

Billboard

MARCH 8, 1969 • SEVENTY-FIFTH YEAR • \$1.00

COIN MACHINE
PAGES 55 TO 59

The
International
Music-Record
Newsweekly

Heilicher in Strong Pitch For Raising LP Prices

By PAUL ACKERMAN

NEW YORK — Higher pricing of records is being urged by Amos Heilicher, giant distributor and rack jobber. Stating that this is necessary for the industry to reach its fullest potential and profitability, Heilicher said: "There is no reason to sell records at the prices they are being kicked around . . . this is especially true when one considers the great entertainment value the consumer receives when he purchases a record." Heilicher advised other wholesalers to adopt his point of

view and "grow with the times." The executive added: "On Feb. 1 we were raised by all major manufacturers. As a distributor and rack jobber we then suggested increases of 10 cents and 15 cents to our customers, and we have had no complaints. We suggest that the retailer adopt the following price schedules: up from \$3.59 to \$3.87, from \$3.87 to \$4.19, from \$4.59 to \$4.87 and from \$4.87 to \$5.19."

Heilicher foresees the possibility
(Continued on page 90)

Pocketdisc Test for Detroit

NEW YORK — Now that the Seattle marketing test is under its belt, Americom is eyeing the Detroit area for its next research on Pocketdisc.

The Seattle marketing test surpassed the goal set by Americom. A 20-week goal of 100,000 consumer sales was set for the test, and 100,000 consumer sales were reached in 13 weeks. A consumer survey indicated that Pocketdisc was not a curiosity buy, that the new purchase represented the sixth 4-inch record they have bought. Also indicated was their preference for making their purchases through vending machines rather than from a clerk.

Ninety-seven dealers representing a BPI (Buying Power Index) of approximately .05 or 1/2 per cent of national sales were selected in the Seattle-Tacoma area. They covered such outlets as grocer chain stores, record stores, department stores, discount stores, drug stores, variety chains, etc. Of these 97 outlets, 47 received vending machines, seven received counter merchandisers, and three received both vending machines and counter

(Continued on page 96)

RCA Swings To Cassettes

NEW YORK — RCA Records, pioneer of stereo 8 music cartridge and its No. 1 exponent, will make its music available in the cassette configuration beginning midyear. The CBS group of labels is now the only significant company not issuing cassettes.

In RCA's statement, division vice-president Norman Racusin cited mounting consumer interest in prerecorded cassettes as being the determinant factor in the company's decision. While publicly condemning the cassette system for its record-off-the-air properties, Racusin has

(Continued on page 19)

'Soul Searching' & Video Breakthrough Key NARM

By ELIOT TIEGEL

LOS ANGELES—Capitol Records president Stan Gortikov gave NARM conventioners a sharp analysis of themselves in his keynote speech Saturday (1), suggesting they open their convention to "select" customers and to work toward obtaining better representation for Negro businessmen. He suggested NARM become a "forum, battlefield and laboratory" in building for a stronger tomorrow.

Gortikov urged the conventioners to "use NARM itself as a needed neutral arena in which to interface with your customer. . . . invite your customer here. Educate him. Plead with him here. . . . I say he belongs here because he's the one who giveth and he's the one who can taketh away."

Regarding obtaining better job prospects for blacks, Gortikov said, "We are too embarrassingly white here, all of us. We all must help build and mature needed Negro skills and manpower. This should be an essential obligation and objective for each associate company and for NARM itself." Gortikov urged NARM to begin discussions with the National Assn. of TV and Radio announcers (NATRA) "as a re-

(Continued on page 89)

By HANK FOX

NEW YORK—The more than 1,100 people gathered at the Century Plaza Hotel in Los Angeles for the 11th Annual NARM meeting (Feb. 28-March 5) were alerted to the growing engineering developments in the field of audio visual cartridges and players.

NARM executives, seeking to avoid a repetition of the early days of the tape cartridge business when aggressive automotive parts distributors and rack jobbers carved out huge markets of cartridge retail outlets while the record wholesalers stood still, have set as the conclave's

(Continued on page 89)

NARM HONORS DR. GOLDMARK

LOS ANGELES — CBS Laboratories president Dr. Peter Goldmark has received NARM's Presidential Award. Goldmark, credited for the inventions of the long playing 33 1/3 r.p.m. record and the Electronic Video Recording audio-visual system, becomes the first member of the scientific community to receive the award. The honor is bestowed on those individuals who, in the opinion of NARM, have made outstanding contributions to the field.

IMIC Getting Multiple Play

NEW YORK — The International Music Industry Conference is drawing multiple registrations from record companies and music publishers that includes top management and their "mid-management" staffers. The Conference, which is co-sponsored by Billboard and its London-based sister publication, Record Retailer, will be held April 20-23 at the Paradise Isle

(Continued on page 96)

Playtape in LP Cartridge

NEW YORK — In its first major expansion since it introduced the four-song, 2-track CARtridge in 1966, Playtape Corp. will bow a long-playing cartridge containing eight tunes.

With all eight numbers (or its time equivalent) culled from one corresponding album, Playtape's abbreviated LP monaural cartridge will retail at a suggested list price of \$2.99.

This move marks another step in the company's plan of marketing a broad-based line containing extended play (EP), LP and two-song singles cartridges. In addition, Playtape is

(Continued on page 20)



ORIGINAL CAST ALBUM • STEREO
LAUGH-IN '69

The hottest show on television bids to become the hottest act on records with Reprise's all new up-to-date version of "Laugh-In '69" (RS 6335). Reprise has advance orders for 100,000 LPs, and expects a gold album before you can say "Ve-r-r-ry interesting."
(Advertisement)



"The Elephants' Memory" (BDS-5033). Before your eyes and ears they create a fantasy world. A world of freedom, tribal and modern. Hard, yet soft; complex, yet simple . . . It's like nothing you've ever seen or heard before . . . except maybe in your wildest dreams. On Buddah, of course!
(Advertisement)

ampex invented a whole new month to help you sell more stereo tape!

MON.	TUES.	WED.	THUR.	FRI.	SAT.
1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30

LONDON MONTH

WATCH FOR DETAILS OF THIS EXCITING NEW PROMOTION IN NEXT WEEK'S BILLBOARD

**NINA SIMONE.
SHE'S MAKING NEWS
IN ENGLAND.**

**TODAY SHE'S STARTING A
REVOLUTION IN AMERICA.**



**NINA SIMONE:
"REVOLUTION," PARTS I & II # 9730**

"Ain't Got No" and "To Love Somebody" won her 2
Silver Disc Awards. She's got 3 hits in England's top
40. And now, America, Nina's "Revolution" is here.

The music is the message.

RCA

NARM as Catalyst

NARM enters its 11th annual convention with a record of sustained achievement. Its leaders and its members have changed the pattern of the record business. They have dramatically increased the industry's dollar volume; they have opened literally thousands upon thousands of outlets. Their merchandising and marketing techniques have—in fact—kept pace with the creative talents who have made today's record product so distinctive.

But the era of challenge is still in its initial stages. Much remains to be done before the record business can achieve full fruition. And much of this must be spearheaded by NARM—by the same rack jobbers and distributors who have made the past decade so eventful.

The promise of the future has already been outlined in this issue by Amos Heilicher, who envisions the possibility of a two billion dollar industry in the not distant future (see separate story page 1). Heilicher urges a more logical attitude towards pricing, in order that the industry may "grow with the times."

We agree with his view. We also subscribe to the desirability of harnessing the record industry to the most modern business techniques—such as electronic data processing and a universal numbering system. NARM and its members can be crucial in motivating the industry in such matters, just as they have led the way in the past.

AFTRA Backing NCRA on Rights

NEW YORK — The 21,000 member American Federation of Television and Radio Artists has officially endorsed the continuing work of the National Committee for the Recording Arts to secure copyright protection for the commercial broadcasts of the recorded works of artists, arrangers and musicians. The endorsement came in the form of resolution by AFTRA's national board of directors.

In asserting "its support of right on the grounds of legal precedent and moral justification," AFTRA's board of directors singled out Stan Kenton, NCRA national chairman for "commendation and appreciation . . . for his selfless efforts on behalf of all recording artists."

In commenting on the move, AFTRA's national executive secretary, Sanford (Bud) Wolff said, "AFTRA's full support of

Roulette's Levy Bows 2 Labels

NEW YORK — Roulette president Morris Levy is introducing two record labels—Inperformance and Power Pak—in conjunction with Lou Guarino, Pittsburgh. Publishing wings will be Pow Pak Music and Inperformance Music. Headquarters will be at the Roulette offices here.

First release on Power Pak will be a female r&b group, La Femme, with "This I Swear." Inperformance Records will debut with "The Wall," by the British group, the Fruit Machine and "A Walk in the Park," by the Music Combination. Guarino had been head of Calico and World Artist Records.

Dom, LIC Firm, to Distribute Dynamo

NEW YORK — Dynamo Records, the r&b wing of Musicor Records, will be distributed by Dom Distributors, Long Island City, under a new agreement completed by Musicor president Art Talmadge.

this legislation and maestro's efforts is almost as long overdue as the legislation itself. It is noteworthy that as soon as the proposals were made known to our board of directors, not only was the resolution swiftly adopted, but as the Union's chief executive, I was authorized and directed to assist the Committee for the Recording Arts in every way at our disposal."

Payges Plug 'Pages' In Multimillion Drive

NEW YORK — Uni's Yellow Payges will be used in a multimillion-dollar advertising campaign for the Yellow Pages classified directory. American Telephone & Telegraph introduced 60 and 30-second commercials for network and local TV at a press party at the Biltmore Hotel here.

The campaign also will include full-color ads in more than a dozen national companies and appearances by the Yellow Payges on behalf of local Yellow Pages directories at internal functions and at public press, charitable, civic and social affairs.

Attention will be focused on a Yellow Payges Party Pak, which will contain a Uni single by the group, two Yellow Payges posters, instructions on a new dance created especially for the group, and various party decorations, which will be offered to consumers for \$2 each.

The party premiered the quartet's latest Uni single, "Never Put Away My Love for You" and their first album. A large-scale promotion is set by Uni which will include rack and in-store displays, trade and consumer ads, and contests, including a distributor incentive program with a new car as prize.

The Merson Musical Instru-

Sanjek on Project

NEW YORK — Russell Sanjek, vice-president of public relations for BMI, has been named to the Project Policy Committee of the Contemporary Music Project of the Music Educators National Conference.

Pubs Giving Promotional Splash To the Oscar-Nominated Songs

By MIKE GROSS

NEW YORK — The music business is primed for a two-month splash on the songs that have been nominated for the annual motion picture Oscar awards. (See separate story.) The publishers involved with the Oscar nominees have blueprinted special drives on the music to run until the Academy Award winners are announced in mid-April.

The Oscar fever is widespread: For TV producers, the lure of the big picture tunes of the year during the peak promotional period becomes a programming must. Beyond this, the international exploitation value for the publisher is of prime importance when it's considered that many of America's top-rated musical and variety shows are shown overseas.

For record men and disk dealers, the Oscar nominees are being turned into an annual feast of extra sales through display and exploitation of nominee-associated song titles and soundtrack scores.

In the case of "Oliver!," which copped 11 Oscar nominations, The Richmond Organization (TRO) is banking on major new uses of the Lionel Bart score, not only on disks but on TV as well.

While the ballad "As Long as He Needs Me" became the best-known and most widely performed song from the original Broadway stage version of "Oliver!," the film exposure of

the songs has switched the focus of major disking and performance uses to "Where Is Love" and "Who Will Buy." The song "Consider Yourself," which garnered much play during its first time around as a show song, is picking up new recordings and TV exposure through its film showcasing.

TRO Push

TRO is now pushing its full line of folio editions of the "Oliver!" score. This campaign, reactivated last year prior to the national premiere of the film in October, is being stepped up in view of what is now regarded

as a pre-sold audience for "Oliver!" material. This extends to the school and college level which has become a major buyer of arrangements of picture scores for marching and concert band, orchestra and chorus, as well as individual instruments.

Arranger-conductor Johnny Green's symphonically oriented arrangements for the "Oliver!" track has begun generating interest from top symphony orchestras. Several of these have already committed performances of the Green arrangements in their repertoire.

LEGRAND HEADS OSCAR ENTRIES AS COMPOSER

LOS ANGELES—Michel Legrand emerges this year as the composer most nominated in Academy Award competition categories. He is represented in the best original score category for his work on "The Thomas Crown Affair." His "Windmills of Your Mind" from the same film is among the five nominations in the best song category. He is also competing for the best musical score.

Other nominations in the music categories are:

For the best song: "Chitty Chitty Bang Bang," by Richard and Robert Sherman, from the film of the same name; "For Love of Ivy," music by Quincy Jones, lyrics by Bob Russell, from the film of the same name; "Funny Girl," music by Jule Styne, lyrics by Bob Merrill, from the film of the same name; "Star," music by Jimmy Van Heusen, lyrics by Sammy Cahn, from the film of the same name, and "Windmills of Your Mind," by Michel Legrand and Alan and Maryline Bergman.

For best original score: "The Fox," Lalo Schiffrin; "The Lion in Winter," John Barry; "Planet of the Apes," Jerry Goldsmith; "The Shoes of the Fisherman," Alex North, and "The Thomas Crown Affair."

The best musical score: "Finian's Rainbow," adapted by Ray Heindorf; "Funny Girl," adapted by Walter Scharf; "Oliver," adapted by John Green; "Star," adapted by Lennie Hayton, and "The Young Girls of Rochefort," music and adaptation by Michel Legrand, lyrics by Jacques Demy.

'Scene,' 2 Repackages In Mantovani Drive

NEW YORK — London Records is swinging with Mantovani again. The label has launched its 15th annual "March Is Mantovani Month" with a drive that is highlighted by the release of a new Mantovani LP, "The Mantovani Scene" and the deluxe repackaging of two of the conductor's top sellers over the

years, "Continental Encores" and "American Waltzes."

The push on Mantovani's entire London catalog incorporates an all-out effort on the part of all London home office and regional sales and promotion executives and representatives.

On the merchandising front, there will be a host of special items used, including order pads, slicks, free samples at all levels of retailers and good music oriented stations, in-store and window displays and special mailings. The drive will continue throughout the month of March.

The new Mantovani LP, being released in conjunction with the drive, incorporates the maestro's treatment of such recent

(Continued on page 93)

Stax/Volt Will Distribute Weis Productions Product

CHICAGO — Weis Productions has negotiated a distribution pact with Stax/Volt Records, Memphis, which will handle Weis, Unisphere and Charfic, the latter, a gospel and inspirational music label. Weis Productions expects to do some recording in Memphis and anticipates opening recording studios here, according to president Robert L. Weaver.

The arrangement for Stax/Volt to handle all Weis product was ironed out here last week by Weaver and Al Bell. Stax/Volt executive vice-president. A party, heralding the contract, was attended by industry people and radio personalities from the surrounding market.

According to Ann DuConce, Weis executive vice-president,

one of the label's most-promising packages is a spoken word album featuring E. Rodney Jones, president, National Association of Radio and Television Announcers and WVON radio personality here. The material for the album was written by two inmates of the Illinois State Prison and is entitled, "Might Is Right."

Other Weis artists are the Soul Merchants, Maurice Jackson, the Foreveers and Betty Jean Plummer.

Guardian in Deals

NEW YORK — Guardian Productions has just concluded agreements to produce Eddie Fisher for Musicor Records and the Serendipity Singers for United Artist Records.

Shaw CMS 'Superman' of New LP's

By FRED KIRBY

NEW YORK—Eight George Bernard Shaw recordings, including two multiple sets, are included in the 14-album late-winter release of CMS Records, a spoken word line. The albums are the first under a licensing agreement with ERA Records of Britain. Leon Golovner, secretary-treasurer of CMS, which he operates with his partner Irving Tepper, explained that the Shaw project should cover the complete recorded works of Shaw, except for the plays. Seven of the Shaw titles, all read by Robert Shaw, are prefaces to plays, the eighth is an essay.

The new release also includes the second and third volume of a projected complete Edgar Allan Poe short stories series, and the first volume in a similar Guy de Maupassant series. Another beginning series is a collection of Greek myths with a translation that seeks to retain the classical nature of the original material. Completing the release are an album of President Richard M. Nixon's inaugural ceremony, and in al-

bum of Conrad featuring "The Lagoon."

Another series being pursued deals with Afro-American heritage. This series was begun with Brock Peters' reading of "The Confessions of Nat Turner." Another disk deals with Booker T. Washington, while one is being prepared on Frederick Douglass. Golovner explained that this series will cover important figures in black history, past and present. The series also includes recordings of African folk material.

