oriented evening talk show is looking for a host. . . . Gold for R. B. Greaves’ "Take a Letter Mama." His first album, produced by Ahmet Ertegun, is already makin’ smoke. . . . Frank Halfacre, now a promotion man for James Brown Productions, writes that he was fired from his last job because he played "I’m Black and I’m Proud." Brown hired him soon after. He’s also a deejay on WPIC-FM in Sharon, Pa. . . . New Brook Benton: "Rainy Night in Georgia," on Cotillion. . . . Other new disks to listen for: Billy Steward, "By the Time I Get to Phoenix" (Chess); Rufus Thomas, "Do the Funky Chicken" (Stax). Joe Simon, "Moon Walk" (SS7); Delphonics, "Didn’t I Blow Your Mind This Time" (Philips Groove); Ella Washington, "Sweeter and Sweeter" (SS7), and the Emotions, "Stealin’ Love" (Volt), a Hayes-Porter Production. . . . Garland Green’s debut album on ATV is on its way. Jackie Wilson has recorded his second album, a hit too. . . . Gamble & Huff are reactivating the O’Jays, Linda Jones and the Vibrations for their Chess-distributed Neptune label. . . . The Winds, Metromedia group, are awarding lead singer treatment to Richard Spencer. . . . Junior Walker’s "new" Motown LP actually repeats "What Does It Take" ("Clips Mood") and "How Sweet It Is." . . . Nine Simone’s "To Be Young, Gifted and Black" is a soul hit with not enough pop action to put it anywhere on the Hot 100 chart. Same goes for Johnson’s fabulous "Is It Because I’m Black" on Twilight. . . . Credit Jerry Wexler and his more memorable albums are "Ray Charles in Person" (recorded with one microphome outdoors in the Atlanta ballpark) and "The Genius of Ray Charles," which for me is a timeless masterpiece. . . . Like Soul Sauce, which Jerry Wexler reads. Do you?

Vox Jox

* Continued from page 18

music disks. Top 40 service is bad. Music director Bill Ray needs not only singles but would like to swap playlists with other stations.

Ralph Emery, air personality at WSM in Nashville, is trying to get a spot in the country music Hall of Fame for deejays. He would like letters from everyone who likes the idea to take before the Country Music Associa-
tion board. I like the idea muchly. Why don’t you guys drop Emery a letter. Tim Adams formerly with WUNF in Fort Walton Beach, Fla., has joined WCOC in Pensacola, Fla. He replaces Charlie Moss in the night slot; Moss has gone back to teaching school.

Joplin Taunts Audience Flaunts

* Continued from page 14

Joplin was the eight-member Paul Butterfield Blues Band, a bland blues-rock-jazz outfit which had little to offer by way of style, sound or cohesiveness. The Elektra Records group, which has unsuccessfully copied and tried to merge the sounds of several different artists in the business, was with the exception of a few passably good numbers, unbelievably long winded and boring. 

Radclyffe Joe

To get back to Dan Clayton’s tie—the WPOQ program director has tied the air name of Tom Jones on Ron Fraizer. . . . Carroll James, formerly afternoon drive personality at WWDC in Washington, gets a Claudius Seal appointment. When he bowed off the air there, he took an ad in the Washington Post promoting his sponsors and listeners for nine years. He’s a manager and production supervisor. Reggie Nevin reports in from WJGD in Miami; he’s still program director. Duane Reed had been a program director there. Nevin was hired for the WJGD job being bereaved with calls, cards, letters asking if I am available. . . . I am leaving too much fun with a great organization like Cox Broadcasting to find time to think about leaving.

JANUARY 3, 1970, BILLBOARD
Coin Machine World

Predict Big ATE; Exhibits Overflow

BY MIKE HENNESSY

LONDON—Nearly 100 exhibitors have been booked space for the 26th Annual Amusement Trades Exhibition (ATE) here Jan. 20-22 at Alexandra Palace and predicts that the event will be the largest ATE in terms of exhibitors and attendance.

Said John Singleton, secretary of the British Amusement Caterers’ Association: “The ATE is, without doubt, the biggest exhibition of its kind in the world, in terms of the number of exhibitors and the range of machines on display. We have completely filled all exhibits this year and have an overflow section of 22 additional stands.”

Commenting on business prospects for the exhibition, Singleton said: “It is one thing to have a big exhibition, but quite another to try to predict what level sales will reach. The imposition of the heavy licence duty on amusement with prizes machines, introduced in the last budget, has really knocked the bottom out of our world. On top of that we have to remember that we go decimal in February 1971 and we expect that as we get nearer to this date, sales will fall off. Customers will not want to buy new machines and then have to spend money converting them to decimals a year later.”

Goetting Tells Chicago Coin’s European Marketing Plans

By WALTER MALLIN

FRANKFURT, West Germany—The familiar “Chicago Coin” logo on amusement machines will soon be familiar to operators in Europe, Africa and the Near East in 1971, thanks to a joint venture marketing program headed up by George (Harvey) Goetting. In an exclusive interview here recently, the 55-year-old veteran marketing expert acknowledged that the possibility of a European manufacturing plant for Chicago Dynamic Industries was not entirely remote. But he said: “Nobody makes the second step before the first. Our first step is really a thousand steps.” Goetting realizes that other American brand names such as Bally, Gottlieb and Williams are well-established in many areas. He is euger for the challenge of the program he worked out with the guidance of Avron Gensberg, executive vice-president of the Chicago based manufacturer.

Goetting’s command of the English, Spanish, French and German languages together with the idea central location here for his far-flung activities is considered a vital asset by Tolisano.

Tolisano Tells FAMA Management Decision

CLEARWATER, Fla.—James Tolisano, president of the Florida Amusement and Music Association (FAMA), recounted recently how the trade group survived the problem of losing its executive director when Julius Sturm resigned. Tolisano, recovering from an illness, called a board meeting and the officers decided to contact R. S. Rhinehart & Associates, a management agency with a history of association management. The board actually didn’t vote on this move. We were merely following the suggestion of George (Harvey) Dukett,” Tolisano said.

Dukett, president, Automatic Merchandising, a firm that has diversified from large vending into music operating, arranged a meeting with R. S. Rhinehart at Dukett’s Tampa office. Tolisano said: “After meeting Mr. Rhinehart and listening to what he had to offer our industry, I was so impressed that I practically hired him on the spot. However, I did consult with a committee that included past president James Mullins, Wes Lawson and Gleason Stambaugh Jr. We were unanimous in our decision to hire the Rhinehart agency.”

Tolisano reports that FAMA is now serving its members with regular board meetings and sound

Music Gross Up 30% in Some Areas As Operators Swing to 25c Pricing

CHICAGO—Jukebox operators are reporting increases in gross revenue from jukeboxes during 1969 were up on the average 10 percent over 1968 figures with most attributing the increase to the changeover to two for a quarter pricing. The change to new pricing helped sustain those operators experiencing overall decreases. Most bought as much new equipment as in 1968 and several mentioned replacement purchases in vending contributed to this pattern. At least one jukebox manufacturer contacted during the course of the survey added to overall optimistic picture that varied considerably.

“Our production of the new Model 3400 is in excess of 1,000 a month and climbing,” said Walter A. Palmer. “We went into line from Dec. 26 to Jan. 2 but will now keep our lines open from Dec. 29 on (Year’s Day) to keep orders filled.”

Tolisano’s new revenue was up 30 percent because we changed 60 percent of our photographs to two for a quarter pricing,” said A. L. Prague, Manhattan, Kan., an operator and Rock-Ola wholesaler. “Pingames were off and so were arcade pieces until the end of the year with items such as Midway’s Sea Racer and Chicago Coin’s Speedway picked up the arcade part of the games business. We noticed that a Genius that floats out of a shuffle alley and we had big gains in the revenue from pool tables. We had nice gains in vending and we’re now starting to go to 15 cent coffee and candy. We already have gone to 10 cent gum. Despite a strike that kept 25,000 people idle most of the summer John Masters said jukebox revenue in Kansas City maintained the same level. “Our vending was up because we added a number of new locations. Vending was up 30 percent. As far as coin-changing to two for a quarter, only about 10 percent of our route is a change.” An association executive, Masters said Missouri operators in smaller towns also reported 1969 income about the same as 1968.

Russell Madsbury of Russell Hall, Inc. of Holyoke, Mass., said that business is up by about 15 to 20 percent. “Two things have helped us increase business,” he said. “We are going to two for a quarter that play very strong and getting new equipment in the locations. Most of our pool and the shuffle games also did well for 25 cents. Jukeboxes have shown a 20 percent overall increase. Some locations have had

New Equipment

New Equipment

Bally—Single Player Flipper Game

King Tut features a “special” light which jumps around between three different scoring targets. It can be quickly adjusted to either a three-ball or two-ball flipper game. In three-ball play, lighting the letters which spell King Tut allows the player to receive a replay. There are 31 ways to build up the player’s score. By hitting the left mushroom bumper, a “Kicker On” light comes on and if a ball enters the left out lane white lighted, it kicks back to playfield. If the ball hits the right mushroom bumper, a free ball is deposited in the gate. By hitting the center top rollover the “Play-More Post” is raised to prevent the ball from entering the out hole, it remains up until one of the two “down” buttons are hit.
Predict Big ATE; Exhibits Overflow

*Continued from page 23*

"On the other hand much depends on what manufacturers have done to make their new machines susceptible to inexpensive decimal conversion."

Said Singleton: "Although we are never able to judge the volume or business transacted at these exhibitions, it is clear from the fact that the A.T.E. has expanded every year that it represents highly effective market for manufacturers.

Music Gross Up 30% in Some Areas

*Continued from page 23*

increases of 50 to 75 percent in games. We are buying a little of everything that is good quality. The expansion in vending has been phenomenal for us with nearly 100 pieces of equipment purchased this year."

"Purchases have gone up about 14 percent from last year," said O. K. Truppman of Busch International, Inc., of Miami, Rowe distributor. "Our Caribbean sales are up and Florida is also up slightly. Vending sales are higher than ever before. Arcade type equipment also showed quite an increase. "He also said that operators in Florida had a good year. Samuel R. Keys of Apollo Stereo Music Co., Inc., of Denver said that business was reasonably good although down a bit from 1968. "This is due mostly to tight money and inflation. It's probably going to get worse before it gets better. We bought our usual amount of equipment for the year, but used all it for replacements."

"Our total gross for 1969 has been consistent with past years," said Ben Zenu of Tae Amusement Co., a division of Operators Sales, Inc., a Seeburg distributor. He offered no reason for the unchanged gross, saying that "it has been the same, or nearly the same, for many years."

Alios, Illinois, operator Harry Schaffner said his first six months of 1969 were up 10 percent in all categories (music, games and vending) and that the sale of second hand pool tables to the home market had contributed to this increase. Jukeboxes bring $175 and pool tables sell for as much as $275.

A & H Entertainers, Arlington Heights, III., has changed over 50 percent of its locations to two for a quarter pricing. Wayne Hesch said: "We find that where we've changed, business holds up or increases. But the profit part of the middle is really being squeezed because of increased costs everywhere you turn."

Bernard Klein

Dead at Age 51

PHILADELPHIA — The industry was only shocked with the sudden death recently of 51-year-old Bernard Klein. He was co-owner of two leading coin machine operations in this area, including the Premier Automatic Music Co., and the Premier Vending Co. Klein died at the Cherry Hill (N.J.) Hospital, in which nearby community he made his home.

In addition to his industry interests, Klein was very active in community affairs. He was founder of the William Forman Charities and a vice-president of the Multime Home for Dry-Aged, also a member of the Masonic Order among many other affiliations.

