

Scrubbed Clean, Stones LP On Sale Minus Graffiti Cover

NEW YORK—An elegant, quite anti-septic cover ends a five month delay in the release of the latest Rolling Stones' LP, "Beggars' Banquet."

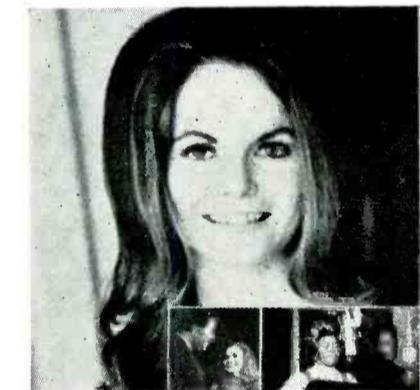
In replacing a controversial graffiti cover, the Stones claim a compromise in that while the cover goes, no changes have been made in the music & lyrics. The Stones, however, say they'll make the original cover available to anyone who requests it. London is releasing the LP and its new cover this week (18).

The group plans to film a color TV special in England on Dec. 9 featuring material from the album. Titled "The Rolling Stones Rock & Roll Circus," it will get international exposure.

Archies on Sullivan

NEW YORK—The Archies hit single, "Bang-Shang-A-Long," was performed last weekend (17) on the Ed Sullivan Show. The group, of course, is animated, so Sullivan screened that portion of the first Archies TV'er that featured their initial recording for RCA-handled Calendar Records.

FRONT COVER:



Charts of all descriptions are feeling the impact of Shelby Singleton's SSS International label operation. Leading the way is Jeannie C. Riley, the lass who covered the teen, adult and country music markets with "Harper Valley PTA," one of the disk sensations of 1968. As released on SSS International's affiliate, Plantation Records, the song has sold more than 4 million copies as a single (it's an RIAA-certified million-seller), has inspired a same-name LP by Miss Riley with sales at 700,000. The artist's latest single, "The Girl Most Likely (to Ah-Huh Get in Trouble)," enjoys an initial order of 500,000, according to Singleton. Over at the SSS Int'l label, things are humming with Peggy Scott & Jo Jo Benson's chart-riding "Pickin' Wild Mountain Berries." An LP by the duo, "Soul Shake," will be marketed in a few weeks.

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Cash Box—November 23, 1968

'68 Buying Spree Continues: Lin Broadcasting Buys Starday; Bell Sound To Viewlex

NASHVILLE—Lin Broadcasting, the Nashville-based complex of communications-oriented businesses, is now in the final stages of negotiations to purchase 100% of the stock in the Starday-King Records complex. The deal, coming a few weeks after Starday's acquisition of King Records, was estimated as being a \$5 million transaction. Announcement was made by Starday's president and sole owner Don Pierce and Lin's president and chairman Fred Gregg, Jr.

Gregg has stated that the deal would add an annual \$6-8 million in gross income to Lin's assets. He expects to maintain and improve the 10-15% earnings which Starday has been achieving.

Management Stays

Starday will retain its current management team of Don Pierce and Hal Neely, the two who are primarily responsible for building Starday to its present strength in the record industry, as well as marketing vp Jim Wilson, Cincinnati recording studio manager John Miller and N.Y. office manager Henry Glover.

"We feel it's important for the

business to know," said Pierce, "that the same team that built Starday will continue to operate and function as before. We will maintain and strengthen the position we have reached, and, in doing so, will constantly move forward."

Label execs are now in the process of reviewing overseas commitments for the purposes of making further deals there, and are also negotiating with the Columbia, RCA and Capitol Record Clubs for the distribution of King Records. The clubs already handle the Starday line.

The Starday complex includes, in addition to the two principal recording companies, the Starday International Sales Co., Madison Music Publishers, Starday Sound Studios, Country Music Record Club of America and Nashville Music Agency, Inc. Complete record manufacturing facilities in Cincinnati are included in the acquisition, along with recording studios in both cities, extensive record and publishing catalogs and several recording labels.

Both Starday and King have LP catalogs in excess of 200 pieces, all of which are available on the various (Continued from page 52)

Kornfeld, Capitol Form Label

NEW YORK—Artie Kornfeld is establishing a new label through Capitol Records.

For the past six months, Kornfeld has been associated with Capitol in a unique capacity, that of director of contemporary product and independent A&R. Located in the east, Kornfeld has had complete autonomy with regard to production, talent and/or master purchase decisions, promotion and publicity.

His label arrangement with Capitol also calls for autonomous activity, including recording, budgets, advertising and artist tours. Capitol will handle distribution. Kornfeld told Cash Box that the new label, tentatively called Circus, will mostly be fed product from Kornfeld's own producing activities. Kornfeld will also select masters from other producers. What will probably be one of his

initial sides, performed by artist-writer John Lucien, is an effort by producers Rocky Edwards and Ray Flemming. Other debut (around Dec. 15) acts will include the Artie Kornfeld Circus and the Train, a Kornfeld-produced group. The emphasis at Circus, says Kornfeld, will be to wrap creativity and artistry in a commercial package.