Golovner cited the Afro-American Heritage Series as an example of the service his company can perform by filling in voids. When Chesterfield Music Shops, a large mail order operation, began CMS Records about three and a half years ago, the first release was Gen. Douglas MacArthur's "Old Soldiers Never Die" speech, which still is in the catalog. Another service disk was Justice William O. Douglas' reading excerpts from his book on the Supreme Court's school prayer decision. Harrison Salisbury's comments

on Vietnam also falls in the service category.

While CMS has used some licensed material in the past, 51 of its first 61 titles are original pressings. The increase in titles has added to the over-all growth of the line. Golovner pointed out, since dealers are reluctant to carry a line that's too limited in the amount of material available. Golovner also noted that, while runaway best-sellers are "freaks" in the spoken word field, much of the product can return dividends if imagination is used in the material.

Ross Buys Out Final 50% Of Scepter

NEW YORK—Murray Ross, president and part owner of Gospel Premium Albums, has bought out the remaining 50 per cent from Florence Greenberg of Scepter Records. GPA's 1968 LP sales backed up more than \$250,000.

Under the terms of the agreement, GPA will be distributed for five years through Scepter's HOB gospel line. GPA was established by Ross and Mrs. Greenberg last year. Four gospel albums are in the line's catalog, including released "Great Moments in Gospel."

In addition to operating GPA, Ross is president of Idea Planning Associates, an advertising and marketing consultant agency.

Doors and Assn. Disks Get Gold

LOS ANGELES—The Record Industry Assn. of America has certified Elektra's single, "Touch Me," by the Doors, and Warner Bros.-Seven Arts' album, "The Association's Greatest Hits," by the Association, as gold sellers.

The Association has earned two previous gold albums, "Insight Out" and "And Then Along Comes the Association," and three gold singles, "Cherish," "Windy" and "Never My Love."

The Doors previously have earned gold albums for "The Doors," "Strange Days" and "Waiting for the Sun," and gold singles, "Unknown Soldier" and "Light My Fire."

Ansermet Dies, Conducting Great

GENEVA—Ernest Ansermet, founder of l'Orchestre de la Suisse Romande and its conductor from 1918 to 1967, died here on Feb. 20. He was 86. Ansermet, whose extensive list of recordings mainly appear on London, specialized in Debussy and Ravel, but also was known for his handling of virtually all major composers from baroque to modern.

During his more than 20 years as an exclusive London artist, he conducted more than 100 recordings. Among the still-unreleased London pressings are a collection of bassoon and trombone concertos of Vivaldi, Hummel, Weber and Leopold Mozart; Magnard's "Symphony No. 3," and Honegger's "Symphonies Nos. 3 and 4," all with his Swiss orchestra, and Stravinsky's "Firebird" with the New Philharmonia Orchestra.

Executive Turntable

Arthur Mogull, Tetragrammaton president, elected to the board of directors of Campbell, Silver, Cosby Corp., Tetra's parent company. . . . Perry Mayer promoted to vice-president, general manager, Tower Records, replacing Bud Fraser, now with Transcontinental Entertainment Corp. Mayer has been with Tower since the label started in 1964, joining from Capitol. With Tower he was national merchandising manager. . . . Marek Cohen appointed assistant to West Coast a&r director for Epic Records Chuck Gregory—a new position. Cohen will base in Hollywood. . . . Tower Records national sales manager, Hugh Dallas, has resigned.

★ ★ ★

Elektra Records has appointed Bob Brownstein and Ed Redmond as area directors for the East Coast and Midwest, respectively. Brownstein joins Elektra from WNEW, Redmond was regional promotion man in the Midwest for Kapp. . . . Carole Peters becomes European representative for Elektra, functioning as liaison between the company and continental licensees, as well as scouting talent and working with Elektra artists on tour. Based in London, Mrs. Peters was previously Elektra's label chief at Ampex-Chicago. . . . John T. Bensen III joins the sales and manufacturing side of the John T. Bensen Publishing Co., Nashville, which has Heartwarming Records as part of its complex. Bensen was previously with a printing firm owned by the Bensen family.

★ ★ ★

Gerry Dubin promoted to director of MGM's underground promotion and publicity, replacing Phil Morris, who has left the company. Dubin was previously doing promotion work for MGM's Metro group and the MGM pop label. Dubin will contact people in the "underground scene," including radio stations, newspapers and nightspots. He will work with MGM and Verve sales managers and report to Lenny Scheer, director of marketing.

★ ★ ★

Joseph M. Novak named vice-president and general manager, Rozinante Inc., a Plymouth, Mich., based tape cartridge manufacturer. Also named: Thomas Brennan, vice-president of marketing; William Helke, engineering manager. . . . Peter Lane joins legal staff, United Artists music and record companies, assisting Sidney Shemel, vice-president and assistant secretary of UA. Music, in all phases of contract negotiation, music copy-right and publishing activity.

★ ★ ★



MAYER



CAMPANA



KOLE



MATTHIES

Perry Mayer has been promoted to vice-president and general manager of Tower Records. Mayer, former national merchandising manager of the Hollywood-based label, replaces Gordon (Bud) Fraser, who left to join Transcontinental Entertainment Corp. Mayer says he plans upgrading the label's image; he has been with Capitol and Tower for many years. . . . Frank Campana is new manager of artist relations for Columbia Records. Responsible for promoting artists as well as maintaining liaison with TV and film producers, Campana will report to David Wynshaw, director of artist relations. . . . Herb Kole has been named director of merchandising and marketing for albums and tapes—a new post—at Stax/Volt Records, Memphis; he'd been national sales manager of Ampex Stereo Tape. . . . Gilbert Matthies has been named director of advertising of M. Hohner; he'd been Eastern sales manager with Capitol Records.

★ ★ ★

Ward Byron is the new general manager and vice-president of Broadway Recording Studios in New York; the studios have been completely revamped and modernized. He'd been with Gotham Recordings Studios. . . . Paul Robinson has been named vice-president of GWP Records, the new label being launched by Gerard W. Purcell Associates; Gene Armond is national sales and promotion manager, Joe Rene will head up the music publishing wings. . . . Columbia Records has created four new regional sales director positions. Norm Ziegler will handle the Southern region, Del Costello will take the Western region, Jack Craig will be in charge of the Midwestern region, and Don Van Gorp will handle the Northeast. All will report to Donald England, vice-president, sales and distribution. All had been with the label some while.

★ ★ ★

Rory Bourke has been appointed country promotion director of Mercury Records; he'd been product manager of Smash/Fontana. He'll headquarters in Nashville. . . . Miss Beady Davis has joined Music Makers and will service New York City area accounts; she had been art studio manager at Push Pin Studios. . . . Abe Tresh, Daniel Kessler and Leo Samberg have been named district sales managers for Selectron International's Eastern division and will headquarter in New York. . . . Robert Stein has been appointed sales promotion manager of Selectron International, which is the U. S. distributor of AIWA tape recorders, radios, phonographs.

★ ★ ★

In a move to strengthen its position in the r&b field, Carl Proctor, Columbia Records r&b promotion manager, has added

(Continued on page 96)



CLIVE J. DAVIS, president of Columbia Records, presents a copy of that label's newly issued documentary package "Adlai" to U Thant, right, United Nations secretary general. Looking on are, from left, William Attwood, editor in chief of Cowles Communications; actress Lauren Bacall; producer Arnold Michaels, and Robert H. Esterbrook, first vice-president of the United Nations Correspondents Association. The album contains excerpts from speeches by the late Adlai Stevenson with remembrances from persons who knew him best, including Attwood and Miss Bacall.

Dot in New Prod. Pact; Crewe Out

LOS ANGELES — Dot Records has signed pacts with two outside producers, Tom Wilson and Mike Nesmith, and has terminated a two-year association with Bob Crewe.

Dot will continue to distribute Crewe's existing DynoVoice records until stock is depleted. Wilson, the former Columbia and MGM producer, will develop a number of artists for Dot, as will Nesmith.

Wilson's contract is of a non-exclusive nature; Nesmith's is for his exclusive creative services. A member of the Monkees, Nesmith's initial ties to Dot go back to his "Wichita Train Whistle" album which he produced and Dot purchased last year. Among the first acts Nesmith is producing for Dot are vocalist Bill Chadwick and a country-oriented group, the Corvets.

These outside production deals complement Dot's own staff producers' efforts, notably Tom Mack, Ray Ruff, Milt Rogers, Billy Vaughn, Bonnie Guitar, Jerry Granahan (in New York) and Henry Hurt (in Nashville).

Dot's staff a&rmen will be able to create product for the company's new Paramount la-

bel, provided the project fits the "special materials" category. With two LP's in release on Paramount (Lalo Schifrin's "More Mission Impossible" and a Count Basie-Kay Starr pairing), the next "specials" release will be Schifrin's themes from the TV series "Mannix."

Paramount will issue about 12 LP's this year, according to president Arnold Burke, including the soundtrack from the British film, "Oh What a Lovely War" (which opens first in England this spring), and the soundtrack from "Paint Your Wagon," slated for U. S. release in late summer.

A new sound scoring stage on the Paramount Pictures lot is nearing completion, which will allow the studio to obtain greater brilliance in its music. It will be of particular importance in the recording of soundtrack albums.

The Glen Glenn Sound company is constructing the facility. In the planning and construction stages for one and one-half years, the facility has a nine-channel control panel and separate tape machine and dub-down rooms.

The original cast album of "Dear World" is a theatrical event all by itself.

It has everything that's looked for and listened for in a lavish Broadway musical.



ALEXANDER H. COHEN
proudly presents
ANGELA LANSBURY
DEAR WORLD
Music and Lyrics by
JERRY HERMAN
Book by
JEROME LAWRENCE and **ROBERT E. LEE**
Based on a play by
JEAN GIRAUDOUX, as adapted by MAURICE VALENCY
with
JANE CONNELL **CARMEN MATHEWS**
and
MILO O'SHEA

Scenic Production by **OLIVER SMITH**
Musical Direction & Vocal Arrangements by **DONALD PIPPIN**
Associate Producer **HILLY PARRS**

Costumes Designed by **FREDDY WITTOP**
Orchestrations by **PHILIP J. LANG**
Production Supervisor **JERRY ADLER**
Production Consultant **JOE LAYTON**

Lighting by **JEAN ROSENTHAL**
Dance & incidental Arrangements by **DOROTHEA FREITAG**
Production Associate **ROY A. SOMLYO**

BOS 3260/18 12 0040*/00 1130†

And it has Angela Lansbury!

"Miss Angela Lansbury's performance in 'Dear World' is a memory worth treasuring."
—Barnes, N.Y. Times

"'Dear World' has two cherished gifts no other show on Broadway can claim. It has magic. And it has Angela Lansbury, who knows how to use it. She turns the craft of acting into the immortality of art."
—Rex Reed

"Angela Lansbury croons, chortles, and cavorts with a raffish gallantry."
—Time magazine

Angela Lansbury and the entire Broadway cast of "Dear World" step off-Broadway only for **Columbia Records and Tapes.**

Impulse, BluesWay Broadening

LOS ANGELES — Broader repertoire coverage is being developed for Impulse and BluesWay, now administered from Beverly Hills by general manager Howard Stark.

"We are looking to go more funky with Impulse," said Stark, "while also starting to use outside producers." Stark speaks of getting Impulse into a stronger "down home" groove, although the ABC Records jazz specialty line will continue to record and support avant-garde musicians.

Impulse's leading personality was the late John Coltrane, an influential avant-garde saxophonist. Other "free form" jazzmen on the roster include Albert Ayler, Archie Shepp, Pharoah Sanders and Ornette Coleman, a new addition.

Another experimenting musician, Emil Richards, has also joined the company after a stint with Uni.

Bob Thiele, the former a&r director for Impulse and BluesWay, is now producing a number of Impulse acts as a free-

lance producer, with Stark in discussions with another independent jazz a&rman.

For BluesWay, which boasts six artists on its roster, the intention is to get more commercial, Stark said. "We'll get into a sound for the kids, rather than remaining very ethnic. We will try to record a little differently with B. B. King, John Lee Hooker, and Jimmy Reed." King was just recorded in a live setting in New York.

Apt Line

For the Apt line, reactivated after 10 years, Stark has signed three local groups, Phoenix, the Caney Creek Reunion (a female trio), and Biggie Ratt, whose single of "We Don't Need No Music" is Apt's first single.

Bob Todd, who administrates ABC's two publishing companies, Amco (ASCAP) and Pamco (BMI), is producing Phoenix and Caney Creek with Don McGuiness, an outside a&rman. Both groups are presently recording their initial efforts with material from the ABC publishing catalogs. Biggie Ratt's single is a purchased master from Bill McCloud.

All three labels will receive increased promotional efforts by Joe Campellone, national promotion director reporting to Stark.

Operation of the publishing companies was transferred from New York to ABC's Coast office concurrently with the direction of Impulse, BluesWay and Apt, ABC's singles releasing company of 12 years ago.

In This Issue

AUDIO	54
CLASSICAL	53
CLASSIFIED ADVERTISING	66
COIN MACHINE WORLD	55
COMMERCIALS	30
COUNTRY	44
INTERNATIONAL	82
MUSICAL INSTRUMENTS	64
RADIO	32
RHYTHM & BLUES	41
TALENT	12
TAPE CARtridge	19

FEATURES

Stock Market Quotations 10
Vox Jox 34

CHARTS

Best-Selling Classical LP's 53
Best-Selling Folios 66
Best-Selling Jazz LP's 54
Best-Selling R&B Albums 42
Best-Selling R&B Singles 41
Breakout Albums 63
Breakout Singles 63

Hits of the World 86
Hot Country Albums 47
Hot Country Singles 45
Hot 100 80
New Tape Cartridge Releases 74
Top 40 Easy Listening 63
Top LP's 68

RECORD REVIEWS

Album Reviews 26, 61, 63
Single Reviews 94

Billboard

Published Weekly by
Billboard Publications, Inc.
2160 Patterson St., Cincinnati, O. 45214
Tel.: Area Code 513, 381-6450

EDITORIAL OFFICE: 165 W. 46th St., New York, N. Y. 10036. Area Code 212, PL 7-2800
Cable: BILLBOARD NEWYORK

EDITOR IN CHIEF: Lee Zhitto

EXECUTIVE EDITOR: Paul Ackerman

DEPARTMENT EDITORS, NEW YORK

Music Editor: Paul Ackerman
Associate Music Editor: Mike Gross
Chief Copy Editor: Robert Sobel
Radio-TV Programming: Claude R. Hall
Classical and Specials Editor: Fred Kirby
International Editor: Ian Dove
R&B Editor: Ed Ochs
Tape Cartridge Editor: Hank Fox

ART DIRECTOR: Virgil Arnett

CHICAGO

Audio, Coin Machine and Musical
Instrument Editors: Earl Paige &
Ron Schlachter

U. S. EDITORIAL OFFICES

Chicago, Midwest Editor: Earl Paige
Washington Bureau Chief: Mildred Hall
Los Angeles Bureau: Elliot Tiegel,
Bruce Weber
Nashville, Southeast Editor: Bill Williams

SPECIAL PROJECTS DIVISION

General Manager: Andrew J. Csida
Research Director: David Luxner
Mgr. Record Market Research: Andy Tomko
Director, Reviews and Charts: Don Owens
Manager, Charts: Ira Trachter
Manager Record Source Int'l: Joe Taras
Supervisor, Print Services: Robert Gerber

PUBLISHER: Mort L. Nasatir, New York Office
ASSOCIATE PUBLISHER: Lee Zhitto

INTERNATIONAL OFFICES

EUROPEAN DIRECTOR: Andre de Vekey, 7 Carnaby St., London W.1. Phone: 486-5971
Cable: Billboard London

EUROPEAN EDITOR: Mike Hennessey, 7 Carnaby St., London W.1. Phone: 486-5971
Cable: Billboard London

UNITED KINGDOM: Graeme Andrews, 7 Carnaby St., London W.1. Phone: 486-5971
Cable: Billboard London

ITALY: Germano Ruscitto, Galleria del Corso 2, Milano, Italy. Phone: 70.15.15

JAPAN: Kanji Suzuki/Japan, Trade Service, Ltd., 2-1-408, 3 Chome Otsuka, Bunkyo-ku, Tokyo

MEXICO: Kevin Kelleghan, Varsovia 54, Mexico. Phone: 125002

Subscription rates payable in advance. One year, \$25 in U. S. A. (except Alaska, Hawaii and Puerto Rico) and Canada, or \$45 by airmail. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second class postage paid at New York, N. Y., and at additional mailing offices. Copyright 1969 by Billboard Publications, Inc. The company also publishes Record Retailer, Vend, Amusement Business, High Fidelity, American Artist, Modern Photography, Merchandising Week. Postmaster, please send Form 3529 to Billboard Publications, Inc., 2160 Patterson St., Cincinnati, Ohio 45214.



