Country Talent Fees Up; Booker Alarm

NEW YORK — Inflation has hit the country music talent field and many performers are now charging double and triple their fees of a year ago. Some artists, such as Johnny Cash and Charley Pride, have priced themselves even higher. Cash reportedly is asking 65 percent of the gate in many cases. Several radio stations say they're asking $5,000. Those are the highest acts in the field.

Widen Argentine Collections

BUENOS AIRES — The Argentinian government has "privatized" royalty collection for composers by new decree establishing that the Argentinian Society of Music Authors and Composers (SARAIC) will take charge of collected royalties on behalf of composers, local or foreign, who operate through SARAIC, the decree states. SARAIC has also been given power to coordinate and administer procedures with other societies. The Society has been authorized to publish collective tariffs and to demand sworn declarations from users to respect a list of performances, programs and other forms of reproduction to intervene the notification authorities to uphold the decree.

Lennon Plans Giant Peace Festival in Canada July 3-5

TORONTO — Beatle John Lennon is planning what could be the biggest pop music festival in Canada, to be held in a newly formed Peace Fund, to be administered by a newly formed Peace Council which already includes John and Yoko Lennon, Des Gagnier, Robin Romberg, and Jerry Wexler of Atlantic Records.

The Lennon Peace Fund, a week in Canada at the invitation of a group of "Canadian friends," Two peace conferences were held, one in Montreal and one in New York, both during which the couple were present at the Peace Festival to take place at Queen's Park, near Toronto, on July 3, 4 and 5. Lennon also renews plans for a new world of peace radio stations, an international peace summit, and an American Peace Festival in his peace persuasion campaign.

Bernstein Fest in Holland Aug. 4-7

NEW YORK — Promoter Sid Bernstein's European festival will take place Aug. 4-7, at Appeldonk, Holland. The festival, which will be titled World Peace Music and Arts Festival, and Ber

The International Music-Record-Tape Newsweekly

COIN MACHINE

PAGES 20 TO 25

JANUARY 10, 1970 • $1.00

SEVENTY-SIXTH YEAR

The 12-Inch LP Trade's New Single, Racusin's Forecast for the '70s

By MIKE CROSS

NEW YORK — "The 12-inch LP will become the record industry's new 'hit single' in the '70s," that's the prediction of Norm Racusin, president of RCA Records, whose label released two of the hottest singles in 1969: "I Want You Back" (Three Dog Night) and "I Can't Help Myself (Sugar Pie, Honey, Bummer)" (Four Tops). Racusin believes that the LP single will be a healthy development for the industry and believes that this will result in an increase in multi-record packaging. "The multitrack package," he said, "will probably be the true album of the future.

Racusin expects the "LP single" to be a fast accompaniment to the end of the 1970s, and that tape, all its benefits, will continue to be a momentum force. "We expect that records will still be recognized by the end of the 1970s," he said.

At this point in time, however, Racusin continues to see the 45 rpm as a highly marketable item and noted that RCA is keeping off the tape with several singles that sell.

(Continued on page 56)

American Airlines & Ford Fund's Classical Campaigns

By LEE ZAITO

NEW YORK — American Airlines will unveil a new prime market radio advertising campaign aimed at capitalizing on the public's interest in classical music, the new radio series, which will support American's 16-year-old "Music 'Till Dawn" program, is being produced by major industry leaders as a springboard for all the major industry leaders to broaden the pool of talent for vintage music.

(Continued on page 56)

CBS Adds 2 More European Outlets

By LON DYE

NEW YORK — CBS International has formed two more European subsidiaries—CBS CRH in Spain and CBS Grammofon in Norway.

Harvey Schein, CBS International president, said that the two new additions brought the total of CBS companies outside the U.S. to 22. "We are in all major markets," he commented.

Schein revealed that the Madrid-based Spanish company would be participating in a primary Europe-wide tape production and that the company would be able to exploit our major Latin talent like Sanando and Piazzo, among others," he added.

CBS International showed a 25 percent increase in sales in 1969 over 1968, said Schein, stating that the company has been a steady growth pattern over the last 10 years. "I feel that our network of wholly owned subsidiaries is unuplicated," he said. "We see Europe in the hopes of a tremendous advance for the record industry and..."
C. B. Atkins and C. E. Snow
by Special Request
Chet Atkins and Hank Snow

Chet plays. Beautiful.

Hank plays. Beautiful.

And they sing, too.
CBS-TVS Takes Usage ‘to Court’

NEW YORK—CBS—CBSTV network filed a complaint in the U.S. District Court for the Southern District of New York against ASCAP and BMI. The complaint seeks an order directing the performance right societies to grant the network licenses on "reasonable" terms.

Although BMI, as of Dec. 2, had not served the complaint on the court, it had received a letter from Joe Taylor, assistant general counsel of CBS-TVS network, notifying it of the complaint. The letter asked for an interim license and stated that, to avoid economic hardships on BMI members, CBS-TVS was required by the network to work a stipulation for per use fees pending outcome of the complaint.

Ed Cramer, president of BMI countered with a letter stating that the request for an interim license was "not made in good faith" and advised the network that until an agreement was reached, 15 percent of BMI music after Jan. 1 was a "deliberate and willful copyright infringement." Cramer also pointed out that BMI had been seeking to negotiate a new contract.

The battle, brewing for some time, has now reached the courts as well. CBS-TVS, which had been considering a new contract with BMI for many months, was told by BMI that it would not present "Tattered Torn" with Hugh Martin and Timothy Grey until a new contract was signed.

Another Chappell show will be "Chappell’s New Broadway Show," starring Off-Broadway’s "The Fantastics," and "Curley McDimple." Other off-Broadway shows include "Frontline’s First Reader" and "Pompadore." Chappell’s new album also features the Little Juke Musical Play, now featured at the Forum, in Madison Square Garden.

CBS TV's Salute to Schneider

The pioneers of the recording industry have been men of vision and adventure. In the early '30s they started to reconstruct a company with the magic of a new musical discipline in the era of the Great Depression. The dealer structure was shattered and the total annual dollar volume had sunk to a figure of $10 million.

Surely there was no more important group of executives who gathered in the board room of the Music Corporation of America Dec. 29 to honor Leonard Schneider on the occasion of his retiring as president of the company.

Schneider, who was the chief executive officer of the company from 1931, has continued in an advisory capacity.

Schneider, who retired 43 years ago when he joined the Pathe Phonograph and Radio Co. He came to Decca from the American Record Co. and the Victor Talking Machine Co.

His association with Decca continued until 1995, when he was appointed as chairman of the directors of the company.

During Schneider’s tenure, records entered the world of big business and became what many regard as the most glamorous segment of the showbusiness industry. Today, the recording business has grown to more than 40,000,000 albums, and its annual sales have reached the $1 billion mark.

The future of the industry is limitless, chiefly because it attracts men of integrity and talent. One of these is the retiring executive vice president of Decca Records.

We will be able to maintain an important relationship with the industry in the future. We will be able to maintain an important relationship with the industry in the future.

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Kenton Forms Label to Sell Masters Leased From Capitol

LOS ANGELES—Stan Kenton has formed his own record label to sell the vast number of master recordings leased from Capitol. The Creative World of Stan Kenton label will feature performances by the Kenton band and by other musicians.

Three weeks ago, Kenton made available his first seven titles, and he has announced that he plans to release about three months. Of the 60 albums Kenton has recorded for Capitol since signing the roster in 1943, he feels 30 of the albums are of prime interest to educators and jazz buffs.

He pays Capitol a royalty on any product he sells via direct mail. Capitol, in turn, is responsible for pressing the albums and he charges $5.50 per album.

Kenton cites two reasons for getting into the direct-mail business. First, he feels it is a better business way to go, allowing mass appeal tastes, and second, he has received letters from people asking about his LP catalog.

**American Airlines Airlines**

*Continued from page 1*

Foundation announced a three-year program to aid in recording classic music. (See separate story.)

Credit for the new all-classical series goes to American Airlines, to President's George Stone, its executive vice president, and to Robert A. Fisher, its director of public relations.

Details of the program are expected to be announced in several weeks. However, Billboard learned that the series will consist of an hour of prime time across-the-board in eight key markets devoted exclusively to classical programming. The markets to be covered are New York, Boston, Washington, Chicago, Detroit, Dallas, Los Angeles and San Francisco.

American's nightly classical music series will result from the foundation making a concerted effort on the part of all members of the recording and music industries, who are in serious music. Recording industry executives, who are expected to participate in the series, will perform to the public's attention and cultivate listeners.

The series will be welcomed by the American Airlines Foundation as a way to introduce a greater number of people to the classical repertoire.

Says Fisher, "The arts and the airlines have worked together to create a series that will benefit both the airlines and the Classical Repertoire.

**Arlt's Ertegun in Trip to London**

LONDON—Ahmet Ertegun, president of Atlantic Records, will be in London later this month to attend the first London concert of Crosby, Stills, Nash, & Young Tuesday (May 4) at the Royal Albert Hall. While in London, Ertegun will also attend the Led Zeppelin concert on Friday (9), before returning to the U.S. to attend Atlantic's annual convention in Palm Springs.

**Ford Fund Program**

*Continued from page 1*

one-year period, which runs from Dec. 31, 1972. Not more than $30,000 of this sum may be used in any one year with the same record company. A publisher may apply for one or more grants totaling not more than $15,000 if high sales of the record will result in the loss of a profit to the record company. Album on limited editions for sale is part of the program.

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The day the Rock & Roll Revival died.

A lot of new groups are having great fun lyping old rock & roll songs. Not to mention the money they're making. A lot of people have been exposed to these groups who are having so much fun. And making so much money. It's called The Rock & Roll Revival.

Now Carl Perkins has never stopped playing pure rock & roll. And NRBQ has never played anything but pure rock & roll.

So on October 6, 1969, Carl Perkins and NRBQ got together for a recording session. The result was fantastic: thirteen pure rock & roll songs in one album. Not revival. Not camp. But pure hard-driving rock & roll. It will probably change the whole thinking of the industry towards the revival phenomenon. After all, why should anyone want to buy Rock & Roll Revival. When they can buy Real Rock & Roll!

On Columbia Records
MUSIC IN PRINT
By JOE DI SARO

The numbers following the titles refer to chart positions.

The phenomena of the album cut which becomes a hit because of FM progressive rock radio play without any single having been issued and the sheet music corresponding to these cuts. Progressive rock is big business for record companies and could be a big business for publishers if labels would only take a chance. Like King Crimson, Ten Thousand Wheel, Cold Blood or the Moody Blues as closely as they follow the track of the current album cut, publishers could make a killing on albums like Starmac, Tom James and the Shondells. The neighborhood teen age bands of today are much more receptive to these cuts, "Is It Good To Be Da-Visa" than bubblegum music like "I Am Up Jolly Tighty."

Two extremely popular progressive rock albums, "Bird and Black" by Bread and "Soul to Soul" by Turtles, are selling well and are among the best selling albums of the year. Several songs recorded by these artists are available from various selling agents, although no folio has been issued for the publisher of either of these records. "With a Little Help From My Friends," "She Came in Through the Bathroom Window" by Bread or "Television Game" by Turtles may be among the hits of the future.

An excellent folio for this trend is the "Silence"在我国发行的之旅" bychology which has "Don't Let Me Be Misunderstood," "War," and a "Billie Holiday" collection on 3LP. Also this year, "The Songs of Leonard Cohen" folio..."I Shall Be Released" will be included in this line of forthcoming folios of songs recorded by The Beatles distributed by Warner Bros. All appear on John Cooper's LP's. "Bread," "Swan and Turtles" have a third one due out shortly. Hansen has printed the sheet of "And When I Die'" (33). Cinemos has "Leonard Cohen's Songs of Love and Hate" and "Big 3-5 You Made Me So Very Happy," and "Without Her.""Form an album," "Shadows of Our Presence," "Country Clivities" and "Country Hits," all of which contain country standards and regional songs. The "Country Clivities" includes the songs of the Band, Glen Campbell, and Glen Campbell. In addition, there are several albums of songs available including "Singles, Originals, Country Hits from the Country Song Folos. "The Music of Eddie Arnold," and the "Jim Reeves Songbook." Hay Leonard has a folio called "The Country Song Folos. "The Country Song Folos. "The New Chraptle Pride Song Book" and a folio entitled "The Hillbillies, which is a Cash folio entitled "Johnny Cash at Folsom Prison" (73).

38-Yr.-Old Club Folds

SAN FRANCISCO—Bimbo’s 365 Club closed Jan. 1 after 38 years as one of the city’s leading jazz venues in the San Francisco restaurant and bar strongly抵制". The club opened in 1939 under the name of "The Bimbo's." The club was the birthplace of the music called "West Coast Swing," and it is also considered to be the birthplace of "Bimbo's Blues," a musical style that developed in the 1940s. The club was known for its live performances and was a popular destination for both local and international jazz enthusiasts. Over the years, many famous musicians have performed at Bimbo’s, including Louis Armstrong, Duke Ellington, and Miles Davis. The club was closed due to financial difficulties and the declining popularity of live jazz performances.
"On my last trip to Canada I stayed at Ronnie Hawkins' house. His new album was playing and I was listening and suddenly this track came on... 'Down In The Alley'... and it really sort of buzzed me. It sounded like now and then. And I like that."