He is survived by his wife, the former Anna Shulsky, two daughters, Mrs. Ellen Steis and Mrs. Francine Ginsberg; three brothers, Mrs. Rose Bornstein and Katherine; and a granddaughter.

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EXTENDED PLAY or REPLAY 100 or 25C PLAY (Also Available 2 for 25c)

GARY LEWIS (right). Liberty Recorders recording star, stopped by the Rock-Oles Manufacturing Corp. showroom to see one of the company's newest models, the 442. Sheldon Harris, advertising director for Rock-Ole.
**MINNEAPOLIS**

Robert Harding, Wurlitzer field representative, conducted a two-day service seminar at Sandler Dist. Co. here. Warren Sandler is manager. Attending the seminar were: Dennis King of Black Hills Novelty Co. in Deadwood, S.D.; Vernon Johnson of Dabl Music Co. in Fergus Falls, Minn.; Hal Williamson of Mid-States Music Co. in Winona, Minn.; Warren Stevens of Ackley Novelty Co. in Hayward, Wis.; Dan E. Hamiel of Stansfield Vending Co. in La Crosse, Wis.; Ronald H. Peterson of Kelly Amusement and Vending Co. of Waterloo, La.; Earl Berkowitz of BAB Novelty Co. of Superior, Wis.; Mike Schneider of Fredel Music in Gettysburg, S.D.; Gene Jelinek and Pat Clemmen of Star Music in Austin, Minn.; and Martin Veen of Mill Amusement Co. in Watertown, S.D.

**TOKYO**

Malcolm D. Steinberg, manager of Australia's Indoor Amusement Games Co., stopped at Sega headquarters here in mid-December during an Asian business tour. His firm, in association with A. Haskin & Co. Prop., Ltd., is the continent's largest operator of indoor amusement games.

**MILWAUKEE**

Seeburg distributor Perry London, of 23 young Milwaukee professional and businessmen taking part in the "Study Mini-Mission to Israel" during the first week of December. The tour was organized by the Milwaukee Jewish Welfare Fund to enable active workers for the agency to see the Israel situation at first hand. According to Sam Hastings, Hastings Distributing Co., no date has been set as yet for the proposed (Continued on page 26)

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**Coinmen In The News**

LEE SMITH, a vending distributor, operator and co-owner of Smith-Regal of Carolina, cuts the ribbon opening the new American Bank and Trust building in Charlotte, S.C. With Smith are Ed Gaskins, president of the bank, and Pat Taylor (right), lieutenant governor of the state.

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All 10¢ per bag

- 5¢ Economy Mix
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- 15¢ Superspin Mix
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**King Tut**

**Solo Player Replay Sensation**

**Quickly Adjustable 3-Ball or 5-Ball Play**

**Popular Spell Name Bonus**

**Lighting King Tut by crossing Top Rolllers and hitting Side Targets**

**One Dozen 100-Point Hits**

**Play-More Post**

Pops up between the Flippers when Center Top Rollover is hit, closes center lane to out-hole, keeps ball a busy captive on the actionized playfield.

**Jumbo Flippers**

Hefty Flipper-Arms, clad in flat springy rubber, add distance and power to every Flipper maneuver.

**King Size Collections**

KING TUT busy ringing up king size collections in solo player replay spots all around the world. Get your share. Get KING TUT today.
What’s Playing?

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

**Arlington Heights, III., Location: Adult Lounge**

Wayne Hesch, Programmer, A. & H. Entertainers, Inc.

**Current Releases:**
- *Sugar Sugar*, Archie, Columbia 63-1009.
- *Walking Away*, Dean Martin, Uni 5217.
- *Twist 'Em Out*, Dead, Sweet & Terry, Columbia 6-8508.

**New Orleans, Location: Adult Lounge**

Ken Kerr, Programmer, Lucky Coin Machine Co.

**Current Releases:**
- *Rose-Colored Glasses*, Engelbrecht, Rarid 40041.
- *Midnight Cowboy*, Eleni, UA 5054.

ROCK-OLA PARTY. A recent showing of the new Rock-Ola Model 442 at H. Z. Vending & Sales Co. in Omaha attracted a large crowd of operators. Second from left at the table are Mr. and Mrs. Howard Ellis (he is board chairman, Music Operators of America) and at extreme right, Ed Kort, president of the Nebraska operator's association. Standing at rear (left) Les Reck, Rock-Ola phonograph sales manager; Eddie Zorinsky and his father, Hyrie (the owners of H. Z. Vending).

**Chicago, Location: Kid Restaurant**

Betty Schott, programmer, Western Automatic Music

**Current Releases:**
- *Ringdros Keep Following on My Head*, B. J., Thomas, Scepter 12265.
- *Something*, Beatles, Apple 7654.
- *Winter World of Love*, Engelbrecht, Humpendick, Paritol 44044.
- *Midnight Cowboy*, Eleni, UA 5054.

KARL GOETTING predicts a great future for the coin-operated leisure industry in Europe where he now heads Chicago Coin's new marketing operations.

Goetting Tells Chicago Coin's European Marketing Plans

**Continued from page 23**

Gensburg. In an earlier announcement Ginsburg said the headquarters here at 22 Freiherr-von-Stein-Strasse will become a center for marketing, warehousing, and technical advice. "Goetting's appointment will further improve the service to our many exclusive distributors throughout this hemisphere. It will in no way affect our distributor's relationship with the factory. There will be no decrease in stock. Additional costs, if any, will be borne by us. Our distributors may place orders directly or through the European office, whichever is most convenient. A telex communications system will link the factory, Goetting's headquarters and the distributors in dozens of countries.

Disputing his new position Goetting said that within the last years he had "the best introduction I could ever have been supplied with" while working for Loewen Automat, Birken, West Germany, the large wholesale organization with 25 firms owned, affiliated or controlled "Automaten-Großhandlungen" outlets. Goetting was busy promoting the German Kotzmans pay-out machines made by the organization's NSM plant. For years Goetting headed Loewen's export activities. "The experience has been my years of apprenticeship with the coin machine business," Goetting admitted with a smile. But he found it stands 17 years experience of a successful autonomous car dealer in Amsterdam, Para- guay, and Buenos Aires, Argen- tina.

Goetting believes that the marketing experience as a car dealer complements his experience in the coin machine busi- ness. "The change from automobile to automatic coin equipment is not too much when you have a merchant's philosophy." Goetting's experi- ence helped him establish a Chicago Coin exhibit at the exhibition in Stockholm and at the IMA '69 West German Coin Machine Exhibition. Concentra- tion on other shows is part of Goetting's master strategy. Goetting said that the German market is the most "vivid and important" and that either a capable wholesaler will be established here or three regional outlets will be established. The second most important market in Goetting's view is France, followed by Italy. Chi- cago Coin has exclusive distributors in Italy, the U.K., Sweden, Denmark and Belgium. "We are going to enforce our position among the well known, and admittedly better known competitors such as Gottlieb, Williams and Bally."

Does Chicago Coin intend to establish a manufacturing plant in Europe? "Nobody makes the second step before the first," he replied. The first order of business is establishing a market in such areas as the East bloc countries where Goetting is optim- istic about financing through national banks in countries such as Rumania, Hungary, Yugo- slavia. Pinball machines and jukeboxes are steadily selling well in Rumania, he said.

Basically, Chicago Coin had to establish a marketing arm on "the front line of European selling." Goetting considered mention- ing the problems of legal defini- tions in Italy and the tax ar- rangements in France.

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**JANUARY 3, 1970, BILLBOARD**
### Classical Music

#### Steinberg in RCA Debut

**NEW YORK** — RCA Records is releasing its first album written by the current music director, William Steinberg, who conducts the orchestra in Robert. Also in January is a Johann Strauss set with Eugene Ormandy and the Philadelphia Orchestra and a Bizet-Schneider pressing with Arthur Fiedler and the Boston Pops.

André Previn continues his Vaughan Williams series with the London Symphony on a coupling of the "Symphonies Nos. 6 and 8."

#### Sir John Cited by Houston Uniton

**HOUSTON**—Sir John Barbirolli was honored on his 70th birthday by being named conductor emeritus of the Houston Symphony for life.

The symphony president, Gen. Maurice Hirsch, presented Barbirolli with a celebrative resolution saying that in six years as conductor-in-chief and three years as music director, the British musician had developed the Houston Symphony into one of the nation's finest.

The presentation was made before another large audience in a concert in an all-Barbirolli program in the Jesse H. Jones for the Performance Center in February to conduct six concerts with the Houston Symphony.

### Hilde Somer Stirring—Light Show Adds Color

**NEW YORK** — A light show added dimension to a 3rd Night Festivals' meaningful Scriabin concert at Alice Tully Hall, Dec. 17. Miss Somer, whose affinity for Scriabin has resulted in one Mercury album with another on the way, delicately played the program's short pieces.

Each half of the concert opened with Miss Somer's expert handling of three Scriabin symphonies with the "With the OTR Left Hand" especially stirring. Then the piano was moved to one side of the stage while Miss Somer took place in the center.

The remaining selections of each half were augmented by the light show supplied by Thomas Shoehn. The designer for Fillmore East's Joshua Light Show, these colorful segments fit the music as ballet with various classical pieces. Scriabin himself envisioned a kind of colorful light program with his pieces although he died almost 55 years ago. The Dec. 17 program indicated that visual programs could well have an increasing role in concerts of the future.

**FRED KIRBY**

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**OPENER OF CONCERT DATES**

**CANNES** — The MIDEM Classic concert program begins Jan. 11 with ORTF Philharmonic under Marius Constant with International Rostrum of Composers, works by Constat, Ligtet, Lutoslawski and Xenakis.

Other programs for the week are: Jan. 12, Monte Carlo Opera Orchestra, under Okko Kamu of Finland, International Rostrum of Young Interpreters, Malkas Rostropovich, cello; Jan. 13, Monte Carlo Opera Orchestra, International Rostrum of Young Interpreters, Henriks Seryng, violin.


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### Browning Entrances Patrons

**NEW YORK** — Pianist John Browning entered a large audience at Philharmonic Hall Dec. 17 with a performance that glowed with artistry and inspiration. The RCA Recs artist's choice of material and execution of it were equally superb and satisfying. The concert began with three short pieces by Mozart, each showing a different aspect of the composer and the performer. Chopin's "Sonata No. 2" took on a haunting depth in Browning's hands. Adding equal parts of tempestuousness and restraint, Browning handled the sonata.

(Continued on page 38-A)
St. Louis—On Nov. 17, in St. Louis, at Kiel Auditorium and to a capacity crowd of 3,500, I witnessed one of the greatest gospel shows of the year. Included on the list were Edwin Hawkins Singers, Rev. James Cleveland, The Harmonizing Four; Rev. Joseph Linton, his Progressive Baptist Church Choir, Brother Joe May, sung “Don’t Let The Devil Ride.” May has been very ill since Oct. 15, suffering a heart attack, and he had to sing seated in his chair. He is also walking with the aid of a cane.

The most of the super stars, the Rev. James Cleveland, came with his group, the James Cleveland Revelations. The audience was so responsive to their singing that after the concert, the lights had to be turned on and off. Not that there was any disruption of the Lord’s worship, I am asking as the saying goes, “The show must go on.” Rev. Cleveland told the crowd that he was glad he was not last and that he was going to sing until the “Power of the Lord, the power of the Holy Ghost fell on the crowd.” Believe me, it really fell. Next to sing were the Edwin Hawkins Singers. They stood for 45 minutes and sang.

Sons to Join Blackwood

NASHVILLE—In a major shuffling of gospel talent, James Blackwood, and Billy Blackwood, sons of James Blackwood, will join the Blackwood Brothers.