Vol. 81 No. 10



LOU BUSCH, seated at piano, is honored at a recent "NARAS Is Fun" lunch in Hollywood by, left to right, Neely Plumb, Jim Conkling, Irving Townsend, Paul Weston and John Scott Trotter.

2 Ex-Spoonfuls Set Up Co. —DeMattia Forms a Firm

LOS ANGELES—Two production companies have been formed here, including one involving several former members of the Lovin' Spoonful.

Zal Yanovsky and Jerry Yester, former members of the Spoonful, will independently produce acts for Frank Zappa's Bizarre Records, Tetragrammaton and Elektra.

The Yester-Yanovsky company, Hairshirt Productions, will

produce folksinger Judy Henske and singer Jeff Simmons for Bizarre, Tim Buckley for Elektra, Pat Boone for Tetragrammaton and the 5th Avenue Band.

Yester, who formed Barnpatonph Music (BMI), will record with Miss Henske, his wife, on all Bizarre product. The company also will produce TV promotional films of album product and acts.

Other projects include feature film scoring, TV production and several instrumental albums mixing classical, rock and folk music.

Another company, Sagittarius Talent and Music, formed by Vincent DeMattia, president; Steven Fisher, vice president, and Marvin Margolis, secretary-treasurer, will be involved in record production, music publishing and personal management.

Jad to Step Up Foreign Inroads

NEW YORK—Jad Records is amassing a partial roster of overseas licenses, and Jad president Danny Sims, is preparing to increase the new label's foreign contacts with visits to England and the Far East.

Licenses already contracted include Discos Tizoc (Mexico); Festival Records (Australia); Gallo Records Ltd. (South Africa); Maxi Records (France); Polar Records AB (Sweden); RCA Victor Co. Ltd. (Canada); Ricordi (Italy); and Saga Records (Germany, Luxembourg, Belgium).

Pincus Visiting European Office

NEW YORK — George Pincus, president of the Gil/Pincus Music group, is in London this week visiting his firm's European headquarters, Ambassador Music.

Pincus is also going to Milan and Rome where he is acquiring scores from recently completed films. Gil/Pincus and Ambassador are setting recording deals on their "Grazie Zia" score. The Gil/Pincus catalog is open for all territories of Europe except England, and Pincus will be negotiating subpublishing deals for several of his latest recorded songs.

Associated Industries in Tri-Level Expansion Plan

PITTSBURGH — Associated Industries is beginning a major expansion program for its labels, recording studio and pressing plant. Ron Schafer, president of the firm, said Gateway-Associated Studios will be expanded from 4-track to 8-track and a Studio B would be added. New presses and equipment are being added at the Mount Pleasant plant. Dyno Records, a polka label that features such names as Frank Yankovic, is increasing its artist roster. The firm has just launched a new RIM Records label for international product.

The expansion includes the naming of Robert W. Schachner, former president of Gateway Recordings which was acquired by Associated, as general manager and assistant to the president of Associated. Har-

vey Korman, formerly with Buckeye National Sales, is the corporation secretary; Theresa Zapolska of Polka Towne Music has been named the new vice-president and general manager of Dyno.

Schafer said that Associated would soon be moving into 8-track CARtridges and cassette duplication, as well as reel-to-reel.

Skelton Reading Is Issued by Columbia

NEW YORK — Columbia Records has issued Red Skelton's reading of "The Pledge of Allegiance," which was originally broadcast on his CBS-TV show Jan. 14. The single disk was taken from that broadcast. Columbia issued orders for a mass pressing in all of its plants so that the records would be shipped to radio stations and retailers across the country last week.

Gary Kramer, 41, Dies, Music Whiz

NEW YORK—Gary Kramer, a member of Billboard's editorial and chart department in the 1950's, died Feb. 20 in East Lansing, Mich., of a heart attack. Kramer had been teaching at Michigan State University. In recent years he had been a Fullbright Scholar, had earned a Ph.D., and was embarked on a scholastic career.

After leaving Billboard, he joined Atlantic Records, where he was assistant to Nesuhi Ertegun for five years. He later formed Jubilee Artists, a Negro gospel management firm, and played a part in the development of such artists as Marion Williams and the Staple Singers.

Kramer was 41. His knowledge of music ran the gamut from classical, blues, jazz, country and pop.

ATKINS WORKS LONDON CLUB

LONDON — Chet Atkins, guitarist and vice-president of RCA Records, Nashville operations, will put his seal of approval on a country music nightclub opening Wednesday (5) here—The Nashville Room. The club will import top country talent from Nashville. Atkins will be here to tape a Tom Jones TV show, promote his latest album "Hometown Guitar," and then journey on to appear at the Grand Gala Du Disque pop music awards concert in Holland.

Betcha \$8950.36 we can do it again.



Our ante.

In '66, we defied The Rolling Stones. We bucked The Beatles. We dared Dylan.
And we came out smelling like a million. Cash. We did it with The San Sebastian Strings,
a deliberately aggressive stride into quote good music unquote.

Now, in '69, Warners defies Jimi Hendrix. We take on Led Zeppelin. We stir against Cream.
Hell, we may even challenge The San Sebastian Strings.

Think us too ambitious? Before you ante up your \$8950.36, friend, a few words of warning:
KJR, WDRC, WNEW, WGN, KOL, KSFO, WCAO, KMPC, WHK, KGIL, WSAI, WKDA, WOKY, KLIF.
All are helping sell the first Neon Philharmonic single, *MORNING GIRL*.

It's from the new Warners album, "The Moth Confesses," which cost The Neon Phil
\$8950.36 to produce. That's our ante.

For once, beat your kids to something groovy.



WARNER BROS. - SEVEN ARTS, RECORDS INC.

Credit Watchdog Enlists 24 Cos.

LOS ANGELES—The National Recorded Sound Credit group, formed in October 1967, has so far enlisted 24 member companies to keep an eye out for bad credit risks. Eight companies initially helped form the organization. Credit managers from firms across the country send in an analysis of paying

records of companies to a central office.

This central office, the Credit Managers Association of Southern California, sifts the information back to members. The office clears around 100 queries a week, according to Barry Shaper, chairman of the record industry group.

When a credit query is received, a form is mailed to all members for their comments, which provides the total membership with status information on companies or individuals.

When a bad risk is uncovered, a "flash working notice" is sent to the membership, giving warning of non-sufficient funds or accounts turned over for collection. "In today's competitive environment of the music and sound products business," says Shaper, "liberalized credit has become a significant marketing device. If not properly guided and limited, this will create a tremendous volume and also

build up strangling inventories, which, in turn, does bring about unwanted financial problems."

Members of the organization are: Ampex, Cadet, Capitol, Certron, Columbia, Concord Electronics, Craig Products, Decca, Dot, GW Electronics, General Recorded Tape, Greentree Electronics, International Tape Cartridge Corp., Liberty, MGM, Martel Electronics, Mercury, Motown, Muntz Stereo-Pak, Newcraft Imports, Pickwick International, RCA, Record Sales and West Coast Tape Cartridge Corp.

A Country Label Set Up by AICee

WALLINGTON, N.J.—Cheryl Records, a country label, has been set up by AICee Enterprises International, which also owns Infinity Music Publishing Co. (BMI) and AICee Publishing Co.

Artists signed include Hank Michaels and the Western Strings, Johnny Erson and the Entertainers, and Skapegoat. Nationwide distribution and foreign sub-publishing and distribution deals are being set up.

CLUB REVIEW

Gary Launches Full-Scale Musical Invasion at Plaza

NEW YORK — RCA Records artist John Gary opened a three-week engagement at the Hotel Plaza's Persian Room on Feb. 26 with a performance that traveled musically from the lower depths of despair to the heights of optimism.

His wide-ranging, full-scale drive into the song spectrum was embodied by hard work and directness as his resonant voice tackled high and low registers with equal domination and distinction. Much like a boy architect building imaginative castles, Gary, with his boyish charm, conjured ballad castles from "A Place for Us," "If You Go Away," medley from "West

Side Story" and "The Student Prince," and "Softly." And he sang "Where Did the Day Go?" with a tragic design not often achieved by other performers.

His act, in general, was flowing. Even his comedy-styled imitations of movie stars singing "All the Things You Are," had a self-contained rhythm. It served as a buoyant catalyst for singing "Little Green Apples," "Georgia" and "Malaguena Salerosa," to which he accompanied himself on the guitar. His tone on the latter tune was as lulling as smoke rings curling gloriously into the unknown.

John Price, his musical director and pianist, shone in both posts. **ROBERT SOBEL**

NATRA Maps Confab Plans

WASHINGTON — The National Association of TV and Radio Announcers is mapping plans for its annual convention to be held in August here. Some 25 radio-record executives attended the meeting, which was presided over by WEBB official Les Anderson and NATRA executive secretary Del Shields. The meeting also discussed methods of making local chapters stronger, said John Benning, president of Spectrum Records. NATRA has added 10 new chapters since the last national convention. The Baltimore-Washington chapter also voted to contribute \$400 to help financially ailing WGPR-FM in Detroit.

Bedrocks, Sire Pact For U. S. & Canada

NEW YORK — The Bedrocks, British group who scored recently with "Ob-Li-Di, Ob-Li-Da," will be released on Sire Records in the U. S. and Canada under an agreement just concluded between Sire managing director Seymour Stein and Phil Greenop of EMI, England. The group's first Sire release will be "Lovedean Girls" produced by Norman Smith.



JERRY FULLER, left, West Coast a&r producer for Columbia Records, displays the five gold records he received last year to Jack Gold, Columbia vice-president for a&r. Four of the awards for million-selling singles of Gary Puckett and the Union Gap ("Woman, Woman," "Young Girl," "Lady Willpower" and "Over You"). The fifth was for producing O. C. Smith's "Little Green Apples."

D. C. Hi-Fi Show Record Buster

By MILDRED HALL

WASHINGTON — The Washington Hi-Fi show held here recently proved beyond question that recorded sound is in itself a major recreation in this country. More than 22,000 people passed through the Hi-Fi music show held in the city's largest hotel, the Sheraton Park. Lines two and three abreast patiently moved down the long lobby as nearly 1,000 visitors an hour managed to circulate through the more than 80 rooms full of the latest equipment—components, consoles, compacts, kit equipment for the home, and the last word in automobile high fidelity sound products.

One of the most striking aspects was the youth of the crowds—young people in their 20's poured in, while in previous 10 years of showings, the hi-fi buffs were in later 20's and even more in the 30's.

Teresa Rogers, president and manager of the show, was deservedly proud with the show's

success—claimed to be the largest in the country. Plans for the 1971 show are already in the making.

The electronic marvels of the exhibits, the outpouring of sounds and the glamour of the cabinetry were almost upstaged by the new series of "Hear-Ins" that played to standing room only. The seminars were conducted by members of the FCC, the Audio Engineering Society, the IEEE, interior decorators and radio station people who answered questions put by the knowledge-seekers on everything from multiplexing on an FM station to upgrading a record collection and home hi-fi equipment.

The Hear-Ins will undoubtedly be repeated—and probably picked up by other trade exhibitions in the sound field, to round out the individual talks between individual visitor and demonstrator. The seminars provided a forum where the audience not only benefited by the answers, but also from each other's questions.

Exhibitors showed that engineering has added further refinements to what is already near-perfection in quality sound component and consoles in the home. The record and tape players are almost fool-proof against careless owners. A new turntable device adjusts for current fluctuations at the wall socket. A revolutionary three-channel stereo system has shrunk the large speakers to about the dimensions of a shoe box with no loss of depth or richness of sound.

The manufacturers of the recordings have put music of every possible choice in every possible packaged convenience in tapes and cartridges for car, for home, for uninterrupted round-the-clock play, and for recording.

During the Feb. 14-16 run of the show, every possible taste was accommodated, from movie and show music to on-the-spot historic track of our times, readings from literature, opera, the rock, marches and waltzes, soliloquies and soul. The old buffs and the new converts to the fascination of high fidelity sound, heard on record or tape, performances from every kind of instrumentality, from the human voice to a computered composer-robot, from ear-splitting concussion to whisper-soft strings.

The nation's capital is known among entertainers as a performer's no-man's land. But let the performance go on record, the capital is a sound-recorder's paradise.

Parade Heralds Opening of Pittsburgh Station WIXZ

PITTSBURGH — Amid popping balloons and the fanfare of a parade, the Top 40-formatted WIXZ began broadcasting here Saturday (1) at noon. Program director George Brewer actually began an on-the-air promotion at the station, formerly known as WMCK, Thursday at 6 a.m. when a robot-sounding personality "took over

the station" and began playing rock records.

The station is sister to WIXY in Cleveland, where Brewer had been program director. He will follow the same type of sound on WIXZ. Both stations are operated by Norman Wain, Joe Zingale, and Robert Weiss. Personalities at WIXZ are Brewer, Jack (Glen Shannon) Mindy, formerly with WSYL in Buffalo; Jerry Butler, formerly with KXOK in St. Louis; Dick (Wilde Child) Kemp; Terry Lee; and Bobby Harper from WAKR in Akron. General manager is John Tenaglia.

KQV has been the only Top 40 station in the city, having knocked off all other competition a few months back. WIXZ is actually located in the suburb of McKeesport, but the Wain, Zingale, Weiss team has totally revamped the facilities. Brewer estimates that new equipment will improve the signal by 20 per cent, giving it total coverage of Pittsburgh in the day and coverage of the primary areas at night.

WIXZ will use a cappella jingles produced at Spot Productions in Dallas; Brewer worked with arranger Paris Rutherford on the jingles.

Lucas Moves to Bigger Quarters

NEW YORK — David Lucas has moved his multimedia operations to new studios and offices at 320 West 46th Street. The new quarters will include offices for associate writers, a conference room, film workshop, six offices, rehearsal studios and a recording studio.

The studio will have new pianos, tape decks and sophisticated electronic equipment. The facilities house David Lucas Associates, a TV and radio commercial music production firm; D'Lisa (ASCAP) and Pasmorchick (BMI), Lucas' publishing divisions; and Sata Fortas Attractions Ltd., his record production arm.

Career Opportunities with PICKWICK INTERNATIONAL, INC. SALES/MANAGEMENT/PROMOTION/PREMIUMS CHILDREN'S RECORDS/TAPES MUSICAL INSTRUMENTS

A number of excellent key positions are developing in various aspects of our business. They will offer outstanding growth for experienced and aggressive men looking for a real future. If you want a dynamic challenge with real potential contact . . .

PICKWICK INTERNATIONAL, INC.
8-16 43rd Ave. L.I.C., N.Y. 11101
(212) 361-8811

An Equal Opportunity Employer

Billboard

The International Music-Record Newsweekly
Now in its 75th year of industry service
Subscribe Now!

Just mail request order today

924

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214
Please enter my subscription to BILLBOARD for

1 YEAR \$25 3 YEARS \$50 New Renew
 Payments enclosed 2 EXTRA issues for cash Bill me later
Above subscription rates for Continental U. S. & Canada.
Overseas rates on request.

Company _____
Name _____
Address _____
City _____ State & Zip _____
Type of Business _____ Title _____

Not Good Enough.

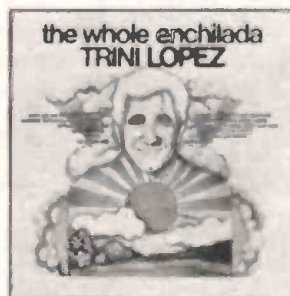



From Trini, you expect more. Not half a hit. The whole enchilada.
So, desiring the whole enchilada, we went and got Boyce and Hart to produce Trini.
They did it. The whole enchilada. It's called —

Come a Little Bit Closer.

"Come a Little Bit Closer" has the sound of now. Get that? Now.
We've heard "Come a Little Bit Closer." It's told us we can stop waiting. Trini's got his next hit.
Your copy's available. Now. Get that?

From



This, like all of Trini's enchaladas, is on  where it belongs.