John Lennon
**Country Talent Fees Rising**

> Continental Broadcasting, 675 Madison Ave., New York 22, N. Y., said he will raise prices to $84 and $106 per hour for Sunday, including $54 and $68 for half hours, respectively.

Dick Reynolds, general manager of WBBR, WNEW, WABC, WOR, said they will increase prices to $125 per hour on Sunday and $100 for half hours.

Jim Reynolds, president of WPLM, said they will increase prices to $100 per hour on Sunday and $80 for half hours.

**Markets Quoted**

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BELAIR WINS PRELIMINARY ORDER VS. 2 TOYO FIRMS

LOS ANGELES—Belair Enterprises, manufacturer of stereo 8-track and cassette products, has won a multimillion-dollar suit in Superior Court here against Toyo Radio Co. of America, Toyo Radio Co., Ltd., of Japan and Mitsuo Fujikuma.

The court, finding trademark infringement, breach of contract, fraud and other relief.

Judge Jerry Paioli issued a preliminary injunction to Belair which will continue the Toyo companies from using the Belair name or logo on any 8-track cartridge or cassette tape players or related products.

The two Toyo companies also were enjoined from representing or advertising any of the Belair warranty service centers that are owned, controlled or in any way responsible to either of the two Toyo companies.

Belair is pressing its lawsuit against both Toyo companies and Fuji Co. Ltd. for damages for at least 90 days.

The company is continuing to improve the engineering and design of its 8-track and cassette players, and is preparing its new line of such products for distribution by late in the year.

Meanwhile, Belair will continue to maintain all of its warranties and warranties on its Belair products, according to Rich Pfeifer, executive vice president.

STARDAY/KING SEES HANDLING LINE

LOS ANGELES—Starday/King's tape business has " quadrupled," according to a new executive vice president, Neely, who said that the company would begin to market its own label on the market function.

"I have an abundant supply of film, which is a blessing," Neely said here at a recent trip to the company's new local office.

The Starday/King catalog has been handled by several duplicators/masters including GRT, TFC and Violin. The catalog contract has expired. GRT handles new Starday/King catalog in the U.S. and Canada.

NAXA handles the complete line. Starday/King's products are mainly produced by the company's main service. Additionally, all products are available through the Capitol, Columbia and RCA clubs.

Neely said Ampex makes a Golden Country series from Starday/King material.

After being serviced by all three duplicators and having watched tape sales up, Neely admits that he must eventually take over the marketing function.

The company's sales of 8-track tapes are presently running six times higher than cassette. Starday/King had a 75 percent increase in 4-track-only sales last year, Neely said. "You pick up some 8-track sales," the executive feels that cassette "seems to be the ultimate system" once a breed of cassette products has been made. Technical problems are solved in the product area, the company will expand its comedy repertoire, with Red Fox producing a series of albums from its own nightclub. As a result of agreements, the company has installed an automatic recording system in the club. Starday/King's engineers from Cincinnati have been to the club and have agreed to make a new sound system for the facility, so the record company can use it as a showcase for new acts.

There are about 20 acts on Starday/King's roster and around 18 on King's soul lineup. Stakeray Waymon is the new product's leading vocalist. J. David Slocum in Nashville now.

In the repertoire area, a series of blues anthologies albums for King has been in use for February and March, with masters from the company's vaults. Additionally, there will be five LPs of old rock hits from the 50s at next month.

There are 40 LPs in production for King and 23 for the Starday group of labels, providing a major new wave of tapes for the new year.

SCEPTER INTO OWN 8-CASSETTE SET-UP

NEW YORK—Scepter Records is moving into its own 8-track and cassette operation, including packaging, merchandising and distribution, beginning Monday.

AAB, which distributes the company's labels, is expected to duplicate the works of the label's 8-track and cassette line. Ampex, which has duplicated Scepter product along with GRT and International Tape Cartridge Corp., will distribute the tapes and record together under the new arrangement. GRT will have tapes in Canada.

Scepter's initial major release under its own banner will be the "Win a Trip to Japan Live," which was recorded on July 11 at the 8-track version of "Foolish Girl." The dealer representative segment of the promotion will run from Jan. 1 to July 15. The dealer representative segment of the promotion will run from July 15 to the end of the year.

GRT is offering a cassette recorder at $199.95.

BURLA INDUSTRIES FORMED ON COAST

BEVERLY HILLS, Calif.—Burla Industries Inc., which will serve as a parent company to a leisure time operation concentrating on the entertainment and recording industries. First step by the corporation will be production and distribution of motion pictures and television series and development of recording company. Burla offices will be at 9245 Doheny Road.

10% OF RCA's Billings

Laid to Recorded Tapes

ROME—Ten percent of RCA's billings are attributable to recorded tapes, according to Albert C. Meier, commercial executive in the company's tape division. Within the past two months, he adds, 142,000 cartridges and cassettes have been sold, with 1970 production forecast at 600,000 units.

Current production at the RCA facility is 5,000 stereo 8-track cartridges per day, with about the same number of stereo cassettes, which RCA began manufacturing in August. The latter are sold at 3,000 lire ($1.80). A price now valued for the cartridges as well. These production figures include work for third parties and stock for export to France, New Zealand, Sweden, and South Africa and Argentina.

Cassettes and cassettes, Alberti says, co-exist happily and do not interfere with one another's sales. Percentages of the various types of tape in the RCA repertoire correspond to those in record sales: 5 percent classical and 5 percent jazz, while in pop music the overwhelming preference goes to Italian artists.

The RCA Vernon-Appli agreement, signed last year, has "greatly stimulated the distribution. "Today 15,000 record shops sell our stereo-8, add to this the 1,000 outlets from which we trade in cartridges (for 500 lire and 1,000 lire to the cartridge customer may have a new one), and this constitutes a strong professional platform for recorded tape."

Additional impetus has been given by the contract worked out with Hertz, whereby rented cars above 9100 and 9100 cucchi also include an 8-track player and cartridges.

The RCA-Vernon-Appli agreement expires at year's end, but says Alberti, "We will almost certainly be renewed." The objective, he concludes, is "the discovery of 1,000 new sales points for recorded tapes, as a means of selling players, for which we must win over a different clientele than that which patronizes record shops, but which may be found in home appliance stores."

AUDIO MAGNETICS MOVES TO ITS NEW BUILDING

LOS ANGELES—Audio Magnetics Corp., blank tape manufacturer, has moved its new, 50,000-square-foot building.

The new building is adjacent to the headquarters of the magnetic tape manufacturer and will house the company's assembly operations, shipping and receiving and executive offices, according to George F. Alberti, service vice president.

The company's complex is a fully integrated facility devoted to the production of Audio's lines of cartridges and reel-to-reel tape products. The new facility is automated, with specialized equipment being built by the company's machinery division.

Bone Cascade Corp. constructed the plant, with architecture and interior design by Love-Jackson & Associates, architects.

January 10, 1970, Billboard
Audiopak cassette come in fabulous anycolor.

You name it, we'll match it. And mold it. And the results will be true to hue. What's more, your cards (and your order) right, and that color will be yours alone. Also, keep in mind that beauty is more than skin deep. The Audiopak® cassette is engineered precisely; it has fewer parts where things can go wrong. And it can contain Audiopak's magnetic recording tape if you like.
So bring on your color. We're ready.

Audiopak®
Audio Devices Inc., Gramercy, Conn.
A subsidiary of Capitol Industries Inc.

Cartridge Control Corp.
2091 Faulkner Rd., N.E.
Atlanta, Georgia 30324
Telephone (404) 633-4577
Bill Evans, Genl. Mgr.

ACI Sets Up Coast Branch

NORTHRIDGE, Calif. — Audio Communications Inc. of the New Jersey-based firm of tape manufacturers and duplicators, has established a branch here, ACI West, headed by Michael Chipko, vice president and director of plant operations, who will offer services similar to those of its eastern counterpart.

The new plant was created to offer ACI's West Coast clients tape duplication at competitive prices with a minimum of delay in delivery. The company, in location, on an adequate site of space and will manufacture, bind and merchandise blank and pre-recorded tapes as well as all line of tape accessories.

The establishment of ACI West is part of an expansion program which will spread the fledging company's operations to points as far away as Europe. Audio Communications, founded less than two years ago, enjoys profits close to $1 million a year. The company plans to go public in the spring of 1970 at which time a capital investment of between $5 million and $10 million is anticipated.

First Lear Jet Product Made Here Is Shipped

DETROIT — Initial shipments of Lear Jet's domestically produced products are underway from the company's new manufacturing facilities in Tooele, Utah, and Nogales, Sonora, Mexico.

Because of expansion work and relocation of the company's facilities from Detroit to the new plants, shipments of some of its 1970 products planned for domestic production, had been cancelled.

Three models of the new 1970 automotive line and two models of the 1970 home line, which have been redesigned and retested, will be produced at the new plants.

James R. Gall, Lear Jet vice president and director of marketing, said that sales for the first six months of the company's fiscal year are the highest in its history. "With the added domestic production, sales will accelerate to even greater heights," he said.

Gall has also announced the appointment of Robert E. Kilchenman as product manager for Lear Jet sales division. Kilchenman will be responsible for market research and development of all new products to be presented to the Lear Jet distribution network.

The new executive has 18 years experience in sales and product development in the consumer appliance industry. Prior to joining Lear Jet he was regional sales manager for Hermes Freight Manufacturing Co. He has also worked with Sears, Roebuck & Co., in Deerfield, Ill., and has served as president of Butler of Canada, Ltd. in Toronto, Ontario.

Commenting on the appointment, Gall said, "Kilchenman's experience and background and years of experience in the consumer appliance industry, and in-store promotion activities, will be invaluable in assuring the continued success of Lear Jet Stereo 8."

Tape World in Finland
In 1969 Caution

HELSESINKI — Nineteen sixty-nine will be remembered in the Finnish industry as the year in which the first-ever recorded tape product was marketed—and with considerable success.

Not one major company had so far shown sufficient confidence in tape as a major revenue source to establish an important duplicating facility. Discophon has its 8-track cartridges duplicating RCA-Italiana. Finntape has its cassettes made by Philips in Holland and Scandinavia's tape product into cassettes under the Finntape logo and the cartridges under the RCA logo are been duplicated respectively by Philips Holland and RCA-Italiana.

Only the EMI company is having its tape product duplicated in the United Kingdom, which is a little surprising in view of the fact that there are trade ties between the two countries and the fact that both are members of the European Free Trade Association. There are no tariff barriers. However, some companies feel that duplicate lines will have a limited market at best. The Japanese of Sony are leading the field in Europe.

Recently there have been talks between Ampeg and the Finntape pressing plant concerning possible duplication although, Finntape's Oster Ruskanen points out, that duplication plant would have to achieve a production of one million cassettes annually (Continued on page 12)

Auto Sound Making Room for Home Unit

OWNERS GROVE, III. — The trend toward more tape players in the home has shown its influence in the new Auto Sound, Inc. store here.

Gordon Friedenberg, president of the company, said that his newest of four stores will primarily cater to the car tape consumer but recognizes the growth of the home player, too.

"The floor space here is 2,500 square feet, which is the largest of our stores," he said.

The great difficulty of sales comes from tape players and components, although Friedenberg doesn't think the store probably carries as large a stack of tapes as any record store. The new store stocks about 3,000 different titles. A large backup stock is not kept unless the tape, such as a new Beatles or Led Zeppelin, is expected to be a big seller. The store is serviced by All Tape Dist. Co.

The store is aiming at the young market. "Most of the customers in this area enjoy having a tape or a tape to listen to," Friedenberg said. He noted that with the exception of the children in their early teens most customers tend to buy two or three tapes at one time.

His competitors, he said, are still running 5 to 17 ahead of cassettes, but didn't expect this to last. Friedenberg, "Cassettes will probably pull even with actual tapes within a year." He also pointed out that cassette recorders/players are picking up in sales. Although players are still toppling recorders in sales by a 3 to 1 margin.

Players like he said, include Automatic, Radio, Panasonic, Ampex, Sony, Welcor and Bette.

"One of the big features of our store's success is that we are able to install players in cars. We have an area, 3,000 square feet, devoted to installation."

Friedenberg already is looking for a site for another store.

While the location has not been set, tent plans call for opening it sometime around March 1.

Cassette tape Sales Rocket
70% in Italy

TURIN — An increase of 70 percent for 1969 over 1968 sales of cassette tapes will be reached by all Italy's manufacturers, according to Moutard, director of Finnson.

Nonetheless, he observes, the Turin Auto Show did not reveal any significant response on the part of automotive manufacturers to the increasing consumer demand for reproducing equipment in cars.

"We have issues with optional equipment, we score a zero," said Felice Guicciardi, commercial director for Voxson. "It is the example of the new Fiat Dino which does not even provide space for a radio.

"Voxson installs optional equipment for Lancia. But the only car manufacturer providing standard installation of Sonar radio-cassette players is Ferrari in its 365 GT model, it adds.

"Voxson, through an agreement with RCA and Agip, supplies its equipment to some 600 service stations or car dealers in players in cars and also sales to private individuals."

"During the fiscal year June 15 to June 14," says Sarnio, president of the general management division, "the company has sold 43,000 car radios and Sonar players in Italy.

To these another 12,000-13,000 machines will be added in the coming months. Exports also are making an important sector for Voxson, nearly 50 percent of the domestic and the rest to Switzerland. Of this 50 percent, 30 goes to France, next are Spain, Portugal, Belgium, Holland, Luxembourg and Germany.