Ed Enoch will join the Stamps Quartet, replacing James Blackwood Jr.

“The return to the family fold of the younger Blackwoods brings the group total to nine, making it the largest ‘junior’ in gospel music. Others are James and Cecil Blackwood, Dwayne Friend, Peter Kaups and Larry Davis.

The four sons of James Blackwood Sr., is not leaving the group, but will pacem themselves a little less strenuously, on the road. At one time the group was the largest ever at the East Coast and by the time the tour is over the group will be down to eight members. The group consists of Blackwood Sr., the new arrivals, and the older members—Blackwood Jr., James Blackwood III, Larnell Blackwood, Al Blackwood and Blackie Blackwood.

Included in the listed Mark V release of the Travlers is ‘Everybody Loves the Sunday School’ an inspirational tune which drew tremendous response at the 16th World Convention of the Full Gospel Business Men’s Fellowship International. The group from Greenville, S.C., drew strong applause from the 4,000 there.

Recording company should definitely know the gospel business and know and what trend it’s going to make to boost record sales. One big group is the feeling that they are going to try to make gospel rock ‘n’ roll or blues or pop-rock. They seem to take the easy way out. They have more work and singing to do, not, because the record company wants him, to record “any old thing,” just to get a record out. The producer or manager should have a list of producers and/or producers and managers that are located all over the country. It is extremely important for the artist to have a feel for what is happening in the wide magazines so that other managers/ producers will be well informed as to their activities regarding location of any type of talent along with the most current thing that is happening.

The recording company is guilty of not supplying the artist with good, or capable musicians. Then they try to exploit the artist. Why not give the artist a chance to make a good showing? For if he artist makes good, the company also reaps the benefits. Often times, the artist has no previous business experience, therefore, does not know the ropes. The recording company should not take advantage of the artist or "use" him because of the lack of knowledge. The artist should be his own manager with his stress here is why he not make available money for promotional use and advertising of gospel records. For gospel records is listened to and supported by many and that exposure through music magazines will help it on its way to be in the running (where it should be), with the other categories of music. Record companies cater only to the artist and if an artist is in that area, the dj should be in the forefront of managers and producers that make available to the artist, a correct accounting of the artist’s talent.

Promoters must be honest! Must pay artist when they perform, and if they fail to do so, most ad and local programs they are promoting on radio, newspaper, direct mail and when possible on television, along with by word of mouth. This is not a simple operation and the artist should, and therefore, will have a greater chance of being a success and not not having to work or lack of advertisement. Advance sale of tickets must be handled properly. The artist should have a guarantee that in the event an engagement is to be cancelled, those responsible, will be liable for damages and not, therefore, will all other necessary steps can be taken. The promotional man should work close with the local dj, so that the dj, will play the artist’s best songs to help advertise the coming attraction. This also buying time at the radio station for spots across the board, for in doing this, the public will constantly be reminded that (Continued on page 40)
PHILADELPHIA — In a “salute to the universality of country music,” a weeklong spectacular of live entertainment and the arts is being staged here. "The Mike Douglas Show" featuring many of the country music stars of the past and present.

Doing away with his usual co-host for the weekly program, Mike Douglas, featured what he called the "world wide, contemporary music festival." But the shows, to be aired in most of the country, will begin the week of Jan. 12, has everything from a salute to the Hall of Fame to the story of the "Grand Ole Opy." The first show features Bobby Goldsboro, Del Reeves, Loretta Lynn, Junior Samples and Bud Wendell, "Our" manager, who taped the shots of the Opry House and told his background. It was a meeting between Wendell and Fred Tast-ashore of the Douglas staff who coordinated the programs Now moved to the series.

The second show features the first nationwide appearance of the Nashville Brass and Danny Davis, the country music RCA group which was selected during the year as the host country for the show. Others on the show were Jeanne C. Riley, Junior Samples, Ken and Margaret Smithers, leaders of the Stoney Mountain Cloggers, who appeared through how to "clog," and Jerry Vale, who performed in country style.

The third show featured one of the strongest groups: Archie Campbell, Peggy Little, Tex Rit, Louie Roberts, Billy Eld Wheeler and another appearance by Sen. Howard Baker (R. Tenn).

The fourth show of the week includes Jimmy Dean, Grandpa Jones, Judy Lynn, Bill Monroe, Ray Price (recalled country poetry), and Dudley, the rodeo horse, which has made most of the country and western costumes over the years.

The final show featured Gene Austin, latest entry to the Country Music Hall of Fame, who played his old guitar and sang one of his recent rare songs. He closed the show doing a duet with Douglas. Other featured performers on the program were Chet Atkins, Connie Smith, Fannie Flagg and David Wade, the country gourmet.

The week has been declared "Mike Douglas Week" by Gov. Buford Ellington. The program will be shown in a few markets a week earlier and in some week later, but the bulk of the showings will be from Jan. 12-14-15-16.

Each of them deserves individual thanks," he said, "because it would have been impossible to do this unique series without them."

On Jan. 27, the show kicked-off the program series, praised the Nash- ville booking agents, the man- agers, the producers.

Working with Nashville bookers Hubert Long and Bobbi Moore, McGuirck said he is con- fident country music has a strong place in New York. It has never been in the past, but many factors were responsi- ble for its demise in Manhat- tan.

McGuirk is hopeful of bring- ing a weekly show to the New York City area, featuring top talent. The New Year's eve show (9 p.m. to 3 a.m.) will be to be aired.

As a special feature, Bill Williams, president of the Country Music Association and southeastern music editor of Billboard is being brought in to act as master of ceremonies for the opening night show.

**Expansion for BMI Nashville Building?**

NASHVILLE—Although no announcement has been made and officials decline comment, a new and expanded BMI building here has been placed in the conference room of that structure, indicating growth is in the works. By Frances Preston, vice president of BMI here, said there would be nothing to re- port at this time. However, the BMI board will be meeting in New York in January, and there is speculation that an announce- ment will be made at that time.

The mock-up indicates that BMI would approximately dou- ble its current size, and engulf

(Continued on page 38-A)

**Writers to Honor Best**

NASHVILLE—The second annual awards dinner of the Nashville Songwriters Association will be held here Thursday, Jan. 17, with some 300 members expected.

Clarence Selzm, chairman of the association's committee, said the featured speaker would be Harlan Howard, one of the most successful of all country writers. Buddy Mize, president of the NSA, will serve as toast- master.

The banquet honors the songwriters "Song of the Year" as se- lected by his fellow Nashville writers. Last year's winner was Bobbie Russell. Building is now known to professional songwriters only. Only songs recorded between Dec. 1, 1963 and Dec. 1 of this year are eligible.

The purpose of the award is to recognize the artistic quality of the song, and commercial success is a prerequisite to winning. The event will be held at the Ramada Inn.

**CMA Board to Meet in Hawaii**

NASHVILLE — The board of directors and officers of the Country Music Association will meet in Will in Waikiki, Hawaii, to transact its quarterly business.

Among the items on the agenda are the annual conven- tion, banquet and show, the network awards for the Music City Pro-Celebrity gold tournament, and such new pro- posed projects as country music on college campuses, a spring country music festival and other matters.

The all-elected officials or their companies pay their own expenses to the quarterly meet- ing.

**NEW YORK — The Sunny- side Gardens in Queens reopened here New Year's Eve with a full- country program. Mike E. McGuirk Jr., president of Cal- tiller Checkers, Ltd., has se- cured the Garden on a long- term contract, and plans to bring country music back here in a big and continuous way.**

**Bretre's Pick Hits!**

The Whole World's Holding Hands—Freddie Hart (Capitol) Hold On—Bobbie Gentry (MGM) What I Really Want for Christmas—Joyce Street (Reena) David—Sunlight Seven (Entrada) By His Love—William Jennings (Ritchie-Dor Ory) Sandy Castle's—The Clouds (Northern) He Will Be With You—Peggy Lee (Norback) Can't Help Myself—Del Reeves (Atlantic) Tall Oak Tree—Tommy Reid (Cherry Lane) For All That I Am—The Cookies of a License (United Artists)


Brite Star's Pick Hits... Brite Star's Pick Hits...
<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label &amp; No.</th>
<th>Peak Position</th>
<th>Chart Week</th>
<th>Title, Artist, Label &amp; No.</th>
<th>Peak Position</th>
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<tbody>
<tr>
<td>1</td>
<td>THE BEST OF CHARLIE ADKINS</td>
<td>RCA Victor 4-4627</td>
<td>23</td>
<td>THE SHADOWS 1960</td>
<td>RCA Victor LSP 4188</td>
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<td>2</td>
<td>JOHNNY CASH &amp; HOTEL DEATHS</td>
<td>RCA Victor LSP 4233</td>
<td>10</td>
<td>JUNE CARTER &amp; JIMMIE REEVES</td>
<td>RCA Victor LSP 4256</td>
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<td>3</td>
<td>HANK WILLIAMS JR. &amp; COBO HALL</td>
<td>MGM SE 4044</td>
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<td>HANK WILLIAMS</td>
<td>MGM SE 4044</td>
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<td>4</td>
<td>A PORTRAIT OF MERLE HAGGARD</td>
<td>RCA Victor LSP 4238</td>
<td>14</td>
<td>BILL HUNT</td>
<td>RCA Victor LSP 4257</td>
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<td>5</td>
<td>TALL DARK STRANGER</td>
<td>RCA Victor LSP 4251</td>
<td>9</td>
<td>THE ASTRONOMER PRESENTS SONNY JAMES IN PERSON</td>
<td>Capitol ST 310</td>
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<td>6</td>
<td>MY BLUE RIDGE MOUNTAIN BOY</td>
<td>RCA Victor LSP 4260</td>
<td>13</td>
<td>BILL HUNT</td>
<td>RCA Victor LSP 4257</td>
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<tr>
<td>7</td>
<td>JOHNNY CASH'S GOLDEN HITS, VOL. II</td>
<td>Sun Sun 101</td>
<td>15</td>
<td>SUNSHINE BAY</td>
<td>RCA Victor LSP 4262</td>
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<td>8</td>
<td>JOHNNY CASH'S GOLDEN HITS, VOL. I</td>
<td>Sun Sun 100</td>
<td>15</td>
<td>SUNSHINE BAY</td>
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<td>9</td>
<td>SONGS THAT MADE COUNTRY GIRL FAMOUS</td>
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<td>4</td>
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<td>RCA Victor LSP 4263</td>
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<tr>
<td>10</td>
<td>GLEN CAMPBELL &quot;LIVE&quot;</td>
<td>Capital ST 308</td>
<td>16</td>
<td>TAMMY WYNETTE'S GREATEST HITS</td>
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<td>FLOYD CRAMER PLAYS MORE COUNTRY CLASSICS</td>
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<td>JERRY LEWIS GOLDEN HITS, VOL. I</td>
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<td>23</td>
<td>LORRAINE LACEY</td>
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**Billboard SPECIAL SURVEY for Week Ending 1/30/70**

- **Artist and/or Selection featured on "The Music Scene," ABC-TV Network**
- **Weeks on Chart**
He returns by popular demand to the Ed Sullivan show Jan. 11

Sonny James
the Southern Gentleman
SOUNDBOOK
Ronnie & Juliet
CASINO 3039
Nine Feet's music for the "Ronnie & Juliet" film, which has made its way to the screen, has been praised this time with the rollout from phonograph. It is the sound of action and emotion from the blacklist. The story is about a young woman named pellets and her boy, played by Black Holly and Laverick. Miss O'Neal and Michael York are enchanting.