TIC Buys Hurok Concerts —Expansion Plans Rolling

NEW YORK CITY—Transcontinental Investing Corp. has acquired Hurok Concerts, Inc. Sol Hurok, president of the concert and management firm, will continue as president and chief

Kinney in Deal On WB-7 Stock

NEW YORK — Kinney National Service has entered into agreements with certain large stockholders of Warner Bros.-7 Arts to acquire more than 400,000 common shares and common share purchase warrants of Warner.

Kinney had previously made an offer to the Warner Bros. board of directors to purchase Warner assets for Kinney securities.

GRT Approves 4 for 1 Stock Split & Increases Common

LOS ANGELES — General Recorded Tape (GRT) approved a four-for-one stock split of all outstanding shares at a special shareholders meeting Feb. 25 in Palo Alto, Calif. The stock split will be effective March 12.

Shareholders also approved an increase in the authorization of common stock to 12 million

13 Imperial LP's For Underground

LOS ANGELES — Imperial Records is releasing 13 LP's directed at the underground market. Among the artists in this two-month release spread are Albert Collins, Houston Fearless, the Pride, Wichita Fall and the Moon.

Included in the campaign are the four volumes of blues on the Legendary Masters Series containing material from the Imperial and Aladdin vaults, much of it never released.

Honor Principals Of 'Jungle Book'

LOS ANGELES — Disney Music honored the artists, songwriters and the producer of "Jungle Book," which has been certified as a gold album by the Record Industry Assn. of America.

Honored with gold records were songwriters Richard and Robert Sherman, writers of five of the songs; Terry Gilkyson, who wrote "Bare Necessities," Phil Harris, Louis Prima, Sebastian Cabot and Sterling Holloway, voices of Disney characters in the album; Wolfgang Reitherman, director of the motion picture, and Larry Clemmons, chief writer of the film.

LOWERY AIDS YOUNG WRITER

ATLANTA—Lowery Music has completed a brochure designed to aid new songwriters around the country.

Bill Lowery, president of the firm, said the brochure would tell the amateur composers what procedures to follow to get his material published and recorded.

Titled "The Song in Your Heart," the brochure is available free. Mailing address is Lowery Music, Box 9687, Atlanta, Ga. 30319.

executive officer of the new Transcontinental subsidiary.

Hurok said plans are under way for entry into the organized audience concert field, expanding the company's TV packaging and theater production, and creating ballet films for TV and theater audiences. Hurok noted that more than 2,000 concert dates were performed by his artists last year.

The company recently finished taping "S. Hurok Presents—III" for CBS-TV. The show features Emil Gilels, Mstislav Rostropovich and Alfred Wallenstein. Participants in Hurok TV shows included Artur Schnabel, Van Cliburn, Marian Anderson, Andre Segovia, Isaac Stern, Jan Peerce, Roberta Peters, Victoria de los Angeles, the Moiseyev Dance Company, the Bolshoi Ballet and the Royal Ballet.

shares with no par value and the creation of a preferred stock of one million shares with no par value for use in future acquisitions.

Additionally, the company voted to change the name of the firm to GRT Corp.

Alan J. Bayley, GRT president, responding to a question from a shareholder, said the company is "considering going on a listed exchange." It currently is traded over-the-counter.

In explaining the name change Bayley said GRT has expanded into activities outside the field of recorded tape, and the name General Recorded Tape reflects only part of the firm's operations.

For the first half of fiscal 1969, ended Dec. 28, GRT's expanded activities resulted in sales of \$5,195,973 and after-tax earnings of \$364,621. Sales and earnings of acquisitions were not included in the first half report, but will be a part of the next interim report at the end of the third quarter of fiscal 1969.

Zenith Earnings & Sales Hit Peak

CHICAGO — Zenith Radio Corp. reports that its earnings and sales during the year ending Dec. 31, 1968, were the highest in the company's history.

Consolidated net income of \$47,315,200, after provision for federal income taxes of \$52,200,000, was equal to \$2.50 per share. This represented a 15 per cent increase over 1967 earnings. Meanwhile, consolidated net sales for the year rose to an all-time high of \$705,404,738, 8 per cent over the previous record of \$653,908,284 reported for 1967.

Helen Merrill's Disk in April

NEW YORK—Singer Helen Merrill, now living in Tokyo, will have a New York-recorded album, "A Shade of Difference," released in April. U. S. and European rights to the LP, which also featured pianist Dick Katz, belong to Milestone Records. The album will be released in the Far East by Nippon Victor.

Miss Merrill has a weekly jazz program on the Tokyo military station, Far East Radio. Milestone has also signed

Market Quotations

As of Closing Thursday, February 27, 1969

NAME	1968		Week's Vol. in 100's	Week's High Low		Week's Close	Net Change
	High	Low		High	Low		
Admiral	25 1/8	16 1/2	258	17 7/8	16 3/8	17	Unchg.
American Broadcasting	76 7/8	43 3/8	144	65 3/4	62 1/2	63 3/8	-1 3/8
Ampex	42 3/4	26 1/2	425	33 3/8	32 1/2	33	- 3/8
Automatic Radio	27	15 3/4	290	24	21 1/8	22 1/8	- 3/8
Automatic Retailer Assoc.	125	72 3/4	78	110	106 3/4	107 3/4	-1 1/8
Avnet	43 1/2	20 1/2	2025	27 3/8	25 1/2	25 3/8	-1 1/8
Canteen Corp.	34	20 1/2	268	26 3/8	24 1/8	24 1/8	-3
Capitol Ind.	38 3/4	24	351	35 1/4	33 3/8	33 3/8	-1
CBS	60 3/4	43 3/4	353	49 1/4	47 3/4	47 3/8	-1 3/8
Chic. Musical Inst.	38	24 1/4	76	29	28 1/2	28 1/2	- 1/2
Columbia Pic.	45 1/4	23 1/2	470	36 3/8	33 3/8	34 3/8	-1 1/2
Commonwealth—United	24 1/2	6 3/4	2586	18 3/8	17	17	-1 3/4
Disney, Walt	93 3/4	41 3/8	103	76	73	75	-1
EMI	8 3/4	4 1/2	1014	7 3/8	6 3/8	7 3/8	+ 1/8
General Electric	100 3/4	80 1/4	1441	88 3/8	85 1/8	86 1/2	-2 1/4
Gulf & Western	66 1/8	38 3/8	1469	40 3/4	38 3/8	38 3/8	-2 1/2
Handleman	44 3/8	21	280	42 1/4	39 1/2	39 1/2	-2 1/2
Harvey Radio	33 1/2	15 3/4	53	22	21 1/4	21 3/8	-1
Kinney Services	44 3/8	26 3/8	568	37 1/2	36 3/8	36 3/8	- 3/8
Macke Co.	29 3/8	16 3/8	139	26	24 1/4	24 1/4	-1 1/2
MCA	53 1/4	34 3/8	138	40	38	38 1/2	-2
Metromedia	57 3/8	24 3/8	1012	47 3/8	42 1/4	44	-2 3/4
MGM	55	35 3/4	1903	44	41	41 3/4	- 1/4
3M	119 3/4	81	1292	96 1/4	94	95 1/8	- 7/8
Motorola	153 3/4	97	313	110 1/4	106 3/8	107 3/8	-1 3/8
North Amer. Phillips	47 3/8	34	124	37 3/4	36 1/4	37	-1 1/2
Pickwick Int.	52 1/2	15 1/4	1277	52 1/2	49	49 3/8	-2 1/2
RCA	55	42	1262	44	42	44	+1
Servmat	59 3/4	35	68	43 3/4	42	42	-1 1/2
Trans Amer.	87 1/4	43 3/8	474	70	65 3/8	65 3/8	-4 1/4
Transcontinental Invest.	26 3/8	13 3/4	1073	24 1/4	21 1/4	22 1/4	-1 1/2
Triangle	46	32 3/8	46	36 3/8	34 3/8	34 3/8	- 3/8
20th Century-Fox	41 3/4	24 1/2	3779	39 3/8	37 1/4	38 3/8	-2 1/8
Vendo	34	23 1/4	150	27 3/8	25 3/8	26 3/8	- 3/8
Viewlex	33 3/8	14 1/2	138	28 1/4	26 1/8	26 3/8	-1 1/8
Warner Bros.-7 Arts	64 1/2	26 3/8	1047	59 1/2	56 1/2	58 1/8	- 3/8
Wurlitzer	25 1/2	18 3/8	59	21 1/2	20	20	-1 1/2
Zenith	65 1/2	50 3/8	547	53	51	51 1/8	-1 1/4

As of Closing Thursday, February 27, 1969

OVER THE COUNTER*

	Week's High	Week's Low	Week's Close
Data Packaging Corp.	42	38	40
Fidelitone	6	5	5
GAC	18	17	17
General Recorded Tape	90	84	90
ITCC	15	13 3/4	14 1/2
Jubilee Ind.	28 1/2	26	26
Lear Jet	29 3/4	28 3/4	28 3/4
Lin Broadcasting	19 1/4	15 1/2	17 1/2
Merco Ent.	14 3/4	14 1/4	14 3/4
Mills Music	32 1/2	30 1/2	30 1/2
Newell	31	29 1/2	29 1/2
NMC	14 1/2	13 1/2	13 1/2
Telepro Ind.	2 3/4	2	2 1/8
Tenna Corp.	38	34	34 1/2
Trans Natl. Communications	9 3/4	8 1/4	9 1/2

*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

The above quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

Sunset Into Own Grooves With 100G Cutting Budget

LOS ANGELES — Sunset, Liberty/UA's \$1.89 economy re-packaging line, has been given a \$100,000 recording budget for this year and will seek music with "today's sound." Lee Young, who has been putting together Sunset packages for the past five months, will take on the added responsibility of producing new records.

General sales manager Howard Alperin said it was conceivable that a new act's single would be followed by a \$1.89 LP, with the act then being shifted over

to one of the "front line" labels in the complex.

Sunset promotion will be handled by fieldmen at the company's branches. The line will continue creating economy-price albums from all Liberty/UA sources.

Roulette Buys Three Masters

NEW YORK—Roulette Records has acquired the masters of "Sky of My Mind," by the One-Eyed Jacks, and "The Unexpected Experience of Michael D. Tippet in an Unspecified Part of San Francisco Last July," by Tacha Thomas, and "Funky Four Corners," by Richard Marks. Marks was produced by D. Williamson of Atlanta; Paul Vance produced the Thomas record.

drummer Jack De Johnette to an exclusive recording contract. De Johnette, also a pianist and composer, has played with the Charles Lloyd, Bill Evans and Stan Getz groups. His initial Milestone album has already been recorded.

Smith on Own —Forms Firm

LOS ANGELES — Dallas Smith, Liberty Records a&r producer, has resigned to form an independent production, record and publishing company.

Renaissance Productions is looking for artists and songwriters for its two publishing firms. Old World (BMI) and an ASCAP company. It will also get involved in TV and film scoring.

Smith, who will independently produce acts for Colgems, plans to release product under his own Renaissance logo. Distribution will be through a major record company.

While at Liberty, Smith produced Bobby Vee, the Nitty Gritty Dirt Band, the Hour Glass and Canned Heat. He produced Vee's gold record, "Come Back When You Grow Up."

SPIER, LAURIE GET RELIGION

NEW YORK — Larry Spier and Laurie Records are bringing religion into the pop singles market. The religious-pop song is "The Church on the Corner," which Spier is publishing and which he independently recorded with the Sound of Six. Laurie Records took over the master.

"Church" was a hit in Sweden on the RCA label featuring singer Lenne Broberg. The song was written by Sven Lindhall. R. I. Allen wrote the English lyric for Spier.

Gimbel Takes on Scoring of Films

LOS ANGELES — Lyricist Norman Gimbel has moved into the film songwriting field. He has written words to the title songs from two MGM pictures, "A Place for Lovers" in collaboration with Manuel Disca and "Little Sister" with Peter Matz.

Among recent achievements are three themes with Lalo Schiffrin, "The Brotherhood," "Bullitt" and "The Fox." And he wrote lyrics for a new animated/live feature "Phantom Toll Booth," for which Lee Pockriss wrote the music.

Gimbel and Schiffrin are putting together a musical film of "Captain Courageous" which has not yet been placed with any studio. Two of Gimbel's new creations with Antonio Carlos Jobim were recorded last week by Frank Sinatra.

The two songs which are included in Sinatra's all-Jobim LP are "Water to Drink (Aqua De Beber)" and "Song of the Samba."

DYLAN & CASH 'HAPPENING'

NASHVILLE — Bob Dylan and Johnny Cash last week recorded a dozen duets at Columbia Studios here, one of which will appear in Dylan's next album.

The artists did not discuss details, but Cash said that they had done two, then, after a breakfast together, decided to "fool around" with more.

The records were not "produced" as such. They just happened. Cash also cut his next single, written by Billy Edd Wheeler.

Previously, Cash has recorded several songs written by Dylan.

ES-900

STEREO

Dorsey Burnette's Greatest Hits

Hey Little One
 Little Green Apples
 Hey Jude
 The Great Wall of China
 The Great Wall of China
 The Great Wall of China
 The Great Wall of China
 The Great Wall of China
 The Great Wall of China
 The Great Wall of China
 The Great Wall of China

Harold Bowen



with the Harold Bowen Singers "Counting My Blessings" in Stereo

AGM-1107

Cassietta George

"I MUST TELL JESUS"



THE INCREDIBLES! HEART & SOUL



Golden Era Series New Dorsey Burnette
 Album Featuring "Suddenly There's A Valley"
 SEE YOU AT THE NARM, TABLE 31

A NEW ERA FOR ERA

THE SOUND ON THE MOVE

Available for the first time! These sensational packages in stereo albums and tapes (8-track cartridge, 4-track cartridge and cassette). The Golden Era series (45 singles) great new releases including recordings by Chris Montez, Richard Barry, The Sixteens, The Beach Boys and many more.

Attention Record Distributors, some areas still open.
 Attention Tape Distributors, many areas are still open.

AVAILABLE FOR THE FIRST TIME

These sensational packages in stereo albums and tapes (8-track cartridge, 4-track cartridge and cassette).

ALL-TIME ORIGINAL HITS BY THE ORIGINAL ARTISTS

Golden Era series—Vol. 1
 ET8-VOL. 1—ET4-VOL. 1—ETC-VOL. 1—
 Selections include Wayward Wind—Hey Little One—
 Sacred Doll House—Mr. Custer—Birds And
 The Bees—To Know Him Is To Love Him—
 Mission Bell—Suddenly There's A Valley—
 Tall Oak Tree—Cinco Robles—So This Is
 Love Golden Era series—VOL. 2 ET8-VOL. 2
 ET4-VOL. 2 ETC-VOL. 2 Selections include
 Let's Dance—Gee Whiz—Mule Skinner Blues—
 Heart & Soul—Cinnamon Cinder—Have Love
 Will Travel—Alley Oop—Surfin'—Bird—
 Honest I Do—Happy Birthday Blues—Arrow Of
 Love—Ain't Gonna Kiss You No More Golden
 Era series—VOL. 3 ET8-VOL. 3 ET4-VOL. 3
 ETC-VOL. 3 Selections include Louie Louie—
 Death Of An Angel—Some Kind Of Fun—A
 Casual Look—Birds And The Bees—No More—
 Diamonds And Pearls—Liar Liar—A Thousand
 Stars—I'll Make It Easy—A Casual Kiss—
 Six Days On The Road—Dorsey Burnette's
 greatest hits ET8-100 ET4-100 ETC-100
 Selections include Hey Little One—Suddenly
 There's A Valley—Tall Oak Tree—Wayward Wind—
 Swing Low Sweet Chariot—Big Rock Candy
 Mountain—California Guitar—Phil Baugh
 ET8-101 ET4-101 ETC-101 Selections include
 Girl Watcher—Little Green Apples—Hey Jude—
 Harper Valley PTA—Those Were The Days—
 Gentle On My Mind—By The Time I Get To
 Phoenix—The Incredibles! Heart & Soul
 ET8-101 ET4-102 ETC-102 Selections include
 Heart & Soul—For Sentimental Reasons—
 I'll Make It Easy—and their newest hit single,
 Standing Here Crying—Confession Of A
 Las Vegas Loser—Paul Gilbert ET8-103
 ET4-103 ETC-103—Comedy album 12 Hilarious
 sides by one of Las Vegas' funniest comedians.
 A must for the Vegas crowd. Herb Newman
 presents AM FM ES803 ET8-113 ET4-113 ETC-113
 great dance and mood instrumentals for
 those who love new treatments and concepts
 in music. Some of the selections are:
 Promises, Promises—For Once In My Life—
 Aquarius—Turn Around—Look At Me—Impossible
 Dream—and other outstanding hits. Sing
 along with Breezy all time favorites for
 children ET8-104 ET4-104 ETC-104 selections
 include Pop Goes The Weasel—Twinkle Twinkle—
 Old MacDonald—and other children's classics
 sing along with Breezy famous folk songs
 ET8-105 ET4-105 ETC-105 selections include
 Skip To My Lou—Billy Boy—Old Smoky—Blue
 Tail Fly—and other children's classics.
 Sing along with Breezy a song trip around the
 world ET8-106 ET4-106 ETC-106 Selections
 include London Bridge—My Bonnie—Yankee
 Doodle—and other children's classics. Sing along with
 Breezy children's party songs ET8-107 ET4-107

ETC-107 Selections include Little Brown Jug—
 Loopy Loo—Three Blind Mice—and other
 children's classics. Sing along with Breezy
 songs of Christmas ET8-108 ET4-108 ETC-108
 Selections include Jingle Bells—Silent
 Night—Deck The Hall—and other children's
 classics. Cassietta George sings favorite
 hymns—gospel ET8-109 ET4-109 ETC-109
 Selections include The Old Rugged Cross—
 Were You There—Softly And Tenderly—and other
 gospel classics. Cassietta George sings
 Walk Around Heaven ET8-110 ET4-110 ETC-110
 Selections include Walk Around Heaven—
 Happy With Jesus—He Saved Me—and other
 gospel classics. Cassietta George. I Must
 Tell Jesus—ET8-111 ET4-111 ETC-111 Selections
 include I Must Tell Jesus—Walk In Love—
 Oh How I Love Jesus—and other gospel classics.
 Harold Bowen Counting My Blessings Gospel
 album ET8-112 ET4-112 ETC-112 Counting My
 Blessings—The Lord Will Provide—My Religion
 Is Real—and other gospel classics.