"We believe that an agreement has recently been reached in England "between the car manufacturers and our affiliate, Radionico, which imports his equipment to England and Sonor. This agreement concluded a four-month wait, also gives for manufacturing our equipment under license."

Aston Martin and Sunbeam, automobiles manufacturers, also... (Continued on page 12)
UNIVERSAL STEREO LOCK MOUNT

CAR - HOME - BOAT - DUNE BUGGY PORTABLE

THE NEW STEREO LOCK MOUNT:
- PREVENTS THE THEFT OF CAR STEREOS
- MAKES YOUR UNIT REMOVABLE
- MAKES ANY CAR STEREO PORTABLE
- TAKES JUST MINUTES TO INSTALL
- ADJUSTABLE AND ADAPTS TO ANY CAR STEREO, RADIO OR CB UNIT
- BEAUTIFULLY SKIN-PACKED FOR EASY STORAGE AND DISPLAY
- INCREASES SALES AND PROFITS
- RECOMMENDED BY INSURANCE COMPANIES
- FULLY WARRANTED
- Foreign Patent Pending • U.S. Patent Allowed

UNIVERSAL FLOOR MOUNT

ADAPTS TO OUR STEREO LOCK MOUNT WHICH PREVENTS THE THEFT OF CAR STEREOS.

FOR INFORMATION DURING THE HOUSEWARE SHOW, JANUARY 10-15.
HERBERT KRAUSS COMPANY
CONTACT: LAKE SHORE DRIVE HOTEL
181 EAST LAKE SHORE DRIVE
CHICAGO, ILLINOIS

UNIVERSAL CAR STEREO POWER CONNECTOR

- ADAPTS TO ALL CAR STEREOS
- FITS ALL UNITS
- COMPLETELY FUSED
- REDUCES INVENTORY • INCREASE PROFITS
- SENSATIONALLY PRICED
- AVAILABLE IN BULK OR SKIN-PACK
- PATENT PENDING

ONE FOR ALL

By removing your stereo when your car is unprotected you insure safety from theft. Additional male mounts make it possible to play any car stereo in either home, boat or other car, with no screws or wires to disconnect. The lock mounts are universal, adjustable and adapt to any car stereo, radio or CB unit. Positive or negative ground — 6 or 12 volts.
Tape World in Finland in 1969

Continued from page 10

than the total number of records sold in Finland in 1968.

The first 8-track cartridges to be issued by Enita and Discophon featured selections of hit songs by local artists and Finnish recordings. Discophon's 8-track output consists of 8,000 and 8,500 records.

Distribution of prerecorded tape to the record retailers is handled exclusively by Finntape, with the exception of PSI products, but because cassette and 8-track equipment is widely sold in electrical shops and gas stations, individual companies handle distribution from their outlets themselves. The Shell network is most active in the 8-track field and there has been some cooperation in servicing these outlets between Discophon and Enita.

It is estimated that between 2,500 and 3,000 8-track players have been installed in Finnish automobiles, not to mention the last few months. The players are of three different makes for price reasons. There is a notable lack of Japanese-made equipment because the price is not competitive.

Cassette players are selling in increasing quantities and can now be found in several thousand homes, mainly in the upper brackets.

Better tape sounds better.

Audio Pak contains the best.

Audio Pak. What else? 26 duplicators and 77 different labels wouldn't have it any other way. The Audio Pak magnetic recording tape because it reproduces high frequencies without grinding or wearing recording or playback heads. And because they know that in whatever configuration they buy it, Audio Pak will be engineered to give optimum fidelity, greater consistency, and the best possible strength and wear qualities. As you know, we make Audio Pak Cassettes, Audio Pak Cartridges, reel-to-reel Audio Pak magnetic recording tape and Audio Discs® blanks for mastering.

Audio Pak
Audio Devices Inc., Glenbrook, Conn. A subsidiary of Capital Industries, Inc.
SUPERSCOPE presents

The biggest presold market in classical music history!

(Over one-half million listeners to "Keyboard Immortals Play Again—In Stereo" will be your customers.)

- These three great new albums were recorded in response to direct requests from listeners to the nationally famous radio program, "Keyboard Immortals Play Again—In Stereo!
- Highest-quality true stereo recordings!
- The first classical series of its kind ever released in all configurations: stereo discs, 8-track cartridges, cassettes, and 7"-inch tapes!
- Backed by $100,000 in Superscope advertising, plus thousands of dollars more at local level!
- Full-scale national publicity! Including reviews in leading newspapers and magazines!

"Keyboard Immortals" is heard each week in more than 30 cities across the nation. The intelligent, classical FM radio network show in America, "Keyboard Immortals Play Again—in Stereo" is a one-hour program of the world's greatest performers of the Golden Age of Romantic Pianists. A weekly living advertisement for the new Superscope Keyboard Immortals record series.

The first three releases feature Claude Debussy, Sergei Rachmaninoff, and Joseph Haydn and are available now! Cash in on the action right from the beginning. Be sure to contact your local Superscope distributor today!

Superscope
For Super Profits!
**Tape World in Finland in 1969**

- Continued from page 10

JANUARY

-rays to... than the total number of records sold in Finland in 1968.
The first X-track cartridges to be issued by EMI and Discophon featured selections of hit songs by local artists and Finn.

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JANUARY

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JANUARY

-rays to... than the total number of records sold in Finland in 1968.
The first X-track cartridges to be issued by EMI and Discophon featured selections of hit songs by local artists and Finn.
Presenting CAPITOL’S Line of Floor Cleaners

Mop up on your own high-profit, fast-turnover campaign for record protection and tidier floors with Capitol’s handsome line of storage racks and stands. Fourteen in all. A design and capacity for any taste, any place and any budget.

When you feature Capitol racks and stands you feature the best available. Lustrous gold-tone brass finish, tarnish resistant, sturdy construction. What more could anyone want?

Next time you see your Capitol representative, tell him you want to join the fight for cleaner floors. And while you’re in the subject area, tell him you’d also like to clean house in your record and tape carrying case department. He won’t soft-soap you.

As appeared in January 10, 1970 issue of Billboard.
**Holiday Treat for Family, Tears Way**

NEW YORK—The Fillmore East's most unlikely audience showed up at the early show Dec 26, the first of six weekend performances by the band and mothers of children in the audience who do not fit into the usual audience profile. The group did not disappoint anyone's expectations. Their feet moved through their usual tight, well-polished seats, and a few voices were heard in the audience, mimicking the lead vocal line of the song. The show was well received and the band was invited back for another performance.

**Gospel Truth Giant Show**

NEW YORK—It was being labeled a hit on the West Coast as a slice of the action Dec 23 when the Kray Shorter organization, one of the major groups in the Gospel field, appeared at the Gospel Truth at Carnegie Hall. The show, featuring top gospel talent, got a standing ovation. The group included Cleopatris Robinson, The Mighty Clouds of Joy, Shirley Caesar and the Gospel Singers, Jessy Dixon and the Community Choir. The show was a great success, and many prominent personalities were in attendance.

From its electrifying opening by the little known Ella Mitchell and the Great Gospel Stars, the show gained rapid momentum as gospel music by various artists and audience participation created a festive atmosphere. The group included singing, praying, playing and finally, the crowd was left screaming and shouting as their exuberant fans.

Jessy Dixon and the Community Choir made a great impression with their singing, and the group was greeted with a standing ovation. The show was a great success, and many prominent personalities were in attendance.

**Rock & Roll Ensemble in A Wide-Swinging Concert**

NEW YORK—The New York Rock & Roll Ensemble, one of the powerhouse groups of the 1960s, will perform at the Fillmore West, Friday-Sunday (2-4) and the Whisky A Go Go West Hollywood, Jan 11.

Grand finale of the evening was offered by The rocket Cleveland, singer, arranger, and producer, with his unique vocal approach and diverse instrumental talents, in a pure gospel experience. His rich baritone voice gave new meaning to the words of the song, "How Sweet It Is," and the all-time favorite gospel, "Yes It Rained."

The group was joined by a string of religious and secular acts into a massive gospel experience. The New York Rock & Roll Ensemble, known for their unique sound and style, ended the evening with a rousing performance, leaving the audience in awe.

**MJQ in Annual Concert**

NEW YORK—The Modern Jazz Quartet, the famous quartet, made their annual concert, Alice Tul- lti Hall, Dec 28, with the premiere of a new soundtrack, "Jazz and Jive," a group of songs that merged pop with jazz and classical. The group was also joined by a string of religious and secular acts into a massive gospel experience. The New York Rock & Roll Ensemble, known for their unique sound and style, ended the evening with a rousing performance, leaving the audience in awe.

**Rinoceros in Stomp**

NEW YORK—Rinoceros, the underground rock band, had an exceptional first set at the fillmore East, Dec 29, with the huge vocals of singer Michael McDonald, who was joined by Donny Osmond. The group was joined by a string of religious and secular acts into a massive gospel experience. The New York Rock & Roll Ensemble, known for their unique sound and style, ended the evening with a rousing performance, leaving the audience in awe.

**From The Music Capsules of the World (DOMESTIC)**

SAN FRANCISCO

Sly & the Family Stone made their first San Francisco appearance in more than a year at the Fillmore West, Dec 27-29, with the premiere of a new soundtrack, "Jazz and Jive," a group of songs that merged pop with jazz and classical. The group was also joined by a string of religious and secular acts into a massive gospel experience. The New York Rock & Roll Ensemble, known for their unique sound and style, ended the evening with a rousing performance, leaving the audience in awe.

**Signings**

Deleker & Rousey signed a long-term pact with Atlantic, where they were based early 1970. Eric Clapton will produce his next album, "Crossroads," for Atlantic, where his next album, "Bridges," was due for release in mid-January. The group has also been performing with Van Halen's member, Alex Van Halen, as well as with the band's own, Janie's Addition, and Garth Tropsn, from 1970.

The "Hey, Hey, Hey, All About You" TV show, to feature Atlantic, Inc. The group, previously known as Livingstone, will produce the show, which will feature the band's first hit, "Hey, Hey, Hey, All About You." The group will also perform with Van Halen for the launch of their new album, "Bridges," and with Janie's Addition, and Garth Tropsn, from 1970.

The "Hey, Hey, Hey, All About You" TV show, to feature Atlantic, Inc. The group, previously known as Livingstone, will produce the show, which will feature the band's first hit, "Hey, Hey, Hey, All About You." The group will also perform with Van Halen for the launch of their new album, "Bridges," and with Janie's Addition, and Garth Tropsn, from 1970.
From whom can you buy Scepter 8-track tapes and cassettes—including Dionne Warwick and B.J. Thomas?

Only from the tape "mavin," Jerry Geller or the son-of-the-tape "mavin," Al Abraskin. At (212) 245-2170.

Scepter Tapes—Now Exclusively Distributed by Scepter Records

Check These 'Profitable Sounds' on 8-Track and Cassette

- SCEPTER RECORDS
- wand
- HOB (Gospel)
- CELESTIAL (Classical Budget)

and America's #1 Budget Line

SCEPTER RECORDS
254 West 54th Street
New York, N.Y. 10019
From The Music Capitals of the World

(DOMESTIC)

• Continued from page 16

Tony and Ray Stearns are on the West Coast taping "The Andy Williams Show" to be aired Jan. 18. Bobby Sherman makes an appearance for a big New Year's Eve show sponsored by WBAM. Also appearing on the show will be the Yellow Brick Road. Writer Linda Laine makes his debut on the lined program with "Good Things Begin With Rock 'n' Roll." Kinokawa Records, a subsidiary of Holiday Inn Inc., has just released three new singles in their fast moving production schedule.

WAIDE's Toys for Tots show featured James C. Hay, R. B. Grover, the Newbeats, the Happenings, and Ruby Winter Dec. 12. Vikki Carr was in town last week for a vacation date at the new Hall-Clement Studios.

LAS VEGAS

Engelbert Humperdinck postponed his Dec. 31 opening at the Riviera Hotel, to prepare for his own TV series slated for airing in early January. He'll fulfill the contract in May.

Jess Ennis, the young and dynamic singer, is on his way, appearing nightly at the Showboat Hotel.

The Music Capitol of the World

Brenda Lee A Hit in Tour

NEW YORK—Decca artist Brenda Lee has returned to Nashville after a SRO tour of the Orient, her second in less than six months. This latest tour included the Japanese cities of Tokyo, Nagoya, Osaka, Fukushima, Kobe and Tanzania. She surprised her fans by serenading them on Dec. 11, her 24th birthday. Her records have played to sellout audiences in Hong Kong, Bangkok, Singapore and Malaysia. She was accompanied on the tour by her manager Dan Allbritton.

After a short rest at home, Miss Lee will play at the Beverly Hilton in Los Angeles, before returning to Nashville later this year for Expo '70.

Sculpture Release Out With U.S. Tour

NEW YORK—London Records has released a single performed by British group the Love Speaks. It is the group's first single of the U.S. The single is called "In the Land of the Free." The tour includes shows in Birmingham, England, through Wednesday (31).

Rhinoceros in Stomp

• Continued from page 16

and blue material, including "Same Old Thing," "Just Like You Are," and "One of Edwards big vocals was "Better Times." The bill opened with Chapin, a good folk rock quartet which, clearly, will be heard from in the future.

Kinks Complete U.S. Tour Backed by WB Package

NEW YORK—Repire recording artist Kinks have just completed their first cross-country tour since their first records were released five years ago.