PULL THE CARL GORDON
Bobby Goldsboro
SOUNDTRACK, United Artists GSA 9735 (S)
Bobby Goldsboro's pop country flavor is the essence of the album. Once again, he applies his winning style to such pop hits as "Pop Goes the Weasel" and "Everyday's Tellin' " and to some of his own creations like "Mississippi Mississippi" and "Bamboozled Cowboys" for mass market.

JACKSON BLUES
Bob Dylan, Childrens Oratorio
RCA Victor MSC 6458 (S)
The Moody Blues (an all-Asian band) are the stars of this LP. Their vocal and instrumental talents and the use of their long tradition of blends, among the songs. The mood featuring a light, startling melody, is sure to hold the audience and leave themcarried away.

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Come To Shady Grove
Shady Grove

SIDE ONE
Shady Grove
Flute Song
3 or 4 Feet From Home
Too Far
Holy Moly

SIDE TWO
Joseph's Coat
Flashing Lonesome
Words Can't Say
Edward. (The Mad Shirt Grinder)

P. O. Wands
D. Jewkes
J. Cipollina
D. Freiberg
N. Gravenite

J. Cipollina & D. Freiberg
D. Freiberg
N. Hopkins
When You Get There
You’ll Know
You’re Home

QUICKSILVER MESSERER SERVICE

Capitol
SKAO-391
RECORD AND TAPE
SPECIAL MERIT PICKS

- Continued from page 32

No collectors, included in this latest entry are such hits as Gene Vincent's "Bo Diddley," "Be Bop A Lula," "Grandma's Candy," Pat Boone's "Devil's Got My Woman," and others. The rock 'n' roll hits are in a pop and top 40 format. A summary of the week is given in the "40 Hit Sales" section which includes the chart summary, album and Sales data, and a summary of the chart performance for each song.

WILBERT HARRISON--Let's Work Together. (Columbia 1914-5).<p>

WILBERT HARRISON, 66-year rock 'n' roll veteran whose "Here Comes That Feeling" is one of the most enduring side but goodie, returns in "Let's Work Together," a 60's style pop and rock sound to meet the needs of the more pop-oriented fans. The song was featured on a recent album and is a welcome addition to his repertoire.

HUNTER & THE CUBBS--I Don't Care. (Cub 171).<p>

HUNTER & THE CUBBS, a hard rock group, released "I Don't Care," a hard rock song that is sure to please their fans. The song was featured on a recent album and is a welcome addition to their repertoire.

INTERNATIONAL

SILVIA OLGA-CA. Victor V6179-5. [The] Here's an exciting and useful article on the music of Silvia Olga, a French singer. Olga has a way of utilizing the space around her and the sound waves to create a unique musical experience.

AKAR KHAN--Kan-BO. Rama 45682-5. A little-known artist from India, Akar Khan is a master of the Indian classical music. His performance on "Kan-BO" is a delight to watch as he fuses his voice with the instruments to create a unique soundscape.

MAMMA KIN--Shake. (Columbia 6372-5).<p>

MAMMA KIN, a popular rock band, released "Shake," a pop rock song that is sure to please their fans. The song was featured on a recent album and is a welcome addition to their repertoire.

SOUNDTRACK--The Happy Ending. United Artists 616-5. [The] A soundtrack to the movie "The Happy Ending" is now available. The soundtrack features many popular songs that will be enjoyed by fans of the movie.

CLASSICAL

RENO, BENJIE. To the West Wind-Wind-Edwards, James (RCA VICTOR 19-4019). [The] Reno, Benjie's latest album, "To the West Wind," is a delightful piece of music that will be enjoyed by fans of classical music. The album features pieces by various composers, including Beethoven, Brahms, and Chopin.

SHELTER WING--The Shelter Wing Society. Columbia 1516-9. [The] The Shelter Wing Society's latest album, "The Shelter Wing Society," is a beautiful piece of music that will be enjoyed by fans of classical music. The album features pieces by various composers, including Poulenc, Hindemith, and Prokofiev.

SOUL


ALBUM REVIEWS

A POPULATOR. But a sheet music of the week in all categories as posters and other sales, and record charts and review section.

SPECIAL MERIT

Albim albums sales potential that are deserving of special consideration must be included in the sheet music and chart reviews.

More Album Reviews on Page 32

January 3, 1970, Billboard

- Continued from page 29

here. The label is RCA, and the artists are the Stomponians, Bobby Bare, Max Winkler, Benny Barnes, and Charley Pride. He also bulunds Tompall & The Texas Giants for MGM, Marvin Rainwater for Floor Records, and Murv Shiner for Little Darlings. :\n
DELORES SNELLY--represented the Top Billing Agency and several country music shows at the fair meetings in Chicago and Des Moines, and had a rash of suc- cess. She will go out on fair tours throughout the Midwest, Minnesota, Ohio, Missouri, Maryland, Nebraska and Pennsylvania meetings in January.

LARRY ARMENT has joined the editorial staff of Personnel Publisher, and promotion and publicity for entertainers. He's an old pro in the business. . . .\n
JEANINE DAVIS--and won a number of awards, all involved in the country music business, while going through here, dubious looking songwriting push with expressed devotion for the business. . . .\n
Billy Ed Wheeler, who exudes talent, has many things going. He read poetry about Nashville from his new book, "Song of A Valley." He's now going into his second printing and has added a number of new songs and new ways of Scott at the CMA Hall of Fame, and has co-hosted the local Barbara Moore television show. . . .\n
FRAY KIMBROUGH has been in Hawaii for 10 years. Christmas, is joined by a group of young musicians called "Hawaii West. . . .\n
Jack Barlow is off on a tour of Kalamazoo, Sturgeon and Illinois. Formerly a p r man for Royal American Records, he is now performing and singing again. . . .\n
"Starland," he won "New Year's Night" new single. . . .\n
"Pearl," whose new cook book is a best-seller, holds the holidays同志grams . . . .\n
Show Biz articles have been written about for the New Year's Eve show, . . . .\n
Hampton, New York. The show is for two weeks. . . .\n
Hubert Long's song, titled "New Year's Eve" for New Year's Eve appearances all over the country. . . .\n
Rolling Stone is the latest of the above, and they have featured articles on New Year's Eve. . . .\n
Record World is the latest of the above. . . .\n
Only those buildings on the west side are affected. . . .\n
Directly adjacent to the Country Music Hall of Fame and Museum, BMI eventually will face the new ASCAP building, now a block away on 17th Avenue, which is being structural and facing the boulevard once it is completed. ASCAP recently decided to locate its modern, large Nashville offices, with Copenhagen, and Brussels, in order to indicate its location for all to see. The new move by BMI again emphasizes the growth of the society here.

WEXL CONCERT EPIC--"Continued from page 29. . . .\n
Hank Williams and Jimmie Rodgers. Considerable time was given to the Earle Family, Johnny Cash, and the group's history, and its main points that are celebrated or charted.

WEXL CONCERT EPIC--"Continued from page 29. . . .\n
The program continued with Richard Cumming's "24-7 Paces," a series of short pieces that vary abruptly in mood and style, alternating painful dissonance with gentle lyricism and snatches of dance music.

After two lush and romantic "Etudes-Tableaux" by Rachmaninoff, the evening concluded with the program with the two "Etudes" by Scriabin, two of the earliest and most popular pieces by the Russian composer.

NANCY ERLICH

Patrice, with Don Woods And The "EARTHMOVERS" EXCLUSIVELY ON GOLD STANDARD RECORDS For Dj copies contact: Zeko Clements, 726 16th Ave. So. Nashville, Tenn. 37203, Phone (615) 446-6749

Special Merit Picks...

Phile Ralby, Don't Take Your Love To Town" is heading for No. 1 in England now. It's a Credwood tune, and the album is quite a find for major surgery, but will he back soon. Debbie Lynn Pierce, 39-year-old daughter of Webb Pierce, has signed a five year contract with Decca. A trained pianist, she also plays the 12-string guitar. . . .\n
Dick Bloom and Pat McKinney were selected to entertain with elite annual Bermuda Horse Show in Hamilton. No country act had ever played this affair. Both record for Charlie "Pan Man Jake," which tells the life of a construction man, was authored by Pat Riley, an earthmoving, equipment operator for General Motors at Hudson, Ohio. It's on Gold Standard label.

Leroy Van Dyke, a ripe artist, follows a nine city midwest concert tour for promoter Hal Peebles with a two week engagement at Denver's Taylor sugar club beginning Jan. 13. . . .\n
Radio station WKED presented its annual "Holiday Show" Thursday at 10:15 a.m. on WLC, in one performance. Among those on the program were David Houston, Charlotte Stone and Grandpa Jones. . . .\n
Jimmy Fargo and a wife had purchased the former home of Warner Mack, which gives a musical quality. . . .\n
Stage Check conducted by Dr. Ray Dade took the plunge. The mar- ried giving the former Mrs. M. Robinson in Atlanta. Bob Arthur, guitarist-songwriter for Mercury Records was recently elected to both writer and publisher membership in ASCAP. His new firm is West Plains Music. . . .\n
A new time friend and associate of Chet Atkins is here now doing a 12 hour week, a.m. to noon, on WLC. Eddy Payton has joined the staff of WKLW in Knoxville, the man is . . .\n
Merce Haggard & Bonnie Owens have terminated their booking contracts with Omae Artist Corpora- tion. . . .\n
Wexl Concert under contract. Shell will produce all sessions.

Entrances Patrons...

Continued from page 27

and surrounding islands during her Jan. 15-25 tour. "The Mel Tills Is A Boy. Don't Take Your Love To Town" is heading for No. 1 in England now. It's a Credwood tune, and the album is quite a find for major surgery, but will he back soon. Debbie Lynn Pierce, 39-year-old daughter of Webb Pierce, has signed a five year contract with Decca. A trained pianist, she also plays the 12-string guitar. . . .\n
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NATIONAL MARGUERITE'S JURY

WILL RECONVENE JANUARY 5, 1970

The Record & Music Industry Meet For Lunch & Dinner At... Gene Norman's

2420 Sunset Strip/Firehouse Phone 656-1313

The Nashville Scene...
**NEW POPULAR RELEASES**

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<td>JOHN HOLLAND/DEAD END ORCHESTRA - Decca, EE 1070</td>
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<td>D</td>
<td>FRANK HARRISON - Music to Make You Sing, SP 1020</td>
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<tr>
<td>E</td>
<td>ENNIO MORRICONE - The Godfather, SP 2030</td>
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<td>F</td>
<td>LES BAXTER - A Million Ways, SP 2040</td>
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**NEW CLASSICAL RELEASES**

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**NEW ALBUM RELEASES FOR JANUARY**

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Butterfly cut their first live album at the University of California at San Diego. Steve Rosenthal, a member of the San Diego International Sports Follies, killed himself in his dormitory room in February. The band members are: Steve Rosenthal, lead vocals; John Franklin, drums; and Richard Wayne, bass. They are in the process of booking their first concert.

From The Music Capitals of the World

DOMESTIC

* Continued from page 15

The major record companies are being held

on their earnings for the second straight year.

However, the companies are still making

money, but at a slower rate than in previous

years. The companies are also facing

increased competition from the independent

labels, which are gaining ground in the

marketplace.

The Wall Street Journal reported that

the major record companies are cutting

back on their spending for advertising and

promotions. This is due to the slow growth

in the music industry and the rising costs

of production and distribution.

The Independent Music Industry Association

(IMIA) is calling for a moratorium on

additional tax increases for the industry.

The IMIA believes that the current tax

system is unfair to the music industry and

is inhibiting the growth of the independent

labels.

The IMIA is also lobbying for an increase

in funding for music education programs in

schools. The IMIA believes that a strong

music education program is essential to

the continued growth of the music industry.