Watch for this great release "Everybody's Searchin'"
 Era 3204 by Era's new sensational artist Gabriel Dean.
 Watch for special release "Aquarius" by Herb New-
 man and Co. "Instant Smash."



Era's new offices beginning April 1, will
 be at 6464 Sunset Blvd. suite 540, Holly-
 wood, Calif. 90028 CURRENT ADDRESS:
 7033 Sunset, Hollywood, Calif. Telephone
 HO 6-2161, HO 6-1464.

Talent

Mothers Shake, Rattle & Roll

NEW YORK — The Mothers of Invention simultaneously invented and performed the background music for: a Twist fit by the group's baritone sax, Jim (Motorhead) Sherwood; a Gregorian chant by a friend, Shirley Ann, titled "I Am Shirley Ann," and some rock 'n' roll street corner harmony—all this, plus Chicago, a new rock-jazz group on Columbia, and the Buddy Miles Express, at Fillmore East, Feb. 22.

Led by rock Socrates Frank Zappa, the Mothers cavorted

through a non-stop jam that loomed together sparkling threads of rock, jazz and classical material. Their vaudevillian parodies—the first living theater of the rock culture—run together like a skein of clever skits without an intermission, poking sentimental fun at old rock 'n' roll, mock-operatic rock and, of course, the Mothers themselves, and all done to the tight, highly technical work-out of the Mothers' own music. Their spoofing, above all, is credible satire made possible

by the group's serious, deftly executed musicianship that frees their collective (Zappa's, for sure) imagination to create the outlines of theater. Needless to say, the Mothers of Invention record for their very own Bizarre Records.

Chicago, a seven-man band billed behind blues behemoth, Buddy Miles, turned out to be the evening's special treat, rousing patrons to encores with the unexpected surprise of their rhythmic blues and jazz outings. The group's Blood, Sweat and Tears-like style rings of the lyrical Al Kooper days, before BS&T toughened up its image with a bull soul singer. Now fans who miss the first and late BS&T group can rally around the sound and musical tradition carried on by Chicago, whose intelligent and listenable rock should create best sellers of "Someday," "I'm a Man" and "Listen."

Buddy Miles, that colossal soul drummer who repaired the old Electric Flag and recast it as the Buddy Miles Express on Mercury, featured guitarist Jimmy McCarty in the group's lead-heavy soul rumbblings, "I Got You Babe," "Texas" and "Wrap It Up." At his best, Miles is a devastating spokesman for the in-breeding of soul, jazz and hard rock, but a skein of unimpressive material driven to Miles' near-energetic pace continues to keep the group from rising to expectations. The addition of tenor sax Bobby Rock, formerly of Sam and Dave, and Jim Tatum, also from Sam and Dave and Arthur Conley's band, should accelerate Miles' march to the chart tops. **ED OCHS**



MANNY KELLEM, left, presents a copy of his recording of "Jubilee Joe" on Metromedia Records to Jay Garner, star of the Broadway musical "Red, White and Maddox." The song is the recurring theme of the musical.

Hollander, Electronic Piano Simply Grand

NEW YORK — Lorin Hollander and the new Baldwin electric concert grand piano proved their points at Fillmore East on Sunday (23). Playing a classical program ranging from Bach to an original composition, Hollander was in excellent form. And the audience response showed he had not misgauged his premise that presentation was the key to acceptance of the classics by youth.

Dressed informally, Hollander rapped with the audience on the composers and musicians involved. He then launched into the composition. The piano, designed for halls and other fa-

cilities where acoustics are not ideal, nonetheless maintained its piano sound and actually sounded better in its upper range. The audience's enthusiasm at the East Village Theater was remarkable.

Schubert's "Sonata in A, Op. 120" was sensitively performed with the sprightly last movement glowing. After a clean, delicate Bach "Partita No. 6," Hollander performed Prokofiev's powerful "Sonata No. 7." His own "Up Against the Wall" displayed some of the increased capabilities of the piano, but, despite its power and fury, was reminiscent of the Prokofiev work.

Also performed well were Ravel's "Jeux d'eau" and Debussy's "Fireworks" as the 24-year-old veteran artist demonstrated the transparent colors of these impressionistic pieces.

As encores, he played the contrasting "Jesu, Joy of Man's Desiring" of Bach, a slow, moving religious work, and Paul Ben Haim's "Tocatta," a flashy virtuoso piece that the young artist had firmly in hand. Hollander, whose RCA Red Seal contract recently expired, noted that the performance was being taped. The inclusion of his successful introductions could make this an attractive offering.

FRED KIRBY

Goulet Spins Out Tunes in Strong & Bright Style

NEW YORK — Robert Goulet, Columbia Records artist, opened at the Empire Room of the Waldorf-Astoria Hotel Feb. 21 with a bright bouquet of tunes.

Bearded for an upcoming movie, Goulet boomed baritone tributes to "Wives and Lovers," "Old Healin' River" and, of course, his "Camelot" forte. His deep, ringing readings, persuasive as stormy orations, resonated through the room and the microphones of radio WHN, which broadcast Goulet's opening night stint. The singer-actor stirred both audiences with his Broadway spin through "In Camelot," "If I Loved You," "So Much In Love With You Am I" and "You'll Never Walk Alone," all raised to symphonic pitch by a fine supporting orchestra.

Mixing his tunes and traveling a wide road of material, Goulet once again cemented his stature as a middle-of-the-roader with full command of the track, and his audience. **ED OCHS**

Butler Flys High In Cool Fashion At Village Gate

NEW YORK — Jerry Butler scored impressively as he opened a two-weekend stand at the Village Gate on Feb. 21. The Mercury artist handily delivered rhythm numbers and ballads in his lilting style.

One of his best songs was "I Don't Want to Give You Up," in which he successfully drew audience participation. The audience also participated in his stirring closing selection: "Amen." Butler was particularly cool (a trademark) in "The Look of Love," "Little Green Apples" and his Mercury hit "Lost" also were high spots.

Butler performed with a large,

Burrito Brothers Are In Fine Country Style

NEW YORK — Country-style music landed at Steve Paul's Scene on Tuesday (25) in the person of the Flying Burrito Brothers and the new A&M artists brought the act in splendidly.

With a nucleus of three former members of the Byrds, the quintet's opening number set the tone of their opening turn as they did Buck Owens' "Close Up the Honky Tonks." Grant Parsons, a former Byrd, handled lead vocal chores in fine style, usually assisted by Chris Hillman, another former Byrd.

Toledo Next Stop For Eddie Harris

DETROIT — Atlantic Records' Eddie Harris follows his stand at Baker's Keyboard here with a five-day engagement at the Electra Club in Toledo opening Thursday (6). His first date in the South is at Atlanta's La Carrousel Club, March 14-22. After several college dates, Harris opens at New York's Village Gate on April 18.

capable instrumental group, and four backup singers. The show opened with Esther Marrow, a promising young soul singer.

FRED KIRBY

Peter, Paul & Mary Haven't Changed a Bit: Exciting

LOS ANGELES—Peter, Paul & Mary disprove the theory that acts which stay together a long time can get tired of themselves and their repertoire. Performing strenuously at the Santa Monica Civic Auditorium Saturday (22) before a sellout crowd of young people, the trio made its annual visit to this region an unforgettable experience.

There are a few new numbers in the act's repertoire, but this is an exciting performing act, which generates new life into songs it has made famous. The intense readings which the songs receive from Peter Yar-

row, Mary Tr. Stookey rendering, valid and songs as "Blowin' If I Had a Song Is Love," "Twice," "The A-Changin'," "Die," "Too Much Puff (The Maj Shall Be Released)

The fourth non-amplified Dick Kniss, is the established three voices w then each opportunities for

Michael Clarke, also formerly of that Los Angeles folk-rock group, was steady on drums as was Chris Ethridge on bass, and Parsons and Hillman on rhythm guitar. A key to the instrumental sound was a performer only identified as Sneaky Pete, who played a fine lead on pedal steel guitar.

The Archie Campbell-Lorene Mann "Dark End of the Street," followed with the next number being a medley of Willie Nelson's "Undo the Right" and the Willburn Brothers' "Somebody's Back in Town." Another country number was George Jones' "She Once Lived Here."

But while the material was clearly country and country-flavored, the backing often was stronger than in standard country interpretations. Parsons' feel for the lyrics and excellent voice, however, maintained the country impression.

Parsons switched to organ for two of the group's original numbers "Hot Burrito I" and "Hot Burrito 2." "Sin City" and "This Old Town" were other original songs. Roy Orbison's "Dream Baby" was a solid closing number.

The Flying Burrito Brothers, whose first A&M album is due early this month, would seem to have a bright future with country music becoming one of the day's "in" sounds. Betty Carter, a veteran blues singer, also was on the bill. **FRED KIRBY**

Unsurpassed in Quality at any Price

GLOSSY PHOTOS

8 1/2" EACH IN 8x10

1000 LOTS \$12.45 per 100 Post Cards \$49 per 1000

1,000 8x10 COLOR \$175.00

3,000 Postcards \$120.00

Special Color Process

COPYART Photographers

A Division of JAMES J. KRIEGSMANN
165 W. 46th St., N.Y. 36 PL 7-0233

YOUR HOST: **Tony Vesuvio RESTAURANT**

163-65 W. 48th St.
New York, N. Y. 10036
245-6138

The Gourmet's Haven for Italian Cuisine

THIS WEEK WE SALUTE

GERRY GRANAHAN
EAST COAST A & R
RECORDING PRODUCER
FOR DOT RECORDS.

- Diners' Club
- American Express
- Carte Blanche



**EPIC helps solve your
Blues hassle.**

**BLUE HORIZON Records will
now be distributed by EPIC.**

**BLUE HORIZON means the best
in English Blues.**



'Idioms' Carries Mixed-Media Ball

NEW YORK — Garry Sherman's "Idioms," for rock instruments and orchestra, made its world premiere Feb. 23 at Philharmonic Hall. Unfortunately, it was the only ray of light in what could have been an exciting exposition into music exploration.

Intended as one in a series of experimental concerts designed to fuse various musical forms from baroque to rock, this concert included Bach's "Suite No. 3," two rock numbers and two poetry readings, in addition to Sherman's work.

Joseph Eger conducts the New York Concertante of the Symphony of New York. Representing the rock elements of the evening were the New York Rock and Roll Ensemble, a group which has garnered a widespread reputation for this type of multi-music performance. The NYRRE ensemble records for Atco Records.

"Images," is a serious com-

position designed to draw the rhythmic elements of rock within the classical context of a symphonic orchestra. In essence, Sherman proposed to give classical music a beat without demeaning its own qualities.

Sherman's endeavor soared straight to its target, blazing a trajectory which smacked of brilliance. The music was bright, exciting and well textured, with masterful interweaving of its stated components. "Idioms" was more than an experiment, for it worked as a precisely timed watch.

But even more important than its performance alone, "Idioms" breathes hope to the future of traditional classical music. While many 20th century composers have experimented with atonal and synthesized music, Sherman has successfully taken traditional forms and restructured them, maintaining at all times a classical format. By inserting contemporary rhythmic

motifs, he fractures the wall separating long-hair music from the sounds associated with today's generation.

Unfortunately, the other four performances on the program served not to bridge the generation gap, but to magnify it. For the opening piece, the New York Concertante performed Bach's "Suite No. 3" in traditional style, with the NYRRE reworking the piece in a contemporary vein. While many of Bach's works have achieved highly successful interpretations by jazz groups, the NYRRE did very little with "Suite No. 3."

Capping the evening was a reverse fare, with the Concertante rendering its classical version of NYRRE rock tunes. This proved an inane tactic, as the NYRRE's performance and material were far below par. The Concertante compounded the farce with seemingly awkward orchestral arrangements.

(Continued on page 16)

'Archy and Mehitabel' Pop Opera Is Still a Good One

NEW YORK — The George Kleinsinger-Joe Darion "Archy and Mehitabel" still stands up, as the Little Orchestra Society ably demonstrated on Tuesday (25) at Philharmonic Hall. With Henry Morgan serving as the newspaper man-narrator, the pop opera benefited from a sterling performance by mezzo-soprano Joanna Simon as Mehitabel the cat.

Miss Simon, whose recording credits include Ginastera's "Bommarzo" on CBS, was in rich voice, while conveying the character of the heroine. Her vocal quality made for a different, but appropriate, interpretation of Mehitabel from Carol Channing's on Columbia's recording of the work. Baritone William Diehl performed well as Archy.

The program, well-conducted by Thomas Sherman, opened with Ravel's "L'Enfant et les sortilèges," with Larry Berthelson's Pickwick Puppet Theater effectively used to convey the

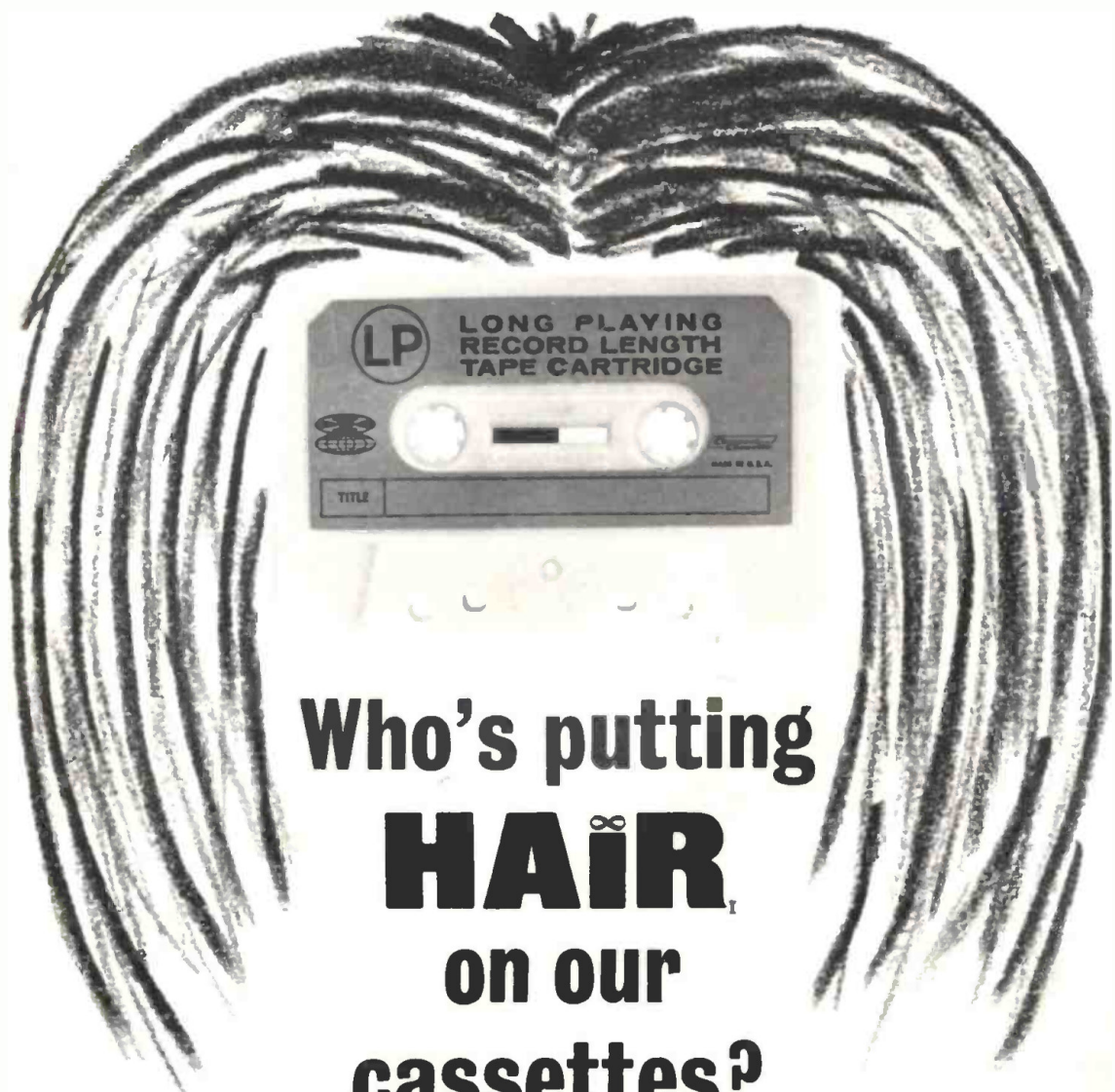
fable's action. Joan Patenaude and Ann Gardner headed the capable vocal soloists. The work is available on both Deutsche Grammophon and Richmond Records. **FRED KIRBY**

Dead, Symphony To Play at Ball

SAN FRANCISCO — The Grateful Dead and Country Weather will perform at the Black & White Symphony Ball, one of the city's major social functions, on Saturday (15) at the Hilton Hotel.

