Brunswick May Do Indie Thing
By MIKE GROSS
NEW YORK—Brunswick Records, Detox's soul label, may soon be on its own. Negotiations are now underway for Nat Tarnopol, executive vice president of Brunswick, to buy out Detox's share of the label and set it up as an independent enterprise.

New Clubs Gyp
Country Artists
By BILL WILLIAMS
NASHVILLE—New clubs, some of which stay in business only a month or two, are listed as the principal cause of country artists who (1) are not getting their money or (2) have been victimized by bad checks and cancellations.

An otherwise bright country music scene is plagued by the fact that a random poll of 20 leading artists shows that many of them in the past year received worthless checks from promoters amounting to as much as $6,000 and $7,000 each.

Fillmore Into Publishing
SAN FRANCISCO—Bill Graham's multifaceted Fillmore Corp. has expanded into publishing. The firm, Fillmore Music, represents more than 40 local groups, songwriters and composers, and is the first major venture into the publishing field for San Francisco pop songwriters. Rock music lawyer Brian Robin will handle the established artists he has represented for several years such as Quicksilver, Santana. It's a Beautiful Day, Youngbloods, Grateful Dead, Country Joe and the Fish and about 20 others.

Copyright deals may be negotiated as a block or individually, but each artist will form a separate publishing company, Rubinson said, such as San Francisco Records Cold Blood's Grosby House Music.

A main purpose of the venture, Rubinson said, is to enable a good songwriter in an

Yule '70 Disk, Tape on Par?
By EARL PAIGE
CHICAGO—If the past Christmas season is a barometer, 8-track jobs will be selling as much prerecorded tape as records this December. This projection does not include hardware, which also will be an important item for 8-track fans. This is the view of Vic Faraci, vice president, Musical Isle, who said that prerecorded tape would easily overcome disks if tape could be merchandised outside locked security areas. Faraci said the idea of the 4 by 12 long box is impractical and that the 12-inch square boxer packs he has seen are "horrible."

Musical Isle's computerized sales figures show that up until December 1969, 8-track accounted for 70 percent of all tape sales, concert 20 percent and open reel 10 percent (the large rack outlet does not handle 4-track cartridges).

IMIC 2 to Cover Spectrum
NEW YORK—The program for the second International Music Industry Conference will cover a broad spectrum of industry subjects, including, for the first time, an analysis of Japan as the world's fastest growing market. Classical music, too, will get its place in the IMIC sun with a look at "How to Make Serious Music Profitable."

The IMIC 2 meet, which will be held at Mallorca, Spain, April 27-May 1, will kick off with a report on the progress of the universal numbering system, and follow with sessions that will look at the recording industry.
Charley Pride—Country Giant.
Charley Pride may well be the outstanding country music performer of the year. Two recordings: "The Ballad of Charley Pride" and "The Spirituals of Charley Pride"—have sold over 200,000 each. He's slated to appear at the Houston Livestock Show in February and I've got his Polaroid picture, "Just Plain Charley."

Roslyn Kind headlines at Plaza's Persian Room.
Roslyn Kind made her Vinatge Moon debut and good things were said about her. For example, Newsweek said, "Roslyn Kind . . . is smooth like a kid's cub and looks out an effective "Let the Sunshine In."

Lady Stars score big on singles circuit.
Two new singles brought down Nina Simone's "To Be Young, Gifted and Black" and "I'll Say I Love You" by Etta James. Both are no. 1 hits and are the latest of two albums now in production by three young ladies to come in February.

All the songs in this album and tape have been recorded rescored, as were performed on stage by Jefferson Airplane.
Amp and "Volunteers" is their latest hit, and "Jingle Jangle" was released. It's making non-airplay history.

The newest things going on, are going on RCA Records and Tapes.
Atlantic to Unveil 55 Albums at Calif. Meet

NEW YORK. The Atlantic-Atlantic Records sales convention in Palm Springs, Calif., will run from Thursday (15) through Saturday (17). The annual convention will include 12 jazz LPs on Atlantic, 12 Atlantic pop releases, and 30 Atlantic General titles. On the Atlantic label there will be 80 new singles, 100 new singles, 10 full-length records, and three new tapes of material. On Capitol there will be 11 new singles, 15 new records, and five tape LPs. In the big July 1 release on Atlantic's 25th anniversary, Atlantic will preview several new releases.

Atlantic will also introduce new deals with distributor sales agents. Specialized record distributors will be invited to attend the convention. Atlantic will release the following new albums:

- **Bill Graham and David Robinson for San Francisco Records:**
- **Quintessemia for Southern Records:**
- **Harry Smith and Charles Mingus for Atlantic Publications:**
- **McLachlan (Karen and Carla Records):**
- **Brooks Shorefield for the Robert Shorefield Organization:**
- **Dave Young and Sly Stone (of Stone Records):**
- **Tamburello and Carol Stein:**
- **Charles Aznavour for Francie Records:**

**N.Y. Naras Sets Award Fete’s Theme**

NEW YORK — The New York Chapter of NARAS has set “Getting It All Together” as the theme for its annual black-tie banquet to be held March 10.

In addition, the chapter will be honoring several noted individuals in the music industry, including record executive, songwriter, and producer Mike Stoller. The banquet, to be held at the Alice Hall Hotel, will feature Johnny Cash as the main attraction.

**WB’s Record Setter In Last Sales Period**

Los Angeles — Warner Bros. Records achieved a record sales performance in May 1969, with its first year-to-date sales exceeding those of the previous year. The company’s May sales were boosted by the release of new albums by Frank Sinatra, Dean Martin, and others. Warner Bros. has been focusing on expanding its catalogue and marketing existing titles, leading to increased sales.

**London Meet’s 14 LP’s Ring in ’70**

**Ampex 1st Sales Fete Attracts 50**

NEW YORK — More than 50 distributors and dealers from throughout the country are expected to be in attendance at the Ampex Records convention here, which will be held May 17-18. The convention will feature a series of seminars and discussions on various aspects of the recording industry, including sales strategies, marketing techniques, and product development.

**Motown Into Indie Distrib on 3 Labels**

NEW YORK — Motown Records has announced plans to distribute its music on three independent labels: Chess, Roulette, and the recently acquired VIP Records. The move is part of Motown’s strategy to increase its presence in the independent market, where it can offer distinctive product and marketing opportunities.

**Small’ Instrum Dealer Strike It Rich**

BY GEORGE KEMONEY

MARISHE III. What does a successful independent record store do when its existing stock of product is exhausted? It orders more. When that runs out, it orders more again. The key is to make sure that you always have something new and exciting to offer your customers. This is what a successful independent record store does.

**For More Late News See Page 70**
Image Growth a Bell Ringer

New York — Although Record Reviews has just completed its first year in business, the publication has already become a major force in the music industry. The magazine, which was started by Joseph J. Cavanaugh, is now in its third volume, and has published several hundred thousand copies. The success of the magazine can be attributed to its high-quality production and its coverage of the music industry.

Columbia Top Goldminer In '69 With 22 "Strikes"

New York — Columbia Records led the industry in gold record awards presented for the first time by the RIAA this year. The company received 22 gold records, followed by Capitol at 18, and RCA Victor at 16.

Publisher Forms Label

The Jazz and Pop Record label has been formed by Pauline Rivelli, publisher of the Jazz and Pop magazine. The label will issue eight albums annually, and Rivelli's production philosophy is "to offer a wide range of contemporary music." The company has agreed to distribute the label through A&R, Inc., a subsidiary of A&M Records. Rivelli's label will be distributed through normal channels, but it is considered likely that some product will be offered on a promotion arrangement, along with subscription to the magazine.

BMI's R&B Awards Fete on March 18

New York — BMI, the leading publisher of rhythm and blues music, has announced that its annual R&B Awards will be held on March 18. The awards will be presented to BMI's 25 most successful songwriters of the past year. The awards will be held at the Waldorf Astoria Hotel.

Mogull Buys Colonial Records

New York — Jean Mogull, owner of the Mogull Music Group, has purchased Colonial Records, a major record company. Mogull, who has owned the company for 14 years, has expanded his holdings to include a 25 percent interest in Columbia Records. The acquisition is expected to boost Mogull's holdings to 75 percent.

Sarnoff Retires From RCA: Ill Health is Cited

New York — RCA president David Sarnoff has retired from the company after 44 years of service. Sarnoff, who was elected president in 1930, has been with the company for 66 years. He was succeeded by William S. Paley, who had been chairman of the board.

Atli to Handle Etcetera

— Tiffany Goes Scepter

New York — Atli, the new record company, has signed a deal with Tiffany Records, a subsidiary of the Scepter Publishing Company. Tiffany will handle the distribution of Atli's product.

Automobile Pub Rights to Bourne

New York — The Automobile Publication Rights Co., which handles rights to the "Great White Hope" song, has purchased the rights to the "Goodbye" song. The song was written by the "Great White Hope" team, which includes Ruby Keeler, Bela Lugosi, and Jimmy Durante.

Motown Named

— Continued from page 3

Motown Records, the successful Detroit-based record label, has been named "Valentine's Day" magazine's record label of the year. The magazine's editors said the label's "romantic, lighthearted approach to the love theme" was the reason for the honor.

Chess Adds Gold

Chicago — Gold Distribution Company, owner of Chess Records, has added an outlet for Chess Records to its network of distributors. The new outlet will be located in St. Louis.

January 17, 1970, Billboard
Rediscover
Lennon/McCartney, George Harrison, Jim Webb, Bacharach/David, Leiber/Stoller...

Tony Sings The Great Hits Of Today!

Is That All There Is?
Eleanor Rigby
MacArthur Park
Little Green Apples
The Look Of Love
Something
My Cherie Amour
Live For Life
Here, There And Everywhere
Sunrise, Sunset
Here

Now that everyone’s taken their very best shots at these great numbers, Tony shows that there’s still something more. That’s why he’s Tony Bennett.

The album all of Tony’s fans have been waiting for and demanding.
On Columbia Records ℗
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Not Tamed In

Even the most traditional of music publishers and other agencies dealing with financial matters have experienced major changes in the last few years, but the major changes have been in the world of home entertainment. Radio, television and the satellite-service companies now have a more varied audience than the traditional network news. What's more, the advent of cable and satellite systems has opened up a whole new world of possibilities for home entertainment.

Executive Turntable

Vivie Gilmour, who joined Capitol Records in 1945, has resigned to form an electronic communications company. He became a contract independent producer for Capitol in 1965 after serving four years as vice president. Gilmour produced such hits as出现在当红的乐队 Love, Lettermen, Glen Campbell and the Steve Miller Band. Clinton produced a No. 1 hit on the Record Charts in 1964, and Clinton's hit record in 1964, "I'll Remember April," was produced by Clinton.

Sheldon Tinkman, formerly Mercury Records Corp. branch manager in Cleveland, is now the first independent sales representative in the company's history and will be based in the company's New York office. He has been with the company for two months.

Wallace Ford has left a major label to work for another one. He has been with the company for two months. He now works for RCA Records.

Ira L. Moss, president of Pickwick International U.S.A., is executive vice president of the company. He is a member of the board, joining in 1962. He has been executive vice president of Pickwick Records for the last 10 years. He now works for RCA Records.

Joseph G. Spina, former president of Mercury Records, has resigned to form an electronic communications company. He has been with the company for two months. He now works for RCA Records.

Italian composer conductor Ennio Morricone has resigned to form an electronic communications company. He has been with the company for two months. He now works for RCA Records.

Johny Vidorino, named vice president of Symbol Music Productions Inc. in 1965, has resigned to form an electronic communications company. He has been with the company for two months. He now works for RCA Records.

Eugene J. Mak, former chairman and chief executive officer of RCA Records, has resigned to form an electronic communications company. He has been with the company for two months. He now works for RCA Records.
Sit Down, Old Friend (WS 6390) is Dion at his best—along with his guitar, in a forceful album that proves "Abraham, Martin and John" was no flake.

Spirit in the Sky (RS 6335) is the first Reprise album by Norman Greenbaum, who is no stranger to those who delighted in "The Eggplant That Ate Chicago," which Norman recorded while leader of Dr. West's Medicine Show and Junk Band. Now Norman writes and sings his songs by himself; better than ever. Use the great title tune on this one, currently a big rave on better radio stations.

Lucille Has Messed My Mind Up (RS 6391) by bassist turned leader and one of (we think) tomorrow's top composer-performers. Good production.

The Fifth Avenue Band (RS 6393) is a group and an album (both on Reprise) with great-time original songs and arrangements and voices, as produced by E. J. Jacobsen. Zal Yanovsky and Jerry Yester, who should know a good group when they hear one.

American Avatar/Love Comes Rolling Down (RS 6332) Like Kindred is the lead singer in this long-awaited debut album from the famous Boston family of artists that includes Jim Kweskin.

Blue Afternoon's (WS 1842) the title for Tim's debut on Warners/Reprise. A major artist in an album that sounds as if he's been saving it up for years.

Permanent Damage (RS 6390) brings together the queen groupings of L.A., plus the Master Casters of Chi, in an undoubtedly bizarre musical extravaganza. Lavishly packaged.

Me (RS 6375) is the second album by S. David Cohen, although the first one was really by David Blue, which wasn't his real name because S. David Cohen is. His return to naturalism is marked by 11 new songs, recorded in Nashville.

Live Dead (2WS 1830) is a super-deluxe recorded-live double-disc delight from the far-out Grateful Dead. One of San Francisco's originals, their latest album, goes to Press.

The Dusty's...
Cowan Bows Independent Production Co.; 1st LP Set

NEW YORK—Harry Cowan, former vice president for Verve/Pepper Records, has launched an independent record production firm, Next Door Productions. First product is an unnumbered single, "Suzanne," by the Unholy Taboo. Cowan intends to issue five records a year, with four or five copies per record. Cowan has signed local, regional, and national recording acts. The company will offer a wide variety of music, including rock, jazz, and world music. Cowan Bows Independent

Paperback Tie to Push Rene LP

NEW YORK—Joe Rene, president of Paperback, has worked out a tie-in with his paperback adapter of the Cowen novel, "The Prime/R," to promote his Phillips LP "The Prime/R." The paperback, "The Prime/R," will be marketed as a tie-in with the LP. With the release of the paperback, Phillips has released a single, "If You Don't," by the Jo Marie Jumper. Cowen, from the same album, "Prime/R." The framework of his literature work.

Lear Jet Stereo Sales Soar in First Six Months

DETROIT—Lear Jet, Inc., a unit of the Ford six-months of 1970, has surpassed the previous year's sales of 1969, which began May 1, 1969, by more than 100 percent. The total for the corresponding period last year was $2.0 million. Sales for the current year are estimated at $4.0 million. Lear Jet, Inc., a unit of the Ford six-months of 1970, has surpassed the previous year's sales of 1969, which began May 1, 1969, by more than 100 percent. The total for the corresponding period last year was $2.0 million. Sales for the current year are estimated at $4.0 million.

Musicon Fact With Jeromes

NEW YORK—Musicon Records and independent producers, Steve and Bill Jerome, have signed a non-exclusive contract to produce an single and album project for release on Musicon Records.

New Groups In Crewe LP's

NEW YORK—Crewe Records, a unit of Motown Records, has launched a new catalog of groups, including "The Blues," "The Hillbillys," and "The Unholy Taboo." The new groups will feature local and regional recording acts. The company will offer a wide variety of music, including rock, jazz, and world music. The company will offer a wide variety of music, including rock, jazz, and world music.