Before their arrival, Warner Bros., Records released a special "God Save the Kinks" package containing the entire history of the group on discs. In the midst of this, their new LP, "Arthur," was released. The sheet music for Arthur,集装箱, are made available shortly through Hill & Range Music.

Burton Adds Dimensions With Variety in Jazz Fare

LOS ANGELES—Vibraphone Gary Burton is an adventurer. His quartet plays modern jazz, as was strongly evident Dec. 16 on the Malt Beach, but his drawing from country, folk and the rock idiom, added a broad dimension to his presentation.

The Atlantic Records artist says his group manages to translate their music into a wide variety of style of any of these sources. He uses them his own brand of imagination. During his half-hour set, Burton and associates perpetrated a variety of moods, which were based on their source material.

Barrett Swallow's own composition, "Well Laid Plan," had the artist on amplified bass offering a steady late-night dance club was played.

Swallow has been with Burton for three years and has played with him over a five-year period.

Sam Brown, the new guitarist, enhancing Miss Swallow's performance, the group's musical rapport of Richard Bell on drums, and Gene Taylor on bass.

Judy Collins

NEW YORK—Looking like a Renaissance princess with her flowered print gown and flowing hair, Judy Collins is a recorded in New York. She toured the Midwest, appearing nightly at the Showboat Hotel.

They have been playing to audiences in Hong Kong, Bangkok, Singapore and Malaysia. She was accompanied on the tour by her manager Dan Allbritton.

A Correction!

In error the wrong management was listed for the Lettermen in BILLBOARD's 75th Anniversary Issue.

Jess Rand is the exclusive personal management for the Lettermen and has been for the past 8 years.

RIMROCK RECORD MFG. CO.

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We Can Offer You Savings of 30% to 60%

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BILLBOARD

JANUARY 10, 1970
Where Were You When I Needed You?

Things I Should Have Said

Wait A Million Years

Midnight Confessions

Let's Live For Today

The River Is Wide

We'd like to acknowledge the roots of our success.
**Executive Turntable**

In an order to realign the distribution division as it is more operator-oriented, Rowe International Inc. has announced some changes within the division. Clay Sporer, has joined the director of music and games sales. Arnold Cohen has assumed the duties of director of warehouse and distribution services. Murry Shumsky has been named director of sales and distribution. Wally Derrick will become director of customer service. In other appointments, Gordon F.M.I. has been named national accounts manager. The staff was expanded to include a number of new appointments. If you have any questions or need assistance with the new system, please contact us.

**German Court Rules on Pins**

HAMM, West Germany--A free play on a pinball machine cannot be regarded as "winning." This was the ruling of the District Court here following the trial of a trucking company. The court ruled that winnings are "what adds to the property of the player and can be increased by him" such that the rewards from pinball machines are not taxable.

If, however, the player reaches a certain number of points in a game and becomes entitled to a new machine, the court ruled that the winnings are taxable.

**New Equipment**

**Flasher**—Empire Coin-operated pool table

The Flasher series has been redesigned with an entirely new leg styling. It is finished in walnut tone corner skirts and also has the new die resistant satin silver finish on the legs. There are two sizes available: 59" by 105" with a shipping weight of 995 pounds and the smaller 52" by 90" table weighing 675 pounds.

**Rowe Service Schools Set**

WHIPPANY, N.J.—Winter and spring service school for Rowe International, Inc., will be held at the company’s facilities in Whippany, N.J., and Grand Rapids, Mich. The schools will meet in Whippany and music schools in Grand Rapids.

The schools will be held on Monday through Friday, February 13, February 20, March 16-20, and April 10-24. The classes are open to anyone interested.

**Board Meet**

**MOA to Study ‘Public Day’; Inviting Western Operators**

BY EARL PAIGE

CHICAGO—The Music Operators of America (MOA) is inviting operators throughout the West Coast area to its board meeting in San Francisco Mar. 12-14 at the John Hopkins Hotel. This marks the first board meeting for MOA in the West and the board is calling all members and officers to attend. Among the agenda will be an invitation to Chicago. The meeting will also allow MOA founding president George Miller to renew acquaintances and will allow many directors to pay their respects to the industry veteran headquartered in nearby Oakland. Among important considerations will be the possibility of a public day at MOA and an invitation for the general public to attend the Chicago convention.

**Expect 3,000 at 1970 ATE Exhibition**

LONDON—At last count 95 exhibitors have booked space at the 26th annual Amusement Trades Exhibition (ATE) here at Alexandra Palace Jan. 20-22. Last year the event attracted 89 exhibitors. The main hall of the huge Alexandra Palace has been completely filled and John Singleton, secretary of the British Amusement Caterers’ Association, said another 20 stands have been added. The event, which is not open to the general public, is expected to attract over 3,000 coin machine business men during its three-day run.

**Switch to Two for 25c Play Improves Jukebox Programs**

By GEORGE KNEPMAN and EARL PAIGE

CHICAGO—The programming of jukeboxes will improve as the two for a quarter play becomes more popular, according to a Billboard survey. While the speed with which jukebox operators are carrying through the price change varies, most agreed that programming would be upgraded as a result of the change.

About 35 percent of my jukeboxes on my route have the quarter play and by midyear we hope to have at least 95 percent of the route on quarter play," said Russell Mansley of Russell-Hall, Inc. of Holyoke, Mass. He said that the two for a quarter play will not mean any difference in programming to him. "We have always tried to be selective in the past. We program each location on its route individually. We take into account the age of people and their backgrounds and in making what songs to program. He said that in one location that recently changed to the quarter play, business slowed to about 50 to 60 percent increase.

"Our jukeboxes will have the three for a quarter play," said Samuel R. Keyes of Apollo Stereo Music Co., Inc., of Denver. "As we can we will change to two for a quarter but it will be a slow process because we have so many people who will want a better selection to choose from because of the increased price.

The switch to two for a quarter play is improving jukebox programming because operators have more money with which to operate, according to A. I. (Lou) Price, Manhattan, N.Y., operator and distributor. Price, who is president of Music Operators of America, said: "As more operators take the two for a quarter play, we see a new market with more money to spend on records."

Another twist on changing.
NEW SEEBOURG CONSOLETTE!
Great companion to the famous new Apollo!

We couldn’t create the world’s greatest juke box for 1970—and then just let it go at that!

The fact is, we’ve also created a superb new version of the famous Seeburg Consolette.

It looks better than last year’s. Plays better. And pays off better. The silhouette is slim, trim, sleek. It hugs the wall.

Titles are viewed easier and faster with a new “Carousel” display. They can be played easier and faster with a new 10 button digital selector (matching the one on the Apollo).

The money comes in faster, too. A new “all coin” accumulator accepts all silver change in any combination; any order.

And, to change titles, just flip down the hinged front. (The “Carousel” carriage need not be removed.)

Your present wiring is all that’s needed for installation of the new Seeburg Consolette. See 1—and the new Apollo—at your Seeburg Distributor.

SEEBOURG
The Seeburg Sales Corporation, 1060 N. Dayton, Chicago, Illinois 60622
What's Playing?

A weekly programming guide of current and future selections from locations around the country.

American, L.A., Location: Easy Listening Lounge

E. R. M., Location: Jazz

Freemont, Neb., Location: Kid Lounge

Ted Nichols, Location: Automatic Vending Service

Lebanon, Tenn., Location: Adult Lounge

Peoria, Ill., Location: Kid Lounge

Bill Ross, Location: Les Munch

North Tonawanda, N.Y.
The Westing Co. recently held three successful seminars simultaneously in three different locations. The seminars were held at the Greenville, Wis., Westinghouse Installing Corp. of San Francisco, and Dayton Music Co., Inc., of Orlando, Fla.

Criss-Crossing the nation, the Westinghouse seminar consultants were Ron Hartshorne of the Detroit Co. of Rhapsody, Inc., Lewis Sorensky of Specialty Sales Co. of Kansas, Mr. Whipple and Willkie Linger of United, Inc., of Oregon, William E. Johnson of Rhapsody Sales Co. of Green Bay, John McKee of Rhapsody Co. of Wisconsin, Thomas A. Cox of Loew's Co. of Wisconsin, William J. Daniel of Loew's Co. of Wisconsin, and Richard L. Smith of Loew's Co. of Wisconsin.

Detroit, Mich.: A seminar was held at the Detroit Co. of Rhapsody, Inc., with a seminar consultant from Loew's Co. of Wisconsin, and Richard L. Smith of Loew's Co. of Wisconsin.

Milwaukee, Wis.: A seminar was held at the Milwaukee Co. of Wisconsin, with a seminar consultant from Loew's Co. of Wisconsin, and Richard L. Smith of Loew's Co. of Wisconsin.

Chicago, Ill.: A seminar was held at the Westinghouse Co. of San Francisco, with seminar consultants from Loew's Co. of Wisconsin, and Richard L. Smith of Loew's Co. of Wisconsin.

GERMAN COURT RULES ON PINS

A two-day Westinghouse service school designed for experienced mechanics, who held face-to-face contact with the Westinghouse consultant, during the seminar period. The seminars were held at the Westinghouse consultant's office in Milwaukee, Wis., and were attended by approximately 100 students, who were allowed to participate in the seminars. The seminars focused on the sale of pins and their classification, as well as the principles of pinning and pinning machines.

The seminars were sponsored by the Westinghouse Co. of San Francisco, with seminar consultants from Loew's Co. of Wisconsin, and Richard L. Smith of Loew's Co. of Wisconsin.

The seminars were held at the Westinghouse Co. of San Francisco, with seminar consultants from Loew's Co. of Wisconsin, and Richard L. Smith of Loew's Co. of Wisconsin.

Attending the seminars were Westinghouse consultant Ray Phillips of Dayton, Ohio, and Westinghouse consultant Ray Phillips of Dayton, Ohio, and Westinghouse consultant Ray Phillips of Dayton, Ohio.

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Coming Events

January 30-31 — American Trade Show, Atlantic City, N.J.
February 4-7 — California Automatic Vendors Convention, St. Regis Hotel, San Francisco, Calif.
March 4-7 — National Vendors Association Convention, Shamrock Hotel, Chicago, Ill.
March 20-21 — Alabama Automatic Vendors Association Convention, Montgomery, Ala.
April 11-13 — Georgia Automatic Vendors Association Convention, Savannah, Ga.
April 17-18 — Indiana Vendors Convention, Holiday Inn, Indianapolis.

Rowe Service Schools Set

* Continued from page 20

The second annual Rowe Service School will be held in circumstances at both locations. Operators may make reservations with their local Rowe distribution.

Switch to Two for 25c Play Improves Jukebox Programs

* Continued from page 10

As a result of changing from one to two songs for the same price, was mentioned by Harry Schloffer, Allen Ill. op-

A much better way to sell the idea to location and patrons. And it was interesting programming panel of older kids. It was very

A number of operators agreed that programming it always important, regardless of the program on jukeboxes. A lot of them tried to hold record parties different within 10-15 percent of what the operator's built of what a jukebox program should be. There's no specific difference in programming once you change pricing, and said that thejukebox industry had agreements.

This is because we're all aware of the programming. When the field begins a format is set and we go to it, having a record that doesn't become popular hurts. We try to avoid risks.

MOA Board Meet

* Continued from page 25

expect a very big turnout at the general public is among standers for consideration. Other items included changes in the by-laws, planning for the Oct. 16-18 convention, a review of all current problems, a review of MOA's new phase II project REDUCING PERFORMANCE ANNUAL OF FOR RECORDS ON JUKEBOXES

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Turns people into crowds

ONE STOP

service for all

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MERCHANDISE — Lost by game

Merchandise, prime dope, novelties, hard goods, non-porn, pinball items, fully stocked, for your machine, weekly

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Just the greatest juke box music ever heard... like full frequency response... 80 watts of full music power surging through the system. Like dual channels driving six speakers matched for "you are there" realism. It all adds up to terrific listening... sensational living sound... lots more play from participating patrons. Results — bigger collections for YOU. See and hear the STATESMAN at your Wurlitzer Distributor.

WURLITZER STATESMAN
Radio Forum June 18-21 in N.Y.

By CLAude HALL

NEW YORK — The third annual Billboard Radio Pro-gramming Forum will be held June 18-21 at the Waldorf-Astoria Hotel. It was announced last week by Billboard editor-in-chief Lee Zhino. Already, the world’s leading authorities in all aspects of radio programming are being lined up for the four-day meeting.

Such radio leaders as Elmo Ellis, general manager of WSB in Atlanta: Gordon B. McKenzie, president of McGonigle Broadcasters, Inc., New York; William L. Jones, president of PAMS, Dallas; Walter A. Schiller, general manager of ABC Radio; Ernie Tannen, president of WEEZ, Chester, Pa.; and several other general managers of WLOU, Louisville, were among the more than 50 speakers and chairmen during the Forum. The second Forum features speakers and chairmen like programming consultant Tony Schrieber, who has been with CBS general attorney Harry Olson Jr., John Allen, Brand Rating Research; Dick Carr, general manager of WIP, Philadelphia; Harry Sazz of Ted Bonner Co.; Ben Bonner and consistency in music programming. “The people know what we stand for — total music.”

WDAE Taking New Look at Its Albums

Tampa, Fla. — WDAE, easy-listening station here, is now reevaluating all its albums, to bring back songs by the Manas & Papa, Simon & Garfunkel, and the Union Gap which the station never originally played, according to music director Bill Dudley. The reason is that there’s “an increasing excitement in middle-of-the-road radio. Not only are there more fans for the new, but also a deeper appreciation for the older stuff. We’re trying to give our listeners more of the same.”