This is the first time a rock band has been billed with the San Francisco symphony.

The Dead and Country Weather will alternate sets. The San Francisco symphony will play at the Sheraton-Palace Hotel, Ernie Heckscher's orchestra will be at the Mark Hopkins and Earl Heckscher will perform at the St. Francis.



Who's putting
HAIR
on our
cassettes?

EVERYBODY!

And what's more, that's where they are putting all the winning shows and hits. They buy a record and transcribe it. That makes portable music. Compact Cassette recorders go everywhere, and that's where you find Audio Magnetic's Compact Cassettes. Everywhere.

We have cassettes in every length. EP's

that will take 4 singles, LP's that will tape a full album and 30, 60, 90, and 120 minutes for every use. Each is "Certify Tested." Each has a lifetime guarantee. Each produced under the standardization agreement with North American Philips.

So when you sell a record, sell a cassette. They go together.



AUDIO MAGNETICS CORPORATION *Compact Cassette*
The Magnetic Tape Merchandisers
14600 So. Broadway • P.O. Box 140 • Gardena, Calif. 90247 • Phone: (213) 321 6841 • Cable: Magtape

*Now playing at the Biltmore Theatre in New York and the Aquarius Theater in Hollywood.



ONE OF THE HOTTEST DUETS IN THE COUNTRY
JOHN BLANCHARD & MISTY MORGAN

WITH THEIR SMASH RECORD OF "BIG BLACK-BIRD" ON WAYSIDE RECORDS, WHICH IS HITTING ALL THE C&W CHARTS AND IS SET TO MOVE OUT NATIONALLY TO POP.



ROBERT H. HEDGER

HAS BEEN APPOINTED BY

HENRY WILLSON
WORLD-WIDE MANAGEMENT

AS AN
ARTISTS PERSONAL MANAGER

BOX 268, RIDGEWOOD, N.J. • TEL: (201) 444-4032



EXECUTIVE OFFICES: LOS ANGELES • PHILADELPHIA
Artists Personal Management for groups, singers, actors and actresses

AGAIN AND AGAIN AND AGAIN....
THE VENTURES HAVE A HIT RECORD

"HAWAII FIVE-O"

THE VENTURES

56068



Any way you look at it this is a single packed with sales power! PRODUCED BY JOE SARACENO

Liberty Records Inc. 
Entertainment from
Transamerica Corporation

Damone's Calling Cards—Insight, Feeling & Craft

LOS ANGELES—Vic Damone has three traits; musical insight, feeling and craftsmanship.

The RCA artist used it all in his opening Tuesday (18) in the Century Plaza's West Side Room.

Away from the local nightclub scene for two years, Damone, youthful and vigorous, with a repertoire primarily made up of standard material, is a gutsy ballad singer.

There is a piercing simplicity to Damone. He did several oldies, "Time After Time," "Didn't We Girl" and "All I Need Is a Girl," and several contemporary goddies, "Little Green Apples," "By the Time I Get to Phoenix" and "Can't Take My Eyes Off of You."

But it was his reading of Jimmy Webb's "MacArthur Park" that earned Damone a rousing ovation. His offering was

crisp and had a strong flow.

Damone's musical arranger-conductor, Joe Parnello, added six musicians to Al Pellegrini's usual 18-piece orchestra, giving the orchestra 13 brassmen.

BRUCE WEBER

Cowsills Give An Enjoyable Performance

LAS VEGAS — The Cowsills, MGM's family group, made their debut here Thursday (20) night at the Flamingo Hotel.

And though the performance was no slick, super-polished spectacle, it was highly enjoyable and relaxing.

The Cowsills are appearing with comedian Dick Shawn.

The seven-member group, which includes the mother of the family, does not stick to only its hit records. "Indian Lake," which ranked high on the top 40 last fall, is used as a closer.

The folk song "Cruel War," sung by Mrs. Cowsill, and "By the Time I Get to Phoenix," show good taste and harmony.

The scene-stealer is precocious pre-teen Susan. Her rendition of "Hello, Hello," the Claudine Longet song, was delightful.

There's something for all; no one leaves dissatisfied.

RON BATISTE

Signings

Sonny Stitt signed with Stax, with "Private Number," his first single. . . . Johnny Thunder has switched from Diamond to Calla, where his first single is "I'm Alive," composed and produced by Tommy James. . . . Atlantic signed the Yes, an English group.

Gene Bua of TV's "Love of Life," joined Heritage Records, where Jerry Ross will produce his first album with arrangements by Claus Ogerman. . . . Guitar Crusher to Blue Horizon, where his debut U. S. disk will be "Hambone Blues" and "Since My Baby Hit the Numbers." . . . Billy Watkins to Imperial. . . . Dan Penn signed with Atlantic, where his first single is "Nice Place to Visit," which he produced with Spooner Oldham in Memphis. . . . Jeffrey Speedracer to Mr. Bones Productions of Los Angeles for songwriting and performance direction. . . . RCA inked Carolyn Franklin, whose debut disk, "Boxer" and "I Don't Want to Lose You," was produced by Buzz Willis. . . . Chris Farlowe joined the American division of Polydor.

Bob Fletcher and Vicky Lano to J. D. Productions for personal management. . . . Red Beans & Rice featuring Rusty Draper to Epic, where they will be produced by Wednesday's Child Productions, who also landed the Ashes, Floating Bridge, and Hampton Hawes with Vault.

Brenda Lee On P.A. Trail

NEW YORK — Brenda Lee will return to a full schedule of personal appearances with a 10-day engagement at the Holiday House, Pittsburgh, March 21. She had taken a seventh-month hiatus for the birth of her second child.

On April 7, Miss Lee begins a one-week stand at Suttmiller's in Columbus, Ohio, to be followed by concert dates in Oklahoma City April 17 and Houston's Music Center April 18 and 19. A three-week stand at the Roosevelt Hotel, New Orleans, has been set for April 24 followed by The Top Hat in Windsor, Can., May 19 for two weeks. On June 5, she'll begin a three-week tour of Japan.

Miss Lee's long-time show band, the Casuals, will again back her on all engagements.

Campus Dates

Glenn Yarbrough of Warner Bros.-Seven Arts plays Illinois Wesleyan at Bloomington on Tuesday (4); Butler University, Wednesday (5); Calvin College of Grand Rapids, Mich., Friday (7); Defiance (Ohio) College, Saturday (8); Colorado State College at Greeley, Saturday (15), and Idaho State University at Pocatello on March 17.

March dates for Capitol's Lettermen include Tennessee Technological University at Cookeville (25); Valdosta (Ga.) State College (27); University of South Carolina (28), and Clemson University (29). In April the group plays Harding College of Searcy, Ark. (1); University of Arkansas at Fayetteville (11); Texas Tech. (15); West Texas State University (16); Southern Colorado State College at Pueblo (17); University of Texas at Austin (18); University of Houston (20); Lamar State Technical College at Beaumont, Tex. (21); University of Texas at Arlington (23); Oklahoma Baptist University at Shawnee (26); and Baylor University (29). May dates include Northwestern State College of Louisiana (1); Northeast Louisiana State College (2); Southeastern Louisiana College (7); Louisiana State University (8), and Troy (Ala.) State College (9).

In March, United Artists' Jay and the Americans appear at the Maritime Academy, Bronx, N. Y. (7); U. S. Coast Guard Academy at New London, Conn. (21), and Furman University (28). April dates include Nassau Community College of Garden City, N. Y. (3); Drake College of Fort Lauderdale, Fla. (11), and Ulster Community College of Stoneridge, N. Y. (27).

Warner Bros.-Seven Arts' Association play Fordham University on Friday (7); Lebanon Valley College of Annville, Pa., Friday (14); University of Detroit, March 21; Augsburg College of Minneapolis, March 22; Indiana (Pa.) College, March 23, and Franklin and Marshall College, Lancaster, Pa., March 29.

Brian Carney performs at Centenary College of Louisiana at Shreveport on Monday (3); Louisiana State University on Tuesday (4); and Tulane University on Wednesday (5) and Thursday (6). Columbia's Rudolf Serkin appears at Queens (N. Y.) College on Saturday (15).

MGM's Orpheus is slated for Maris College of Poughkeepsie, N. Y., on Saturday (8).

Mixed-Media Ball

Continued from page 14

Perhaps the most bizarre parts of the program were the two sequences of poetry set to music. While some of Dame Edith Sitwell's poetry received some delightful readings by Diane Sands and Harold Scott, the presence of Hermione Gingold as the third reader lent an almost "camp" atmosphere to the entire program. HANK FOX

Dot's Bryant Hot On TV Circuit

NEW YORK — Browning Bryant, 10-year-old Dot artist, has a flock of TV shots lined up. He'll be seen on "Kraft Music Hall" Wednesday (12) and the following day will be in Philadelphia to tape two shows with Mike Douglas. He's also set for an April 16 broadcast over KMH on a show hosted by Johnny Cash.

Dexter's Scrapbook

By DAVE DEXTER JR.

HOLLYWOOD — There was a time, in the middle 1940s, when Johnny Moore's Hollywood Three Blazes consistently sold more records than any other artist, Crosby and Como excepted.

But when Moore died at his Los Angeles residence a few weeks ago of a kidney infection, no obituary was published. A superb guitarist, the 62-year-old Moore topped Billboard's rhythm & blues charts frequently with Charles Brown as his vocalist a quarter of a century ago.

Musicians Union

After 10 years the Musicians Union still lists Billy Berg, of Billy Berg's Club, and Leonard Vannerson, operator of the Bocage Room, in boldface type on its defaulters list published regularly in "The International Musician."

The two spots, located about six blocks apart in the heart of Hollywood, were torn down more than a decade ago. Both Berg and Vannerson, likable and highly successful men, have been dead for many years.

But like an elderly pachyderm, the AFM never forgets.

Food For Thought

Minnie Pearl is said to be reaping more bountiful financial returns from her chain of franchised fried chicken eateries than she did in years of recording and tramping in and out of Nashville. Tex Ritter also is involved in a food operation.

And now soul singer James Brown enters the competition on a national basis with his "James Brown Gold Platter" chain of fast food restaurants, a venture that finds him in business with

13 white men and one other Negro, Greg Moses Jr. Each franchise will sell for \$25,000 and will be operated by minorities, Brown says.

"I'm not just lending my name," Brown says. "I control the company and I'll make it pay off. But we hope that President Nixon will offer some sort of self-help financing for little people who want to go into business for themselves."

Spector Back

Like a gaunt grizzly coming out of hibernation, Phil Spector returned to record producing with the Checkmates in Hollywood, after a long and boring hiatus, with a spectacular session—or series of sessions—in which he is mixing more than 200 separate instrumental parts on one song, "Baby, Don't You Get Crazy." The A & M label will release.

Russell & Spanier

The passing of colorful Charles (Pee Wee) Russell last month recalls that he and the late Muggsy Spanier were both credited with having died twice.

Russell's doctors gave up on him in 1951 when he lay in a San Francisco hospital with a kidney ailment that was diagnosed as "terminal." But baggy-eyed Pee Wee recovered. Little Muggsy, whom we fondly recall as a Chicago White Sox fanatic, stopped breathing and no pulse was discernible during his illness in New Orleans' renowned Touro Infirmary in 1937. A nurse pulled a sheet above his head and left him alone in his room. A year later he was blowing jazz cornet again and planning his Ragtime Band. Their kind can't be forgotten.



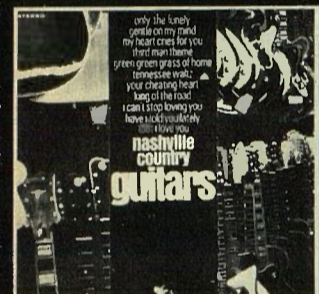
MOUNTAIN DEW RECORDS

hottest new country LP's in the industry

promoted nationally by radio and newspapers at a suggested retail of \$1.98



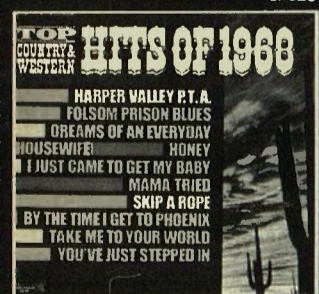
\$7023



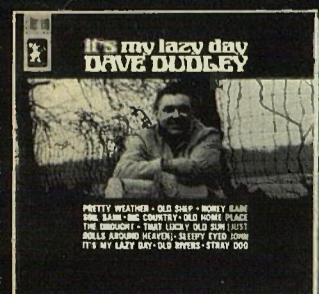
\$7024



\$7025



\$7009



\$7017

ambassador

RECORD CORPORATION (201) 623-4214 145 Komorn Street, Newark, N. J. 07105

Pacific Coast 742 E. 61st Street, Los Angeles, Calif. 90001

AVAILABLE NOW!
8X10 COLOR
PUBLICITY PICTURES

LITHOGRAPHED ON HEAVY KROMEKOTE
1000 8X10s \$175.00

At only 17½ cents each, these full color prints can be sold by fan clubs or to audiences at a large profit. Send for a sample 8X10 color print and black & white 8X10, plus prices for other sizes in black & white and full details on ordering.

ALSO OUR TOP QUALITY BLACK & WHITE 8X10s:
STILL UNDER 4 CENTS EACH
500—\$18.85 1000—\$29.75

ABC PICTURES
317 N. ROBERSON
SPRINGFIELD, MO. 65806
(subsidiary of the Advertising Brochure Co.)

SEE ERA'S AD PAGE 11 IMPORTANT TAPE ANNOUNCEMENT

The newest
album from
those Grammy
nominees:
THE LETTERMEN.

I
**HAVE
DREAMED** ST202

(not to be confused with their new single with the same name #2414)

No need to wait for your analyst to interpret
the dreamy sales figures for these two...
just call your Capitol man.
Happy dreams.