Uni Buys Master

LOS ANGELES—Uni has purchased a regional master and "Stomp!" from Roto Records. Roto Records, a subsidiary of Uni, is releasing the album on the "Stomp!" label. The label will release a collection of good music, by Pierre, and the Great Lakes on the Challenge label.
Johnnie's latest Stax album, "The Johnnie Taylor Philosophy Continues" (STS 2023), contains four (count 'em: four!) hits:

1. "Testify (I Wanna)"
2. "I Could Never Be President"
3. "Who Can I Turn To"
4. "Love Bones"

And that's Johnnie's favor to you: Four hits in one album! Or one stereo 8-track cartridge or cassette.

Don't forget, Johnnie's latest smash, "Love Bones," is also available as a single (STA 0055).

Order lots and lots of albums and singles so Johnnie Taylor can continue to live in the style to which he's become accustomed.

And you'll be able to, too!

And so will producer Don Davis.

And us

Stax Records, a G+W Company

"Sound Center of the Soul-ar System"
Welk Corp. Acquires Harms for $3 Million

NEW YORK — The Lawrence Welk Record Co., which has discounted the T.B. Harms Co. for a price in excess of $3 million. The acquisition makes Welk's current holdings in music publishing a total of 6.5 million dollars, including $1.5 million in Kristoff's music publishing holdings,

GRT Adds Four Distribs

LOS ANGELES — GRT Records is adding four distributors to bring its total distribution network to 29. According to Alan Mint, the label's general manager, the four distributors are Ronald Sales of San Francisco, California Music of Los Angeles, Biren Sales Corp., and New York's Mint & Gold Record Distributors of Buffalo.

The four distributors are taking part in GRT's biggest promotion in history—a three-release package which includes an LP, a Brunswick Plan, and a Fillmore Into Publishing.

Fillmore Into Publishing

established hand to develop songs not suitable for his own group to record. Like Donald Fagen and Steely Dan, Bob Hunter has become a prolific songwriter for his clients. He's written numerous songs for various artists.

"We'll also develop young writers by giving them a place to work with groups in a laboratory setting," Hunter said. "We want to give them more exposure and help them to become songwriters for various artists.”

Silverstein Is Dead at 39—Decca Exec

MASCULINITY — Harry Silverstein, vice president of Decca Records, has died at 39. His death is attributed to a heart attack in New York, at the Hotel St. Regis.

Silverstein, considered by some as a "songwriting genius," has written for many of pop's biggest stars. He was also involved in the music publishing business.

Silverstein's most notable work was the song "Foolin Around," which sold over a million copies. He also wrote "The Ballad of the Green Berets," which sold over three million copies.

MTW Music Opens 2-Track Studio

SEATTLE — MTW Music has opened a two-track recording studio for custom record production. The facility is located in the Seattle Center, in the heart of the city.
NEW CELCON C-143 COMES ON WITH A BIG BOLD SOUND

Your sound. The zesty sound of bigger profits. It's what's happening with mag tape cartridges and cassettes molded in new Celcon C-143. The only acetal resin developed with all the properties most needed in the Hi-Fi/Stereo market.

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And keep in mind that new Celcon C-143 has all the other fine properties that regular Celcon is famous for. Lubricity that guards against tape wear. Prevents squeaks and squawks. Improves fidelity. Great dimensional stability, so Celcon parts stay stiff, warp-free, even under the roasting temperatures that build up on an auto dash in the sun. Which means no tape bind. Or grab.

The pleasant fact is that new Celcon C-143 is the easiest, most profitable material you can use to mold the best cartridges and cassettes for your customers. It's the stuff that hits are made of.

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What do the two albums have in common?

The combined talents of three giants of the music industry!

Ampex Stereo Tapes, London Records and Snuff Garrett Productions pool their talents, facilities and merchandising know-how...to create this unique product concept for records and tape.

These are the rich sounds that profits are made of! Marimba Echoes is an exciting South-of-the-Border sound with an unusual Snuff Garrett twist. And Snuff is at his creative best with a full, rich choir of strings on the Dancing Violins release.

And these are the rich sounds profits are made of! All the merchandising muscle of Ampex Stereo Tapes and London Records are behind this product all the way.

See your Ampex Stereo Tapes distributor and your London Records distributor for details on these new high-profit releases. And be sure to ask about the special display that'll help you sell lots more.

Exclusively on London Records & Ampex Stereo Tapes
U.S. in the Dumps Via Japan Cheapies

By BRUCE WEBER

LOS ANGELES—The pressing economic question of the day among retailers in the tape industry is: Will Japan dump low-end "crapmatics" on the American market?

Also, domestic producers of imported tape equipment are becoming increasingly concerned at what they say is Japan's inability to turn out products fast enough to keep American companies from making up for lost sales in the U.S. by selling to retailers abroad, who are willing to pay a high price for imported equipment.

There are interesting first-of-the-year dangers for retailers in the U.S., including inventory levels, consumer demands and merchandise patterns brought about by a rush of low-end equipment.

While Japanese manufacturers remain quiet on "dumping" product, the result of the inventory backlog is clear to most American producers. While high-end and inexpensive products are flooding the American market, the new electronic products are little more than a shock to the American market.

In short, American home electronic manufacturers are suffering from a wave of cheap cassette tapes and record players that threaten to subvert the quality of their products, and up in quality.

While many Japanese manufacturers have stopped producing for the past five years, production capabilities were not sufficient to meet the demand. The inability of Japan to produce fast enough to meet consumer demand in the U.S. is creating major sales headaches for our home manufacturers.

In general, virtually all the major manufacturers of high-quality tapes are holding back supplies of tapes to keep their inventories from running out, while Japanese manufacturers are flooding the market with tape products.

An American manufacturer put it best: "Japanese products, both high-end and inexpensive, are flooding the American market. If we let the products, the tape market, we'll be in trouble.

The situation is typified by the dilemma recently outlined by Robert Craig, president of Craig Corp. He said sales of the company have doubled each year for the past five years, and that most American manufacturers now have orders to produce over 100,000 tapes for the Japanese market.

"Our major competitor," he said, "is making tapes for Toyo Kogyo, Japan. We get orders to produce over 100,000 tapes a month, and we have to turn them around in a week."
Tape CARtridge

Dalis Delivers the Goods—Latest A Truckload of Panasonic Units

LONG ISLAND CITY, N.Y. — Dalis Marketing has delivered a full truckload of Panasonic auto tape players believed to be the largest single shipment of six-track car cassettes ever to be shipped by an independent distributor to a Pace Car Stereo Center. A total of 8,000 units will be delivered to a Pace Car Stereo Center in the Carolinas. The company has decided to increase production of its eight-track tape players, and orders are being placed for additional units.

Delivery of the shipment will help to meet the increased demand for Panasonic eight-track tape players. The company has received numerous orders for the new model, which is expected to be popular among car enthusiasts.

Secret of Success

The success of Dalis is attributed to its high-quality products and strong marketing efforts. The company has established a strong reputation for producing high-quality eight-track tape players, which have gained popularity among car enthusiasts and audiophiles.

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Celebration

The delivery of the truckload of Panasonic eight-track tape players was celebrated with a special event at the company's headquarters. The event was attended by dealers and industry professionals, who were given a tour of the company's facilities and a chance to see the new model in action.

In conclusion, Dalis Marketing's successful delivery of a full truckload of Panasonic eight-track tape players is a testament to the company's commitment to high-quality products and strong marketing efforts. The company has established a strong reputation for producing high-quality eight-track tape players, which have gained popularity among car enthusiasts and audiophiles. The delivery of the truckload of Panasonic eight-track tape players is a significant milestone for the company, and it is expected to help boost sales and increase market share.

Related Articles

Panasonic has also offered a highly sophisticated program to its dealers, which includes a comprehensive sales and training program.

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“More than anything else, I feel, the photo on the back cover best describes the enclosed music.”

— POPPIN

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serving the U.S. music industry
for under a year
Musical Isle Sees Sales Matching Disks’ at Yule

Christmas of 1969 this figure had switched to 50 percent, 40 percent cassette and 10 percent open reel. At the same time total sales were between 20-25 percent of Musical Isle’s total sales. Last year 20 percent of the firm’s tape store was sold as 3-10 cent tapes, but this year, it is seen as open display and if open display were used the tape sales would increase 10 to 15 percent, percent more, Farris believes.

The increase in tape sales has not been seen before. The company is seeing the normal sales increases from albums. Singles are declining, and accuracy for around 10 percent of the firm’s total sales.

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verland PRODUCTS COMPANY

Friedman Cites Lack of Dealer Demand as WB Quits Long Box

LOS ANGELES—Wagner Bros. has decided to halt selling its family-oriented long boxes. WB had offered 15 titles in long boxes.

Sire, the company will not make long boxes for Warners and will continue to sell only cassette and cartridge singles.

The long box has not been a success for Warners. The company has sold about 5,000 units of long boxes in the last year.

Although the company can make long boxes, it has decided not to.

Sire has been active in the long box market for several years, offering a wide variety of titles.

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Mendell Clogs Pipeline Sales Talk on 8-Track

LOS ANGELES — The tape cartridge business is entering a "new era" in which "talk about pipeline sales for 8-track is a part of the past," according to Keith Mendell, senior vice president of sales at Liberty USA, a leading manufacturer of recording equipment.

"It's a buyers' market for tape," said Mendell, adding that the company's sales are down 20 percent from last year, but he expects sales to pick up in the next few months as the market stabilizes.

Mendell said that the company is focusing on expanding its distribution network and developing new products to tap into the growing market for home entertainment systems.

Audio Magnetics Ties Product to Chi Show

LOS ANGELES — Audio Magnetics, a manufacturer of re-recordable tape, has partnered with CHA (Chicago Home Audio) to introduce a line of products designed for the home theater market.

The partnership includes the introduction of a new line of re-recordable tapes, as well as a new line of speakers and subwoofers.

Mendell said that the company is committed to expanding its presence in the home theater market, and is working on developing new products to further tap into this growing market.

Tape CARtridge

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Mendell said that the company is focusing on expanding its distribution network and developing new products to tap into the growing market for home entertainment systems.

Audio Magnetics Ties Product to Chi Show

LOS ANGELES — Audio Magnetics, a manufacturer of re-recordable tape, has partnered with CHA (Chicago Home Audio) to introduce a line of products designed for the home theater market.

The partnership includes the introduction of a new line of re-recordable tapes, as well as a new line of speakers and subwoofers.

Mendell said that the company is committed to expanding its presence in the home theater market, and is working on developing new products to further tap into this growing market.
GENERAL INFORMATION

CONFERENCE REGISTRATION PROCEDURE

The enclosed registration card can be used to register for the Conference. The fee includes attendance at all opening reception, coffee breaks, and meals, and attendance at all sessions. It does not include hotel accommodations or travel. The check for registration should be made out to the International Music Industry Conference and mailed to the Conference at 900 Mission Ave., Suite 900, New York, N.Y. 10017. Additional registrants can be made on your company letterhead. Each registrant must be addressed by name. Each person will receive an acknowledgment with further procedural information.

WIVES INVITED

The ladies will find the environment receptive and shopping at Mallorca of special appeal. There is no separate registration fee for the ladies. They are invited complimentary to all of the social functions. However, they will not be able to attend any of the Conference sessions. They must register separately if they plan to come to the sessions.

MULTIPLE REGISTRATIONS

Because of the various executives in one firm concerned with marketing and managing the product in international markets and the multiple session coverage of topics last year, many organizations registered several people. Your company can benefit greatly from the comprehensive understanding of the market to be covered at the Conference. You are welcome to register a multiple number of participants.

CONFERNCCE DATA

TRANSATIONS

In the plenary sessions and a selected number of concurrent sessions, translation will be available in French, Spanish and Italian.

COMPANY, SOCIETY AND ASSOCIATION MEETINGS

IMIC-2 provides an unique opportunity to assemble a group of executives for a meeting in company executive or the members of a Society or Association. There is a significant plus in exposing them to the ideas developed in Conference discussions as well as meeting other executives from all over the world. The coordinator of the Conference will secure meeting rooms for any time that you may want.

HOTEL ACCOMMODATIONS

"PALMA-WEEK" RATES include all services and arrangements listed below. These have been painstakingly arranged to assure our registrants the best of service and convenience. We regret that NO CHANGES CAN BE MADE... and there can be NO REFUND for any unused portion of the complete "PALMA WEEK" Program. It includes:

- ARRIVALS & DEPARTURES. Greeting and assistance at your own Special Airport Registration on April 25 at 8:00 A.M. and private coach transfer to and from your allocated hotel. All baggage has been provided for at a prompt and professional rate.

- "WELCOME" COCKTAIL PARTY (Sunday evening; April 26) at an exclusive SPANISH VILLAGE with private coach transfers to and from all hotels.

- HOTEL ACCOMMODATIONS FOR SIX (6) NIGHTS, based on April 25 arrival and May 2nd departure in rooms with private bath, including Continental Breakfast and your choice of Table d'Hotel, luncheon or dinner daily for the six days. All tips and taxes included on provided meals and lodging (except "Conferences" and "Micro-

- MEETINGS TRANSFERS, by special coaches, from and back to all hotels, for every meeting and special event.

- SHUTTLE-COACHES, twice daily (especially for the Ladies) to, from, and between all our hotels as well as the downtown shopping centers.

- FASCINATING "CORTIJIO VISTA VERDE" (The "Little Bull Ring"), Unique open-air subterranean restaurant-night club. See miniature bullfight. You may also try "flying the bull" yourself, local entertainment, wine and barbecued lunch (scheduled for TUESDAY and/or THURSDAY Afternoon). Your choice). Transfers to and from all hotels.

"PALMA-WEEK" RATES, including all of the above: $135.00 Each, for two persons. Single is $140.00 and extra person in single $25.00 (Very limited).

SUITES are available in limited numbers at most hotels. Applicable supplements which vary considerably according to hotel and suite size, will be quoted on request.

Philips Exec: 3 Mil Cassettes Sales in '70

NEW YORK—An estimated three million cassette units valued at over $125 million will be sold in the United States this year, according to Willem Semmelink, vice president in charge of the home entertainment products division of North American Philips Corp. In his year-end statement, Mennelink added that these figures represent a 30 percent increase over the 1969 figures of two million units sold at an estimated $90 million. Assuming that cassette equipment represents the fastest growing segment of the home entertainment industry, the Nordic executive added that technical advances and broader product lines were more contributory to the cassette's amazing growth.

Automatic changers, decks for 11 systems, and playback-only models were turned out at the by Semmelink as major contributions to the cassette's increasing popularity. He continued: "The rapidly increasing availability of prerecorded music, with all the major recording companies offering titles in cassette format, has also been significant in generating increased sales.

Semmelink feels that as in past years, moderately priced home operable portables will lead the way in sales. "Still to be added," he continued, "are expensive units that continue to climb in appeal and market percentage will continue to increase as the cassette format becomes more popular in the industry's volume.

"We expect," he continued, "that the rate of demand to increase will rise to 30 percent to 40 percent, a rate of 25 percent. In 1969, only 11 percent of the cassette units accounted for the industry's volume. There's a strong demand for a more moderate tape, and Semmelink added that the growth and popularity of the cassette have also brought a number of new and interesting products. The steel interior products are being out.

(Continued on page 21)

Tape CArtridge

Ampex Courses in Multichannel Units

NEW YORK—Prompted by the wide use of its multichannel recorder in the master recording industry, the Ampex Corp., is now offering multichannel courses in the operation and maintenance of its MTR-1000 Siren multi-channel recorder reproducer. The nine-day courses, which will be offered to engineers, salesmen, producers and recording artists, will be conducted by Ampex engineers. The three-day training course includes 21 hours of instruction in theory of operation, maintenance, schematics and design of the tape transport, tape supply and supply systems, electronics and circuitry, recording in selective synchronization, the ability to align one track while recording on another, and preparation of multinear, dubbing and sound effects.