Gospel Scene

* Continued from page 26

for just about everybody loves gospel and a good play of the gospel music, won't hurt anyone.

Also featured in the issue was "The Good Old Filmed" Writers and arrangers. This is such a limited field for good writers and arrangers, (gospel) are hard to find. In the black gospel field, the time that they have to do what that are doing anything, are just a "handful." This is not because there is no talent, and arrangers, but simply because it is very difficult for a black writer/arranger to hold a place among the publishers and record companies. Take a look at the white gospel singer/songwriter industry. The songwriting is an art form. The majority are given priority over the black artists and all the black exposure is given them, opportunities are much better, recognition is much greater, as a matter of fact, he writes a song, he usually let a white group hear it first, and if that can't happen, he's lost. The black writer/arranger is always looking at that dollars sign. S.O.S. Record companies-publishers, give the black writer/arranger a chance. Picking up a writer, when the art comes to his area, pay his records, pick out the best selections of the artist. Keep record companies-informated of what is going on in your area. You must keep your records of yours with BMI and ASCAP, so that the writer/arranger get their credits.

Your listeners informed as to what is going on, not only in your area, but also through out the gospel media. Be honest with your listeners regarding the cancellations of gospel music. Inform the public the truth why programs are cancelled. The dj is certainly not responsible for or to the artist. However, the dj, does owe it to his listeners the truth about all cancellations. We need more capable people to book good gospel acts. Such as the Sunworship Agency in over all truth about question, need a black gospel booking agency that will also support black acts and make sure we can't act appear in a professional and business like manner. Also, the dj's and capacitor to book gospel acts in areas where they know they don't want it as well as they were sent elsewhere, but wherever area respond to that particular group, send them there, where they will be able to book a group without a problem.

NATRA should play a much bigger role in gospel, take more interested in the upcoming artist. They should start setting up workshops at the national and regional meetings to assist the members, artists, promoters and record companies in solving technical problems, to give professional education in all. More thought and energy should be given nationally to gospel. In the workshop, either recognized artist or talent be invited, but also this should be a place to spotlight unknown or potential talents. NATRA should appoint people to be able to answer and instruct those of us with problems in solving these in their areas.

Do not get the wrong impression. Most groups I have had the opportunity to talk to last year, stated that the biggest problem is finding a place to perform, where are the white ears being trustworthy. And that if we were all able to come together, to free hands, to give a group a chance, they would make good gospel, but the problem is not that no one record company, no one publishing company, no one management company, could contain the growth and success both financially and technically that the gospel field has had. A record company is needed to make money, make money as to be spent. We are all aware of how new records are coming out just in the past year. Companies are cleaning up in the gospel field. These of you who have not been first hand of gospel, why don't you take a listen. In particular, "women's group," "men's group," for you or only gave gospel a chance. We need your support, we need your help, we need your audience. There are people who might be kind enough to write to me, to let me know what is happening. They have also reached them, too. Continue to let me hear from you. Best of luck for a good year in gospel. I pray that God will Over Shadow you with Peace and Prosperity, Everpresent with Love for all mankind.


MEMPHIS

B.J. Jones making a debut at an August show in the South Colli- nile Riffe return for a two-week stint at the University's Student Government. More than 100 companies, including the Common People, who have been listening to the band's music, started for the first time, to really see what the band's music is all about. The Common People have been gaining a lot of attention for their recent album, "Solid Gold.

Colonel Tom, a former member of the band, has announced that he is going to record his first solo album. The album is expected to be released later this year.

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1970

GMA Meet in Nashville Set

NASHVILLE - The first quarter of 1970 was one of the
year involving the newly elected board of directors
Music Association will be held here on Monday (3),
Bank will be the meeting place.

The new GMA officers were recently elected to serve their third con- secutive term as president of the organization. He is an executive administrator and international relations di- rector of the GMA. His firm's partners are Todd Haynes, first vice president; Richard Powell, second vice president; Marvin Nor- cross, treasurer; Bill Gehker, secretary; and Alphonso Boyd, executive secretary.
Musical Instruments

Rock Music Explodes On Educational Scene

*Continued from page 1*

a special arrangement for stage bands. "The Three Dog Night single of 'One' actually brought that to my attention," Cimino said.

"But there is only the way to keep kids interested in music," said Arnold Rosen, Alfred Mu-
sic, Atlantic City, N.J. "There is the American heritage and it's a short step from jazz to rock." Alfred said that since many com-
posers not connected with the popular music field were becom-
ing attracted to the new em-
phasis on jazz and rock in music education. Among composers in-
volved at Alfred Music are Don Sebesky, Joseph Scinanni, Dr. Saul Feldstein and Manny Al-
bam. Alfred's jazz-rock ensem-
ble music was performed recent-
ly by the New York University Stage Band at the New York Music Educators' Association convention. The series of books consists of associations such as "Harbor Fair," "Timetables," "Diana Flower," "Red Phan-
tom" and "Tilting at the Pro.
do." The books sell for $5.

Also reflecting the emphasis on contemporary music in edu-
cation was Sam Sommer's "New-
ner Bros./Seven Arts, whose firm is rushing out stage band, march band and vocal choral ar-
rangements of "Leaving on a Jet Plane," the company's top selling single record by Peter, Paul and Mary.

Don Canehy, educational mar-
keting director, CBS Musical In-
struments, said that by the end of the month there would be 10 new stage band arrangements for guitar and rhythm section from arrangers such as Ralph Carmichael, Ralph Burns, Marty Paiche and Benny Golson.

"This is a constantly growing field, we keep growing for some time," Emily Berk, of Big Three Music, said in speaking about the company's need in the short time we have had it out. The company contains such songs as "Aquarius," "Let the Sunshine In," "Easy to Be Hard."  

Doric Organ Bankrupt; to Hold Auction

NEWARK, N.J.—The Doric Organ Co. of Morristown, N.J., declared bankruptcy in Circuit Court Wednesday here. The com-
pany had been a producer of small combo organs. A public auction of the remaining assets will be held on Thursday at the company headquarters.

The company has been in-
acceptably with the collapse of the last major promotional efforts was a $50,000 sweeps bigot to aid dealers in selling the company's organ during late 1968.

Guitar Makers Woo Teacher As Educators Warm to Rock

CHICAGO—Musical instru-
ments manufacturers are banking on the guitar entering school music programs as a corollary to the acceptance of rock music arrangement for band and school orchestras. With stage band and the popular "Spinning Wheel," made popu-
lar by Blood, Sweat & Tears and many other recent hits, acceptance of the guitar by educators is increasing. As a result, there is a great demand for new and different instruments. Some music educators still dis-
agree however.

Two exhibitors not showing guitars this year but planning to bring them along to education shows in 1970 included Yamaha International Corp. Gretsch, George H. Gretsch's exhibit pointed to the success of Dr. Herman Slatmye's guitar instruction course utilizing a teaching program developed by Baldwin, a sister company. Slat-
mye is connected with the Uni-
versity of Chicago Circle Camp-
us.

The most enthusiastic booster of the guitar as an educational tool is John C. Canady, president of Doric Organ Co. His firm's Rhodes Model 73 electric piano is being used in the stage version and in the classroom and in Los Angeles. At the show here, CBS exhibited its guitar and rhythm section format for stage bands. "This is a concept the kids love and the teacher that goes with it," Canady said. "Music directors and teachers want to motivate kids—the way to do this is through music they relate to. There are still skeptics, but the need to motivate kids is chang-
ing the way of thinking of music educators.

Although the majority of music educators are some of the early converts to rock, many of them who have learned to love the genre do not feel that rock is a very valid music, especially with the advent of significant rock music, such as "Sgt. Pepper's Lonely Hearts Club Band" by the Beatles.

"Although I don't teach guitar,
I do teach rock," Canady said, espically with the advent of significant rock music, such as "Sgt. Pepper's Lonely Hearts Club Band" by the Beatles. 

Bills passed the Senate was signed into law, making it unlawful for persons to sell to the 1970s, and how to set up a profitable educational program in a store. The bank is owned by Van Johnson and Van Johnson & Associates, headed by Van Johnson and Forrest Tucker, the latter of whom was "The Pro-
fessional."
WE ARE GOING AFTER #1
WE ARE #2—WE TRY HARDER

THESE ARE THE HITS—
"DIZZY"
"DON'T IT MAKE YOU WANT TO GO HOME"
"CHANGE OF HEART"
"CHERRY HILL PARK"
"GAMES PEOPLE PLAY"
"HEATHER HONEY"
"I'VE BEEN HURT"
"JACK AND JILL"
"JAM UP AND JELLY TIGHT"
"MIDNIGHT"
"ROSE GARDEN"
"STORMY"
"THESE ARE NOT MY PEOPLE"
"TRACES"
"WALK A MILE IN MY SHOES"
"WHAT KIND OF FOOL DO YOU THINK I AM"

THESE ARE THE WRITERS—
BUDDY BUIE
JAMES COBB
BILL GILMORE
EMORY GORDY, JR.
ROBERT NIX
TOMMY ROE
JOE SOUTH
FREDDY WELLER
RAY WHITLEY

THE LOWERY GROUP
LOWERY — LOW-SAL
LOW-TRI

THANKS TO EVERYBODY WHO MADE 1969 A GREAT YEAR.
ALONG WITH YOU, WE ARE LOOKING FOR A BIG '70

LOWERY MUSIC CO.
P.O. BOX 9687
ATLANTA, GEORGIA 30319
(WHERE THE HITS KEEP A COMIN')
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**For More Information:**

1. **Billboard Magazine**
2. **Billboard Database**
3. **Billboard Archive**
THE FLAMING EMBER—SHADIES OF GREEN
(Prod. A Groovepeg Prod.; Writers: Dinah-Williams, James Hargrove) Full Power, BMI—Sold beat rocker with an emotional vocal workout has all the ingredients for a hit. Can easily grow into a single. Flip: "You Will Be Missed" (Gold Forever, BMI). Hot Chart 1163

SAI—LIFE IS A BEAUTIFUL THING
(Prod. Art Wayne & Howard Boggs; Writers: Franchini, BMI) New find comes on strong with compelling original line to a swinging beat. Top vocal work and infectious arrangement. Light folk guitar potential here. Flip: "Nothing Is Wrong" (Gold Forever, BMI). Hot Chart 1163

COLD BLOOD—You Got Me Humming
(Prod. D. Robinson; Writers: Porter-Hayes, F. White) Peace West Nevada, BMI. The past Saw & Siren hit is spotted in a funky beat and swinging vocal workout. Must chart potential here—both soul and pop. Label handled by Atlantic, San Francisco 40

SHOOT THE BIG BULLY
(Prod. John Meek & John Stewart; Writer: Stewart) Janmary, BMI—Stewart made a chart impact with his "Ammonite," and this commercial rocker with clever lyric line will put him higher on the Hot 100. Strong entries. Flip: "Earth Riders" (January, BMI). Cappil 2711

SPOTLIGHTS Predicted to reach the top 20 of the HOT 100 Chart

MARVIN GAYE—HOW CAN I FORGET

SONNY JAMES--IT'S JUST A MATTER OF TIME
(Prod. Wes Hicks) (Writer: C.B. Langston) Epic, BMI—The Southern Gentleman kicks off the New Year with a solid change of pace in this powerful ballad that will take him right to the top. An other top performance that can't miss. Flip: "This World Of Ours" (Warner, BMI). Capitol 2790

THE COMPTON BROTHERS—CHARLIE BROWN
(Prod. Kenny Hart) (Writers: Luck-Davis, Grippe, BMI)—Cutter country treatment of the past pop hit will have no trouble equaling the success of their recent "Hunted House" smash. Top performances. Flip: "Just A Dream Away" (Two Brothers, ASCAP). Dot 17226

Buddy Alan—Big Mama's Medicine Show
(Prod. Ken Nelson) (Writer: Alan) (Blue Book, BMI)—Alan's "Laid" put him high on the chart and this clever, original rhythm item will take him to the top. Strong entries. Flip: "(You Can't Call This) Home"

CHART Predicted to reach the top 20 of the HOT COUNTRY SINGLES

JIMMY SNYDER—The Chicago Story
(Mercury, BMI). MASTYDE 1001

BARBARA CLARKSON—One Mr. Badwater
(Windjam, BMI). STOP 1537

CHART Predicted to reach the top 20 of the TOP SELLING R&B SINGLES Chart

MARVA WHITNEY—HE'S THE ONE
(Prod. A James Brown Production) (Writers: Brown-Bolland) (Dysartne, BMI)—Panned by James Brown and Mark Ballard, this driving R&B masterpiece should trip right up under the soul chart. Top vocal workout on strong material. Flip: "If You Are Still In Love With Me"

CHART Predicted to reach the top 20 of the TOP 60 POP SPOTLIGHT Chart

SPOTLIGHTS Predicted to reveal promising singles desiring special attention of programmers and dealers.