Produced by
Al deLory



PARDON US SEÑOR



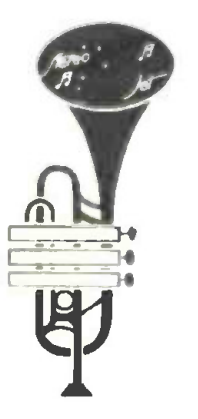
DID YOU KNOW THAT LATIN MUSIC REALLY SELLS ON TAPE CARTRIDGES AND CASSETTES

DID YOU KNOW, CAYTRONICS CORP. IS THE LARGEST U.S. MANUFACTURER AND DISTRIBUTOR OF LATIN SOUND

**DID YOU KNOW, CAYTRONICS LICENSES LATIN MUSIC FROM:
COLUMBIA (LATIN) RICO-VOX TONE-LATINO**



AND GIVES YOU ARTISTS LIKE:
• **TRIO LOS PANCHOS** • **RAPHAEL**
• **ROBERTO YANES** • **JAVIER SOLIS**



FOR INFORMATION ON ONE OF THE BIGGEST LITTLE CATALOGS CONTACT:

U.S. BRANCH:
CAYTRONICS CORPORATION
240 Madison Avenue
New York, N.Y. (212) MU 3-7911



MEXICO CITY BRANCH:
STEREO JET
DE MEXICO S.A.
Mexico City, Mexico

Tape CARtridge

ANALYSIS

RCA's Cassette Entry Not Big Buying Factor

by HANK FOX

Ripples of the RCA cassette announcement will spread far upon the waters of the tape CARtridge industry. But after the initial impact settles, its ramifications will be more psychological than economical. And even these consequences will have little effect on the consumer level.

For the most part, the 8-track-cassette warfare has flared as an intra-industry battle, with only minimal seepage to the public. Astute retailers of both hardware and software have promoted both configurations—each type dependent on the disposition and needs of individual customers. With few exceptions, hardware and software manufacturers supply both configurations.

Realistically, consumers are not beating down store doors demanding RCA product as a criterion for their buying cassette equipment. There is enough product of both configurations in the market to squash availability as a major—or even minor determining factor—for most customers. In short, the vast catalogs and current releases of both RCA and Columbia are not sufficient to offset or propel any move to either 8-track or cassette at this late date. It is just intelligent marketing on the part of RCA to offer cassette, if, as its division vice-president Norman Racusin now says, the market warrants it.

Driven by the automotive market, 8-track tape cartridge sales have, and are continuing to soar.

Industry sources put stereo 8 sales for 1968 at above \$155 million. And according to highly reliable reports, cassette sales, which had been coasting for most of 1968, began a dramatic take-off during Christmas. Whether this will continue through 1969 is not known.

In his statement regarding RCA's cassette entry, Racusin cited RCA's stereo 8 sales as running 80 per cent ahead of last year's figures for the first two months of the year. And with similar reports from other duplicators, 8-track cartridge sales are not about to nosedive or even plateau.

In effect, RCA's entry in cassettes puts both systems on an even keel. Stereo 8, with its primary strength in the automotive market, is striving for a slice of the home and portable pie. Cassettes, on the other hand, with its portable market forte, seek a foothold in the automotive and home fields.

For the foreseeable future, however, both systems will thrive together. Competition breeds sales, but the battle lines will be drawn by advertising and promotions, rather than by adamant ideologies. It should be the equipment manufacturer, however, not the record label, tape duplicator or music retailer to take sides.

In the words of one industry leader, "if the public wants music on paper towels, we'll supply music on paper towels."

MOLDING OF CASSETTE CASE

DETROIT — Lear Jet Industries' Avsco division has begun to mold plastic cassette cases for its customers, Billboard has learned. With this action, Lear Jet becomes the third of the four stereo 8 pioneers to offer some form of cassette product. As reported exclusively last week, Motorola's consumer electronics division will market a portable cassette player/recorder and RCA is making its catalog available in the cassette configuration (see separate stories this week). Ford Motor Co. continues to offer stereo 8 automobile players exclusively.

According to Avsco president Ed Campbell, the division is tooled up for cassette production. "We already have some cassette molds in operation," Campbell said, "but we cannot produce as yet in large quantities."

While Campbell refused to comment, it is known that Avsco, one of the nation's biggest custom injection molding operations, is blueprinting plans for a significant expansion of facilities, with more cassette production in mind.

RCA to Offer Its Product on Cassette Mart

• Continued from page 1

said that if the demand for pre-recorded cassette tapes warranted RCA's involvement in that field, it would enter. Apparently, the system's high Christmas volume signaled RCA executives to make their move.

To protect its 8-track interests, RCA will set its cassette distributor and retail prices on par with that of its 8-track tape cartridge product. All other marketers offer cassette at a basic retail list price of \$5.95 (\$1 less than its 8-track equivalent).

NAL IN NEW LATIN MOVE

NEW YORK—North American Leisure has made another move into the Latin market. NAL has concluded a deal with George Goldner's Cotique label of 26 titles. This brings NAL's Latin catalog up to 40 titles from such other labels as Kapp, Speed and Crescendo.

W-7's Lee Holding Talks in London

NEW YORK—George Lee, vice-president and general manager of Warner/7 Arts Music, is in London for a series of meetings with Mike Maitland, president of Warner Bros./7 Arts Records. Lee will also meet with company licensees on the Continent.

Lee recently concluded folio deals with Led Zeppelin, the Pentangle and Cartoone.

NARM MEMBERS:
VISIT AT NARM . . . DISPLAY BOOTH . . . HOSPITALITY SUITE (ROYAL SUITE)
PENTHOUSE # 1915) . . . GALA COCKTAIL RECEPTION . . . PLUS THE MOST
STARTLING MERCHANDISING INNOVATIONS IN THE TAPE CARTRIDGE INDUSTRY.

TAPES TRAVEL FIRST CLASS

in Ampak Carrying Cases



The NEW Cassette Case

Gives portable protection for 10 cassettes. Sturdily-constructed, handsomely styled and economical in cost, the new 1102 comes in three proven colors: red, black and beige. The luxurious golden-textured No. 1110 case, with the stylish loop handle holds 10 cassettes and is designed for those who want the very best.



4 and 8 Track Tape Cartridge Cases

These deluxe cases are beautifully-styled with extra-heavyweight construction, fully-lined interiors, padded tops and silver-stamped lids and available in 10 and 15 tape capacities. Assorted colors and styles to meet every need.



Ampak

For Music "On-The-Go!"

Write for Information

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

infonics' \$8,985 duplicators
make 7,000 cassettes per day!

infonics' \$9,800 duplicators
make 4,000 8-track cartridges!

12,000 Hz professional quality.

infonics, inc.

WORLD'S LEADING MANUFACTURER OF TAPE DUPLICATORS
Dept. B, 11650 W. Olympic Boulevard, Los Angeles, California 90064
Phone (213) 477-1561 • Cable address: Infonics

The Latest in Tape and Cassette Storage

by **recoton**



79 TC Tape Cartridge Case. Holds 12



85 TC Tape Cartridge Case. Holds 24



78 TC Cassette Case. Holds 18



82 TC Stereo 48er
Home Tape Storage
Cabinet

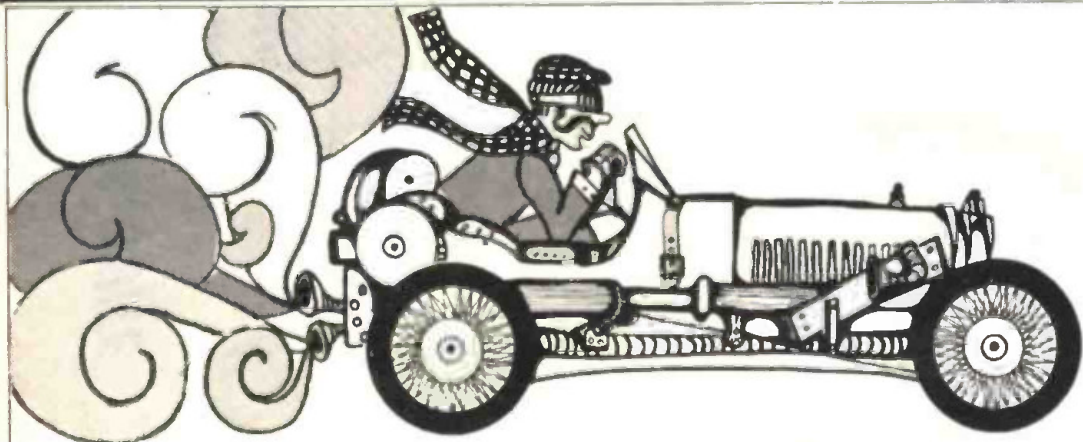
Each Unit Holds
Up to 48 Tapes
**MODERN WALNUT
FINISH SWIVEL BASE
ALLOWING EASY
ACCESSIBILITY**



84 TC Stereo 48er
Home Cassette Storage
Cabinet

DISTRIBUTORS!!! YOUR ONE SOURCE FOR CASSETTES, BLANK LOADED CARTRIDGES,
HEAD CLEANERS AND A COMPLETE LINE OF TAPE ACCESSORIES.

recoton CORPORATION
46-23 Crane Street, Long Island City, N. Y. 11101 (212) 392-6442



Run . . . While the Track is Hot!

Don't lose sales because of slow duplicating delivery. Our high speed equipment will reproduce your master with brilliant fidelity. Greater tape sales are as close as your phone.

tape *technics*
Tape Cartridge Reproductions
4413 Fernlee • Royal Oak, Michigan 48073
Phone (313) 576-2777

Tape CARtridge

Dot Analyzing Releases

By ELIOT TIEGEL

LOS ANGELES—Dot is taking a cautious approach to releasing its 8-track cartridge product, being handled by its own distributors. Having recently issued its first 17 titles under its own marketing aegis, the company will analyze sales reactions and distribution patterns before planning its second 8-track release. "We are using our first release as a learning process," Dot's president Arnold Burke said.

Heavy snows in the East caused considerable delays in delivering the product from Stereodyne's Detroit duplicating facilities, with the result that retailers are now receiving their stock.

Burke admits such internal technical things as new musical sequences and designing new packaging have added to the slowness in getting out product. Dot is distributing 8-track tapes on product with which it holds tape rights. Excluded are titles by Viva, Bravo and DynaVoice.

Dot's 4-track cartridges go through Muntz Stereo-Pak with Ampex handling cassettes. The company's overseas licensees handle their own cartridge duplication-distribution.

DISNEYLAND TO 8-TRACK, CASSETTE WITH KID LINE

By BRUCE WEBER

LOS ANGELES—Disneyland Records is moving into the cassette and 8-track market by duplicating its children's storybook line. Disney is looking for a duplicator. The initial release, scheduled for late spring or early summer, consists of 12 titles each in cassette and 8-track, both retailing at \$4.98.

Product includes "Snow White," "Mary Poppins," "Junglebook," "Winnie the Pooh and the Blustery Day," "Bambi," "Pinocchio," "Cinderella," "Peter Pan," "Sleeping Beauty," "It's a Small World," "The Three Little Pigs" and "Peter and the Wolf."

Disneyland plans to market, merchandise and distribute its line through its regular record outlets and rack jobbers. The company also will seek additional distribution outlets.

The only previous Disney involvement in cartridge tape was with PlayTape, where a limited amount of children's product was made available in 1967, and through RCA, where several original cast soundtracks were released.

Disney's PlayTape selections sold in conjunction with a Disneyland 2-track player.

Artists in the first group include Diana Ross and the Supremes, the Temptations, the Association, Steppenwolf, the Four Tops, the Miracles, Bill Cosby, Dionne Warwick, Frank Sinatra and the Cowbells. All releases will be on a monthly basis.

LP Cartridge Being Bowed by Playtape

• Continued from page 1

flanking its music library with children's instructional and entertainment material. Playtape singles cartridges are said to be about nine months away from production.

As a distinguishing feature, the LP cartridge case is white. (Playtape's EP cartridges are black. EP list price is \$1.59.) Artwork on the new LP cartridge will consist of a miniaturized full color replica of the original album, with each program's contents printed below the album picture.

Regarding production capabilities, company president Frank Stanton said that the LP cartridge will in no way reduce the manufacture or supply of the company's EP product. "We are adding eight additional duplicators to our present line of 12 to produce our LP's," Stanton said. The company's plant is located in Clifton, N. J.

The initial product release will come this month, with 23 titles planned. Product from three companies (Motown, Warners and ABC) will comprise the first package, although virtually all Playtape's licensor

labels will be represented in forthcoming releases.

MUSIC CITY SALES DEPT. TO GO SELF-SERVICE

LOS ANGELES—Music City will convert its tape sales department into a self-service operation. The six-store chain keeps cartridges in stock rooms. Customers check through a catalog, then a clerk goes into the stock room to get the product.

The chain estimates it can triple its tape sales by introducing self-service selling. At each store a large room or area will be converted to hanging wall racks. The first location scheduled for conversion is the Lakewood store in the South Bay area of the county. "This is the easiest store to convert," explained Ethan Caston, a Music City vice-president. The switchover is scheduled for within the next few weeks. "We'll watch Lakewood to get the kinks out of the operation and then convert all the other stores at the same time. Our main problems will be policing and controlling the flow of people and product."

The stores will stock all configurations in the department, with two exceptions: PlayTape and mini cartridges by Liberty and Ampex will be placed in other locations. PlayTapes will remain around single records because the company feels it is a teen-age, low-cost item. Mini, or \$1.98 cassettes will be kept near check-out counters, because they are a good impulse item, Caston believes.

SEE ALL OUR NEW CARTRIDGE ACCESSORIES AT NARM



Channel Marketing has on hand ALL the hot tape cartridge accessories. We make them, stock them, merchandise them. We supply them when you want them—instantly.


BEST

QUALITY • PRICE SERVICE

Head Cleaners — Player Maintenance Kits — Dust Covers — Demagnetizers — Test Cartridges — Tape Storage Channels — Cartridge Cleaners — Accessory Burglar Alarms — Loaded Blanks.

FOR DIRECT PRODUCT AND PRICE INFORMATION PHONE (609) 424-3344

CHANNEL MARKETING, INC.
342 MADISON AVE., NEW YORK, N. Y. 10017
TEL.: (212) 682-2848



THE
NAL
EXPLOSION
CONTINUES...



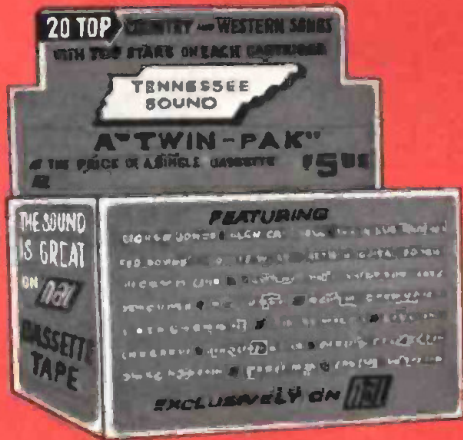
NORTH AMERICAN LEISURE CORP.
1776 Broadway New York 10019
A subsidiary of Omega Equities Corporation

NOW **NAL** OFFERS

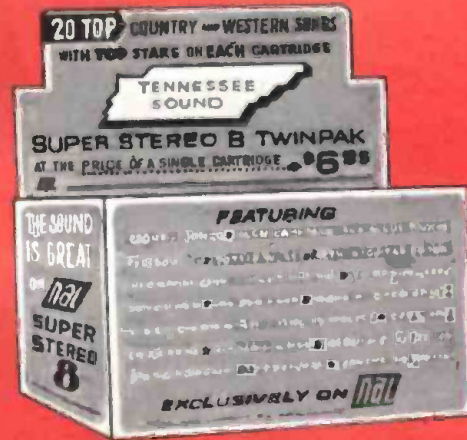


**TENNESSEE
SOUND**

**TOP C&W SONGS
TOP C&W ARTISTS**



GEORGE JONES
RED SOVINE
JIMMY DEAN
GUY MITCHELL
COWBOY COPAS
THE WILLIS BROS.
FLATT AND SCRUGGS
JUSTIN TUBB
GLEN CAMPBELL
T. TEXAS TYLER
JOHNNY CASH
PATSY CLINE
BUCK OWENS
WEBB PIERCE
MINNIE PEARL
ROGER MILLER
and many others



TWIN-PAK CASSETTES

A brand new Pre-Pack containing sixteen cassettes, each with a different title, each with twenty top tunes performed by the nation's top Country and Western artists. Now there are twenty-four different Twin-Pak cassettes in the TENNESSEE SOUND series available either in this attractive counter display Pre-Pack which contains sixteen different Twin-Pak Cassettes or available from your NAL distributor in bulk. Truly a double value to retail at a suggested retail list price of \$5.95.

\$5⁹⁵

TWIN-PAK CARTRIDGES

The nation's fastest selling line of Twin-Pak Cartridges is now available in a brand new attractive counter display Pre-Pack, each containing sixteen different TENNESSEE SOUND "SUPER STEREO-8" Twin-Paks to retail at the price of a single cartridge. Available from your NAL distributor in the Pre-Pack or select from twenty-four different titles in bulk. 20 Top Tunes performed by the nation's top C & W artists on each Twin-Pak to retail at a suggested retail list price of only \$6.95.