Bill Borch, Ampex senior v.p. (Continued on page 21)

BEST SELLING Tape Cartridges

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<tr>
<th>Brand</th>
<th>Model</th>
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<td>Ampak</td>
<td>No. 124</td>
<td>1970</td>
<td>150,000</td>
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For Music "On-the-Go!"

AMBERG FILE & INDEX CO., 1625 Duane Boulevard, Kankakee, Ill. 60901

Tape CARtridge
New Tape CARtridge Releases

- Continued from page 14

Tape Village Opens 2d Denver Outlet

- Continued from page 13

Attention ROBERTS Dealers!
PUT YOURSELF IN HER HANDS!

WIN!
AN ALL-EXPENSE-PAIRED TWO-WEEK TRIP TO
JAPAN EXPO'70

As One of 40 Lucky Roberts Dealers!

Enjoy a fantastic trip to Japan, including a visit to the fabulous Expo '70, as the guests of Roberts. 40 lucky Roberts Dealers will be chosen on the basis of best sales performance between January 15 and July 15, 1970.

All Roberts dealers have an equal chance of winning! You compete only in your own sales category, against your own 1969 sales figures. Now Roberts dealers are also eligible and will be selected by the "New Dealers Sweepstakes" from entries based on sales performance.

Roberts is also sponsoring a National Consumer Sweepstakes. Visit a store to enter. Japan - Expo '70 - with heavy national advertising, publicity, merchandising and sales aids - to help bring traffic into your store and make 1970 a banner year.

Check Your Roberts Sales Reps for Complete Information

"The Trial of Mary Maguire" Is Back in Session

Dale Van Horne Is Coming!

January 19th

January 17, 1970, BILLBOARD

21
Production Set on TV Series To Spotlight Jazz in Clubs

by LARRY TIEFE

LOS ANGELES — A television series aimed at spotlighting jazz performance in local clubs is now in production at a jazz record label-owned television studio in New York. The series, which will be called "Jazz on Stage," will feature performances by local clubs in the U.S. via the syndication route.

Four 30-minute shows have already been done, and Leveque is looking to Europe and the U.S. for additional clubs to feature. The series is being produced by Leveque and his wife, who are also the producers of the "Jazz on Stage" series on NBC.

Several months ago, Leveque had field exploratory talks with several clubs in the Los Angeles area, including the Jukebox, and has repeatedly asked about interest in being part of the series. Several clubs, representing a range of musical styles, have agreed to participate.

The series will feature performances by local clubs in the U.S. via the syndication route. The shows will feature performances by local clubs in the U.S. via the syndication route. The shows will feature performances by local clubs in the U.S. via the syndication route. The shows will feature performances by local clubs in the U.S. via the syndication route.

Talent In Action

DOUG KERSHAW

BILLY REED, NEW YORK

Although referred to often as a country singer, Doug Kershaw's music has been described as a mix of pop, rock, and country. His albums have included hits such as "I'm Just a Country Boy," "I'm Just a Country Boy," and "I'm Just a Country Boy." Kershaw has won several awards, including a Grammy for Best Country Male Vocal Performance.

The band is known for their lively performances and their connection with the audience. The band is known for their lively performances and their connection with the audience. The band is known for their lively performances and their connection with the audience.

ALBERT KING

REO TORO, ST. LOUIS

Albert King combines his blues with the St. Louis Symphony Orchestra at Powell Symphony Hall in St. Louis on Dec. 19. The performance is one of several concerts the band will be playing throughout the U.S.

The band is known for their blues-infused sound and their energetic performances. The band is known for their blues-infused sound and their energetic performances. The band is known for their blues-infused sound and their energetic performances.

LORIN HOLLANDER

CONCERTS NEW YORK

Lucian Hollander was praised for his interpretation of the Barber's "Violin Concerto" with the American Symphony Orchestra last week. Hollander was described as giving a "memorial" performance. The concert was held at Carnegie Hall.

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NANCY ERICK

THE BAND

Madison, Wisconsin

The Band is one of the most popular rock groups of the 1960s. The band was formed in Madison, Wisconsin, and consisted of five musicians: Levon Helm, Rick Danko, Garth Hudson, Richard Manuel, and Robbie Robertson.

The band's most famous song, "The Band," was released in 1969. The song was later covered by country music legends such as Merle Haggard and Willie Nelson.

FRED KIRBY

Clapton to Tour With Delaney

NEW YORK — Eric Clapton will open the tour with Delaney & Bonnie's new group. Delaney & Bonnie have been announced to open for Clapton on his upcoming tour.

Delaney & Bonnie have been announced to open for Clapton on his upcoming tour. Delaney & Bonnie have been announced to open for Clapton on his upcoming tour. Delaney & Bonnie have been announced to open for Clapton on his upcoming tour.
"A pilot's ready when I'll let my family go up with him."

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

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

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

"By the time they get to me, these guys are pretty good pilots, but I've been in this business at least 20 years longer than any of them. For instance, they know how to land a plane. I teach them how to bring it in like a big swan. It's for the extra comfort of the passengers. And that's the bottom line in our business. Give that passenger as smooth a ride as possible."

We don't know anybody who can do Captain Shafer's job better than he can. That's why he has it. It's the American Way.

Fly the American Way.
American Airlines
Fair Crowds See Vegas Fare

LOS ANGELES — Johnny Mathis, Gladys Knight and Vegas Lee offered holiday thrills at two locations during six-day standbys, but the public was caught in its scoring. Peter Nero, Mayor of the Valley Music Center and Gladys Knight and Vegas Lee's opening at the Music Center were hot on social and business.

Both packages opened Dec. 26 and ran through Dec. 31. Marj Axton Productions was the producer for the show with the American scene, but No vocal export. Sight & Sound Productions put the Cabaret-Lee together.

Despite the Valley Music Center being half filled on opening night, Mathis was no problem for a star-studded performance with an inspired standing ovation. The crowd in the round in Woodland Hills has not had an entertainment show for over two years, so there was significance in the location to include the society for the San Fernando Valley Center, which was dark exactly a week ago.

The pairing of Gladys Knight and Vegas Lee in the 3,000-seat Music Center Prologues commenced a major move. It was the first time the large room had been used for a variety show on a multiple evening basis.

In both cases, the efforts gained in dazzling performances, despite the slow sales. Mathis' show had a $16.50 top ($25.00 New York's end), while the Gladys-Lee show went up to $20.00 (50 New York's end).

Mathis' most impacting song was 'Magic', with its new incised soft note ending, in which he just about whispers the last word. He was totally commanding on the likes of 'Love Look Away' and 'A Time for Us'. But with such material 'Day in Day Out' didn't fare in a terminal framework, and 'The Mickey Mouse' was aimed at being boy, which was not believable. His control support from a large orchestra conducted by Patrick Pizzino.

Vegas Lee was totally believable with every cut of his 14 songs backed by a 24-piece orchestra, conducted by his pianist, Robert O. Lee. There was an excellent sound balance between the activity and voice, and the colored movements of the orchestra, which included four percussionists, 10 trombones. The warm singing style helped turn each selection into a dramatic "Concerted on page 51.

Pearlman Forms Music Complex

NEW YORK — Singer-songwriter standards, the complex, is the first major diversified music company, has been formed by Jerome Pearlman, a major investor in the recording industry, and Mark Perlman, a music publisher and agent, with plans to start a music school. The company will find new artists, sign them on a professional and train them in all aspects of business, including contracts and management.

The first record for the SSL label will be by Barbara Yartan "That's If You Want Me To Be 'No Other Love'". The record is due to be released this month.

Kool and the Gang

"The Gang's Back Again"

 Neue Jafa, Berlin, Germany

and their first sensation album "Kool and the Gang"

December 2003

400 W 55th Street
New York, N.Y. 10019
(212) 691-4790

D.J.'s, write for your copy.
We'd like to make you a star.

The new 1970 Schaefer Talent Hunt is hunting for you!

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

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

Now the new 1970 Schaefer Talent Hunt is hunting for another ten new groups and soloists to record the Schaefer Jingle. And receive the same kind of public exposure. One of them could be you!

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

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

Application materials are not returnable and must be received no later than February 9, 1970—so don't delay!
Can your corporation meet the challenge of a rock cruise with catfish?

It will be a prime opportunity to link your sell to a dynamic promotion that will reach youth everywhere.

The first rock cruise will be special in many ways than one. International attention will be focused on the Greek Line's ship Queen Anna Maritime as she makes for Bermuda with a thousand young Americans aboard.

The rock cruise will sail out of sight on March 20 and return to New York on March 25 after spending three days in port at Hamilton during Bermuda College Week. Sound experimental? It's not. Check anyone's research and you'll see that the college crowd can easily afford the $210 that pays for the complete cruise. And they'll buy it—where else can they get so much during spring vacation for so little?

Already signed for the Rock Cruise:
- Catfish—Love Cry Want—Paul Seibl—Mustard Family—Tractor—Cherry People—Lights by US

The usual cruise activities will be supplemented with crafts and contests—body painting; tie-dying; dance, beauty and freak competitions; leather and bead work. And the Queen's dining rooms will be augmented with special food and drink bars for youthful tastes.

To find out how your tie-in can fit in Contact Richard Groff

LOVE promotions, Inc.
(212) 765-8670—105 W. 55th St., New York 10019
a division of Campus Information Systems, Inc.
THE MOST IMPORTANT
QUESTION OF THE 70'S
"WHEN WILL WE BE PAID?"
IS ASKED BY
THE STAPLE SINGERS
(AND MILLIONS MORE)
A STAX SINGLE (STA 0052)
PRODUCED BY STEVE CROPPER,
FROM THE STAPLE SINGERS
POWERFUL STAX ALBUM
"WELL GET OVER" (STS 2016)
WHEN WILL IT BE PLAYED?
NOW!
From the Music Capitals of the World

(DOMESTIC)

Las Vegas

Jockey sporting new coat to get started this week. He's the new
Jan. 27, 1970. Some special arrangements between 
Las Vegas, Nevada. The top gambling house in the world,
Las Vegas, Nevada. The top gambling house in the world,
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Las Vegas, Nevada. The top gambling house in the world,
It made Britain's top 5 within three weeks. It's cookin' in America. The single is "Melting Pot" (40658) The group is Blue Mink. Anybody else's version of "Melting Pot" is just that: Anybody else's version.

Blue Mink's original smash hit 'Melting Pot'
features Madeline Bell (vocals), Roger Cook (vocals), Herbie Flowers (bass guitar), Barry Morgan (drums), Roger Coulam (piano), and Alan Parker (lead guitar). These are London's top studio musicians at their best with a beautiful, haunting, peaceful song about what racial harmony could really be like if anyone ever gave it a chance.

Blue Mink's monster hit 'Melting Pot' 40658. A Morgan Music Production. From the monster album of the same name. 'Melting Pot' PHS 600-323.
Radio-TV Programming

WPGC into Loose Format

By ROY GLASSNERBERG

Washington -- WPGC has dropped its strict format in favor of a more flexible schedule and is planning a campaign to break more records. The station feels that radio has had too much of a "loose" format and is introducing changes to make it more "tight." The station is also planning to increase its listener base by featuring a greater variety of music and news programs. The new format will be introduced in the next few days and will focus on providing a wide range of music and information to its listeners.

WGDL-FM's Shift Geared to Youth

CHICAGO -- Today's youth culture is large and very demanding. It expects much more than it is receiving, including a greater variety of AM radio. This is why the station is changing its format to a more youthful-oriented one. The new format will feature music, news, and programming tailored to the tastes of young listeners. The station is confident that this will increase its listener base among teenagers and young adults.

Sell What You Believe: Bill Mack

DALLAS -- "A good country radio station must believe in country music in order to sell the music to its listeners," says Larry Bill Mack, who hosts the 12-10 p.m. show on WGDX-FM in Dallas. May with music exudes with rock. The new approach adds Bill Mack to the Dallas music scene. May will add country music to the station's mix.

WDAT Into Top 40 Play; Weekend Special Program

ORLANDO, Fla. -- WDAT, 101.3, owner-station here owned by Morris Broadcasting, has switched to a Top 40 format, reports program director Dave Randall. The station has shifted to one hour of Top 40 music every weekend in addition to its routine Top 40 format.

Emory Said to Have Witnessed Mugging Incident

SEYMOUR GETS NEW NAME

DEPOT -- "Robbie Raynor's Open House" is the new name of the Robby Raynor show on WXON-FM, channel 62. Beginning Jan. 5, the show went into a 4:30 p.m. daily time slot. The name change is to reflect the show's new format as a general entertainment show.

WEKY to Country

RICHMOND, Ky. -- After serving central Kentucky for 15 years as a classical music station, WEKY is changing to modern country music. The station, which started in 1960 as a 1,000-watt station in the eastern part of the state, now serves the central Kentucky region with country music 24 hours a day, says general manager Ralph Crandall.

McMahon Scores 'Gutless' Stations

PHOENIX -- Radio stations that don't have the guts to play new music, such as "Cold Turkey," are losing listeners and becoming "gutless." McMahon is a regular on "The Johnnie Cash Show" and recently played "Cold Turkey." McMahon said he is discouraged by the lack of new music on the radio and added that "Cold Turkey" is a great song that deserves to be played more.

Cash Show Into Season Format

NEW YORK -- The "Johnny Cash Show" is entering its regular season format on Wednesday (21) on ABC-TV. The show will feature guest artists and perform in front of a live audience. The show is expected to be a hit with fans of both Johnny Cash and country music.

Cash was a summer replacement.
THIS WEEK ON MUSIC SCENE

LEE MICHAELS

BUFFY SAINTE MARIE

JOHN SEBASTIAN

BO DIDDLEY

special guest host...

GROUCHO MARX

DAVID STEINBERG [host]

MUSIC SCENE - MONDAY - JAN. 12 - 7:30-8:15 ET - ABC-TV
Radio-TV programming

Vox Jox

Radio TV

Sales70%\r
\textit{Sales} is doing among the major music houses. Items should be sent to Chastell St. Croix, Billboard, 165 W. 46th St., New York, NY 10036.

WEEK OF 29-2 DEC. JAN.

NATIONAL RECORDING STUDIOS, INC., New York-PL 7-6440

\textbf{A New One-Man Group, Tommy Doe, cut several tunes for a possible album release.} Bill Dunn cut a piece of his own music as a score for a "psychedelic" sequence in an animated musical film. The shot, filmed by Ted Lowry who recently completed the film, "City of the Sun," is a visual statement of man and where he's at.

\textbf{"Abdominal Movement."} A hard front group produced by Jeff Fuller, and a demo session for an interested label.

\textbf{Producer "Dec" Cavalier cut sides with "Symphony."} The group recently recorded a session with Tommy Doe who was formerly with "The Brotherhood" from Chicago. The tunes are scheduled for release on Poltan Records.

A set of radio programs were cut with Evangelista Rionever with Studio 801, U.A.

\underline{VIEWSOOUND STUDIOS, New York-} (516) 724-9361

\textbf{December 13, 1969-Recording AECOPS FABBS, Producer and engineer Bob Goff.}


\underline{ACCENT SOUND, Ltd., Moryland-(301) 727-4930

(\textit{Tony Smeltz reporting})

The Persians recorded two sides here Detour B/W I Can't Take It Anymore. Ed Bland came to Baltimore to handle the session for G.W.P Records in N.Y. The Persians recorded a song with the label's chief engineer, Chuck Goff, at Accent Sound along with the assistant engineer Dave Edelstein handling the recording end of the session.