Kornfeld has already supplied Capitol with 23 albums and singles, much of the product set to be released over the next three months. The label recently offered Kornfeld's Crystal Mansion in a single release, "Thought of Lovin' You."

For Circus, Kornfeld will operate out of his own offices in the Sperry-Rand Building, the New York HQ of Capitol. He also operates a publishing company, Lovlin Music (BMI), with the label.

Kapp Set On Top Sales Course For '68

NEW YORK—Kapp Records will close out 1968 on the highest sales note in its history.

A division of Universal City Records since its sale to MCA earlier this year, the label has benefited, reports Tony Martell, marketing director, from a policy of continuing its past success in product lines, while constantly working on new artists who have not only made Kapp a market label, but have also given Kapp new footholds in more product departments than ever before.

Martell looks ahead to the New Year as a source of continued growth

under a policy of diversification. Meanwhile, the label's 1968 showing is keeping pace with a crop of current successes. These include singles hits from the Unifics ("Court of Love"), with LP strength coming from new artists like the Silver Apples. Among the company's big 1968 singles product were Roger Williams' "Impossible Dream," The Hesitations' "Born Free" and Raymond Lefevre's "Soul Coaxing." Also, catalog produced continuous sales in country music, foreign product, R&B, rock and "good"-music.

The Americanization Of Barclay As Firm Seeks Native U.S. Talent

NEW YORK—The Barclay music organization of France plans a thoroughly Americanized operation in the U.S. Only three months old, the State-side set-up of Eddie Barclay's company, which draws product from all four corners of the world, has been setting up a number of releasing deals with various U.S. labels for artists and songs imported from abroad.

Now, says Jean Fernandez, Barclay's rep in the U.S., the company plans to originate product in the U.S., making non-exclusive deals with producers and arrangers for masters, signing groups and solo artists. Fernandez points out that all product falling under the Barclay umbrella at the present time is being geared for releasing deals with interested U.S. labels. He does not discount, however, the possibility of the establishment of Barclay Records as a new independent label. Such a move, however is seen as being more than a year away.

On the music publishing front, Barclay intends to hit these shores with English-lyric versions of songs by some of the top composers in the Barclay stable. They include Adamo, Enrique Massias, and Michel Fugain. Fernandez, a part of the Barclay organization for the past 10 years, points out that the Americanized look at Barclay is also designed to take advantage of the disk market in England.

Meanwhile, U.S. Barclay continues to supply foreign masters for sale here. Typical of the company's widespread coverage is a pending deal with United Artists Records for Barclay-held masters stemming from Brazil and Germany.

Fernandez is set-up in New York at 1650 Broadway. He says he'll be adding American personnel to the operation. Eddie Barclay, in fact, was in New York last week to go over plans for the continued Americanization of the office.

NEW YORK—Viewlex, the audio-visual company, steps up its acquisition drive in the leisure-time field with the acquisition of Bell Sound Studios and its affiliated companies.

Ben Peirez, president of Viewlex, announced last week that Bell would become a subsidiary of Viewlex under an agreement that calls for an exchange of stock based on an earnings formula.

Al Weintraub, president and a founder of Bell (in 1950), will continue to operate the company, a major recording studio and tape duplicating complex in New York. In addition to the studio operation, Bell also operates A&B Duplicators, a tape duplicator in all configurations and a manufacturer of duplicating equipment and audio components, C&W Productions, Electro Sound, Inc. and Manhattan Tape Duplicating, Inc.

The acquisition of the Bell companies gives Viewlex virtually a complete package of music industry functions. Earlier this year, it purchased Sonic Recording, Allentown Record Co., American Record Co. and Globe Record Album Covers, pressing plants and sleeve manufacturers. Later, it became the parent company of the Kama-Sutra label and music publishing combine, including the Buddah label.

ARD Meet To Discuss Nudity

NEW YORK—A discussion of nudity on LP covers will be a feature of a meeting this Tuesday (19) of the Association of Record Dealers of New York and New Jersey. Meeting will start at 8:30 PM in the Cabinet Room of the Penn Garden Hotel, this city. Mickey Gensler, president of ARD, said the agenda also called for coverage of ARD's ad-promo program with labels and the need for an ARD logo for recognition by the consumer and trade.

Tetra Nudie In Jan.; Capitol To Press LP

HOLLYWOOD—Consumer response to the "Two Virgins" LP from Tetragrammaton—featuring cover photos of John Lennon and Yoko Ono in the nude—will have to wait until Jan. 1, reports Roy Silver, chairman of the board of Tetra.

Initially set for December 3rd release, Silver pushed the date back so as not to detract from Tetragrammaton's Christmas product. A spokesman for Tetragrammaton told Cash Box that both the art and tapes had not yet arrived from England but was expected momentarily. Initial pressing is expected to run close to half a million.

Capitol's custom pressing division will probably be pressing the record with Tetragrammaton handling the LP jacket which will be wrapped in cellophane with brown paper covering most of the art.

A spokesman for Capitol told Cash Box late last week that, as yet, "no rights had been transferred on paper to anybody yet," though there was a verbal agreement to allow Tetragrammaton to distribute the LP in the U.S.

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