WSLC to Blend Play

Clermont, Fla. — WSLC station owned by Fidelity Broad-casting, has begun blending Top 40 tunes with easy-listening hits. Program director Howard P. O’Neal, who replaced Hal Jones, has said that blues, R&B and traditional country music would be downplayed. O’Neal is in charge with Paul Di Toma.

WHK Gives News a Break

Cleveland — WHK, easy-listening station owned by Metromedia, is presenting a unique approach to news via The Fifth Estate. Ken Galits, general manager, said the station is airing six-second segments which include satirical sketches and topical songs. Les Chandler writes and performs the songs. Sketches feature Sedley F. Arey, Arved Schieber and Weston Gaven.

Radio Forum June 18-21 in N.Y.

MARK LINDSAY, left, of Paul Revere & the Raiders shows the Raiders’ latest album, “Alas Pink Fuzz” to Scopilo, air personality of WGLO-M, Chicago underground station.

WWDC DEEJAY

Holiday Plays It By Ears in His New Bag

WASHINGTON — Top 40 radio today has become too restrictive. The real air personality has few alternatives except perhaps to escape to another form of radio as did Johnny Holiday.

Johnny Holiday is into a new bag. He is an air personality on WWDC here for the afternoon drive show. The new bag is easy-listening, a heavy change for a Top-40 veteran. He changed to easy-listening for a number of reasons. “I was tired of being tied down by a strict format,” Holiday said. “I also felt that the kids could not relate to me any more. I was talking fast and saying nothing. What can I say? I outgrew it.”

Holiday also said he was tired of not having time to make full comment on the things he felt were important or entertaining. “If I wanted to talk to Joe Math in, for example, at 7 a.m. and 7:30 a.m., the kids would have nothing to say. It was not meaningful.”

Holiday said he has given up the idea of not having time to make full comment on the things he felt were important or entertaining. “If I wanted to talk to Joe Math in, for example, at 7 a.m. and 7:30 a.m., the kids would have nothing to say. It was not meaningful.”

Holiday has seen an announcement on television as well as radio. While at WINS in New York, Holiday was also the host of NBC-TV’s “Hullabaloo,” a NBC-Cleveland, said he has no idea what to stop. “I have a lot of freedom which I never had before. I used to have to slow down and take it all in.”

Holiday feels that his real personality has come into play much more since switching to easy-listening radio. He also feels that the calm, relaxed no-nonsense personality has a bright future in radio, especially in FM.

In the past, Holiday has been an announcer on television as well as radio. While at WINS in New York, Holiday was also the host of NBC-TV’s “Hullabaloo.” in Cleveland, said he has no idea what to stop. “I have a lot of freedom which I never had before. I used to have to slow down and take it all in.”

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Stan Josephson, tour director, producer of “The Johnny Cash Show,” which began its nationwide tour last season, will visit the WABC radio show. Josephson is responsible for the musical introduction of the show and for the overall production of the show. He also has worked with such artists as B. B. King, Ray Charles, and the Rolling Stones.

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(Continued on page 28)
James Brown -- Mr. Dynamite

Top Artists of the Year
Male Vocalist Singles
Also Top Artists of the Year
Soul Singles
Billboard Best of 1969

Red Hot Singles
Ain’t It Funky
#6280

Let A Man Come In And Do The Popcorn
#6275

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In 1969 it was

“OH, WHAT A NIGHT”

In 1970 it’s

“OH, WHAT A DAY”

The Dells
Cadet 5663

Produced by Bobby Miller
Arranged by Charles Stepney

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A Division of GRT Corporation
Mercury roars into the new year with 23 brilliant new LP releases, and we're shooting the works on advertising to let everyone know about it.


Where else? Evergreen Review.

More? Paid 60 sec. radio spots coast to coast.
And specially prepared co-op newspaper ads.

This all means customers will know what to look for in your store. We want you to be ready with the goods so we updated our big album catalog (complete with LP photographs) to make selection and ordering fast and easy. You'll find we do a lot more for you, too.

One last thing. Even though this is only the beginning, Mercury already has plans in the works for the future.

And you can bet we're right on target all the way.
Shot
Soul Sauce

By ED OCHS

SOUL SEARCHING: Pop-soul is once again synonymous with Motown, and Detroit, despite the latest claim by New Orleans, Mississippi, and Muscle Shoals, is still the soul capital of the world. Simply because that's where the hits come from. The only soul album in the top twenty belongs to the Temptations ("Puppets Piece"), while Diana Ross & the Supremes' "Somethin' We'll Be Together" and the Diana Ross-sponsored Jackson Five ("I Want You Back") are the only soul singles to top the pop charts. Last week's Billboardpredicted only one record to break the top twenty: Marvin Gaye's "How I Can Forget," on Tamla. Naturally, the soul charts have Motown on top. In fact, out of the top ten soul discs, Motown has 70 percent of the action. All the more power to Motown, but the contrast between Gordy's good fortune and soul's lack of fortune is disturbing. To Motown's die-hard brethren for perpetuating soul power, yet, writes F.O.R.E., national chairman Warren Lanier, "We won't say that Motown is 'in a fight to keep this great injustice of soul music.' Referring to the soul backlash explored recently in Soul Sauer, Lanier added: 'This is a 'lickin' thing' and its results spread and dissimilarize in the growth and development of artists, individuals, and companies.' Soul Sauer invites the soul industry to voice its opinions and suggestions on the looming "black" of soul's continued progress, commercially, and popularity. By writing to me, Ed Ochs, at Billboard, the New York resolution to settling your problems in soul music by earning enough money for you to write or call.

FILLET'S OF SOUL: It's worth repeating what Atlantic's Ted Williams told Soul Sauer recently. More and more blacks are listening to rock. Integration is now on an everyday level bringing. (Continued on page 33)

Vox Jox

Dick Graham has joined the programming department of WPBZ (Philadelphia). The staff at KAMC in Conroe, Texas, a country station, got bigger and better with the addition of Jerry Beamon, master of the afternoon drive slot. Jim Beyer of WKGW (St. Louis) has been named director of WKJZ in Orlando, Fla. Bud Dutton has been promoted to music director of WADE. New DJs now at WFAZ include, Bluestone, Tommy Hemphill, and Pete Thackery.

Letters to the Editor

Save our singles! Right, I agree. But believe there is only one way to do this. Abolish the sight player in one or two of the evil villains that are holding single sales and helping radio to上网 30 or 35 records as well as the sight player. The sight player stations are limiting the exposure of the good songs to the music listeners by their playlists to 30 or 35 records. How much record stores sell when the sight player has so few to choose from? But alas! Another aware music loving public the days of the old playlists are just about over. America's programmers and music directors are raising up. They are finding out that America's teenagers are growing up faster. The new super groups, i.e. Creedence Clearwater Revival and Blood, Sweet and Wired, are making records that appeal to all age groups. This is where it's at. At WMEX Top 40 is the roll has turned. We ought to be happy and jumping for joy. In answer to an earlier "Letter to the editor," rock roll has not squelched and can't sound. They have matured, they have a hit on stations that are being pressured by the music industry to play more rock music. (Continued on page 33)

JANUARY 10, 1970, BILLBOARD
The charts tell the story — Billboard has the CHARTS

Soul

Soul Sauce

* Continued from page 32

together blacks and whites socially. Black people have become ex- posed to rock at parties and through friends and are buying it — Bill
Faith, Blood, Sweat & Tears; Santana — and white kids are listening to blues. Williams, a former R&B editor, also hinted that black jazz might be next in line to enjoy not only a revival, but major exposure.

Do you agree? Billboard is now paying serious attention to black gospel with Edward M. Smith's "Best of Gospel," which ap- peared last week in the monthly gospel review. "...Harrison, of "Kansas City" fame in the 50's, is making a comeback on the Sue label. The album, featuring his underground success, "Let Us Work Together," has been critically acclaimed. He's the only soloist who sings Ben E. King as well as King. Dig Day's new B.B. King's "Soul Sides," which is set to produce the Rhythm & Blues rock group for Elektra, is still astounding masters of ceremonies for his nationwide black talk-talent show for TV. Anyone interested? New Emotions' "Look at the City," on Atco. James Brown is putting his soul power behind Marve Whitney for the new year. Her new disk, "He's The One," is picked to score. New Dells, "Oh What a Day," on Cadet. And from the Farmer's Embers' "Shades of Green," on Hot Wax. Phil Jones of Motown reads Soul Sauce. Do you?
Grand Funk: A
Grand Prix National du Disque 1969
Académie du Disque Français
Prix de l'Institut de Musique

The above prize was awarded to the following records

Qualiton of Hungary

SLPX 1141 F. Liszt: Missa Choralis, Budapest Choir, cond. Miklos Forrai

SLPX 1261 F. Liszt: Psalms No. 13, 18, 23, 124 and 129 sung in Latin and German
Budapest Choir, Chorus of the Hungarian People's Army, Hungarian State Orchestra, cond.: Miklos Forrai

SLPX 1267 F. Liszt: Requiem
Choirs of the Hungarian People's Army, Soloists of the Hungarian State Opera, cond. Janos Ferencsik

SLPX 1310 F. Liszt: Choral Works
Sung in original languages
Female Choir of Győr, Choir of the Hungarian People's Army, Budapest State Opera Orchestra, cond. Miklos Szabó

World-distributor: KULTURA
Foreign Trading Co
Budapest 62, P.O.B. 149
Hungary, Europe

Representations in all bigger countries
Gard Optimistic About NAMM's Music Show

CHICAGO — With applications for exhibit space mailed to prospective exhibitors at the Miami Beach Show, Bill Gard, executive director of the National Association of Music Merchants (NAMM), is very optimistic about the June 6-9 convention.

"I expect about the same amount of exhibitors in 1970 as we had at the 1969 show," Gard said. "There will be some dealers in Chicago who won't come to Miami because of the distance, but these will be offset by local merchants in the Miami Beach area. We have already had some queries from those dealers."

While there has been concern among some of the potential exhibitors to the show moving to Miami, Gard was not worried about any repercussions.

"These people seem to forget that we formerly went to New York for the convention," he pointed out. "We would never consider New York now because the prices are just too high. If there were complaints about moving, Miami Beach would shut down. "They believe that Miami offers many advantages. Besides, several dealers have said that they enjoy the idea of Miami Beach in June."

While the cost of exhibit space per square foot has nearly doubled from last year to $3.75, Gard pointed out that the price includes many things not included before. A big item included is the parking of exhibit goods right in the booth. The cost includes daily cleaning of aisles and exhibit space, gold background drapes and sideicals, a registered nurse on duty, dry bus transportation to and from Miami Beach Convention Hall and portable service 24 hours per day. Very little has ever been stolen from exhibitors. "About the biggest thing stolen has been a piece of jewelry," Gard said.

According to NAMM officials, more than $3 million in instruments, accessories and other merchandise will be on display. A forthcoming exhibitors' manual upon assignment of exhibit space will provide additional information on hotel rooms, advance registration, shipping of exhibit materials, order forms for exhibit hall labor, signs and other services.

The assignment of booths for the 1970 show will be by a special random drawing by space classification. The drawing will be conducted soon after Monday in the NAMM Music Show advisory committee, made up of members of the five major music manufacturer associations. Exhibitors will be assigned the size booths they request, but the location in the show hall will be determined by the committee.

There are a total of 300 booths of various sizes available at the show. Here is a breakdown of sizes and the number available: five booths of 5,000 square feet, five booths of 3,000 square feet, five booths of 2,500 square feet, three booths of 2,100 square feet, five booths of 1,500 square feet, 10 booths of 1,000 square feet, 12 booths of 800 square feet, 31 booths of 600 square feet and 33 booths of 100 square feet. There is a total of 130,500 square feet of exhibit space available.

The assignment of booths for the 1970 show will be by a special random drawing by space classification. The drawing will be conducted soon after Monday in the NAMM Music Show advisory committee, made up of members of the five major music manufacturer associations. Exhibitors will be assigned the size booths they request, but the location in the show hall will be determined by the committee.

CMI Handling Standel Line

CHICAGO — Chicago Musical Instrument Co. (CMI) will have exclusive distribution rights for the entire line of Standel solid state electronic products, it was announced recently.

Standel also announced the availability of two new amplifiers, the Standel Custom 260, a solid state system equipped for jazz, country and western or hard rock. The unit will accept all electronic instruments except a bass, includes a head amplifier in a steel-enclosed black vinyl and comes with rubber wheels for easy transportation.

The Standel Imperial 9600 two 125 watt speaker cabinets with pigtails style. The master control preamplifier is styled in a wood-grain lectern, with two channels, reverber, tremolo and switch included.}

Rock Enters School Scene

NEIL Lushin, Hal Leonard Music.

INSTRUCTOR Frank Turziano plays the guitar at the Innove exhibit.

MUSIC teachers at the recent 32nd Annual Mid-West National Band and Orchestra Clinic in Chicago were introduced to numerous versions of rock and jazz music scored for school bands. Here (left) Hansen Publications' Warren Miller and William Fox show music to Miss Marilyn Williamson, Homer, Ill.

HERMAN Stenger, the Big 3 Music Corp. proudly displays copy of "Hair" which his firm is introducing in several versions for schools. At right, Miss Emily Berk.