Dekker recorded his first studio session for Baltimore to record her new release, and was part of the G.W.P. session. She did two out of eight sides called DON'T KNOW WHAT with the Persians. She's a great fold, Engineer Dave Goff handled the recording end of the session. The release date is set for sometime in January on the Keypop label.}

\textbf{Dick Wexler,} the company of RAIN signed a writers contract with Keypop Music. RAIN is set for release the end of January on Keypop Records.

\underline{NASHVILLE SOUNDC, Inc., Texas-(713) 695-3060

Ray Freesby-Del records artist and manager Sam Commage spent several days recording a project for Kapp. Greg and Commodore.

Subs--A Houston Group completed their forthcoming single.

Commercials--Completed two commercials for a local Fried Chicken company advertising.

The Fri-A newly formed group from Muscogee Schools, Alabama, spent several hours recording new material for release in 1970.

Buttfreers--A master guitarist-completed his first instrumental for release in 1970.

\textbf{SOUNDC RECORDS, Nebraska (Owner Don Sears reporting)}

Bob Jenkins-President of Pretty Good Sound, Inc. and Vice Pres. Jerry Smithers in Omaha, Nebraska, have done music work for Skolil Oil (Bruce B. Craig, C.T.), Union Pacific Railroad, and Teledyne." Also Johnpcs, Yellow Pigeon, AVCO Financial Services, Safe-life Stores, etc. (Bill Resell and Associates)

\textbf{CHICO HAMMOND BAND performed for underprivileged children at a party sponsored by Computer Advertising. One eight year old requested "A TIDAL."}

\textbf{GADSHILL SERVICES,} Inc. produced an eroded music for a 15 minute industrial film for ISSO.

\textbf{NAM RECORDING STUDIOS, New York}

This is a note to inform you that Steve Sammons has recently been honorably discharged from the United States Air Force. He worked with serious radio and TV during eight radio programs on eight different stations in coastal Mississippi and two TV shows, on WEXO TV. He's still in radio through youth to be released syndicated worldwide programming and is now with NAM Recording Studios in Rochester, New York, as Executive Director of Productions and Marketing.

\textit{(Continued on page 33)
**Radio-TV Mart**

**Positions Open**

**Radio-TV Programming**

**Vox Jox**

*Continued from page 32*

Director at WAME, country station in Charlotte, is Gene Page. Page, who’d been with WOOD in Southfield, Mich., replaces Rudy Hickman who is now doing programming work in Atlantic City. Field Agency in Nashville.

Samuel S. Carey has been appointed general manager of the broadcast division of WOKC, Salisbury, Md.; he’s been administrative assistant. (Nov. 14.) Hoon for Kansas City shows KUDI with a new 7:10 a.m. period Monday through Friday, a 23.6 in the 10 a.m. to 11 a.m. period, and a 21.7 in the 11 a.m. to 12 noon period, same I.D. as previously. KUDI has 15.9, 12.0 and 8.9 in same periods. KDWW, has 5.4, 7.4 and 9.5. KCKN, country station, has 7.6, 9.8, and 5.3. The most interesting thing about the KMBZ points is the format change: KMBZ, formerly a country format, is now a new rock format.

**Tommy Dee**

**‘Welfare Cadillac’**

Better than ever!

If you need additional copies contact:

**Johnny Caps**

728 16th Avenue South
Nashville, Tennessee 37203
(615) 255-1995

For bookings contact:

**Buddy Lee Attractions**

806 16th Avenue South
Nashville, Tennessee 37203
(615) 244-4336

Gigantic sales and exposure in the Country Field!

Breaking in many Pop markets!

Destined to be the biggest hit in 1970!

“WELFARE CADILLAC”
Radio-TV programming

Vox Jox

Programming Aids

New Series by Natl General

• Continued from page 12

LAURIE PRODUCTIONS, INC., New York—(212) 722-7975
(John McNeil reporting)

1. To play TV spots for selected series for Continental Advertising.
2. To handle promotions for a series for Central Advertising.
3. To handle promotion activity by Harriet K. Master, Associate Director, Sounds.

Voicewell: This new high energy voice will add voice command to the series.

Selling Sounds

Selling Sounds

• Continued from page 15

Radio-TV programming

Mama, Riddle To Host Series

Thank you, Wise Sir, for your SOS effort. It is a nice club-

It's not too late for those folks who have not heard

General Motors, Inc. (AFM-AFL-CIO), Ed Alexander, President, Eastern Region

We are sending out a 3-week check in the mail.

P. O. Box 2507, New York, N.Y. 10110

Some of the famous names behind the hits are:

Mama, Riddle To Host Series

Selling Sounds

Vox Jox

Letters To The Editor

New Series by Natl General

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Letters To The Editor

N. Ertégún to Visit Far East

NEW YORK-Founded Terego, executive vice president of Atlantic Records, is to depart on a goodwill tour of the Far East. According to Atlantic, the tour is designed to strengthen ties between the company and record companies in the region, and to promote the sale of Atlantic records internationally.

January 17, 1970, Billboard
MIDEM Section Is Looking to Unlock the Classical Mystique

By Ken Willmer

The mystery surrounding classical music continues to persists and it is an attempt to solve this puzzle that MIDEM is focusing on. The international music conference recently gathered in Cannes, France.

The idea is to make the music world more accessible to the general public, and this will be done by launching a new classical music magazine called "Classical Today." This magazine will feature articles on upcoming concerts, interviews with well-known classical musicians, and reviews of new recordings.

MIDEM has also announced plans to hold a series of classical music concerts in different cities around the world, starting with New York City. These concerts will feature some of the world's best-known classical musicians.

The goal of MIDEM is to make classical music more appealing to a younger audience. The company believes that there is a huge untapped market for classical music, and they are determined to tap into it.

Canadian Publishing Must Be Experimental

By Ritchie York

Music publishing houses in Canada must be prepared to experiment and take risks if they want to play a major role in the international music scene, says author Yvonne, president of the Canadian Music Publishers Association.

"The publishing business is changing rapidly," says Yvonne. "We must be willing to try new things in order to stay ahead of the curve." She cites the example of the new "digital" music publishing business, which is growing rapidly.

Yvonne believes that Canadian publishing houses must be more innovative in order to compete with their international counterparts. She says that the industry must be willing to take risks and try new things in order to succeed.

Meet Us At MIDEM

Big Seven-Planetary

Now Group of Music Publishers

Ethnic Tapes, Inc.

Leader in International Tape Licensed Product

Roulette Records, Inc.

A World-Wide Recording Complex
Coin Machine World

Jukebox Programmer Uses Oldies on 35% of Machines

by GEORGE KNEMEYER

PEORIA, Ill.—A catalog of more than 1,000 songs has helped Bill Bush of Monotone Phonograph Service build up a large request for jukebox cataloging for older material.

"We refer to our library consistently for 1950's and 1960's hits," said Bush. "About 35 percent of our locations have two rows of oldies which we change regularly. We have had a tremendous response, and the library has been very beneficial.

The CDs are filled by artist and each of the six new programmers can go into the file as they desire, depending on the time of day. However, the memories of old songs often resurface, inspiring the users to request a new song.

Requests are filled through our library, and the customers are delighted. We try to accommodate all requests, even those for songs that are not currently available. The library is updated regularly, and the variety of music continues to grow.

We are currently adding new songs in the categories of R&B, rock and roll, and country. The library is available to all customers, and we are always looking for feedback to improve our selection.

Rosen Opening Fun Centers; Showcase Pool Table Pools

PHILADELPHIA — The first of what will be a chain of Rosen Home Amusement Centers is to open at the 26th Street location in the city. The center will feature new and unique pool tables, as well as other entertainment options for customers to enjoy.

The business plans to offer a variety of pool tables, including professional models as well as custom-made designs. They will also provide other entertainment options such as video games, karaoke, and other interactive games.

Common Market 'Common Coin'

BONN — The time is ripe yet again for the introduction of new "Common Coins" for the Common Market countries. The idea of introducing a common currency has been discussed and debated for years, and now it appears that the time is right for its implementation.

The new currency, to be called the "Euro" will replace the existing national currencies in the participating countries. This move is expected to bring about increased economic integration and enhance trade within the European Union.

Many Benefits In Home Sales Of Jukeboxes

By EARL PAIGE

ALBANY, N.Y. — With relatively little additional expenditure in manpower, no additional time in the shop, a drop in phone calls and with little added expense in newspaper advertising, jukeboxes can add substantially to their income by selling jukeboxes to the general public. This is the experience of Harry Schaffner, who now has the second of his oldies jukeboxes for sale.

"I feel the jukebox operator is a backwater of the business," he said. "We can always sell on the operator, even when the condition is not so good. We always buy the $200 record or so.

But, according to Mr. Schaffner, the operator is not always in the picture. He adds: "Many customers just don't believe it. I don't believe the operators should be in the business if they do, they should pay more if they want to. Actually, they should never start an LP set, but many operators use LP sets.

"I am not at this point the one stop is invariably to operators. We can lift them off on what oldies other operators are doing.

Commercial Vendors Honor Buffalo Mayor

BUFFALO, N.Y. — Vending operators here have recently honored Frank A. Scafidi of Buffalo and 29 other government officials representing New York State, the city of Buffalo and Erie County, at a reception and luncheon and have agreed to a variety of the skyline in the state.

This was the third such banquet held by an external group to honor the New York State, the city of Buffalo and Erie County. The events were organized by Richard W. O'Malley, New York State Amusement Vending Association, and secretary of the New York State Amusement Vending Association.

We are pleased to announce the opening of our new showroom in the heart of the city. We have worked hard to create an environment that will meet the needs of our customers and the community.

Executive Turntable

Crente Smith, a veteran distributor, has been appointed manager of international operations for National Products, Inc. (NPI). He will be responsible for overseeing all NPI's international activities, including distribution, marketing and sales.

"I am excited to join the NPI team," said Smith. "We are a company that values hard work and dedication, and I look forward to contributing to the success of our international operations.

Smith has over 20 years of experience in the music industry, having served in various capacities at several leading companies. He brings a wealth of knowledge and expertise to his new role, and we are confident that he will be a valuable asset to NPI.

"We are thrilled to have someone with his level of experience and expertise join our team," said NPI President Tom Smith. "Crente has a great track record and we know he will help us continue to grow and succeed in the global marketplace.

Executive Turntable
Proven Profit Maker!

CHICAGO COINS' FABULOUS SPEEDWAY

- REALISTIC DRIVING!
- REALISTIC RACING CAR SOUNDS!
- SKILL PLAYS!
- TROUBLE-FREE!
- No Fun? No Balls! No Photo-Electric Call!

ALSO IN PRODUCTION:
SUPER CIRCUS ASTRONAUTS, MOON SHOT

Bally King Tut

Guaranteed Used Machines

Northwestern

"CLASSIC"

Guaranteed Used Machines

Northwestern Amer.

Coin Machine News

CHICAGO

Welcome for the 1970 National Automatic Merchandising Association (NAMA) Western Convention and Exhibit to be held April 7-10 at Marriott Hotel, were several recent entries to the trade show hierarchy committee. Melvin Altschuler, Austin Rider Co. executive, and 25th chairman of the committee, presided at the trade show committee meeting. Among members of the committee are Robert T. Anderson, Rex Corp.; Arthur E. Reiber, American Products Co.; Phil Cahnman, National Reproductions, Inc.; David German, Rock-Ola Manufacturing Corp.; Joe Banette, Coffee-Mat

West German Arcades Grow

- Continuous from page 39
the old German Arcade Association (Deutscher Plastikallianzverband), of which he was president, with the Z.O.A. six years ago.

Skirvin described arcades as the "voting card" of amusement operators and it was suggested that linking arcades to a maximum of 10 per machine was mandatory. An arcade division was voted to be added to the number of a license to be legal.

Owner of five arcades in Hamburg, Skirvin was awarded a full distribution of the arcade situation at the annual meeting of the Z.O.A. this month where, chairman, Werner Schmidt, an arcade council would probably be appointed to look into the matter.

DURING THE two-day seminar held at the Marriott Motor Hotel in Houston, the students were encouraged to dismantle and reassemble the mechanism of the Wellman Statesman Phonograph. The company sponsored the seminar while the Gulf Coast Distributing Company was host for representatives of their various divisions.

Coinmen In The News

CHICAGO


PHILADELPHIA

Jerry S. King, for two years president of Automatic Retailers of America, Inc., was煓er Temple University Hospital June 19 as victim of diabetes. State of West Indiana, which the State of Israel Bond was presented to Ralph W. Perry, ex-service vice-president of Delaware Vending Co., at a tribute dinner June 18 held by the American Society of Temple Bells, in which he was a past president. William Fitzhugh is back from Florida where he repaired (non routine surgery). Part of the rest of the ARA service, Inc. president included golf. He received his first fair game on the Palm-Aire Golf Course. He got his life extended by a recent surgery.

Guaranteed Used Machines

Northwestern Amer.

“CLASSIC”

Guaranteed Used Machines

Northwestern Amer.

Big Profits

Northwestern vendors produce more profit per dollar of investment

Coming Events


February 4-6 — California Automatic Vendors Council international meeting, Viscount Village, Malibu, Calif.

February 13-15 — South Carolina Coin Operators Association, convention, Seabrook Inn, Carolina Beach, N.C.

March 2-3 — National Vendors Association Convention, Sheraton Hotel, Chicago

April 7-11 — Illinois Automatic Merchandising Convention, Holiday Inn, Atlantic City, N.J.

May 15-16 — Ohio Automatic Merchandising Convention, Mason City, Mason City, Iowa

April 26-27 — National Restaurant HoteL. Conv., Convention, International Hotel, Chicago

June 12-14 — New York State Automatic Vending Association, Convention, Gardner's Hotel, New York City

September 15-16 — Michigan, Convention, Motor Hotel, Detroit, Mich.


November 7-8 — National Automatic Merchandising Convention, International Amphitheater, Chicago

Write for Beautiful Illustrated Catalogue and Prices


Write, wire or phone for copy view details

Northwestern Amer.

“CLASSIC”

Guaranteed Used Machines

Northwestern Amer.

Waxing, Inward, Outward, etc., etc., etc., etc.

January 17, 1970, BILLBOARD

See page 40 of this Bally Manufacturing Corporation - Billboards Chicago Illinois 60640, U.S.A.
Many Benefits in Home Sales of Jukeboxes

operators can move into selling as the public was in their area or at the point of sale. They can also offer additional services to their customers such as repair and maintenance. The demand for these services is growing, and operators who are able to provide them are likely to experience increased sales.

Public Relations

Turning the public's attention to the benefits of jukeboxes is crucial for the success of the operation. Operators should strive to make their jukeboxes a visible part of the community. This can be achieved through various means, such as community events, public relations campaigns, and advertising. By doing so, operators can create a positive image for their business and attract more customers.

When answering ads... Say You Saw It in Billboard
Systematic Programming

*penn raised from page 139*

Rosen Opening Fun Centers; Showcase Home Pool Tables

*penn raised from page 139*

Quiz Units Open Markets

*penn raised from page 139*

Nims Holds 'Bahama Bash'

ROBERT E. NIMS (right), owner of A.M.A. Distributors, Inc. in New Orleans, recently took a number of companies on a four-day vacation in the Bahamas. With Nims are Charles Levin, Mr. and Mrs. Andrew S. Monte and Ralph Arlotti.
**Musical Instruments**

**'Small' Instrument Dealer Strikes It Rich**

*Continued from page 3*

Hill continued: "The dealer will have to make some changes to the product to make it successful. He will need to adjust the sound and the product to meet the needs of the target market." He also mentioned that the dealer needs to be careful about the competition and the strategies of other dealers in the area.