COLD BLOOD—You Got Me Humming
(Prod. D. Robinson; Writers: Porter-Hayes, F. White) Peace West Nevada, BMI. The past Saw & Siren hit is spotted in a funky beat and swinging vocal workout. Must chart potential here—both soul and pop. Label handled by Atlantic, San Francisco 40

VIC DANN—If You Never Knew Your Name (Prod. Ted Glasser) (Writer: Diamond) (Noel Diamond, BMI)—The Noel Diamond driving ballad terror in strong number for Danno that all has the ingredients for a hit. Can easily grow into a smash. Flip: "You Will Be Missed" (Gold Forever, BMI). Hot Chart 1163

PATTI DREW—Wild Is Love
(Prod. Corona Prod's; Writers: Wayne-Randall) (Com: ASCAP)—The first favorite on a recent review of a smooth vocal treatment with much potential for the Easy Listening and Hot 100 charts. Strong programmer. Capitol 2712

AL HERT & HUGH MONTGOMERY—Viva Max March
(Prod. Bob Fink) (Writers: Gino-Senbelle, Gino-Senbelle) (Commonwealth, BMI) Burt Bacharach, BMI—Sold beat rocker with an emotional vocal workout has all the ingredients for a hit. Can easily grow into a single. Flip: "Don't You Wanna Wind Me" (Gold Forever, BMI). Hot Chart 1163

JANUARY 3, 1970, BILLBOARD
Disk Up to Dealers In Italy; Retail Stays

• Continued from page 1

rius), Carlo Barbaraschi (EMI); Luigi Androni (Fonti + Cerra); Sergio Di Gennaro (Messaggerie Musicali); Francesco Paladino (Phonoart); Luciano Bernacchi (RCA); Renzo Benini (Ricordi); Piero La Falce (Ri-Fi); and Amilcare Silvestri (SIF). Reasons for the decision were given as the general rise in costs and the need to stabilize list prices.

Said Franco Paradiso: "Since 1961, records have remained at the same price while costs have increased. The increase in wholesale prices was clearly inevitatable."

"The effect of this move is to create a recommended price structure," said Renzo Benini of Ricordi. "We hope that this will prevent the retailer from selling singles at less than 750 lire ($1.20) as has often been the case. There are shops which have been selling singles for 650 or even 600 lire (96 cents)—particularly electrical shops and some chain stores which keep a few records for customer convenience and not as profit items."

"Our decision therefore seems to me to be a positive one, helping the record market, even though it may initially cause accounting problems, particularly in complex outlets like chain stores."

At Yule Boom

The price increase came at the peak of the Christmas sales boom, and Giancarlo Bongiovanni, owner of the Bongioanni store in Rome, feels that it will hit hard at those retailers who made a practice of selling at loss. These retailers will unswervingly continue their policy and will simply have to settle for a smaller profit margin. On the other hand, it is assumed that many retailers will raise their prices to the consumer."

(Continued on page 51)

Norway Chart Springing Hip

OSLO — The last half of 1969 has seen a dramatic change in the current in Norway's LP charts as underground, blues and experimental music have taken an increasingly important hold here.

Whereas Decca's John Mayall was at one time the only pop blues artist to make the charts, recent months have seen chart entries the Broadway cast recording, "Hair," by RCA, Lou Zepollini's second Atlantic album "Stand Up" by rhythm and blues Island, "Then Play On" by the Fleetwood Mac on Reprise, Blind Faith album and "Sara" by Ten Years After, also on Polydor.

Both "Hair" and "Then Play On" and Ten Years After were recently in Oslo for personal appearances which contributed significantly to sales.

Milan — Ri-Fi has begun distribution of its second series of "strips" (Billboard, Dec. 20), the three-disk package of 45 rpm records which retails at 1,000 lire (1.60) per strip. The second series includes Christmas records and folk tales as well as popular music.

Piero LaFalce, Ri-Fi sales manager, reports that sales of the first strip releases were satisfactory. "The majority of retailers receiving the first strips have reordered," he said. "In addition we have increased our sales outlets with supermarkets of the SMA chain and 25 of the 40 of the Tekna store chain. The remaining 25 are still awaiting their licence to sell records."

La Falce said Ri-Fi was concluding agreements with the Big 5 supermarket chain and was in initial discussion stages with a third regarding the sale of strips.

San Remo Fest Plans Rolling

MILAN — Elio Raddelli and Claudio Riva have been authorized to organize the 1970 San Remo Festival to be held Feb. 26-28 in consideration of depositing $80,645 with the San Remo as a sinking fund.

The decision was reached at a meeting in Bologna, where Giuseppe Viale, the mayor of San Remo; record companies belonging to the industry association, the AFI; and the two organizers, three days later it was ratified by the San Remo City Council.

The record companies regard the association of Errolta with Riva, both of whom have independently produced the festival, as a guarantee of efficient organization.

Meanwhile, the AFA, previous organizer of the festival, has appealed against its bankruptcy.

Jones, Beatles, Hopkin Head Grand Prix Poll

HELSINKI — Tom Jones, the Beatles and Mary Hopkin all retained their titles in the Grand Prix 1970 poll organized by Souunik.

Tom Jones beat his nearest rival, Elvis Presley, by 4,000 votes in the male singer category; and Mary Hopkin beat Lulu by 5,500 votes in the female singer category.

Second in the foreign group section to the Beatles were the Rolling Stones, and Janis Joplin was voted top foreign musician. Voted top international song of the year was "In the Year 2525" by Zager and Evans.

In the national section of the poll, none of the year's winners retained his title.

Voted top male vocalist was Kirby, top female singer was Kristina Hautala, top group was Erno and the top musician Ronnie Osterberg, "Eloise" by Tapani Kansa was voted top Finnish hit of the year. More than 10,000 young people voted in the poll."

Bendiksen Deals With U.K. Indies

OSLO — Arne Bendiksen's record company has acquired representation of the British independent labels Trojan, Upsetter and Chrysalis through its agreement with Island Records.

This means that the other companies in the Sound group with handle these labels in the other Scandinavian countries — Sonet in Sweden and Dansel Grammophone in Denmark.

Bendiksen's publishing house has secured Norwegian representation of the Warner Bros. Records catalog and from Stock- holm's Musikproduktion Bendikson has acquired the subpublishing rights of the record Gainsbourg hit "Jet Aimee... Moi Non Plus." A local version of the song has been made by Karlien Orchestra for Bendiksen's Toronto label.

2 Young Singers Selected As Favorites in Israel Poll

'TEL AVIV — Two young Israeli singers, 19-year-old Igal Bashan and 18-year-old Rim Zohar, were voted top male and female singer, respectively, in the Top 100 Debut and two radio popularity polls.

Rikka Policy was unexpectedly a soloist with the Navy Variety Ensemble and Bashan is a member of this radio entertainment group, the North Command Variety Ensemble. The Top 100 Debut was presented by the Government's Shidorei Israel station and the Army's Galeli Zeha station.

Reggae Label To Bow in U.K.

LONDON—MCA UK's Reg- gae label is expected to be introduced this new year, using only authentic Jamaican artists for whom the label has not yet been de- cided. The company has signed a production deal with Count Prince Miller, who records singers Errol Daniels and the Bana- na Busters, and will be looking a talent scouting trip to Jamaica shortly.

Storm Rages on German Entries

MUNCHEN — A storm has blown in West Germany over the selection of artists to compete in the eliminating con- test to find the singer to repre- sent Germany in the 1970 Euro- vision Song Contest.

Reason for the controversy is that only two of the singers picked are German-Liberty's Katja Ebstein and Ariola's Reiner Schoebel. Other artist selected at Josef Lauter (Caten), David Alexandre Winter (Variet), Kurt Kirsi (Teldec) and Edina Pop (Phonogram).

Norwegian TV Contest to Do

OSLO — The annual talent contest for the Norwegian radio and television system will be won by the duo of Nina Johansen and Rune Walle.

The team has added Indian flautist Satnam Singh and is re- cording under the name of Oriental Sunshine. The group's first single, released by Norsk Phonogram, is "Mother Na- ture," written by Blank and Hoine, backed with Nina Joha- nensen's own "Visions."

Norway Theater Policy Clicking

OSLO—Norway's only music television station, the Chat Noir, traditionally closed on Mondays, has been having such success in recent weeks with special Monday performances by visiting artists that the policy will continue through 1970.

In the last few months, France Gall, Lolee, Tony Scotti, France Gall, Lolee, Tony Scotti, King White and Carlos Azzran, UK's Ten Years After and Holland's Cor- nelis Vreeswijk have made Mon- day night appearances with great success.
RCA HONORS ICE PLAYERS

TORONTO — RCA has released a single which honors Canadian National Hockey League player, Bobby Orr, who plays for the Boston Bruins. A side of the new A, J. Thicko disk, "Wondrous Bobby Orr," is aimed at the Top 40 market while the B side, "That Boston Danny," will probably be picked by easy listening stations. A few years back, RCA's "Clear the Track, Here Comes Shuck," which saluted another hockey sports hero, climbed to the top of a number of charts here.

"Hair" Writers To Do Version

TORONTO—Gerome Ragni and James Rado, authors and original actors of the rock musical "Hair," have been named to direct the city's production which is set to open at the Royal Alexandra Theatre Jan. 11. Venture marks the first version of their hit show that the writers have directed. The pair have hinted that they might introduce some new songs into the local production.

Toronto version features a number of recording stars in the cast. Gale Garnett, 1965 Grammy award winner for "We'll Sing in the Sunshine," Decca's Terry Black and Ito's Frank Moore.

Library Adds 6 New Stations

TORONTO—Canadian Talent Library has added six new radio stations to its subscription roster bringing the total number to 164. The stations are: CKUA-AM and FM, Edmonton; CFRB, North Bay, Ont.; CKCG, Chatham, CEGP, Grande Prairie, CCRB, and CKLW, Windsor. CTL has also expanded into the university market. By specific arrangement, all CTL's 122 recordings are now available to the University of Toronto's "Radio," a wired system operated by a community service by the Student's Administrative Council of the university. CTL expects to extend this arrangement to other university systems in the future.
Polytel Set In Hamburg

HAMBURG — Polytel International Film and Fernsehen GmbH, 100% subsidiary of Polytel NV Amsterdam, has been set up in Hamburg as a television production company which will handle distribution of videotape programs. Eighty percent of Polytel belongs to a holding company in which Philips and Siemens are partners and the remaining 20 percent is held by Studio Hamburg.