NEW Catalog By Wexler

CHICAGO — — David Wexler & Co. has recently released a new exhibition catalog available at no charge that features all central rested instruments, including acoustics, folk and classical guitar, jazz tone unit new Central Bopera and a drum unit.

The Monte Carlo drum set in a 20 square inch with features previously found in only the most expensive sets. The Monte Carlo Features durable solid shell construction through out, double lug features and double suspension for precision tuning and shell brake mounting brackets for maximum strength. Weather proof drum head is set in a triple flange for rigidity and tuning permanence. The jazz tone unit is built into a foot switch pedal and is known as Fuzzy Furry. It is self powered by a nine volt battery installed at the factory. Suggested retail price is $29.95.

1,125 Items in Ludwig Catalog

CHICAGO — Ludwig Drum Co. has recently released a 108-page catalog illustrating and listing over 1,125 percussion instruments and accessories. Among the new Ludwig product innovations cataloged for the first time are the new deluxe drum outfit, the Improved Supraphonic snare drum and the Professional Symphony Trumpet with double ring percussion.
Hickory in Key Expansion Drive; Links Gibson to Pact

NASHVILLE—Hickory Rec-
gists has announced a major ex-
pansion move, and simulta-
ously revealed that RCA artist
Don Gibson has signed a long-
term contract with Hickory.

"This is only a first step," said Hickory national sales man-
ger, Lester Rose. "We plan to
sign other name artists, charge
some distributors, and bring the
label back into its rightful posi-
tion of prominence." Honda

Hickory is one of the oldest
country labels in the business,
dating back some 16 years. It's
affiliated contemporary label,
TRX, also will undergo some ex-
pansion.

Gibson comes to Hickory
after two years with VGN, then
13 years with RCA. During the
past 15 years he has been under
contract to Acuff-Rose as an
exclusive writer, and his written
songs of the country stan-
dards over the years.

Gibson is cutting six sessions
for Hickory, doing both a single
and an LP, the latter of which
will be a collection of current
hits recorded by other artists.
The single is set for release in
mid-January, with the album to
follow a few weeks later.

Gibson has been managed by
Wesley Rose, president of Acuf-
Rose until the two were intro-
duced by Mel Foree in Knox-
ville in 1955. The first time he
wrote for the publishing com-
pany was "Sweet Dreams," and
Rose placed Gibson as a singer
on MGM.

All Hickory artists now will
be cut in the Acuff-Rose Sound
Studios, part of the over-all
publishing companies. Lester Rose pointed out that, within recent months,
several Hickory records have
made the country charts, and
the label soon will be competi-
tive again in all the ways. Currently
under contract to Hickory are
Roy Acuff, Ray Price Jr., Fannie
Ashworth, Glenn Barbee, De-
nie Marie, Sherwin Lusco,
Jim Munday, Reid Stewart, La-
ure Wimbish, and Tommy Faye
and Kellie Jean Wadner.

Hickory artists currently
have included Wilburns, Sons
of Hickory Band, Don Gant
and Trigger Smiley. Linked to
their instrumentation is Pat Boone, and

(Continued on page 41)

NASHVILLE WINNERS at the Party Game Amateur Invitational Golf Championship at post St. Luke, P.V., were gusseted Brady Martin, Mon-
ument's Bob Randolph, and write-artist Royce Hawkins. Coordinat-
ing the event for the Nashville contingent were RCA's Woody Freeman
and SNAC's Alene Drumner.

The Moog Goes Country in
Trythall's 1st Athena LP

NASHVILLE — "Country
Moog Swapped on Nashville" is
not the name of a new
country-oriented rock group but
the title of Gulf Trythall's first
album for Athena Records.

During its initial entry into the
recording business, the Moog
synthesizers (named for the in-
ventor Dr. Moog) has covered
the music scene from rock to
Juke Box and now has made
its way into the country field.

(Continued on page 41)

a monster in sales & airplay

HELLO, I'M A
JUKE BOX

by George Kent

EXCLUSIVELY WITH
KEY TALENT AGENCY
1531 Demonbreum St.
Nashville, Tennessee

NEWKEYS MUSIC
1531 Demonbreum St.
Nashville, Tennessee
Written by: Tom Y. Hall

MERCURY 72905

JANUARY 10, 1970. BILBOARD
College Kids Overseas Finding Country a Country Subject

NASHVILLE—The appearance of the more popular college audiences and their reaction to country music have created a recent perceptible spurt in promotional activities—something, according to George Hamil- 

ton, record editor of RCA Victor.

Hamilton was one of several RCA artists who toured England, South Africa, Denmark, Norway, and Finland on the promotional tour. The group included an "evangelistic fervor." Young people who are new to country music said the "college kids were really the heat audience."

Hamilton, who has a great deal of faith in his country, said, the Oslo, Stockholm and Copenhagen audiences are the largest, with Amsterdam running close behind.

"Even though few of us had ever had a record released, the crowds at the concerts knew Bobby Bare and Skeeter Davis, and regarded them as heroes."

He said the young people enjoyed folk and country. "To them it was simply a Southern (U.S.) form of contemporary music," he said. "They don't have any sociological hang-ups. In fact, if you ask what it is to them, it really all music of the people, and that's the important thing."

Hamilton's greatest reaction was to "the lesser-known songs, "Suzanne," because it "had something to say," and the young people "related it to the lyrics."

After a hush of some sort toward a return to simplicity in sound, "Based on reactions, they're not wild about the big arrangements and the orchestration. They like more of the sound that the people of their generation...

On the tour was Nat Stuckey Conway Smith, The Hinges, and another English group called The Country Fever. Chet Atkins flew to England for the last two weeks, and appeared with a full orchestra in the concert at Royal Albert Hall."

A special RCA album, featuring cuts of each of the artists on the tour, was released simultaneously with the appearances in the various countries. It was the first country album to be released in all RCA clubs. The RCA club reaction was not much different than playing in one's own country, Hamilton said, "Playing on RCA clubs overseas isn't much different than playing in one's own country, and the people who live there used to be..."

The tour will not go on, however. Hamilton and most of the artists have been asked back into the country music stores in the U.S. for summer. They visited for this summer in a series of "folk park" appearances.

---

2 GALS SET PROMO CO.

NASHVILLE—Bevery Nelson, editor of the Gospel Music Association Newsletter, "Good News," and Barbara Compton, of Pro-Sound studios, have formed a partnership in NRC Promotion, specifically designed to promote records. They will continue to develop record promotion operations. Miss Nelson said, "You have to put out a good product, you have to put it on the market..."

The scene at Columbia Records was the site of a major announcement when it was announced that Rick Nelson and Glenn Frey were signed to a new management contract with Artie Schuff, who is due in the country music stores in the U.S. for summer. They will appear in a series of "folk park" appearances.

1st Athena LP is Continued from page 39

"synthesizer in his concerts," Powell became interested in acquiring the latest "synthesizer," and when he was successful in obtaining one, the idea of releasing a "synthesizer" album came quickly. The album sounds like hundreds of hours of studio time was spent, the "synthesizer," and the studio..." "Why Mountain Breakdown" look for 40 hours to record. The album is now incorporated into the facilities at the Athena studios, and the studio will continue to record full. According to Powell, "In simple terms the Moog synthesizer can be best described as a sound generating device which you have more control over than any of the traditional instruments."

Moog is presented as a product, a standard keyboard, but Powell is working on a system where voice and instruments can be fed directly into the Moog. Whether this will establish the "synthesizer" as a true instrument in music..."

Loretta Lynn

NEW YORK—In the Bill- 

board International Talent Di-

rectory of Oct. 27, 1969, Loretta Lynn, whose records should have placed her No. 8 on the Top Country Artists list was inadvertently omitted.

Key Expansion Drive

WHAT A WAY TO START 1970

THE THREE BIGGEST SINGLES OF THE YEAR

"CHICAGO STORY" Jimmy Snyder

"TENNESSEE BIRD WALK" Jack & Misty

"THE ARMS OF MY WEAKNESS" Darrell McCullough

WAYSIDE RECORDS

THANKS TO EVERYBODY FOR MAKING IT A GRAND AND GLORIOUS '69

Bill Lowery
Lennon Planning Precedent-Fest

The Beatles' leader continues to gain momentum.

- **Lennon Planning Precedent-Fest**
- **Canada's 'Best Equipped' Studio Unveiled by Revolution Sound**
- **Hawks in 1st Atl Disk**
- **Modern Tape ITCC Arm Deal**
- **Canadian News Report**

**Lennon Planning Precedent-Fest**

Lennon pointed out that the Peace Festival is only a charity affair after-the-fact. "We want to put everybody involved because there's no point in asking people to do something for nothing if they're not inclined to do it, so they must be paid." Regarding the loss of peace radio stations, he said that it was an event initiated by Canadian broadcasting magnate, George Schilling. To date, there are some stations where the network will be heard.

In conjunction with Brower's Canadian company, Lennon has launched an International Peace Voice. Ads will start appearing in major magazines shortly. People will be asked to vote for either war or peace.

"All the politicians run around waving Gallup poll figures about what people want, so we decided to flash a few figures of our own. We aim to present a few figures that no one else has thought of and then people will know that they are the ones who have to be heard.

(Continued on page 46)
Pirate Bows On Feb. 14

LONDON — Feb. 14 will be the launch date for the “pirate” offshore project, Radio 266. The station’s organizers are working to join the station, Program director, Paul King, said that 266’s chances of success as high as 80 percent. “As each day goes past, we are in a stronger position. I just pray that the advertisers support continues to roll in. That will be the main deciding factor for me,” he added.

Answering rumors that some BBC DJs might have been approached to join the station, (Continued on page 46)

EMI SUPPLIER, SOVIET DEAL

BUENOS AIRES — EMI’s South American supplier has reached an agreement with the Soviet Union to produce all their Russian records outside the social world.

As a result of the first Russian records by artists of international stature have appeared at the Latin American market. Music by composer Prokofiev, Rachmaninoff and Tchaikovsky are on the first albums released.

CLERIC BACKS ‘SUPERSTAR’

TORONTO — The Most Reverend H.H. Clark, Bishop of the Anglican Church of Canada, has personally endorsed Decca’s commercial single “Superstar” from England’s rock group, the “Jesus Christ.” Comments from the clergy were invited when CKF-FM recently broke the Ministry Hour single in this area.

The Anglican priest said: “This is a most legitimate subject for broadcast by a responsible radio station. No doubt it will shock some, but it is simply young people asking a serious question of Christ in their own time.”

TRANSATLANTIC TAPE DEAL WITH AMPEX SET

NEW YORK — Transatlantic Records, the U.K. independent, has signed a tape deal with Ampex for their product throughout Europe. The deal excludes cassettes which are already licensed to Philips, said Transatlantic managing director Nat Joseph.

Joseph concluded a U.S. visit by arranging for Liberty to release The Beatles’ German single “All You Need Is Love” which will coincide with a U.S. tour for the group in March or April.

Joseph is also setting a U.S. tour for Reprise group, the Pentangle. “An earlier tour was planned,” said Joseph. “But the new one will cover the tour of the group, which is a large undertaking.”

Joseph also released his own folk group, the Johnstones with Sire Records. They were formerly with Tetragrammaton and arranged with Peters International to import direct English, Scottish and Irish folk music not already licensed.

Pye Lowers Price On Golden Guinea

LONDON — Pye is reducing the recommended price of its Golden Guinea albums from $2.96 to $2.35, effective Thursday (1). The move brings Pye into line with the developing policy of the majors to include a $2.39 label within their product range. The $2.39 price tag was pioneered by British Decca for its “World Of” series with great success.

International News Reports

New Retailing Fuel in U.K.: Esso Gas Stations

LONDON — Record retailing in the U.K. is going on the road in a deal made between Esso Petroleum Ltd. and Racking Stations Ltd., a firm established last year by directors Tony Weston, to service gas stations for共青团 merchandising purposes.

Racking Stations formed a deal with Shell which went into operation on July 1, but sold only in food produce. Esso outlets will carry non-food articles, records and tape cassettes being a major item.

Jimenez Cited In Puerto Rico

SAN JUAN — Three organizations, the Puerto Rican Institute of Culture, Musicians Federation (Local AFM468) and Pan International of Puerto Rico, plan to honor 73-year-old composer and recording artist Manuel Jimenez Canario, Ruso.

Canario cut his first record for RCA-Victor in New York about 25 years ago. The presentation was held at the Sheraton Hotel, Dec. 21 and entertainment was provided.

Abraham Pena head of the Musicians Federation presented Canario with several gifts and trophies and a life-long honorary membership in Local 468 of which Canario was a founding member.

DECCA LTD’S NOVA SERIES

LONDON — British Decca’s Nova series, which has been introduced on Friday (16), will be utilized as an outlet for new progressive pop talent and will carry with it the Decca and Aram labels. The series will aim to attract for the recommended price of $3.40.

This twin-armed thrust into the progressive pop market will initially be limited to albums. Product will be drawn from both the Decca U.S. sources and releases will be on a regular basis during the year.

Rock Special

On the CBC

TORONTO — CBC radio broadcast a two-hour rock special, “The Top Decade” on Saturday (3). The show hosted by jazz critic Ron Colburn, joined the rock of the past. Highlights included comments by Hal Leonard, producer George Martin, Little Richard, U.S. rock critic Rich Gold, and rock manager and promoter Bill Graham of the Fillmores. Show was produced by John Couturier and Doug MacDonald.