"I am sure that the dealer will succeed," he concluded. "He has a good product and a clear understanding of the market."
Unit Formed to Aid Sales Via Education

NASHVILLE — Formation of the Country Radio Sales Council, an independent nonprofit organization, has been announced here.

The organization, headed by a 15-member permanent board of directors, is formed to stimulate the sale of recorded country music products through an educational process within the industry.

The council reportedly has initiated a program of research and the problems of country music acts and will conduct trials of possible solutions within its specific market strata. Its members have been selected for in-depth analysis of record sales, tour office results and radio-CD sales reports.

Richard Frank, an attorney active within the music industry, is directing the chapter for the group. The council soon plans to open up to general membership from within the country music industry.

Wills Salute on Jan. 18

TULSA, Okla.—A special tribute to Bob Wills, member of the Country Music Hall of Fame, will be presented by some of the industry leaders and artists Sunday, Jan. 18, at the Fort Worth Pavilion here.

Wills, a critically ill in Fort Worth, Tex.

Produced and directed by Skip Bocaster, former CMA director and manager of Wills, the show will feature three of the living members of the Hall of Fame, Ernest Tubb, Roy Acuff and Tex Ritter. They will be accompanied by their bands, the Texas Troubadours, the Smoky Mountain Boys and the Bill Wrecks. Lee Wills, son of the late Bob Wills, will also perform.

The show will feature a special tribute to Bob Wills, who passed away on Jan. 18, 1975. Wills recorded his last album, "Remember Bob Wills," just two months before his death. The album was released posthumously in 1975 and has since become a collectors' item. Wills was a prominent figure in the country music industry, and his passing was mourned by many within the genre and beyond.

The show will also feature performances by other notable country music artists, including Ernest Tubb, Roy Acuff, and Tex Ritter, who were all inducted into the Country Music Hall of Fame.

The event will be held at the Fort Worth Pavilion, a prominent venue in the city. The Pavilion has hosted numerous country music shows throughout its history, making it an appropriate location for a tribute to Bob Wills.

The tribute will consist of a combination of live performances and pre-recorded segments. The live performances will feature the three living members of the Country Music Hall of Fame, while the pre-recorded segments will include interviews with Wills and other country music legends, as well as footage from Wills' career.

The tribute is expected to be a significant event for both fans of Bob Wills and country music enthusiasts in general. It will provide a opportunity to honor Wills' legacy and remember his contributions to the genre.

The event is scheduled to take place on Sunday, Jan. 18, at the Fort Worth Pavilion. Details about the show, including ticket information and parking options, can be found on the official event page.
SUSAN RAYE
PUTS HER SPECIAL STYLIZING INTO THIS SONG ABOUT LOVE, PEACE, AND HER FELLOW MAN. THE RESULT IS A SOUND YOU CAN FEEL RIGHT DOWN TO YOUR SOUL. IT'S ON CAPITOL RECORDS, #2701, AND IT'S CALLED, SIMPLY,

Put A Little Love In Your Heart

omac artist corp., 403 chester avenue
bakersfield, calif. 93301, (805) 327-7201
Big Mama's Medicine Show

Starring...

Buddy Alan

On HEE HAW Jan. 14th. Capitol No. 2715

Published by Blue Book Music
**Billboard Hot Country Singles**

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<td>58</td>
<td>Little Joe</td>
<td>LITTLE CRANE</td>
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** Everybody says it’s a hit! **

Liz Anderson

*Husband Hunting*

RCA 47-9796

Written by LIZ ANDERSON
Published by GREENBACK MUSIC INC. Exclusively on RCA RECORDS

Moeller Talent Inc.

615 12TH AVENUE SOUTH, NASHVILLE, TENNESSEE 37203

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**January 17, 1970, Billboard**
We Will Look Forward TO SEEING YOU AT MIDEM ★
We Are in Offices 465-6 Level 4 ★
SPRING SPIRITUAL TOUR Including:
* DOROTHY LOVE and the GOSPEL HARMONIETTES
THE SWANEE QUINTET
REV. WILLINGHAM ★
Interested in Distributing European Product in U. S.

NASHBO/EXCELO RECORDS ★
EXCELLOREC MUSIC 1011 Woodland Nashville, Tenn. 37206

THE SIGN of great reading

Country Music

Nashville Scene
BY BILL WILLIAMS

Mae Byrnes is moving up, following in the footsteps of her niece, Rebecca Byrnes, who is currently at the forefront of country music. Two relatively recent releases, "Swanee" by The Everly Brothers, and "The Astronomical Progression" by Johnnie Cash, have garnered much attention.

The Everly Brothers, on the other hand, have continued to tour regularly, with their recent concert in Nashville drawing a packed audience. The group's new album, "The Great American Songbook," has been well-received.

Meanwhile, Johnnie Cash has been working on his next album, "Ring of Fire," which is expected to be released later this year. Cash has been working with producer Jack Clement on the album, which promises to be a return to his roots.

Bobbie Lee and the Mannequins have also been active, with a new album due out soon. The group's previous release, "The Mannequins," was well-received and is still doing well on the charts.

Finally, Dolly Parton has been busy with her new album, "9 to 5," which features a variety of Country, Pop, and Rock styles.

In other Country news, the Country Music Association announced the nominees for their annual awards. The winners will be announced at the Country Music Association Awards show on November 8, televised live from Nashville's Grand Ole Opry House.

For more information, please visit the Country Music Association website or the Country Music Association Facebook page.
FREDDIE HART SINGS SO MUCH LOVE INTO HIS NEW CAPITOL RELEASE. "THE WHOLE WORLD HOLDING HANDS." IT SOUNDS AS THOUGH HE INVENTED THE IDEA OF BROTHERHOOD! ITS ON CAPITOL NOW, $2.92.

The Whole World Holding Hands

Freddie Hart

omac artist corp., 403 chester ave.,
bakersfield, calif. (805) 327-7231
**Artists Gypped For 1400 Yr.**

- Continued from page 44

Recently took matters into his own hands in an incident in a northwestern state. A promoter cancelled Hank Williams' show to avoid paying him, and the astounded fan in the crowd that Williams had cancelled out.

When he heard this, Lee's contingent contacted the booker in a nearby town and, through persuasion, received the money Williams was scheduled to have received, and let the booking public know it was not the young MGM artist who had done the cancelling.

"Sometimes, shows are worse than bad checks," said United Artist singer Del Reeves, who said he lost money on many occasions by promoters calling off large portions of a tour after he and his band had committed themselves to long-distance travel. He ended up costing more than we made," he said.

**Crawford Office**

SAN ANTONIO, Tex.—Bill C. Crawford, personal manager of Jimmy Peters of Metromedia, also will book Randy's Rodeo Club here and the Waggon Wheel of New Braunfels, Tex., on an exclusive basis. Crawford will make his headquarters here but will continue to have representation in Nashville and Hollywood.

The mailing address is P.O. Box 32048.

**Picked Everywhere**

**The Three Biggest Singles of the Year**

**CHICAGO STORY**

Jimmy Snyder

**TENNESSEE BIRD WALK**

Jack & Misty

**THE ARMS OF MY WEAKNESS**

Darrell McCall

**WAYSIDE RECORDS**

Dist. by Mercury-Smash

DJs Needing Contacts write

Little Richie Johnson

Belém, New Mexico 87002

The SIGN of great sounding

**Guitar, Organ Are Making Country Sheet Music Sing**

NASHVILLE—The popularity of both the guitar and the organ are credited to a great extent with being responsible for the upsurge of sheet music in the country field.

Buddy Friedlander, of Hunt- pen Publications, said that coun- try music has become a vital part of the sheet music business, and that many artists today are making more money on published song folio albums than on their records.

"We are signing new con- tracts with country artists every day," Friedlander said. More and more of the artists realize the potential of the song books.

He said that Christmas-giving of instruments will lead to even more printed work.

**Adpro to Produce Film, Starts Talks on TV Series**

NASHVILLE—Adpro Pro- ductions, Inc., a firm geared to many facets of the industry, will produce a feature film and has begun early negotiations for a television series.

Jim Resor, Adpro president, also announced the appoint- ment of Skip Rogers as vice president in charge of publicity and promotion for the company. He also will coordinate produc- tion of the full-length feature film.

This film, titled "Function," is written by screen and Monu- ment recording artist Chris Gan- try. It is to be filmed here, de- pending on a contemporary country music scene. Casting for the film is expected to be announced shortly.

Rogers recently produced "Holiday Country," the indus- try's first country talk show.
SPECIAL MERIT PICKS

POP

MAGNIFICENT MEN—Better than a new pickup truck, this one has been on the market for a little over a year now. The two main characters are both believable and endearing. The music is catchy and the story is engaging. A must-watch for anyone interested in music and relationships.

ESTHER & OASIS—Down to Earth Concert

The sweet, soulful vocals of Esther Allen and the band's tight harmonies make this album a treat for fans of soul and pop music. The songs are well-written and the production is top-notch.

BLUES

MISSISSIPPI FREDD McGOWELL—Do Not Fear the Reaper

A record that will put a smile on your face and bring out the blues. McGowell's voice is powerful and his guitar playing is dynamic. This album is a must-listen for fans of blues and rock music.

JAZZ

GEORGE LEWIS MEMORIAL ALBUM (18-25)

The album features some of the greatest jazz musicians of all time, including Louis Armstrong, Duke Ellington, and Billie Holiday. The performances are timeless and the arrangements are innovative. This album is a must-have for any jazz collector.

More Album Reviews on Page 61

Letters To The Editor

From The Music Capitals of the World (DOMESTIC)

Bell to Release "Georgy" Caster

NEW YORK — Bell Records will release the original cast album of "Georgy," which is scheduled to open in February on Broadway. The stage adaptation of the movie "Georgy" features Melissa Hart, Dilya Wolting, and John Castle. Tunes were written by screenwriter-Grammy Musicians George Feuchtweg and Carole Biver, whose credits include "A Groovy Kind of Love" and "996.

Clapton, Delaney Tour

Continued from page 22

More east of the weekend of Feb. 6-7 there is talk that George Harrison of the Beatles will appear with Delaney, Bonnie & Friends. Harrison played with the group at several concerts in England and Scandinavia this year. He will be joining Muscle Shoals, Ala., in the U.S. to complete his first solo album, "Delaney Bramlett will produce.

Action Records

Singles

• NATIONAL BREAKOUTS there are no NATIONAL BREAKOUTS this week.

• REGREGIONAL BREAKOUTS there are no REGIONAL BREAKOUTS this week.

Albums

• NATIONAL BREAKOUTS there are no NATIONAL BREAKOUTS this week.

• NEW ACTION LP's

TIM BUCKLEY

Blue Afternoon. Stax STS 1006

AL KOOPER & SHUGGIE OTIS

King. Atlantic SDSS 9351

ALBUM REVIEWS

ON STAYT

Best of the album releases in the past week at Columbia

KINGSTON, NEW YORK—The album releases in the past week at Columbia have been varied, ranging from soul to rock and roll. Some of the highlights include:

JIMMY RUSHING

Soul, etc. Atlantic SDSS 9351

• SPECIAL MUS

Al Hirt's latest release. A must-listen for fans of soul music and the saxophone. This album is a must-listen for fans of soul music and the saxophone.

FOUR STAR

- Albums with sales potential within their category of music and possibly chart items.

8001

- Albums with sales potential within their category of music and possibly chart items.
New York — Columbia Records has announced its latest release on Columbia, the Philadelphia, and the New York Philharmonics. The New York Philharmonic's 'Greatest Hits' series is now available on Columbia, along with the Philadelphia's 'Greatest Hits' series. The New York Philharmonic's 'Greatest Hits' series is now available on Columbia, along with the Philadelphia's 'Greatest Hits' series. The New York Philharmonic's 'Greatest Hits' series is now available on Columbia, along with the Philadelphia's 'Greatest Hits' series. The New York Philharmonic's 'Greatest Hits' series is now available on Columbia, along with the Philadelphia's 'Greatest Hits' series.
Polydor makes record turn.

Our classics go pop.

Our pops go classic.

A Company for all generations.
Good Rock Exposure as Toronto Club Opens

TORONTO — Record companies regained a valuable exposure medium for contemporary rock product when Toronto’s Rock Footage opened its doors with two nights of Bluesway recording artist, B.B. King. Located on the same site as the old Rock Pile (which closed down last August last year because of financial difficulties), the new club has been sensibly called Club Foot.

The new club has nothing to do with the former Rock Pile management. The new principals include John Vihn, a Toronto boutique owner, and former English musician Howard Tyncr, Detroit promoters. From a promotional viewpoint, John of Detroit is connected also.

The group has not taken any lengthy lease on the site (the auditorium belongs to the Monarch Temple), and initially intends to book it week by week. Tyrer claims that many acts have been signed for future appearances, including Savoy Brown, Steve Miller, Ted Zeppelin, Boz Scaggs, Ten Years, Jethro Tull, Joe Cocker, and the Who. John Mayall and the Nice.

“We want to have a fairly strict British bands policy,” said Vihn.

The Club Foot team is not anxious to change much of the Rock Pile’s image. Already, they’ve hired the same emcees, and light show (Cathartis) used by the former operators.

LOCAL CLASSIC LP’S RELEASED

MONTREAL—London Record has reissued three classical albums for contemporary standards. The Regent’s Sonatas spotlights Montreal pianist John Newmark and his new piano and violinist. The Violin Sonata features violinist Stephen Stapp, and piano trio is available for the first time in this country by contralto Maureen Forrester. The discs are being released in conjunction with the CBC and London Records.

Disk Artists Aid Satirical Revue

TORONTO—“Spring Thaw,” the annual Canadian satirical revue, will take on a new look this year with specially commissioned material by the country’s recording artists. Already signed to contribute musical selections to the 25th edition of the show are Gordon Lightfoot, Joe Mitchell, The Band, Andy Kim, Ronnie Hawkins, Gail MacDerrmott, The Guess Who, Leonard Cohen, Carolee Carmello, Oscar Peterson, Paul Anka, Robert Charlebois and Boris Bent. Peter Manuel, George Lynch, and The Supremes have composed the title theme “Spring Thaw.”

Previews of the show begin Jan. 27 with opening date set for Feb. 16 at the Playhouse Theatre.

FROM THE Music Capital of the World

TORONTO—RCA, releasing the first single with newly signed Hamilton group, Tranquility Base. Despite having been signed only one week ago, the group was featured in a recent “This Week in Rock” program on CBC and Hamilton, recorded the soundtrack of the film “Lucky Day,” and appeared on a Wolfville, Nova Scotia, a new group that has composed the title theme “Spring Thaw.”

The group kick-starts off a promotional tour on all Disneyland discs, with a specially designed evoking rock which holds 120 LP’s. Top three songs of 1969 at CKWS, with their own band, followed by two records by Canadian groups, including the Guess Who and “Court of War” by Barry Bross, later to be released on RCA, and which are included in RCA’s “Best of the Year” album. This group was released here. RCA and “To Know Me Is to Know Free” by Anthony Green and Barry Stagg, two Montreal teachers. The company plans to bring both singers here for a promotion tour shortly. Three

 Peace Tape Used By 100 Stations

TORONTO — A John and Yoko Lennon peace message, taped into North America via the CBC, has been used by 100 key AM and FM outlets throughout the continent last week. The seven minute welcome to Yankee One A.P. (John and Yoko’s personal identification of 1970) was taped at the Lennon’s home studio during the weekend before New Year’s Day.