Polytel Hamburg will handle distribution, import and export of TV programs, especially co-productions, establishment of a program library and production and distribution of videotape programs in conjunction with Philips and Deutsche Grammophon companies.

The foundation of Polytel International, Hamburg, is a further development in the production of Polytel Film and Fernsehen GmbH initiated in 1965 by Gyula Trebizich and now managed by Colin Sliveveld and Trebizich. The company will handle the newly eight videotaped in color and numerous shows, feature programs and documentaries.

MEETING TOGETHER at the Hotel Royal, Copenhagen, to celebrate the opening of the Danish branch of Stig Anderson Musikforlag A/S are left to right: Jorgen Mortensen of Stig Anderson Musikforlag; Kurt Kikkenberg, director of Danish EMI; Rolf Petersen of Morgenstern; Per Sorensen of EMS; Gustav Winkler of Sonet; Stig Anderson, managing director of Octav A/S; Jan Friis of Nordisk Polyphon and writer Thoger Olesen.

Norwegian Tune For U.K. Film

OSLO — An instrumental version of the Norwegian entry for the 1968 Rio Song Festival, "I Feel So Strong," will be used as the main theme for a U.K.-made Western film.

The song, renamed "Hannie Caulder," the title of the film—was acquired for U.K. by Mike Margolis of Harmelane Music, which will publish all the music for the film. Other songs featured in the film are being commissioned from British writers.

A series of films on the Han- nie Caulder character—a girl gunslinger—is planned and there are merchandising plans incorporating Caulder comics and books. The Hannie Caulder theme has been recorded by the Mike Kane Orchestra.

MEDAL TO CHIEF OF JAPAN ASSN

TOKYO — Yutaka Ando, president of the Japan Phonograph Record Association, has been decorated with the Medal with Blue Ribbon for his many years of work in contributing to the development of the Japanese phonograph industry.

The honor was conferred by the Japanese Minister of Education, and after the ceremony, Ando went with other recipients to be received in audience by the Emperor.

Class Sues Foundations

LONDON — Barry Class, manager of the Foundations for the past three years, is taking legal action following the group's departure from the Class Organization to join a new management agency company headed by Mike Dolan of Mar- quee-Martin Ltd. and John Dawson.

In the high court, Judge Mc- Garry granted Class temporary injunctions restraining Dawson from disposing of any documents relating to the group's acting on behalf of Class and/or Class Management; directing that any monies received by Dawson, Dolan or Marque- me-Marquee Ltd. are received on the basis that 15 percent goes directly to Barry Class under the terms of his management agree- ment subject to these being sums or contracts negotiated prior to Nov. 28, 1969 on which the Foundations served notice of intent to breach their contracts with Barry Class and Class Management; that Dawson must deliver up all documents belonging to the plaintif- fants.

All record royalties for the Foundations have been frozen.

OPERATION of the new 8-track studio of Cinema-Audio, Inc., is in full swing. First album to be recorded in 8-track the Philip- pines is "My Pledge of Love" by Edgar Morita (World). This con- tains 10 compositions by Darme Subido.

The first movie soundtrack to be recorded in 8-track in the Philippines is that for "Mad Generation" which stars Tirso Cruz III (Victor and Victor Wood). Victor and Victor Wood, Inc., has just released the first LP of organi- zedreally Coloma. It is titled "An Evening of Philippine Music" and carries popular Filipino contem- porary songs, Coloma has recorded selections for six albums for Mare- so.

"Hello, Dolly!" is showing in four theaters here. At the time, Marco has simultaneously released the LP soundtrack. Said Juan debuted with "Said" on Coloma. The Marco re- leased "Chinese Cartoon Testify- ing" (Atlantic). "Johann Strauss' Greatest Hits" for the Ormoly Philadelphia Orchestra (Colum- bia), "People" by Johnny Mathis (Columbia), "Visit" by Bobby Vinton (Epic), "Felicitos" by Jose Feliciano (RCA Victor), "Law- rence Welk Plays..." by Johnny Carson (MGM), "Lobster Festival" by Charlie Randolph Grean Sounds (Riverside).

OSKAR SALAZAR

Favourites in Israel

• Continued from page 48

was in the "Mandolin" when it was color televised by Channel 2.

Pact With Tamla

• Continued from page 48

starting to dig the Detroit sound. Meanwhile, CBS has also acquired distribution rights for the Electra catalog, formerly represented here by Unates. First Elektra release by CBS is the Doors' album, "Soft Parade."
Germany Sales Up to 8% in '69, Spurred by Dutch Singer

By MIKE HENNESSEY

After the remarkable 16 percent increase in sales in 1969 in Germany are expected to show an increase of between 5 and 7 percent this year.

The jump last year was almost entirely caused by phenomenal sales of the Dutch boy singer Heintje who alone accounted for 10 percent of total sales with their top-selling singles and two top-selling albums.

Heintje records for CNR in Benelux, Allied in Germany, speaking territories and has been signed for the rest of the world by Deutsche Grammophon.

Said Kurt Kinkele, director of DGG: "Heintje has proved that it is possible to sell the largest amount of records in the last nine years but LPs have jumped from 130,000 in 1960 to 33 million this year.

And Werner Vogelsang of Phonogram thinks that LP sales will pass the 50 million mark by 1972, with singles still static at 30 million.

As in other countries, album expansion has been accelerated in Germany first by the introduction of the LP (1962), and then the advent of the super budget line in 1965.

The current price structure is: Super budget: 3.95-6 marks. Budget: 7.50-10 marks. Middle price: 12.80 to 16 marks. High price: 19-28 marks. Singles: 5 marks.

Classical sales represent between 26 and 30 percent of the total and are largely accounted for by the product of four main companies: Deutsche Grammophon, Teleck (which has 11 complete operas in its catalog), Phonogram, and Electrola.

Sales Breakdown

The breakdown of sales into domestic, foreign, and export market is more difficult to establish on an all-industry basis. For example, Deutsche Grammophon estimates that 60 percent of its sales are accounted for by foreign sales and 40 percent of its album sales are accounted for by domestic sales.

Electrola, on the other hand, draws 60 percent of its turnover from sales of foreign product. And, said managing director Dr. Wilfried Jung, "40 percent of our international sales come from the product of third-party companies like Tamla."

Sales of U.K. and U.S. product in Germany in the future will continue to annoy those in the U.K. For example, one of the records that probably released the Beatles' album "Abbey Road" sold 150,000 in Germany compared with 130,000 in Britain. And the Fifth Dimension's single "Aquarius" has done better in the U.S. than in the U.K., where it sold 70,000.

On the other hand there is a strong movement in the industry to develop the German product and Siegfried Loch of United Artists sees the young record buyers

split into two distinct camps — the Anglo-American product and those who are faithful to German produced records. "And, too," he says, "there seems to be no overlap."

Wilfried Jung of Electrola says that his company had been weak in local production, "but we are concentrating more on local production now and the 25 percent turnover increase we recorded in 1969 was due to the turnover of the current financial year, a high proportion came from our sales of German artists."

Bridging Gap

Bridging the gap between the German artist and the fans of foreign productions are a growing number of artists who are finding success in recording German covers of British and American hits — success which was pretty elusive in this field a few years ago.

For example, Michael Heymann's German version of Irish "Man of His Own" had "Me Island" outsold in the original, Michael Holm's "Lips" and "It's A Man's World" outsold the Sir Douglas disk, Peter Alexander's "Deliah" outsold Tom Jones and Howard Carpendale's "Oh La Di, Oh La Da" came close to equaling sales of the Beatles' version.

Says Jung: "Our aim is to increase sales of local product without neglecting our foreign companions. And it seems to have been something of a campaign against bad German songs and we are now only just beginning to develop the quality artist and the quality song in Germany."

But "25 percent of our original support of press and radio. And, at the moment, I would guess that 85 percent of the music played on German radio stations is of foreign origin. This must be changed."

Promotion Means

With 13 radio stations broadcasting in or to Germany, 50,000 juke boxes, 500 disco-theques, two music trade papers, many regional papers which feature regular pop sections and a large-circulation pop monthly, Germany should present no problem when it comes to promotion. But the industry feeling is that while good support is forthcoming from the press, the national radio and TV stations are not very responsive.

In fact the third Austrian radio channel, which features a good deal of music is becoming increasingly popular.

Another effective means of promotion used widely in the past was the tie-up between a record company and a mass-circulation magazine for the promotion and publicizing of special albums. This, however, has proved less viable since the rapid growth of the budget market.

The industry itself promotes records through its classical and pop halls although it has suffered attacks from the press for presenting too many foreign artists. The German concert test, too, has come in for much criticism in the past and suffers the habitual problem of failing to attract the top German artists because of their reluctance to risk losing out to a newcomer.

The song contest was inaugurated 10 years ago, has survived many changes in structure but, said Guenter Brunnich, one of the original promoters, "it is still not right. The contest does sell records, but not in such quantities as before because the songs tend to be uncommercial."

The free concert has been successfully exploited in Germany as a means of promotion. Such a concert held in connection with the contest in Münster in March, 1969, turned out to be a tremendous success with considerable sales increase. There were similar results in other cities.

Before the concert, the world-famous conductor Gustav Leonhardt, conductor of the West German Radio Choir, gave a concert in the same hall, which was attended by as many as 4,000 people. The same Concert Hall was filled for the concert.
HITS OF THE WORLD

ARGENTINA

(Courtesy Estaquia a la Fama) This Week

1. "LA VEZ QUE PASAR" A Maria—"Maxi" Maciel (Mercury)—Fermaina—"Mino" Morena (Fama)—Fermaina

2. "NO ME QUITE" A Sabe A "El" Lizard (EMI)—Cancionera—Radio Nacional

3. "DORMIR" Ciro Cabral—Chanteur

4. "ESTOY HERIDO" LA MEZCALA DEL DRAL y los Rompehielos (P Ital)—Los Sibaritos (RCA)—Teatro Grani

5. "VIENME" Raul Funes y LA ELNA (EMI)—Los Nefundos (CBS)—Fama

6. "RECUERDAME" Yone—Motown

7. "COSA DE SUGAR" YONALDO—Marva (CBS)—

BRAITAIN

(Courtesy Record Retailer) This Week

1. "GREAT LITTLE BOYS"—Roll Harvey (Essex)—Daresari (Pye)—Stay (Chiswick)—Rat

2. "BURY DON'T TAKE YOUR BEAT A WAY"—Yours (Essex)—RPM (Columbia)—Southbound

3. "YESTERDAY"—R&B (Columbia)—You You (Pyramid)—Roma

4. "LOVE ME"—R&B ( RCA)—Ben Kimther Music (Capitol)—Teal

5. "MELTING POT"—Blue Mink (Philips)—Cockney (Blue)—RCA

6. "JERK ON ME"—Ely Johnson (Liberty)—Somebody's Baby (Columbia)

7. "I HAVE ALL I WANT TO DO"—Elton John (EMI)—Peaches (EMI)—Dawn (RCA)

8. "WINTER WORLD OF LOVE"—Musical Comedy (Music Hall)—Donna (Perrn)

9. "(TAKING DADDY'S) WALTZ TIME"—One Trend (CBS)—Gold (Sire)—Scepter

10. "TRACY"—Cuff Links (MCA)—ABBA (Stax)—Crest (Liberty)

11. "AVENUE"—Cliff Richard (RCA)—Allan (Beggar's Run)—RCA

12. "WITHOUT LOVE"—I'm Tom (CBS)—

13. "ONION RING"—Marvin Gaye (Tamla)—Mavis (Motown)—Tired (Atlantic)