$2.39 LP Price Move Spurred

LONDON — The move toward $2.39 as the U.K. industry’s favorite album price is strengthened by the decision of the independent Lucky label to key its debut release at Febrary 2 to this figure.

Another independent, Tepee, and Pye have already reduced their Golden Guinea label, have reduced prices to $2.39. Both are largely specialists in folk and rock albums. The move places the 20c unit in this category, with the emphasis of its initial release being on the folk field.

Lucky, to be distributed by Pye, is owned by Gordon Smith, who has already committed himself to the promotion of the Country Music Federation.

Promoters to Set Precedent

BUENOS AIRES — Two local promoters have set an important precedent in working arrangements in the Argentine by paying local musicians on the basis of a so-called agreement of “two-for-one” during the visit of the Concerts House orchestra to the country.

The promoters are Claudio Lucco and the Opera, the Diabelli and Lucco’s artistic director, Senor Celli. They stated that the agreement stipulated that the artist must be given performance or equivalent payment for every two foreigners performing in the country, according to the Musician’s Union.

The agreement will affect impresarios and promoters who have already committed themselves to performances by foreign musicians during the upcoming Carnival Time.

19701019 mum 40
From Movies to Song

**FLORINDA BOLKAN SINGS**

METTI UNA SERA A CENA OGGI TE NE VAI

DTP 50

**CATHERINE SPAAK SINGS**

OH!

QUALCOSA STA CAMBIANDO

DTP 51

**D.E.T. RECORDS — VIA VIRGILIO B — ROMA (ITALY)**

**THREE-TRULLS**

SP 415 "TUN MINERAL" "IL SOLE MASECA"

**THE LATEEN-TEGERS GROUP**

from the Music Capital of the World

HAMBURG

Metronome's 19-year-old singer Pat Simon, managed by her father, composer Armed Simon, has gained a full-time position and released her 10th record, "Ja, am Zuercher." The young talent competition organized by Barclay Records from its Hamburg promotion bureau attracted 278 contestants — 45 had a chance to perform. Record contracts were signed with Roberto Jacobi, a 24-year-old singer living in Munich who has recorded his own composition "Barbara" for his Barclay label, fagin (singers), 22-year-old Hamburg girl, Eva Klus, from Hamburg, Rah- hehn, Esther Ofarrin, whose new group "Vivaldi" and Alanna Moon, will make a tour of Germany in the spring. The production of "Flame" at the Kleine Theater am Kurfurstenwall in Berlin, has had its 5,000th visit. Cateina Valente scored a triumph at the Thalia Theater in Munich, where the production of "Flame" was performed. Okka Kuno, Esther Ofarrin, Johannes Hedtke, Vico Fortunato, Rolf Hartmann, and Gino Paoli appeared in the second channel German TV show "Die Sonne ist auch Exotisch." Otto Gordes will conduct "Ludwig van Beethoven in Notburga." "My Lady" is being revived at the Operettenhaus Hamburg with Heidi Reitburg in the role of Eliza. Carlos Werner as Pro- fessor Hugonin and Benno Hoff- mann as the Duke. Miss Bauer, in the Berlin production of "Avenue Montaigne," will be repeated by the city's radio station. She held the title role. Six years ago, "My Lady" was revived in a run of 38 performances. It was seen by 500,000. The LP of the original 1964 recording produced in 1964, was the first gramophone album, 100,000 sales. WALTER MALLIN

RIO DE JANEIRO

Toquinho, Brazilian guitar player, returned following a five month tour with Josephine Baker and Brazilian conductor, the late Jean Ham- land. Italy's singer Antonio Pizzi in Rio to make another recording with Carlos Bar- que. CBS reports that its 14 Most "Album" series continues to lead its best-sellers list with "The Black Eyed Peas" and "The Beatles," and Sony has also released Johnny Cash, Giglio Cipriani and Paul Revere and the Raiders.

**INTERNATIONAL NEWS REPORTS**

**SAN JUAN**

Xavier Cugat (Jacoa) played the Salon Carnival of the Puerto Rico government. In NBC's "The Ed Sullivan Show," Eddie Fisher (RCA) appeared at the Club Trocadero of El San Juan Hotel to promote his new LP, "The World of Country Music." His record label, RCA, has released a new album of his career, "RCA All-Stars." The album includes musical highlights of his career and features such artists as George Jones, Little Jimmy Dickens, and Hank Williams.

**JERUSALEM**

Italian singer Rita Pavone scored a triumph on her first visit to Israel where she performed in several major cities. She recorded an LP for Columbia Records in Italy and released it in Israel. The album includes hits from her career, "Her Voice," and "The Voice." The LP was released in Israel and sold well.

**ANTONIO CONTRERAS**

**TOKYO**

Sweet music saxophonist continues to interest the Japanese record buyers. RCA has just released a re-recorded version of "The Best of Bill Evans," a highly acclaimed album of the late American musician, who died in 1988. The Japanese version, sold in Japan, has been banned along with various other foreign music. This has been a strange situation that is slowly changing.

**Buenos Aires**

Francisco Smith who produces music in Buenos Aires, and singer Daniel, both on CBS has been released a new LP, "Con Piel De Mano," after completing a South American tour. The LP has been distributed in 6,000 copies in Argentina. Other recent releases include albums by various local artists such as "La Musica," by Alberto Pizzica, "La Musica," by Alberto Pizzica, and "La Musica," by Alberto Pizzica. These albums will be distributed in Europe and the United States.

D.P. 1970, BILLBOARD
More W. German Outlets Seen Mart Key; Rack Role Growing?

By MIKE HENNESSEY

(Third installment in a general European survey)

The key to the accelerated growth of the West German record market undoubtedly lies in the creation of numerous independent rack outlets for product and it remains to be seen whether rack jobbing will, in fact, save the German record market — so far a negligible factor in European record sales generally, but obviously gaining greater importance in the seventies. Stereolab! 100, Ltd. U.S.A. said, "Rack jobbing has got to come and I anticipate a big explosion in this area in the coming years."

But before records are sold in any quantities through rack outlets, the idea of rack jobbing has to be sold to the German public. And so far, as indicated in the first article in this series, they have shown a reluctance to buy the vast majority of records sold in Germany are handled by something like 10,000 retailers, with 20 percent or more of their sales in the 80 percent of sales. These retailers are supplied by 15 or so major rack jobbers. However, an additional 15 percent of record sales from the record clubs, the West German music record book club and the Deutscher Buchhandelsverband have been handled by the Beretlaus Club.

The Beretlaus club has 4.5 million members in Germany, Austria, Switzerland and Holland, has 600,000 members in its Spanish club and is starting a similar club in Mexico.

In the United States, rack sales are being achieved through a growing premium market; the use of records is increasing, and it is possible to sell up to 300,000 disks in this way.

Major Challenge

However, rack jobbing is seen by many industry leaders as the major challenge of the seventies and the shoe store industry is that the concept of impulse buying needs to be firmly implanted in the German market before rack jobbing will take off.

Neither of the two rack jobbing operations in Germany — West German Record and the Eski, owned by Deutsche Grammophon, and Warner in France, which supplies U.S. bases — is enjoying spectacular success in terms of market share (less than 15 percent).

Record Rack services 3,000 gas stations in Germany and some supermarkets and discount stores, but the operation cannot be said to be booming.

Record Rack's activities, handled by Deutsche Grammophon, ARLA and Metronome product — mainly in the low price category — and employs a team of special representatives carrying product in their cars. Take Ruth.

She has been a successful promoter and is ready to do her job. She feels that rack jobbing will eventually, take root here, but the industry is split as to whether it should be organized on an all-industry basis or run independently. Personally, I feel we should find a joint venture. People will gradually get accustomed to looking for records in bookshops, supermarkets and discount stores, and there is already some demand from these outlets for racks to be installed. But rack jobbing will not attain anything like the importance it has in the U.S. for at least 10 years.

As well as seeking a faster expansion in the rack jobbing market, the West German record industry is also aiming to improve its performance in international sales.

Language Barrier

The language barrier which has prevented top German artists from making any kind of mark in the U.K. or U.S. and today more and more German artists are recording in English. And where the language barrier does not apply — as in the case of instrumental music — there has, of course, been a considerable breakthrough by orchestras leaders like Jürgen Jost and Kurt Kaempfert. Said Kurt Kinkele: "Where national ties are concerned, it is in the group field that Germany is weakest. Those groups which do exist are largely imitation, but in general the youth in Germany is musically very active and I predict that, in the future, there will be fierce competition among product from all over the world for a share of the American market."

The German record industry has already recorded in English — although its records have not yet been released in the U.K. — and Deutsche Grammophon has also signed the group Joy and the Hit Kids, who have had a single released on the Penny Farthing label in Britain, where they are called Joy USA.

The increase in the number of independent producers with an international prestige appeal, is encouraging the development of songwriting and singing talent with a universal appeal, and one of the most imaginative of the new producers is Ralph Siegel Jr., who recently founded his own production company, Olympia Music Produktion, in Munich. Siegel is recording German artists in English for the international market and is acting as a producer for many leading labels.

He commented: "The German hit parade does not really reflect the kind of music the best German composers can write. So I am now producing records with the A side for German consumption and the B side for international exploitation."

Older elements in the trade tend to explore the records sales to the world and seek to preserve the concept of German talent singing German songs. But recording in different languages for different countries is becoming almost the norm in Europe now and the possibility of a Heine sings in English and taking America and Britain by storm cannot be ruled out.

Whatever direction there may be on the national vs. international issue, the whole German record industry is certainly united in its dissatisfaction with the tax on records.

Said Kurt Kinkele: "There is an unbelievable discrimination against records when you consider that they bear a tax of 11 percent compared with the 4 percent on books. We as an industry are bringing strong pressure to hear to get records considered as cultural items. This is something on which record companies and publishers should unite side by side. I am convinced that we shall eventually get a reduction to 4 percent."

From the Capital of the World

Canadian Executive Turntable

HAROLD E. SCHULZ, former marketing manager for RCA's Record Club and specialty sales manager for that company, appointed director of advertising and promotion for Capitol Records. Recent sound recording company has named Harold E. Schulz as national advertising and sales promotion manager. He is responsible for sales promotion management of the Hollywood Dras Cos. and assistant advertising manager of Power supermarkets. The firm includes records, movie and broadsheet magazine sales. He is a member of the Canadian Federation of Music Clubs. He is associated with A.E. Home Entertainment Diversified, Ltd. E. L. Schutte, director of TV, a new company.

Record Retailer 7 Carnaby St., London W.1, England WANT TO KEEP ON TOP OF THE BRITISH MUSIC AND RECORD SCENE? Each week, RR (Britain's only record/music industry publication) tells it like it is. Subscribe today. Rates for one year: U.S. & Canada, $30.00 per year; U.K., £4.16.00. Rates elsewhere on request.

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ITALIAN REVELATION GROUP

IN FONDO AL VIALE LAURA (DEI GIORNI ANDATI)

INSIEME A LE VESTI DI BIANCO

DTP 47

HITS OF SPAIN

ALORS JE CHANTE (VIVO CANTANDO)

SOLD IN 25 COUNTRIES

MORE THAN 450,000 RECORDS

SOLD IN FRANCE

by RIKI ZARAI

(FLIPIS RECORDS)

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Nature of Business

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HITS OF THE WORLD

ARGENTINA

Canadian singer Susan Arena (of the group The Shows) has released her first album, "The World of Susan," which features a mix of original songs and covers of classic hits from the 1960s and 1970s. The album, recorded in Spanish and English, was produced by prominent Argentine music producer, Santiago Arazo. The album's release has garnered significant attention in Argentina, with several singles from the album charting within the country's top 10. Arena's vocals and the album's overall production have been praised for their authenticity and passion. The popularity of the album has helped her gain recognition on the international music scene.

DENMARK

Danish singer Mærsk Broll (of the group Broll) has released her third studio album, "A New Day." The album features a blend of pop, rock, and folk influences and includes the single "Goodbye." The release has been met with critical acclaim, with many praising Broll's powerful vocals and the album's emotionally charged lyrics. The album has been climbing the Danish music charts and has received several positive reviews from music critics. Broll has also embarked on a national tour to promote the album, drawing large crowds at each stop.

SOUTH AFRICA

The album "Outside" by the Cape Town-based band the Outside Circles has debuted at number one on the South African Albums Chart. The album features a mix of African-influenced pop and rock, and has received widespread praise for its fusion of traditional rhythms with modern musical elements. The band's lead vocalist, Nkosazana Zuma, has gained recognition for her powerful voice and dynamic stage presence. The album's release has been followed by a series of high-profile performances, including a sold-out concert at the Cape Town International Jazz Festival.

NORWAY

Norwegian singer and songwriter Havard Løken has released his latest album, "In the Meantime," which features a mix of acoustic and electronic elements. The album's eclectic sound has earned it a place on several European music charts, including the Norwegian Albums Chart. Løken's powerful vocals and thoughtful songwriting have been highlighted by music critics, who have praised his ability to create emotionally resonant music that resonates with a wide audience. The album's release has been followed by successful tours in Europe and the United States, with Løken gaining a dedicated following among fans of indie and alternative music.

Lennon Planning Precedent Fest

- Continued from page 42

peace by the Peace Festival, which will be attended by the United Nations. It's a positive move.