It was fed to the CBC Toronto head offices early on Monday morning, and a copy tape was made. This was rushed to New York by special courier, where Atlantic Records assigned staff members to transmitting the message by phone to as many stations as possible before New Year’s Day.

The label’s Jerry Greenberg reported that station reaction to the tape had been “incredible.”

Cap Launches LP With No Single or AM Play

TORONTO — Capitol Records Canada launched a locally made rock album, without the help of either a single or AM play. The album is “Bearings,” the initial entry by Toronto trio, Edward Bear, Paul White, the label’s A&R director, said it has sold close to 5,000 copies since its release a month ago.

“Bearings” is one of the very few Canadian rock albums to ever make the local charts.

Capitol prepared promotional aids to assist the launching of the album, including 30,000 circular stickers reading “Edward Bear is in the End,” special browser boxes, large and small, and a radio spot campaign.

While said that solid play on three stations – Toronto’s CHUM-FM, CKLG-FM in Vancouver, and Montreal’s CKGM-FM – had forced Capitol to rush out a single from “Bearings” – “You Me And Mexico.”

White said that “Bearings” will be released by Capitol in the U.S. by the middle of this month, and is slated for an early British release by EMI Canada.

Top discs currently being aired at CFCO, Montreal, are “Le Tour de Terre” by Renee Claude, “Si Tu Donc Part” by Fairport (Continued on page 57)
Swedish Television A Sales Booster

STOCKHOLM — A pop artist or group featured on Swedish television can be guaranteed to benefit enormously in terms of record sales. Latest example: Bjorn Ulvaeus, near the top of Rolling Stones album, "Let It Bleed," which jumped high into the Swedish chart, Deadline, after the first Swedish TV program featuring footage of the Grandstands film of the new Rolling Stones concert in Halle Park, London.

In the case of this week's album, "Let It Bleed" reached No. 5. Two months ago, the album "Johnny Cash at San Quentin" was in the Swedish charts. After it had dropped out, Swedish TV showed the film of Cash's San Quentin appearance and the album jumped back into the charts at No. 8.

BEATLES' NEW SINGLE DUE

LONDON—The Beatles' next single, to be released at the end of February, will be "Let It Be" from the forthcoming "Get Back" album.

Swedish Executive Turntable

Robert Oden, Swedish manager of Polydor Nederland, Oden, joined Philips' Dutch export division five years ago as assistant manager of Polydor International. Since then, he has been managing all Polydor's relations between the Netherlands and the Nordic countries. He is now in charge of all Polydor's relations with Scandinavian countries.

Polydor's new sales drive

LONDON — Polydor has launched a new sales campaign with the slogan "Stay into the Music, Stay with Polydor!" The campaign will be directed at all Polydor's customers in the UK, Europe, and the rest of the world. The campaign will include a series of promotional events, such as concerts, interviews, and press releases, as well as a new advertising campaign.

INTL. NEWS: ESSEX

Conn Will Bow 2d Label, Nashville

LONDON — Agent Mervyn Con, who already has his hands full in the US, UK, and Japan, will launch a second label, International Records, in March. Nashville, in March, Nashville, will produce a series of 12-inch EPs and 20-inch LPs, all featuring international artists from around the world. The label will be distributed in the US, UK, and Japan, with distribution handled by Polydor Records.

So Is ELECTRULCA Are you?

PARIS — Mercury is raising the stakes in the lucrative French record market with the introduction of its new label, Elec Tronica. The label will be launched with a series of high-profile artists, including international stars such as Michael Jackson, Madonna, and Will Smith.

Polydor Using Cassette at Met

LONDON — Details of Polydor's new sales force in the US have been released. The sales force, consisting of 22 representatives, will be headed by Michael Jackson and Will Smith.

Merc Product

PARIS — Mercury is launching a new product line, Merc Product, which will be sold exclusively through Mercury's network of dealers. The product line will include a series of high-quality record players, turntables, and accessories.

~END~
**Marks Named Manager of U.K. Philips**

LONDON — Fred Marks, 45, managing director of Festival Records, Amsterdam, has been named managing director of Philips Records U.K., succeeding Leslie Goddard, who resigned in December last year after 17 years with the company.

Marks takes up his post on May 1.

Born in Sydney, Marks spent 10 years with the Hoyts Theatre Group before becoming Australian manager of EMI Records, and was later appointed managing director of CBS Records Australia in Melbourne.

**CBS Blues Promo**

PARIS — CBS France has launched a big promotion for blues music, called "Blues Festival," with special attention to the British blues revival.

The company is releasing its long-awaited album, "Super Duper Blues," at a special price of $1.90 and featuring tracks by Blues Mood, Chicken Shack, Delilah Benson, Champion Jack Dupree, and others.

The album will be released in双威同时 in Japan, with a double album "Blues Jazz At Chess," by the Electric Mad and Van Span.

**FINNISH RELEASE**

**LETTERIE P.S. (BELGIUM)**

— Finnish record companies are releasing more and more literature and political titles. accordance with several book publishers, there are releasing literary records for a number of years, it appears recently that the record companies themselves have made a determined entry into this sector.

Police Music has released four albums of literary-political works and music. The main work, a double album — the first to be produced in Finland — is "Mojom 20 — Poems and Songs," a collection of poems written by Finnish poets in the 1st quarter of the 20th century, presented by actor Veikko Siniluoto, and publicist Pauliina Lindroos and pianist Mari Louhava.

A double album was produced by Petit Fournier.

Johanna has also produced an album for the Labour Movement's Cultural Organization, "The Spirit of Labor Songs," and an album for the National Library, "The Spirit of the People." The latter album has been translated into several languages.

**TOYKO**

Progressive rock and underground product in Japan.

**Polyphon in Exec Revamp**

COPPER-MAGAZINE — Because of continued expansion and the increased range of products including cassettes and record players, Polyphon Muthers has reorganized its administrative staff. On the top level will be W. Metzinger, managing director, with W. Lahnmann, financial director, and W. Pichler as sales director.

The same top echelon will handle the board of directors of a newly launched sister company, Polyphon Muthers, in the same building and managed by C. Lauk.

Three product managers have been appointed to handle the various groups of labels represented by Polyphon Muthers, each of which will be in charge of the Discos group, O. Winkler will be in charge of the Phonogram group, and A. Deren will handle the Polyphon group. F. Prange will produce studio recordings, and E. H. Brown will produce for Lannem record players.

**Transatlantic's Road Shows**

LONDON — In an attempt to break away from the traditional type of annual sales exhibition, Transatlantic Records has set out to create a new form of audiovisual presentation for record companies and conference management.

Under the title "The Transatlantic Jazz Circuit," the show will be presented at the London Hotel, Jan. 25, then will visit Glasgow, Feb. 1, Birmingham, Feb. 2, and Coventry, Feb. 17.

The presentation has been put together by Laurence Atten to Transatlantic's special projects department. It will involve the use of stereo tape accompanied by slides.

**DUTCH CNR GETS RIGHTS TO ARIOLA-EURODISC**

AMSTERDAM — Effective Jan. 1, CNR has acquired exclusive representation of the German Ariola-Eurodisco catalog for Holland.

Ariola, formerly represented in the Netherlands by Philips, has created its own Dutch company, under the direction of Jan van Steenhuijsen, who is also handling the record operation of the Bluesmania-owned Dutch company, Blue Bird. From Jan. 1, Ariola-Ariola Eurodisco Benelux NV will handle its own promotion but will leave production to Philips.

The new arrangement will help CNR in marketing the German Ariola catalog which is represented in Germany by Ariola thus permitting a closer control of the output of the catalog.

CR, which has just acquired Dutch's representation for Barclay, MFP and SPV, is handling the CNR, Telefunken, Barclay, and Budach labels and the other dealing with the Ariola, Eurodisco, Melodia, MFP, and Pukulin labels.

To handle these new responsibilities, CNR has enlarged its staff to 80 and doubled the establishment of two years ago. The company's turnover is currently running at 50% percent higher than that of 1969.
In any language

**EMI means record business**

EMI Norsk is one year of this month.
EMI's newest infant was born in the cold water days of January 2698 in Oslo. By April it had learned the walk and spoken its first words. In April it was able to play a simple tune on the piano. In May it began to read and write. In June it was able to speak in any language.

EMI has a very large family: its worldwide record marketing network comprises manufacturers and distributors in 60 countries (plus licensees in nearly 100 more).

If you're one of the record people, you need EMI.

**THE GREATEST RECORDING ORGANISATION IN THE WORLD**

**EMI**


**JANUARY 17, 1970, BILLBOARD**

57
Background on Background Music

By EARL PAIGE, GEORGE KNEMeyer

Background music systems exceed estimated value of songs to millions of people every day in every type of public setting. From supermarkets, movie theaters, and hotels to restaurants, malls and hospitals and factories, the audience is vast.

The American Society of Composers, Authors and Publishers (ASCAP), the largest publisher of licensed music in the world, recently conducted a survey of background music systems and found that nearly three-quarters of the respondents use such systems.

The survey also revealed that 70% of respondents use background music systems for marketing and advertising purposes, 51% for entertainment, 38% for mood setting, and 27% for productivity.

The use of background music in public settings has increased significantly over the past decade, with many businesses and organizations recognizing its potential to enhance the overall customer experience.

In fact, a recent study by the University of California, Los Angeles, found that background music can affect consumer behavior, increasing sales and improving customer satisfaction.

The study, published in the Journal of Consumer Psychology, analyzed data from a large-scale survey of consumers and found that background music can influence shoppers' moods and behaviors, leading to increased sales.

The findings suggest that businesses can use background music strategically to create a positive atmosphere and encourage customers to spend more time and money.

In addition to its benefits for businesses, background music has also been shown to have positive effects on individuals.

For example, a study by the University of Illinois found that background music can improve mood, reduce stress, and enhance creativity.

The research suggests that background music can be an effective tool for improving mental health and well-being, as well as for increasing productivity and motivation.

Overall, the use of background music in public settings is on the rise, and businesses are increasingly recognizing its potential to enhance the overall customer experience and improve productivity and well-being.

West German Publishers Have Little Fear of Disk Infiltration

By MIKE HENNESSY

The property of music publishing in West Germany is nothing to sneeze at. The size of the record market is roughly one-third the size of the music market in the United States. The West German music industry is large and powerful, and once dominated by a small number of big publishers.

The industry is dominated by a small number of large publishers, such as Universal, EMI, and Warner Music Group. These publishers control a large portion of the market and are able to negotiate high royalty rates with recording artists.

In contrast, the music industry in the United States is much larger and more competitive. The industry is dominated by a large number of smaller publishers, and recording artists have more bargaining power.

One reason for the relative lack of competition in the West German music industry is the fact that many of the large publishers have their own recording studios. This allows them to produce music simultaneously with the recording of songs, which reduces the time and cost associated with the production of new music.

This gives West German publishers a significant advantage in the competitive environment, as they are able to rapidly produce new music and capitalize on current trends.

In addition, the West German music industry is heavily influenced by the film and television industries. As such, many of the largest publishers have divisions that produce music for use in film and television, which provides them with a steady stream of income.

Despite these advantages, the West German music industry is not without its challenges. The industry is facing increased competition from digital music services, such as streaming and downloads, and is struggling to maintain its revenue streams.

However, the industry continues to be a profitable one, and many publishers are seeing positive growth in their revenue streams.

Overall, the West German music industry is in a strong position, with a large and powerful market, and is well-positioned to continue to thrive in the competitive environment.

January 17, 1970, Billboard
HITS OF THE WORLD

BRITAIN

<table>
<thead>
<tr>
<th>Week</th>
<th>Artist</th>
<th>Song Title</th>
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<tbody>
<tr>
<td>24</td>
<td>LED SOFA</td>
<td>&quot;I Can't Help Myself (Sugar Pie, Honey Bunch)&quot;</td>
</tr>
<tr>
<td>25</td>
<td>BILL With THE FLYERS</td>
<td>&quot;Tell Me About Your Baby&quot;</td>
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<tr>
<td>26</td>
<td>TIN MINE</td>
<td>&quot;Jumping Jack Flash&quot;</td>
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<tr>
<td>27</td>
<td>THE SHADOWS</td>
<td>&quot;Apache&quot;</td>
</tr>
<tr>
<td>28</td>
<td>THE KISS</td>
<td>&quot;I'm in Love Again&quot;</td>
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FRANCE

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<tbody>
<tr>
<td>1</td>
<td>LE PETIT COEUR</td>
<td>&quot;La Vie en Rose&quot;</td>
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<tr>
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<td>BHABO HUMBERT &amp; THE VOLCANIC THERAPY</td>
<td>&quot;La Vie en Rose&quot;</td>
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<tr>
<td>3</td>
<td>ALAIN MELLOU &amp; THE VOLCANIC THERAPY</td>
<td>&quot;La Vie en Rose&quot;</td>
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<tr>
<td>4</td>
<td>CATHERINE</td>
<td>&quot;Le Petit Chaperon Rouge&quot;</td>
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<tr>
<td>5</td>
<td>HANS ON</td>
<td>&quot;Le Petit Chaperon Rouge&quot;</td>
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MALAYSIA

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<tr>
<td>2</td>
<td>THE JUMBO JUNGLE</td>
<td>&quot;Papa, Mama &amp; Me&quot;</td>
</tr>
<tr>
<td>3</td>
<td>HANS ON</td>
<td>&quot;No One to Fly&quot;</td>
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<tr>
<td>4</td>
<td>BANDHARA</td>
<td>&quot;No One to Fly&quot;</td>
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<td>5</td>
<td>SHERWOOD</td>
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SWITZERLAND

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<tr>
<td>1</td>
<td>THE PINK FLAMINGOS</td>
<td>&quot;No One to Fly&quot;</td>
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<td>BANDHARA</td>
<td>&quot;No One to Fly&quot;</td>
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<td>SHERWOOD</td>
<td>&quot;No One to Fly&quot;</td>
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<td>&quot;No One to Fly&quot;</td>
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<td>5</td>
<td>SHERWOOD</td>
<td>&quot;No One to Fly&quot;</td>
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From The Music Capitals of the World

MANILA

The second season of "This Is Japan" opened in color on NIS-CIN Channel 4. The series is the first international TV special showcasing Japanese culture, music, and cinema, and it is being broadcast live from Tokyo. The week's episode featured interviews with stars like Hideo Nakamura, popular in Japan for his role in a recent film. The show also included a performance by the Tokyo Symphony Orchestra.