14. "THE LEND HUSBAND"—Tommie Van—Roger Whittier (Euris)—

15. "LIVE IS ALL"—Malcolm—Tina (Sony)

16. "GOOD GUY"—Bob Rock Roll—Davy Clark Five (Columbia)—Abstract (Reader's Digest)

17. "WONDERFUL WORLD"—Bruce Channel (Capitol)—Jimmy Cliff (Columbia)—Richie Unter—

18. "SOMETHING/COME TO MY WINDOW"—The Four Tops (Parliament)—Harry/mercury (Mercury)—

19. "BUDDY HOLLY"—The Cramps (EMI)—Butch (RCA)—Newell (Capitol)

20. "NOBODY'S CHILD"—Karen Young—Ain't Got (Blue Note)—RITMIR—

21. "COLD TURKEY"—Fats Domino—Tonka—

1. "SOMEDAY WE'LL BE TOGETHER"—Dawn Ross & Supreme (Tams Motown)—

2. "DON'T MAKE ME BEAT THE SUGAR"—Woody Wood (RCA)—

3. "I'LL NEVER FALL IN LOVE AGAIN"—Diana Ross & Don And Mike (CBS)—Island (Island)

4. "NO HEARTACHE"—Clint Black (Columbia)—

5. "ALL THE LOVE IN THE WORLD"—Cliff Richard (EMI)—

6. "LITTLE PEACE OF LOVER"—Bobby Vee (RCA)—

NEW ZEALAND

(Courtesy Record Retailer) This Week

1. "COME TOGETHER"—Beales

2. "SUGAR, SUGAR"—Elvis Presley (RCA)—London

3. "6 WORDS"—Soul Train (Por)

4. "DON'T FORGET TO TELL YOUR GRANDMA"—Gaye/Simpson

5. "I'LL NEVER FALL IN LOVE AGAIN"—Cliff Richard (EMI)—

6. "REMEMBER"—Bee Gees

NORWAY

(Courtesy Visible Range) This Week

1. "SUGAR, SUGAR"—Archies

2. "BEATLES"—Me—

3. "PENNIE ARymes"—Stays

4. "IN MY LIFE"—Dorothy (Scofield)—

5. "WHEN IT'S RAINING"—Gorgon (Odeon)

6. "MISY"—Elke Stiegmann (CBS)

7. "CALL ME NUMBER ONE"—Bobby Vee (RCA)—

8. "AIME CEUX QUI TAIMENI"—Kimi (Oy Yurusu)/Love (ATP) Morning (Sugoroku)

9. "I'M YOUR SONG"—Huegel/Rikuiwipsi (Philips)

10. "HOLAND"—Eent (Kontinental Music)

DENMARK

(Courtesy Record Retailer) This Week

1. "NO SHORS, NO SUGAR"—Archies

2. "PROVE O'DOOG NOGET SCAR"—NAME (CBS)—Anselm (CBS)

3. "BEATLES"—

4. "SUGAR, SUGAR"—Elvis Presley (RCA)—London

5. "SKORSTENESFEJEREN GY"—Stevens (CBS)—

6. "DENNIS DENNIS"—C.M.N (CBS)—

7. "MAI PULLE"—Lasse Lillevold—

8. "DON'T FORGET TO TELL YOUR GRANDMA"—Gaye/Simpson

9. "I'LL NEVER FALL IN LOVE AGAIN"—Cliff Richard (EMI)—

10. "REMEMBER"—Bee Gees

SWEDEN

(Courtesy Visible Range) This Week

1. "SUGAR, SUGAR"—Archies

2. "BEATLES"—

3. "PENNIE ARymes"—Stays

4. "IN MY LIFE"—Dorothy (Scofield)—

5. "WHEN IT'S RAINING"—Gorgon (Odeon)

6. "MISY"—Elke Stiegmann (CBS)

7. "CALL ME NUMBER ONE"—Bobby Vee (RCA)—

8. "AIME CEUX QUI TAIMENI"—Kimi (Oy Yurusu)/Love (ATP) Morning (Sugoroku)

9. "I'M YOUR SONG"—Huegel/Rikuiwipsi (Philips)

10. "HOLAND"—Eent (Kontinental Music)

11. "SUGAR, SUGAR"—Archies

12. "PROVE O'DOOG NOGET SCAR"—NAME (CBS)—Anselm (CBS)

13. "BEATLES"—

14. "SUGAR, SUGAR"—Elvis Presley (RCA)—London

15. "SKORSTENESFEJEREN GY"—Stevens (CBS)—

16. "DENNIS DENNIS"—C.M.N (CBS)—

17. "MAI PULLE"—Lasse Lillevold—

18. "DON'T FORGET TO TELL YOUR GRANDMA"—Gaye/Simpson

19. "I'LL NEVER FALL IN LOVE AGAIN"—Cliff Richard (EMI)—

20. "REMEMBER"—Bee Gees

21. "CALL ME NUMBER ONE"—Bobby Vee (RCA)—

22. "AIME CEUX QUI TAIMENI"—Kimi (Oy Yurusu)/Love (ATP) Morning (Sugoroku)

23. "I'M YOUR SONG"—Huegel/Rikuiwipsi (Philips)

24. "HOLAND"—Eent (Kontinental Music)

25. "SUGAR, SUGAR"—Archies

26. "PROVE O'DOOG NOGET SCAR"—NAME (CBS)—Anselm (CBS)

27. "BEATLES"—

28. "SUGAR, SUGAR"—Elvis Presley (RCA)—London

29. "SKORSTENESFEJEREN GY"—Stevens (CBS)—

30. "DENNIS DENNIS"—C.M.N (CBS)—

31. "MAI PULLE"—Lasse Lillevold—

32. "DON'T FORGET TO TELL YOUR GRANDMA"—Gaye/Simpson

33. "I'LL NEVER FALL IN LOVE AGAIN"—Cliff Richard (EMI)—

34. "REMEMBER"—Bee Gees

35. "CALL ME NUMBER ONE"—Bobby Vee (RCA)—

36. "AIME CEUX QUI TAIMENI"—Kimi (Oy Yurusu)/Love (ATP) Morning (Sugoroku)

37. "I'M YOUR SONG"—Huegel/Rikuiwipsi (Philips)

38. "HOLAND"—Eent (Kontinental Music)

39. "SUGAR, SUGAR"—Archies

40. "PROVE O'DOOG NOGET SCAR"—NAME (CBS)—Anselm (CBS)

41. "BEATLES"—

42. "SUGAR, SUGAR"—Elvis Presley (RCA)—London

43. "SKORSTENESFEJEREN GY"—Stevens (CBS)—

44. "DENNIS DENNIS"—C.M.N (CBS)—

45. "MAI PULLE"—Lasse Lillevold—

46. "DON'T FORGET TO TELL YOUR GRANDMA"—Gaye/Simpson

47. "I'LL NEVER FALL IN LOVE AGAIN"—Cliff Richard (EMI)—

48. "REMEMBER"—Bee Gees

49. "CALL ME NUMBER ONE"—Bobby Vee (RCA)—

50. "AIME CEUX QUI TAIMENI"—Kimi (Oy Yurusu)/Love (ATP) Morning (Sugoroku)"
Bootleggers Strike in 2 New Hit & Run Attacks

*Continued from page 1*

Dylan. The cuts include out-takes from the sessions which produced the "Highway 61 Revisited" and "Bringing It All Back Home." LP's, which were previously released and then re-released, three cuts from a tape recorded by Dylan in Minnesota in 1961, and two cuts from a tape known as the "Piano Tape" believed to have been recorded in late 1965. This is the third bootleg Dylan LP, the first two being "The Great White Wonder," which recently was the subject of a court injunction won by Columbia Records, and "The Troubled Troubadour." The first sold over 10,000 copies nationally; the second was available only in Chicago and on the West Coast.

The "Troubadour" contained tracks from Dylan's "Basement Tape" recorded with the Band in Woodstock during the summer of 1967. "Stealin'" is available in New York, Chicago, and on the West Coast. The fifth bootleg LP was a recording of the Plastic Ono Band (John Lennon, Yoko Ono, Eric Clapton and friends) when they appeared at a 700 seat roll revue concert in Toronto a few weeks ago. The LP was carried in stores in Chicago, but Apple Records released the legit recording of the concert before the bootleg LP could spread much farther.

Partners Wanted

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or phone collect 212/265-3340

Late News

Action Records

Singles

- NATIONAL BREAKOUTS
  WALK A MILE IN MY SHOES
  Joe South (Capitol 2004, Coryea, RCA)
  THANK YOU (Dallien Me Be Miss Ef Ago)
  EVERYBODY IS A STAR
  Sly & the Family Stone, Epic S-30555
  Siren (Flame, Monarch, Stone) Flame (Stone, BMI)

- REGIONAL BREAKOUTS
  THE TOUCH OF YOU
  Barney Kessel, Capitol T-1900, Top & Bottom
  (One-Eyed Soul, BMI) (New York)
  IF I LOSE YOUR LOVE
  Detroit Emeralds, Westbound 156
  (Bridgeport, BMI) (Detroit)
  SOMEBODY WANTS YOU
  Betty Wright, Atlantic 14589
  (Funkadelic Soul) (Miami)
  THE RAPPER
  Jagger, Kama Sutra 502 (Savoy Revisited)
  (New York)
  SHE LETS HER HAIR DOWN
  Downtown, Sonora 574 (Mama's Girl, ASCAP)
  (Miami)
  I'M GONNA BRING YOU STRINGS AGAIN
  Michael Parks, MGM 14092
  (MCA/Fortier, ASCAP) (Houston)

Albums

- NATIONAL BREAKOUTS
  ENGELBERT HUMPERDINCK
  Forever PAX 71030
  BEST OF
  Mercury 5S 6635
  GREATEST Hits
  Tower 5S 6635
  NEW ACTION LP's
  ALL MAN BROTHER BAND
  Also SD 33-308
  SOUNTRACK
  Little Martin, Mercury 1-603
  BOBBY VINTON
  Greatest Hits, Love
  Epic BN 28571
  JEFFERSON
  Aton JLS 1006
  GRANDPA JONES
  Sings His New "Hit"
  Monument SEP 18313
  BOOTS RANDOLPH
  "Hit"
  Monument SEP 18318
  DAVID RUFIN
  Feeling Good
  Motown MS 696

St. Louis Gospel Show

*Continued from page 29*

some of the most beautiful arrangements of songs one has ever heard. They were really great.

The entire service was good and once again the O'Neal Teens have shown the county that they are the answer to the city of St. Louis' gospel wish.

EDWARD M. SMITH

Hirt's GWP Album

NEW YORK—Al Hirt's first album for the label GWP Records, scheduled for release Tuesday (30). The album, "Pass It," includes hits from the movie of the same name, as well as Hirt's current singles, "The Gospel of No Name City" and "I Still See Elisa."

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JOE MORELLO
Mr. Drums. Long the innovative beat of the famed Dave Brubeck Quartet. Now Morello strikes out on his own with a unique new jazz-rock sound. For the new 70's. On Ovation. No. OV/14-02 Ampex Tape No. 197

OKIE DUKE
Mr. Sentiment. Songs of soul and feeling, sung with soul and feeling. Fanny, Sassy, Ironic. Watch this talented young composer-singer soar into the new 70's. On Ovation. No. OV/14-01 Ampex Tape No. 200

JOE VENUTI
Mr. Jazz Violin. Grandfather would never believe this 20's swinger in these brand new surroundings. Nostalgic treatments of great "oldies". Now treatments of great "newies". A new sound for the new 70's. On Ovation. No. OV/14-04 Ampex Tape No. 198

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