"Peace and, everybody who believes in peace, are going to regard the New Year not as 1970, but as the New Year of Peace." The event will be held on New Year's Eve and is expected to draw a large crowd, with organizers estimating that as many as 100,000 people will participate. The festival will feature live music performances, workshops, and interactive activities designed to promote peace and understanding.

Sunshine Fest In Honolulu

HONOLULU — "Come Together" has been chosen as the theme of the second annual Sunshine Music Festival. The event will take place on Thursday (1) and Friday (2). The festival features a line-up of acts including The Beach Boys, Santana, and Steely Dan. The proceeds from the festival will be donated to local charities and organizations.

Pirate on Feb. 14

- Continued from page 43

King replied, "That certainty is not true. We have not talked to any publisher or anyone to draw up a contract yet." He would not comment as to whether he would be interested in drawing up a contract with any particular publisher.

The Sign of Great Reading

January 10, 1970, Billbird
Leading the Spanish music:

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Blue Thumb Distrubs Will Handle Shelter

LOS ANGELES — Blue Thumb’s 32 domestic distributors will handle product by new partner Shelter Records. Shelter Records was formed by British producer Dennis Cordell and American record company director Leon Russell. Cordell has moved here and applied for American citizenship. He has already signed two acts, and Russell is scheduled to debut as Shelter’s first vanguard in about a month, with an album due in January. The label’s second act is Dallas guitarist-composer Stevie Bono.

Shelter will provide Blue Thumb with eight albums a year under terms of the agreement, which gives the "GK" Corp. exclusive tape rights in the U.S. and Canada. Shelter will seek individual overseas licenses and subublishing representation for its two publishing companies, Skyyhill (BMI) and Tarka (ASCAP).

Cordell will continue to produce Joe Cocker for A&M. He has been with the company since 1964 and will continue his position as an administrative assistant for his publishing company. He continues to maintain ties with his London associates and has people talent scouting acts there.

Cordell’s former English record company, Regal Zonophone, is continuing to work with Shelter, which continues to handle artists signed to it.

For Russell, who has played piano and arranged dates for many of this area’s top acts, his album marks his debut as a vocalist. The LP was recorded in London by Cordell, who heard Russell’s piano solo on a Boice and Delaney LP. Backing Russell on the date are such musicians as Ringo Starr, Eric Clapton, Paul McCartney and Nicky Hopkins, according to Cordell.

NARAS MEET IN NASHVILLE

NASHVILLE — The semi-annual meeting of the national trustees of NARAS will be held here for the first time, according to an announcement by Danny Davis, Nashville chapter president.

It will mark the first time the trustees meeting has been held at a location other than New York or Los Angeles. The meeting is scheduled for March 2-21.

Dunwich & Terrace in Tie

NASHVILLE — Dunwich Productions Ltd. of Chicago and Terrace Music Corp. of Nashville have entered into a joint publishing venture. This move, however, does not involve any merger of the companies. Negotiations between Al Jason of Terrace and Bill Trouw and Jim Golden of Dunwich have created several mutually owned ventures. One is the formation of jointly owned publishing entity. The first of these is Rolling Meadow Music (ASCAP), into which Terrace will assign writer Mike Cameron and Dunwich will assign John and Terry Talbot, Ricci Marrero, vice president of Terrace, will coordinate Rolling Meadow and report that many of the writers and artists on Dunwich will also be available to Rolling Meadow.

According to Bill Trouw of Dunwich, the purpose of the joint owned company will be to distribute country-oriented pop material. Some of Terrace Music's recent chart records include "Blue Collar Job" and "Passadena Penthouse" by Darrell Slater. "Put Your Love Where Your Mouth Is" by Peggy Lee, "Painted by the Wind" by Tommy Overstreet and "Remember Me" by Hugh X. Lewis.

There's a World of Country Music! All's In All's In
MEMO from B. B. Cunningham:

Sorry!

any similarity to this group's record and my youngest son's previous group is purely coincidental!!

B. Cunningham

President, KLONDIKE RECORDS, INC
GROOVIN'  
(Out On Life)  
Hickory 1552  
by  
THE NEWBEATS  
HAS HIT  
This is Our Proof

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Published by  
GRAND TETON MUSIC  
Nashville, Tenn.
## Top Lps

### A-Z (Listed by Artist)

<table>
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<tr>
<th>Artist</th>
<th>Album Title</th>
<th>Year</th>
<th>Format</th>
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<tr>
<td><strong>ABBA</strong></td>
<td><strong>Fernando</strong></td>
<td>1976</td>
<td>Vinyl 7&quot;</td>
</tr>
<tr>
<td><strong>ABBA</strong></td>
<td><strong>Dancing Queen</strong></td>
<td>1976</td>
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<td><strong>ABBA</strong></td>
<td><strong>Arrival</strong></td>
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<td><strong>Waterloo</strong></td>
<td>1975</td>
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<tr>
<td><strong>AC/DC</strong></td>
<td><strong>Highway To Hell</strong></td>
<td>1979</td>
<td>Vinyl 12&quot;</td>
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<td><strong>ADAM LAMBERT</strong></td>
<td><strong>Talgud</strong></td>
<td>2018</td>
<td>Vinyl 7&quot;</td>
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<td><strong>ADAM LAMBERT</strong></td>
<td><strong>Love Is A Gambling Thing</strong></td>
<td>2018</td>
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<th>Week</th>
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<th>Catalog Number</th>
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<tr>
<td>31</td>
<td>PLASTIC ONO BAND</td>
<td>John Lennon</td>
<td>Apple</td>
<td>4-049</td>
<td>May 1970</td>
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<td>32</td>
<td>ELVIS PRESLEY</td>
<td>Elvis Presley</td>
<td>RCA</td>
<td>LSP-3148</td>
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<td>33</td>
<td>THE BEATLES</td>
<td>The Beatles</td>
<td>Capitol</td>
<td>V-2884</td>
<td>May 1970</td>
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<td>BOB MARLEY &amp; THE WAILERS</td>
<td>Bob Marley &amp; The Wailers</td>
<td>Island</td>
<td>ILPS-9191</td>
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<td>35</td>
<td>JOHNNY WINTER</td>
<td>Johnny Winter</td>
<td>Capitol</td>
<td>ST-1216</td>
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<td>36</td>
<td>JIMI HENDRIX</td>
<td>Jimi Hendrix</td>
<td>Reprise</td>
<td>01234</td>
<td>April 1970</td>
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<tr>
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<td>BOB MARLEY &amp; THE WAILERS</td>
<td>Bob Marley &amp; The Wailers</td>
<td>Island</td>
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<td>01234</td>
<td>April 1970</td>
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</tbody>
</table>

### Billboard Top Lps

- **Frank Sinatra**
- **Elvis Presley**
- **The Beatles**
- **The Rolling Stones**
- **Elton John**

### Additional Information

- **Note**: Selections featured on the charts may vary and are subject to regional availability.
- **Source**: Billboard Chart Department and the Record Market Research Department of Billboard.
THE FUNKY CHICKEN GONNA GITCHA
(if ya don't watch out)!

RUFUS THOMAS returns from "WALKIN' THE DOG" with "DO THE FUNKY CHICKEN"
Stax STA 0059

Produced by Al Bell and Tom Nixon
The whole country is doin' the funky chicken
...and it's gettin' funkier all the time!
Why don't you get funky, too?
Stax Records, a G+W Company
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AS WILEY DOUGWilliams-Viva!-Motown INC. 645-007 (L) THE SOUNDTRACK-251-007

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LES L CONRAD-Extume-Kottn-INC. 0690-007

CLASSICAL

RFHOBNOY: STANSTON NO. 3 INSTRUMENTS AND ENGLAND-250-007

GOSPEL

PICTURE ALBUM CONCERT CR-0041-007

INTERNATIONAL

JOSE MANUEL-Jazo-My Raro-S/ Records 001-007

GREGORIO PAIS PLATON HOSSEIN-001-007

January 10, 1970, Billboard
Racusin Sees 45-Inch LP As New Single in 1970's

* Continued from page 1

care a continuation of 1969's gold record pattern.

The 1969 singles certified by the RIAA for gold records were
Elvis Presley's "In the Ghetto" and "Suspicious Minds," Barry
Mancini's "Love Theme From 「Romeo and Juliet」," the Friends
of Distinction's "Going in Circles," and "The Guess Who's "These Eyes" and "Let It Ride."" The Grammy's "Get Together," Zager & Evans' "Indian Reservation," and the Archies' "Sugar, Sugar" on the Caldar label which is manufactured and distributed
by RCA.

Country Talent Fees Skyrocketing

* Continued from page 8

several radio stations who've lost money recently because of the
nightly phone, but there's been more and more difficult to
put on shows."

Cost $8,150

Ron Rogers, radio station owner who promotes shows in
central Texas, who is a galaxy of performers.

We're having a show today featuring Merle Haggard.
Botome Oates, and Lee Lewis and Linda Gail Lewis and
Conway Twitty would cost $8,150. "You used to get two stars
and three or four lesser light for between $3,000 and $4,000. The Austin Municipal Auditory seats 4,000 Cost.
At the vaudeville run around $2,500. We used to charge
$2,500 for reserve seats and $1,500 for general admission. Now we have to charge $4 for a reserve seat and $3 for
general admission. The most you
can gross is $11,000 and your
costs are already $10,500."

Bob Bostian, station manager of KBOX in Dallas, said that
he'd continue doing four shows a year that he has no
time to make $4,000. Tickets on a recent Johnny Cash performance were
scaled $5-6 and 9,000 seats were sold.

A second comment of advance, Glen Cuppold, Cash and Pride
and so on that he feels the station has been forced to
hand out tickets at almost any price for the tickets.

Joe Hoppe, program director

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National Rack Sales Manager
Excellent Salary
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NARM to Hear 2 Authors
NEW YORK—Dr. Laurence J. Peter and Dr. Maimon Ginnit
have joined a group of leasing personalities who will
address the 1970 NARM Convention scheduled for March
20-25 at the Howard Johnson's Hotel
Bal Harbour, Fla.

Peter, author of the 1969 best-
selling non-fiction book "The Peter Principle," will address
the second of the convention's gen-
ceral sessions on March 22.

Ginnit, author of the books "Between Parent and Child," and "Husbands Are Like Children," will address the ladies luncheon also
scheduled for March 22.

Peter will discuss his book and
how it relates to the hierarchy of
strategic management and its role in
promotion in the business world.

Ginnit's topic will be "How to
Tame Your Children Sane." This
latter session, originally planned for March 21, will be
opened to men, too.

Bernstein Fest Aug. 4-7

* Continued from page 1

stein is reading several other sites for possible overflow audien-
ces. Each site, between Apple-
dooth and nearby Amsterdam,
will feature live sets and be
connected by closed circuit television.

Bernstein invaded Holland
before Christmas to examine the
sites. He held a press confer-
ence here at the Amsterdam
day festival. It was a con-
ference of the allied sites and
in Europe were interested in
the festival which was financially so
with promotional help.

4 Bill Business by '75: Newton

NEW YORK — A $4 billion annual record business by 1975 is
predicted by ABC Records president Larry Newton and a
large share of this business growth will come from rack type
distribution, he said.

ABC Records has just com-
pleted one of its most successful years in both unit sales and
over all grosses, he said.
The ac-
count has been on new corporate acquisitions and
acquaintances in the distribution areas.

Executive Records

* Continued from page 4

Robert E. Kickenham appointed producer for the
sales division of Lear Jet Stereo. Inc. He joins the company
with 18 years experience in sales and product development in
csumer appliance industry. . .

GRT announced four executive changes: Donald J. Unger appointed national sales manager of
custom products. Terry Hay, who has completed his assign-
ment to develop GRT Tapes/East, Fairfield, N.J., was
appointed to corporate headquarters in Sunnyvale for a new assignment; Tim Cole named division manager of GRT Tapes/East; Dan Hutley,
division manager of GRT Tapes/West, has been appointed
operations manager and is responsible for GRT Tapes/East and
produced midwest plant; Again Pfeiferkorn, formerly with
Liberty/UA, has been appointed assistant promotion manager
of Certron.

Jack Doyle, marketing director at Certron, is leaving.
He formerly held a similar position with Craig. . .

Jon Mathews, who worked as an air personality at such stations as WMEX in Boston and KDWB in Minneapolis, has
joined JAD Records as Eastern regional promotion and sales executive.

Neil Galligan named vice president in charge of a&c for
the Crewe Group of Companies, including its new affiliate label,
Generation Records. He will also be associated as a consultant
with the CCC-distributed label. Maxwell Records. Galligan is
a former head of Big Seven Music, the founder of Congress
Records, the Canadian American label, and was also associated
with the Tommy Valando publishing interests.

John Pudwell
appointed manager, product assurance and manufacturing co-
ordination, RCA Records. He was previously manager of product
assurance and manufacturing at RCA Records and joined RCA
as quality analyst in 1956.

Charles Barrett, Karen Martin and Lisa Williams have joined Capitol Records'
publicity department and as press relations representatives.
Barrett is a former Billboard staffman, Martin a teacher and Williams a
free lance writer.
WE BELIEVE...

...every new recording artist should start off every new year with a smash! Luther Ingram's is “MY HONEY AND ME” on the Ko Ko label (KOA 2104). Produced by Johnny Baylor, “MY HONEY AND ME” is spreading nationally as an R&B hit... and breaking out on pop stations!

“MY HONEY AND ME”
is Memphis Sweetnin’! Try a taste.

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