MEXICO

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<thead>
<tr>
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<th>Song Title</th>
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<tbody>
<tr>
<td>1</td>
<td>MARIO SPINOSA</td>
<td>&quot;Fiesta Mexicana&quot;</td>
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<tr>
<td>2</td>
<td>LUIS ALVAREZ</td>
<td>&quot;Fiesta Mexicana&quot;</td>
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<tr>
<td>3</td>
<td>CELESTE VILLANUEVA</td>
<td>&quot;Fiesta Mexicana&quot;</td>
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<tr>
<td>4</td>
<td>MARIA CAMPANALE</td>
<td>&quot;Fiesta Mexicana&quot;</td>
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<td>5</td>
<td>CARLOS MENDES</td>
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HOLLAND

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<tr>
<td>1</td>
<td>JOHNNY HARTZ</td>
<td>&quot;Dancing in the Street&quot;</td>
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<tr>
<td>2</td>
<td>THE BEATLES</td>
<td>&quot;Dancing in the Street&quot;</td>
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<td>3</td>
<td>THE ROLLING STONES</td>
<td>&quot;Dancing in the Street&quot;</td>
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POLAND

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<tr>
<td>1</td>
<td>TADEUSZ JANCZYK</td>
<td>&quot;Wielki Miasteczko&quot;</td>
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<td>JACEK WILK</td>
<td>&quot;Wielki Miasteczko&quot;</td>
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<td>WIESLAW MAKOWSKI</td>
<td>&quot;Wielki Miasteczko&quot;</td>
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<td>Ryszard Jeglinski</td>
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<td>Janusz Głowacki</td>
<td>&quot;Wielki Miasteczko&quot;</td>
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VENEZUELA

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<tr>
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<td>HECTOR ALVARES</td>
<td>&quot;Amor Lindo&quot;</td>
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<td>RAUL ALVARES</td>
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<td>CARLOS ALVARES</td>
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<td>JORGE ALVARES</td>
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SINGAPORE

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<tr>
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<td>THE GROOVE</td>
<td>&quot;Singapore Blues&quot;</td>
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JAPAN

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<td>TOSHIKO HAYASHI</td>
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<td>YOICHIRO HAYASHI</td>
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<td>MASAYOSHI HAYASHI</td>
<td>&quot;Sukiyaki&quot;</td>
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<td>KAZUO HAYASHI</td>
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<td>TAKASHI HAYASHI</td>
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SOUTH AFRICA

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<tr>
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<td>SIZO BEKY</td>
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<td>3</td>
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SIERRA LEONE

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<tr>
<td>1</td>
<td>SYLVESTER JONES</td>
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SPAIN

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<tr>
<td>1</td>
<td>JOSE ANTONIO</td>
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<td>JOSE ANTONIO</td>
<td>&quot;Zapata&quot;</td>
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<td>3</td>
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<td>5</td>
<td>JOSE ANTONIO</td>
<td>&quot;Zapata&quot;</td>
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European Executive Turntable

 Continued from page 55

Yves France & Middle East Deal

France and Middle Eastern countries have signed an agreement, known as the "Yves-France" project, which includes the construction of a new finance district in Paris and the development of cultural and educational initiatives throughout the region.

5 'Greatest Hits'

Continued from page 55

Coca-Cola Italia has released "legendary performances" by various artists, including Ennio Morricone, Orchestra della Radio Italiana, and the Italian National Orchestra. The collection features iconic songs from Italian cinema.

Odyssey continues its Manhattan shows with an eight-week run of "The Threepenny Opera," directed by John Guare, with music by Giacomo Puccini. The production is produced by the Odyssey Theatre Ensemble and takes place at the New York City Opera House.

A screening of Schubert's "Winterreise" takes place at the Vienna State Opera, with a world premiere of a new work by Austrian composer Johann Strauss. The performance will be directed by the renowned conductor Herbert von Karajan.

Warmest Thanks to all our Friends the World over for their wonderful help.

PALETTE World-Wide Recordings

RELEASED IN THE UNITED STATES/CANADA
KAPP
THE WAIKIKIS—LOS MAYAS
THE KYRIAKOS

PROBE RECORDS
SCOTT BRADFORD
LUIGI—KIKI

JUPITER COMPO
THE BRASS HATS—THE MERTENS BROTHERS
COLOR IN DANCE SERIES

LONDON RECORDS

RELEASED IN AUSTRALIA
AUSTRALIAN RECORDS
THE BRASS HATS—THE MERTENS BROTHERS
AUSSIE BRASSEUR
COLOR IN DANCE SERIES

RELEASED IN JAPAN
NIPPON COLUMBIA
THE WAIKIKIS—LOS MAYAS
DIGNO GARCIA—JESS & JAMES
THE BRASS HATS—THE MERTENS BROTHERS

RELEASED IN GREAT BRITAIN
CBS
WILL TURA—COLOR IN DANCE LP
LOS MAYAS—DIGNO GARCIA

MAJOR

MAJOR MINOR

POLYDOR

RELEASD ON THE CONTINENT
PHILIPS (France)
JESS & JAMES
LUIGI

AZ (France)

DURANCE (Italy)
LUIGI—LOS MAYAS—WILL TURA

UDICALE (Italy)
COLOR IN DANCE SERIES

POLYDOR (Germany)
JESS & JAMES—LOS MAYAS—

POLYDOR (France)
THE WAIKIKIS—DIGNO GARCIA—LUIS MAYAS

BARCLAY (France)
JEAN LE FENNEC

PHONOGRAM (Italy)
MORTON & THE UPTIGHTS

BELTER (Spain)
The Complete Palette Line

SUPRAPHON
ELY TOHENO

(Czechoslovakia)
ANDRE BRASSEUR—ALIAN—

SONET (Scandinavia)
THE COMPLETE PALETTE LINE

PALETTE RECORDS
NEW YORK 10017
6 East 45th Street
LONDON W.C.1
10, Grey's Inn Square
1000 BRUSSELS
13, Madeleine Street

MEET US AT THE
MIDEM
STANDS No. 28-29
30-31
3rd FLOOR

FREE POP

WILL TURA
LUIGI
DIGNO GARCIA
THE BRASS HATS (THE MERTENS BROTHERS)
THE WAIKIKIS
LOS MAYAS
JESS AND JAMES
Announcing
a new Billboard Industry Service

PRODUCT POTENTIAL LISTING

Attention: All Record Manufacturers

Billboard proudly announces the inauguration of its “Product Potential Listing.”
Beginning February 7, each record company will have the opportunity to list the three NEW records (those not yet on any chart) it considers to be its top prospects each and every week. Here is the procedure to obtain the listings for your label:
All the information must originate from the office of the chief executive. Call or write Billboard’s Chart Department each Tuesday by 3:00 p.m. Give the titles of your three top new records, based on airplay, distributor orders or re-orders or station picks, and they will be listed in the following Monday’s issue of Billboard.
For the first issue, call or write the Chart Department by Tuesday, January 27.
The Product Potential Listing will provide valuable information to programmers, rack jobbers, record dealers and licensees abroad.

Billboard Chart Department, 165 West 46th Street, New York, New York 10036. (212) 757-2800
Grants Permission to Create New ‘Rhapsody’ Arrangement

109 ANGELS — The executive director of Cercueille and Gershwin has granted permission to arrange Allan Kline’s arrangement for a new arrangement of ‘Rhapsody in Blue.’ The eight-minute arrangement appears in the first selection in a forthcoming album by jazz pianist 15-year-old Carl Hayden on World Pacific. The arrangement marks the first time in about 16 years that anyone has touched the classic piece of popular music, according to Liberty/UA officials. Hayden was granted permission to use the new version of the song after his chance meeting with George Gershwin, the late composer. Hayden also received Cercueille permission to use George Gershwin’s name on the seal of a specially prepared sweater for the jacket cover.

DOUGLAS HOST OF NARM FEST

NEW YORK — Hosting the NARM banquet, which will be held March 24 in St. Augustine, Fla., and will climax the NARM convention, will be Mike Douglas, television personality and NBC recording artist. Also performing will be Chet Atkins, Boots Randolph, Floyd Cramer, David Frye and Vili Duoco.

Amos Productions & Vector Music in Representative Deal

NASVILLE — Jimmy Dow¬en’s Amos Produc¬tions and Jerry Reed’s Vector Music will represent each other in their respective home offices and locations. Ray Willey, a key executive in Vector Music, will have the Nashville office of Amos at 809 Sixth Ave. South, while Russell (Red) Steagall, head of Amos West Coast, publishing division and West Coast Pub¬lishers Association, will have similar duties in Los Angeles and San Diego.
Al Green
YOU SAY IT

Produced by Willie Mitchell

Most powerful version ever!

Frijid Pink
HOUSE OF THE RISING SUN

Also featured in their new LP “FRIJID PINK” PAS 71003
Coco

...a paramount idea!

The Original Cast Recording
Available Now
On Records & Tapes

Paramount Records, a division of Famous Music Corporation;
A G + W Company
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Note: The table above is a representation of the Billboard Top LP's chart.
*We of BnB Music, Inc. (BMI)
thank the music industry for a great first year!

*NANCY SINATRA
BILLY STRANGE
MAC DAVIS
SHELBY FLINT
JAMES A. COHEN
BONNIE, PAM & SHEL

IN THE GHETTO • DON'T CRY DADDY
FRIEND, LOVER, WOMAN, WIFE
DADDY'S LITTLE MAN • HOME • YOU ARE
and more including
SOMETHING'S BURNING (that's our newest)

Suite 1510
9000 Sunset Blvd
Beverly Hills, California
New Marketing Co. Aimed for Blacks

NEW YORK — Afro-American Insight Corp., a new marketing and research firm founded by Robert Williams, president of Delphian Records Inc., and Albany Walker, executive vice president, has been formed to reach the black community, Williams said.

The firm will be a subsidiary of Peterson Ventures Inc., the Jackson, N.Y., venture capital company, and will be headed by Williams, who will serve as president, and Walker, who will serve as executive vice president.

The company will focus on creating new marketing strategies and programs to help black businesses expand.

Patents TV Transmitter

NEW YORK — Charges Electronic Systems Inc. has been granted a patent on a system for transmitting television programs simultaneously on a single channel, the company announced.

The system, called the "Crystal Eye," allows TV programs to be transmitted simultaneously on a single channel, enabling multiple viewers to watch the same program.

Jato Clicks on Four Recordings

NEW YORK — Jato Enterprises, a new marketing company, has signed four recording artists to its roster.

Negro Art of America

NEW YORK — Negro Art of America, a new marketing company, has signed four recording artists to its roster.

Aimed at reaching the black community, the company will focus on creating new marketing strategies and programs to help black businesses expand.

Executive Turntable

— Continued from page 6

He will be replaced on the West Coast by Ben Arrigo appointed national sales and promotion representative for the newly formed Juto Records.

Ken Munsfield named vice president, record division, MGM.

He will work with Richard W. Whitehouse, newly appointed sales and promotion manager, and coordinate activities among MGM Records and Transcontinental Record Corp.

Karl Reynolds, president of the company, said, "I am pleased to welcome Ben Arrigo to our team. His extensive experience in the music industry will be invaluable to us as we continue to grow and expand our reach."
Jerry Butler has changed his tune.

'Got To See If I Can't Get Mommy (To Get Back Home)'

is a departure from the usual Butler style.
It's caused so much comment it's
the fourth big single to be released from his chart album 'Ice On Ice'.
His eleventh hit single in a row.
And proof no matter what Jerry Butler sings
sales are always music to your ears.

'Got To See If I Can't Get Mommy (To Get Back Home)' 73015
Produced by Gamble-Huff Productions

'Ice On Ice' SR 61234
8 Track MCB 61234
Musicassette MCRA 61234

From The Mercury Record Corporation Family Of Labels
Mercury • Philips • Smash • Fontana • Limelight • Blue Rock • Wing • Intrepid • Pulsar
A Product of Mercury Record Productions, Inc., 31 East Wacker Drive, Chicago, Illinois 60601
A North American Philips Company
Good Guys Only Win in The Movies
Bamboo 109

Scepter gives great music
The Art of Publishing in the '70s
"What is the Flying Dutchman?" The name belongs to a new record company, headed by Bob Thiele.

As indicative of his long-standing involvement with avant garde jazz as the producer of John Coltrane, Pharoah Sanders, Archie Shepp, and Ornette Coleman, Thiele has already signed and recorded a pair of Watts-based black nuclei groups, the Horace Tapscott Quintet and the John Carter-Bobby Bradford Quartet. Tapscott has for several years been a key figure in Watts cultural and educational projects for Los Angeles' underground musicians. Bobby Bradford spent a number of years with Ornette Coleman's group and Carter has conducted the Coleman unit in Los Angeles.

Besides these burgeoning avant garde jazzmen, Thiele has signed a number of other artists to Flying Dutchman, including the popular Steve Allen who has recorded a number of tunes arranged by Oliver Nelson, a Los Angeles jazz-rock group appropriately called Spontaneous Combustion, young multi-reed- -an Tom Scott, also of Southern California, Stanley Crouch, a Watts poet whose work has been anthologized in several recent black poetry collections, and Jon Appelton, director of electronic music at Dartmouth College. Flying Dutchman has recorded a two album set directed by Thiele himself, released as the Bob Thiele Emergency. The Flying Dutchman artist roster and subsidiary labels, Bluestime and Amsterdam, also include bluesmen T. Bone Walker, Cus Spanier, Harmonica Slim, Joe Turner and Eddie "Cleanhead" Vinson. And if that isn't enough there's Teresa Brewer, Lois Voss, Oliver Nelson, Duke Ellington, Gato Barbieri, Jimmy Gordon, Peter Carey and two heavy rock groups from England, Niki People and Plastic Penny.

In addition to all of these, be sure to dig Esther Marrow from Newport News, Virginia. She is a black soul singer destined to become an international star. Dig guitarist Ron Anthony's ORI CALICUTTA. Pochito's A NIGHT AT SANTA RITA which can't be played on the air, but as Nat Hentoff says, "I cannot conceive of a more important album than this being released this year," and join with Leon Thomas in his search for SPIRITS KNOWN AND UNKNOWN. You'd better fly with the Flying Dutchman!
The Business Arm of The Writer

"The song's the thing: and the music is the fuel: the copyright proprietor — today finds himself confronting new challenges, faces a rising tide of reaction, and faces a heightened competitive situation.

This is the position of the publisher as the new decade unfolds.

The nature of his total operation has become infinitely more complex, with the new use of music spawned by technological advances, and with the broadening of the market. The writer of new songs, the publisher of new music, is the author of the world and their realization; and both together are now recognized as exerting an influence on the music industry, and promotion must be exercised as never before.

As MIDEM opens its annual meeting, the publisher must recognize the importance of the publisher who properly fulfills his responsibilities and expectations.

At MIDEM, the publisher must recognize the value of the publisher who properly fulfills his responsibilities and expectations.

In MIDEM, the publisher must recognize that the publisher who properly fulfills his responsibilities and expectations.

Certainly, MIDEM is the meeting place for the world's music publishers, and the publisher who properly fulfills his responsibilities and expectations.

The publisher who properly fulfills his responsibilities and expectations.

The publisher who properly fulfills his responsibilities and expectations.

The publisher who properly fulfills his responsibilities and expectations.

The publisher who properly fulfills his responsibilities and expectations.

The publisher who properly fulfills his responsibilities and expectations.

The publisher who properly fulfills his responsibilities and expectations.

Chevry—No Changes, Continued Growth

If we had not created MIDEM, something we all would have wanted to see," said Michael Chevry, president of the fourth International Record and Music Publishing Market.

Chevry said that this year he anticipated 4,000 participants in Cannes, compared to 3,500 last year.

The IFPI has a two-year conference, and the MIDEM is the last one of the year.

By MICHAEL WAY

The 1970 event will inaugurate a new 30-year period, promising to be the most effective ever. This new event has freed additional accommodation for participants in the Hotel Negresco. With the 1968 and 1969 MIDEMs, the Chevry conference, the subject of the MIDEM, has been abolished and since the evening gala has been reduced to four, with two performances of each program so that all participants will be able to see the show.

Chevry has developed the idea for MIDEM out of his International Television Program Market (MIP-TV), held annually in Cannes, believes that MIDEM will continue to grow and expand, despite the fact that major record companies will be represented, with worldwide ramifications are unable to transmit much business in direct communications.

The new MIDEM conference will be held in Cannes, with the participation of over 1,000 people from 40 countries. The conference will include sessions on the music industry, the music business, the music market, and the music industry in general.

Realistic Royalties—Problem of 70's

By MIKE HENNESSY

The biggest problem facing European music publishers is the future of the music business in Europe. The future is bleak for the music business in Europe, but it is not all doom and gloom.

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Rebhins Music International (Argentina)
Buenos Aires, Argentina

J. Albert & Son Pty. Ltd.
Sydney, Australia

Weitemus Edition International
Veitshöchheim

Editions Francis-Day
Brussels, Belgium

Robbins Music International (Brazil)
Rio de Janeiro, Brazil

Gordon V. Thompson Limited
Toronto, Canada

Robbins Music Corporation, Ltd.
London, England

B. Feldman & Company, Ltd.
London, England
Francis, Day & Hunter, Ltd.
London, England

Editions France-Melodie
Paris, France

Siedel Verlag
Cologne, Germany

Tridem N.V.
Amsterdam, Holland

Edizioni Clasci
Milan, Italy

Eastern Music Publishing Co., Ltd.
Tokyo, Japan

Geroni International S.A.
Mexico City, Mexico

Heidersfeld-Miller
New York, New York

Hasting Music Corporation
New York, Hollywood

S.S. Suarez Music Compay
Manila, Philippines

Francis Day (S.A.) (Pty.) Ltd.
Johannesburg, South Africa

Conacuned del Mundo
Madrid, Spain

Reuter & Reuter Footage A.B.
Stockholm, Sweden

Editiones Sistem
Geneva, Switzerland

From New York:  From London:
Hal Fein  Jack Magrav
Irwin Z. Robinson  Terry Oakes
Eva Wiedener

INTERNATIONAL
CONVENTION CENTER
STAND 48-49

SCREEN GEMS/COLUMBIA MUSIC
ROOSEVELT MUSIC
JANUARY 17, 1970, BILLBOARD
Cherry—No Changes

A continuation from page 5-5:

It has become an inevitable marketing ploy for the whole of the show business world..."  

FIDOO's Forecast

Last year, the MIDEM was the recognition of the International Federation of the Phonographic Industry. This year, the Organization will be having its first session during the music fest. The FIDOO is forecasting a new era in international radio. The events have been followed by the new French radio stations and the latest edition in lighting equipment has been received.

For the next event, said Cherry, the major international booking is planning to take over another building near the main Palais Wilde hotel. Additional details about the address will be announced along with schedules and ticket prices.

Although the International Record and Music Publishing Market at Cherry's main umbrella conference; he is also becoming increasingly involved in the distribution of music rights, his music rights have been handled by the French Federation of the Phonographic Industry for the past 20 years.

The organization has been used in various capacities, including setting up for the first time the end of the show business world.

Data Processing: The Music Scene

By ISRAEL DIAMOND

(Continued on page 12)
Data Processing: The Music Scene

by Paul Ackerman

Pioneer Takes 40-50
New Songs This Year

Joe DiNardo

Sheet Music
Rumors of Death Exaggerated

The people in the sheet and tape fields know best how the music business has become one of the biggest businesses in the world. Sheet music commands a market of about 
$500 million a year, and tape and tape products are a 
$2 billion market, with more than $1 billion of that coming from the sale of records. The music business is a $1 billion-a-year business, and it is 
the second largest in the world. The music business is a 
$1 billion-a-year business, and it is

Hanns's grant from publishing in 1969 was 
$17 million, and his total income was 
$40 million. In 1970, his income 
from sheet music was 
$56 million, and his total income was 
$70 million. In 1971, his income 
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$60 million, and his total income was 
$75 million. In 1972, his income 
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from sheet music was 
$100 million, and his total income was 
$115 million. In 1980, his income 
from sheet music was 
$105 million, and his total income was 
$120 million. In 1981, his income 
from sheet music was 
$110 million, and his total income was 
$125 million. In 1982, his income 
from sheet music was 
$115 million, and his total income was 
$130 million. In 1983, his income 
from sheet music was 
$120 million, and his total income was 
$135 million. In 1984, his income 
from sheet music was 
$125 million, and his total income was 
$140 million. In 1985, his income 
from sheet music was 
$130 million, and his total income was 
$145 million. In 1986, his income 
from sheet music was 
$135 million, and his total income was 
$150 million. In 1987, his income 
from sheet music was 
$140 million, and his total income was 
$155 million. In 1988, his income 
from sheet music was 
$145 million, and his total income was 
$160 million. In 1989, his income 
from sheet music was 
$150 million, and his total income was 
$165 million. In 1990, his income 
from sheet music was 
$155 million, and his total income was 
$170 million. In 1991, his income 
from sheet music was 
$160 million, and his total income was 
$175 million.
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Diana Ross & The Supremes

and

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Jackie Beavers
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(Continued on page M-14)

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5 New Reasons To Rejoice In 1970

The Jackson 5

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*Continued from page M-12*

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Fishman—Translator, Songwriter, Spycatcher

By Brian Mulligan

Jack Fishman does not confine the fictional image of a Transatlantic songwriter to the popular canon. He is known for his work on the cover of his own best-selling book, "The Seven Men of Spying," which told the story of the history of espionage, and the Lady Churchill's Rhapsody. And his work in the music industry, particularly in the U.S., is of note, having been associated with some of the biggest names in the past two years.

A foreign journalist, he has been deeply involved in the music business, having been associated with some of the biggest names in the past two years. His work in the music industry, particularly in the U.S., is of note, having been associated with some of the biggest names in the past two years.

The theme "Knocked Out Sideways" was written in London, first by James, with songs, and then by Fishman, with words. It was written to cover the tragic death of the original idea. If you try to make a direct translation, the meaning of the song is there. In words, it can be taken from a song in English.

Two years ago, for example, he was at a concert in New Orleans, with the band "The Let's Get Lost," when the original idea, the melody, was first heard. Fishman and Fishman were able to collaborate with his sister and write the words. The song is a good example of the "Man, Woman, Theme." The song is a good example of the "Man, Woman, Theme." The song is a good example of the "Man, Woman, Theme."

When he was not at home in London, Fishman took over the responsibilities of a small apartment. His apartment was a small apartment. His apartment was small and cozy, with a view of the Thames. It was a small apartment with a view of the Thames. It was a small apartment with a view of the Thames.

"Help Yourself" came from "A Man, Woman, Theme." Fishman was known for his songs, which were written in London. Fishman was known for his songs, which were written in London.
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Jaffe and Ligebeth Henrys, a monster for the U.S. and Canada.

MAKE THE MOST OF MIDEM

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Note: We are at the Majestic Hotel in Cannes during MIDEM, and we will be delighted to see our American and European executives in meetings for greater growth.
It is pretty typical of the industry, Bernard Cherry, that though he extremely planned the first three years of MIDEM and did bring it forward a year he believed that it was a great need for an industry event of this kind. His initial introduction to MIDEM came in the spring of 1968 when he invited us to share a table on the Midas Music Machine, which was being held at the Shangri La, the music machine of Los Angeles. Cherry, who is a well-known manager of music, was interested in the music business and wanted to know more about the international business. After three hours of conversation, he asked us if we would like to join him on his next trip to Midas. We were convinced and we became U.K. representatives for MIDEM, which is run by Martin Chappell and is a successful music company of international music. Cherry's interest in the music business was evident when he told us about his experience in attending the MIDEM event.

The MIDEM Story

Gov't Supports U.K. Publishers—For Profit

By Graeme Andrews

The contribution to British Overseas Earnings from global music sales is substantial, making the U.K. one of the world's leading music nations. British publishers and record companies have excelled in the world of music, making the British music industry a significant part of the global music market.

Government finance for this music industry export effort has been increased, with the U.K. Publishers' Association bringing in a further £1 million to the MIDEM. British publishers and record companies have been invited to attend the MIDEM event, which is held annually in Cannes, France.

One of the main objectives of the MIDEM event is to encourage British publishers and record companies to focus on the international market. The event is a platform for British publishers and record companies to showcase their new releases and meet potential international partners. The MIDEM event is a key event in the global music industry, with thousands of music professionals attending every year.

The MIDEM event is held in Cannes, France, and is one of the largest music industry events. The event is open to all music professionals, and attendees can expect to meet music publishers, record companies, and music industry professionals from around the world.

The event is known for its exclusive networking opportunities, with attendees having the chance to meet music industry professionals from around the world. The MIDEM event is a key event in the global music industry, with thousands of music professionals attending every year.

The Chappell Story

Matthew Hickey (68)
Chairman of Chappell & Co., Ltd.
London, England

Matthew Hickey was the first person to interview his career by Philip Phillips and Malcom Reynolds.

How and when did you get into the publishing business?

I started in the music publishing business in the late 1950s, and I was the first person in the family that would become a music publisher. I was the first to start my own music publishing company.

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OF THE '70's

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The Chappell Story

Continued from page M-18...

one's we got were Noel Coward and Ivan Novello. We never had a contract with Novello's last London songs and it was a very pleasant surprise and a very pleasant surprise for us when he got his first...and fourth trip to America in 1931 and Louis and I did all the business together. The company, the business, was born.

When the war started, we had almost followed the Americans into Paris because we had a branch there. I think it was in 1940. I think I have a Branch, there. After we had fought the war, we went back to America and had got one or two catalogs. Max Dreyfus got into the Associated Music Publishers, New York and the Harms Company. This was the beginning of Chappell and the publishers proper in America.

Louis Dreyfus paid $25,000 for the company and there were 100,000 songs in it. We paid that amount for it. Two years later, they got Rogers and Hammerstein together to write. Of course, Oklahoma was the first big thing from them. Chappell's kicked the show off. A few of the songs, I think Max put Rogers and Hammerstein together because he thought he had a good original partner, Loren Hart.

Meanwhile a big build-up started with our offices in Paris and Sydney and but this was interruped by the Second World War. Along with we opened 17 overseas offices, 100 percent owned.

Ted Lewis, as he was then, was a very great friend of ours at the time. He's one of the really great men in the industry. In fact we used to go down to our South African branch with a good friend of his out there called Colin.

Throughout the build-up of the company, great disinterest was shown in the market. About three months before Louis died I saw him at a concert. We've completed our empire. There is no other place that we could open that would be worth opening at the moment.

We had plunged everywhere back into the company and never took more than 10 percent of the profit out in dividends. And as you know it was sold to Philips for $42 million. As you watched the company, certainly you thought changes in the music business were for the better or for the worse, and what developments did you foresee?

I don't think anything was for the worse. Everything happened for the best. We saw big changes of course when Irving Berlin came in.

How did you come to sign him?

We had known him quite a long time. He was very friendly with his lawyer who was a great copyright expert. He used to deal with him. And then we formed the first ever fifty-fifty company with a composer—Irving Berlin Ltd.

Do you regret the change in the business from the days when publishers controlled it to today when record companies hold the reins?

I don't think that is in the best interest of the industry. The publishing business is a business in itself. You get a 100 percent to the music which is essentially opposed to the record business. We help one another. And we naturally give them 10 percent, and they publish them. But they deal with the music and the war is not.simplifying by pushing a button. The music is playing an instrument. We want to encourage people to play music and the music is playing an instrument. We want to encourage people to play music and they will probably make sales. This does not mean that I am totally against records. I remember Louis Sterling made a speech to the Congress of Composers and urged them to not to the booming records because the music was not being heard. I spoke after him and said it was a foolish remark that would cut into the music business and I took music into the hands of the people and wanted to be good for the industry as a whole.

Sterling controlled the Columbia company and then was taken over by EMI after the amalgamation. Today people than talk about music. The gramophone telemetry of this, to learn to do something for themselves. More and more schools are teaching music. They start with recordings and gradually work up. It's having a great effect on the business. He was taking the head of the company in 1950.

Five years ago he had no music learning music. Today he has 100 music pupils and an orchestra of 50. We published a tutor on playing the recorder and the first 10,000 copies went like that. How did you feel when Philips got control of Chappell?

My first wish was to see them. They came over here within a couple of months. I asked them what they thought of it and they said now that they had the British and they knew about the music publishing business really they. They put Jack Chamer and Coen Selleck on the board. Because it was their money I insisted that they should have someone on the board as they should have some responsibility for it. That they have no responsibility from America or Holland. Chappell in New York is now run by Ron Weir. I had seen him at action here with Paramount and when they told me he would leave I said we would give him a job in New York. He's making a big success there. By the end of 1970 you will see Chappell in New York backed. A business as big as it has ever been. Can we expect a revival on the top song business?

We may move our German publishing company from Munich to Hamburg keeping the Munich office for exploitation in the south. Hamburg will handle recording and exploitation in the north. There has been much speculation recently of the future of the company and in London. With the creation of a pop division giving Chappell a new outlook in the popular music market, can you see a definite swing to new and young music management now be your successor?

There has been a strong tendency to new music publishers. We have sold to get into the pop business. We have not changed our policy because we are coming into it now from strength and it will be a separate section of our operation. I decided we needed to start a pop division.

The majority of our executives, staff, it is true, have brought up with it. We are trying to get the best possible people. We have had to pay a lot of money and we take that they get a good return for the change. I don't believe in selling people's stuff they can't sell anymore. What do you plan to retire?

Well, I have been in this business since the 1910s. I was born in 1903. I became a music publisher when I was 15 years old. I have been in the business ever since. It has been a very pleasant experience.

Do you think there will be...?
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Supremes and The Temptations

We Ended
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"NAH NAH HEY HEY KISS HIM GOODBYE"
Steam

We Didn't Do Bad
In Between Either

"THIS GIRL IS A WOMAN NOW"
Gary Puckett and The Union Gap

"MENDOCINO"
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"DON'T WAKE ME UP IN THE MORNING, MICHAEL"
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THE PRINCIPLE OF PROTECTION

The principle of protection for intellectual property has been widely discussed in Europe for centuries, and was given statutory backing in 1861. In the early 19th century, the principle of copyright protection was introduced in France, where it was first developed. Since then, copyright has been an important aspect of intellectual property, and is defined by international agreements.

As a result, the principle of protection for intellectual property is now recognized in most countries around the world. This principle is embodied in the Universal Copyright Convention, which is a key international agreement in this area. The convention is supported by member states from around the world, and it provides a legal framework for protecting the rights of creators.

The implementation of the principle of protection for intellectual property is carried out by national and international organizations. These organizations work to ensure that creators' rights are respected and protected, and that the principles of fair dealing and exceptions are properly applied.

The protection of intellectual property is an important aspect of cultural and economic development. It is essential for the growth and prosperity of societies, and is a key driver of innovation and creativity. By protecting the rights of creators, we can ensure that they are able to earn a living from their works, and that their creative contributions are properly recognized and valued.

Soviets May Join IPA—Dombrane

The IPA (International Publishers Association) is an important international body that promotes and protects the interests of publishers around the world. It is a voluntary association of publishers that aims to improve the conditions of publication and to protect the rights of creators.

The IPA has a wide membership, including publishers from all over the world. It is a key player in the international copyright community, and it works to ensure that publishers have a voice in the development of international copyright law.

The IPA is currently working on a number of initiatives to promote the rights of publishers, including the establishment of the IPA’s Rule of Law Working Group. This group is working to develop a set of rules and procedures that can be used to resolve disputes between publishers and creators.

The IPA is also working to improve the conditions of publication in developing countries, and it is working to ensure that publishers have access to the latest technologies and tools.

World Opening Up—Malaplate

The IPA is working with governments and other organizations to open up new markets for publishers. This is an important aspect of the IPA’s work, as it is essential for the growth and development of the publishing industry.

The IPA is working with governments to negotiate copyright agreements, and it is working to ensure that publishers have access to new markets. This is an important aspect of the IPA’s work, as it is essential for the growth and development of the publishing industry.

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