\$6⁹⁵

When ordering pre-pack of 16 cassettes use #TSP 95-62000

When ordering pre-pack of 16 cartridges use #TSP 11-82000

WINDOW STREAMERS INCLUDED WITH PRE-PACKS OR BULK
Each NAL Double 8 TWIN-PAK contains the musical equivalent of two LP records

the sound is great on

**NAL SUPER 8 TWIN
STEREO 8 PAKS**

60 SUPER STEREO 8 TWIN-PAKS AT THE



Variety Twin-Pak

8 Top Artists on each Super Stereo 8 Twin-Pak



when ordering Pre-Pack of 16 cartridges use #NLP 11-82000

ANOTHER GREAT INNOVATION FROM **NAL**

A brand new series of Double NAL SUPER STEREO 8 Twin-Paks each containing Eight Top Artists with each performing two songs. The attractive counter display Pre-Pack contains one each of sixteen different outstanding NAL SUPER STEREO 8 Twin-Paks including the following artists

NELSON RIDDLE • GEORGE GREELEY • THE KING FAMILY • COUNT BASIE • NEIL HEFTI
SHORTY ROGERS • ANITA KERR • BARBARA McNAIR • EVERLY BROTHERS • LES BAXTER
CONNIE STEVENS • MAVIS RIVERS • JOE BUSHKIN • RICHARD "GROOVE" HOLMES
JO STAFFORD • GORDON JENKINS and other top stars

DEALERS: Use this great merchandising tool to bring more customers into your store. This series of Double SUPER STEREO 8 Twin-Paks are available from your NAL distributor in pre-packs or in bulk.

\$6.95

suggested retail list price

WINDOW STREAMERS INCLUDED WITH PRE-PACKS OR BULK
Each NAL Double 8 TWIN-PAK contains the musical equivalent of two LP records

the sound is great on



PRICE ^{OF} A SINGLE CARTRIDGE

NAL DOUBLE ENTERTAINMENT VALUE **NAL** SUPER STEREO 8

16 MORE DOUBLE "SUPER STEREO 8"

TWIN-PAK CARTRIDGES FROM **NAL**



When ordering Pre-Pak of 16 cartridges use #NLP 11-83000

Another great merchandising innovation! Another first from NAL! Available either in the attractive counter pre-pack of sixteen different NAL DOUBLE STEREO-8 Twin-Paks or in bulk from your NAL distributor. Eight of these Twin-Paks features one of the nation's Top Recording Artists and eight of these outstanding NAL SUPER STEREO-8 Cartridges feature two of the nation's top recording artists. Either way you double your value, double your entertainment and dealers can double their profits by carrying the full line of NAL SUPER STEREO-8 Twin-Paks featuring these outstanding artists:

GEORGE GREELEY • MORGANA KING • DUKE ELLINGTON • VIC DAMONE • ROSEMARY CLOONEY • NELSON RIDDLE • COUNT BASIE • NEIL HEFTI • THE LONDON-DERRY STRINGS • ESQUIVEL • LES BAXTER • KEELEY SMITH • THE ANITA KERR ORCHESTRA AND SINGERS *and others.*

The NAL Explosion can reach from our manufacturing facility in New York right into your store when you offer these great values to your customers. This series as well as all NAL Double SUPER STEREO-8 Twin-Paks have a suggested retail list price of \$6.95. They said it couldn't be done — but NAL does it again.

\$6.95

WINDOW STREAMERS INCLUDED WITH PRE-PACKS OR BULK
Each NAL Double 8 TWIN-PAK contains the musical equivalent of two LP records

the sound is great on **NAL SUPER 8 TWIN STEREO 8 PAKS**

4 JAZZ GIANTS...

LIONEL HAMPTON ★ LOUIS ARMSTRONG AL HIRT ★ DUKES OF DIXIELAND

ANOTHER FIRST FROM **NAL**



TWIN-PAK CARTRIDGES \$6.95

Four of the truly great giants of the Jazz world on each NAL SUPER STEREO-8 Twin-Paks, each performing four outstanding selections that have made them famous. The top jazz artists, the top songs, and a double value that will mean top sales for you. Each attractive counter display pre-pack of sixteen NAL SUPER STEREO-8 Twin-Paks contain four each of four different titles. This series is also available in bulk from your NAL distributor and carries a suggested retail list price of \$6.95.

When ordering pre-pak of 16 cartridges
use # NLP 11-84000

THESE 4 GREAT GIANTS OF ALL TIMES!

HIRT-DUKES-ARMSTRONG-HAMPTON "SAINTS" and ALL THAT JAZZ NL 206-81601

AL HIRT

When The Saints Go
Marching In
Chicago
Sensation Rag
Mack The Knife

LOUIS ARMSTRONG

South
That's A Plenty
Drop That Sack
St. James Infirmary

THE DUKES OF DIXIELAND

Bill Bailey (Please Come Home)
Wolverine Blues
Mocking Bird
Maple Leaf Rag
Dixie

LIONEL HAMPTON

Star Dust
Darn That Dream
Tracking Problem

ARMSTRONG-DUKES-HIRT-HAMPTON "DIXIE" and ALL THAT JAZZ NL 206-81602

LOUIS ARMSTRONG

Dixie
Jelly Roll Blues
Panama
Sweet Georgia Brown

AL HIRT

St. Louis Blues
Fidgety Feet
Down By The Riverside
Battle Hymn of the Republic

THE DUKES OF DIXIELAND

Bourbon Street Parade
South
Hot Time In The Old Town
Tonight
When The Saints Go Marching In

LIONEL HAMPTON

The Man I Love
And The Angels Sing
One Step From Heaven
Flying Home

HIRT-ARMSTRONG-DUKES-HAMPTON "TIGER RAG" and ALL THAT JAZZ NL 206-81603

AL HIRT

Tiger Rag
Sweet Georgia Brown
Basin Street Blues
Oh Didn't He Ramble

LOUIS ARMSTRONG

Panama
Dr. Jazz
Old Kentucky Home
Hot Time In The Old Town
Tonight

THE DUKES OF DIXIELAND

Just A Closer Walk With Thee
Down By The Riverside
Georgia Camp Meeting
That Da Da Strain

LIONEL HAMPTON

One Step From Heaven
Lazy Thoughts
Hamp's Boogie Woogie
Air Mail Special

DUKES-HIRT-ARMSTRONG-HAMPTON "THE EYES OF TEXAS" and ALL THAT JAZZ NL 206-81604

THE DUKES OF DIXIELAND

The Eyes Of Texas
Washington and Lee Swing
Wait 'til the Sun Shines Nellie
South Rampart Street Parade

AL HIRT

Bill Bailey (Please Come Home)
Just A Closer Walk With Thee
Lonesome Road
Lullabye of Birdland

LOUIS ARMSTRONG

Sheik of Araby
Chimes Blues
Frankie and Johnny
I Ain't Got Nobody

LIONEL HAMPTON

Blues For Stephen
Lazy Thoughts
Just One of Those Things
Hamp's Boogie Woogie

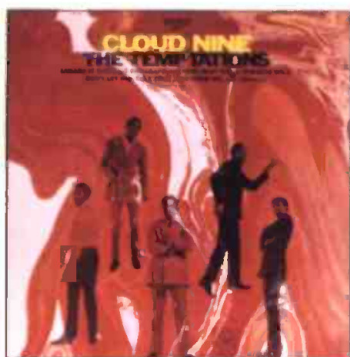
WINDOW STREAMERS INCLUDED WITH PRE-PACKS OR BULK

the sound is great on

**NAL SUPER 8 TWIN
STEREO 8 PAKS**

Billboard Album Reviews

MARCH 8, 1969



POP
TEMPTATIONS—Cloud Nine. Gordy GLPS 939 (S)

The best-selling Temptations, chart favorites with their pop-soul streak of Motown musical magic, feature their "Cloud Nine" winner and their latest disk, "Run Away Child." With Dennis Edwards replacing David Ruffin the group offers more power and a new electric sound as they add their version of the hot copyright, "I Heard It Through the Grapevine," "Don't Let Him Take Your Love" and more.



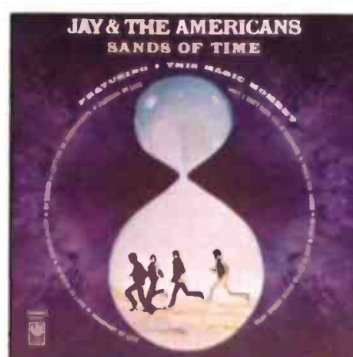
POP
BERT KAEMPFERT—Warm and Wonderful. Decca DL 75089 (S)

Kaempfert racks up another well arranged and solid instrumentally performed recording here. Eight of the tunes are in fox trot tempo, such as "Some of These Days," "This Guy's In Love With You," and "Petula," which should put many in the dancing as well as listening mood.



POP
DELLS—Always Together. Cadet LPS 822 (S)

A strong successor to their first chart LP, "There Is," the Dells' newest pop-soul sampler features "Always Together" and their latest disk happening, "Hallways of My Mind." Potent on the pop charts and chart toppers in r&b circles, the Dells cash in on their classy harmonies and strong rock 'n' roll flavor to make tunes like "Does Anybody Know I'm Here," "Make Sure" and "I Can't Do Enough" chart-bound. Clever LP design.



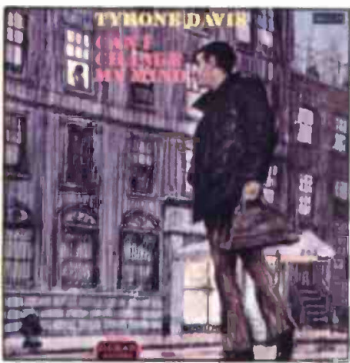
POP
JAY & THE AMERICANS—Sands of Time. United Artists UAS 6671 (S)

Taking their cue from their current big hit "This Magic Moment," included here, Jay & the Americans have an attractive sales package in this collection of their versions of "oldies." The familiar songs are treated straight with winning results. Among the gems are "Life Is But a Dream," "My Prayer," and "Mean Woman Blues."



POP
RAMSEY LEWIS—Mother Nature's Son. Cadet LPS 821 (S)

Ramsey Lewis takes on the songs of non & McCartney in this LP and even one's the better for it. Working with orchestra conducted by Charles Stepf Lewis' piano style seems richer than ever. There is also a Mogg synthesizer on it to supply some pertinent electronic effects.



POP
TYRONE DAVIS—Can I Change My Mind. Dakar SD 9005 (S)

Tyrone Davis' smash debut with "Can I Change My Mind" signals the bright career ahead for the Chicago blues singer who once served as a chauffeur for soul singer Freddie King. Stocked with soul and urban blues power, Davis kicks off his LP drive with the hit title tune, a powerful version of Eddie Floyd's "Knock on Wood" and "A Woman Needs to Be Loved," plus strong production by Willie Henderson.



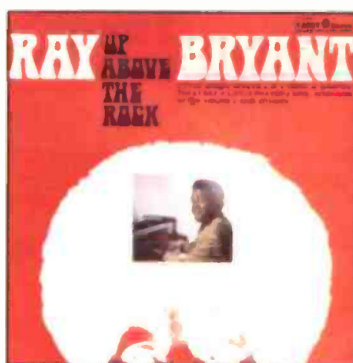
POP
SOUL STRINGS—Back By Demand/In Concert. Cadet LPS 820 (S)

Recorded live at Chicago's London House, this excitement filled LP should prove a powerhouse in sales. The smooth, sensuous Soulful Strings add their own unique touch to recent hits, including "There Was a Time," "I Wish It Would Rain," "I'm a Girl Watcher" and an extended "MacArthur Park." For classical buffs, they've also added Ravel's "Pavanne" and Debussy's "Claire de Lune."



POP
BING CROSBY—Hey Jude/Hey Bing! Amos AAS 7001 (S)

The pro of the disk scene since 1926 is as "today" as bubble gum music and proves it here with his exceptional treatments of some of the recent top hits. He gets the new label, Amos (out of Hollywood) off to a flying commercial start as he tackles the Beatles' "Hey Jude" with the know-how and feel to sell it to all ages. His delivery of "Both Sides Now" and "Those Were the Days" are among the best and will put this LP on the charts in short order.



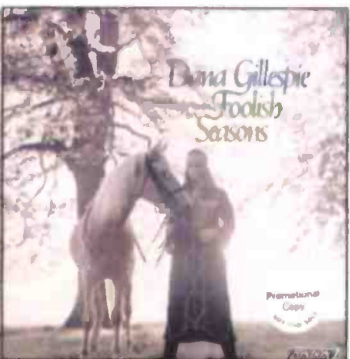
POP
RAY BRYANT—Up Above the Rock. Cadet LPS 818 (S)

Ray Bryant scored well in sales with his first Cadet LP, and this second edition should fare even better. His rock beat is subtle, with smooth jazz overtones, and the material is first rate. "Mrs. Robinson" is a standout in the program that also features "Quizas, Quizas, Quizas," "If I Were a Carpenter" and "I Say a Little Prayer."



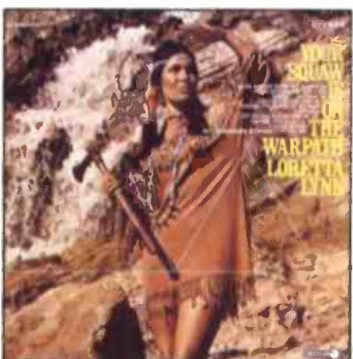
POP
WOODY HERMAN—Light My Fire. Cadet LPS 819 (S)

Make room on the pop and jazz charts for this explosive package of today's hits delivered in a driving big band bag that gives them a whole new dimension. The arrangements by Richard Evans are as tasteful as witnessed by his unique treatment of "MacArthur Park," with staid treatments of "Hush" and "Light My Fire." "Impression of Strayhorn" is a must for jazz fans.



POP
DANA GILLESPIE—Foolish Seasons. London PS 540 (S)

Dana Gillespie, a new singer from England, has a style that's sure to make the grade in the U. S. market. Her vocal style is vivid and alive and when she takes hold of the lyrics, whether they be by Donovan, Farina or of her own creation, they stay held.



COUNTRY
LORETTA LYNN—Your Squaw Is on the Warpath. Decca DL 75084 (S)

It appears Miss Lynn can do no wrong when it comes to unique and fine performances and top sales. The title tune of this hot LP went right to the top of the country chart and this package of clever material will fast follow suit. Among the highlights are "You've Just Stepped In," "Kaw-Liga" and the compelling Teddy Wilburn ballad "Taking the Place of My Man."



COUNTRY
JACK GREENE—Until My Dreams Come True. Decca DL 75086 (S)

The big country hit of "Until My Dreams Come True" serves as a spinoff for a great package of tunes by Jack Greene. "That's What I Tell Myself" and "Take My Hand for a While" are great. "Only the Lonely" and "Then You Can Tell Goodbye" are good. This is another sterling album by Greene.



COUNTRY
WILBURN BROTHERS—We Need a Lot More Happiness. Decca DL 75087 (S)

Here's a bright, bouncy package that finds the Wilburns at their best. There's a fine rhythm mood throughout, and their newest single "It Looks Like the Sun's Gonna Shine" is included for immediate sales impact. Their rendition of "My Happiness," currently being revived as a single by Slim Whitman, is another gem that warrants top programming.



COUNTRY
JIMMY DICKENS COMES CALLIN'—Decca DL 75091 (S)

Although his current singles hit isn't quite this LP, Jimmy Dickens has definitely come back to carve a place for himself in today's country market. Treating the straight, he renders two beautiful versions of "Someday You'll Call My Name" and "Wabash Cannonball" that should get country airplay, thus boosting sales.



CLASSICAL
SCHUBERT: MOMENTS MUSICAUX/SCHUMANN: NACHTSTUCKE—Emil Gilels. Melody/Angel SR 40082 (S)

Gilels gives a masterful exhibition in these rarely recorded selections. His lyrical judgment in the "Moments Musicaux" is mixed with tasty passages, delicately phrased. In the "Nachtstucke," Gilels gently and precisely takes control and finds the mark again and again.



CLASSICAL
BEETHOVEN: PIANO CONCERTO No. 4—Istomin/Philadelphia Orch. (Ormandy). Columbia MS 7199 (S)

Istomin's graceful and flowing technique combine with the lightninglike thrusts of the Philadelphia in a moving Andante con moto. The movement is a pacesetter which marks this interpretation, brilliantly conducted and delightfully rendered by Ormandy.



CLASSICAL
MOZART OPERA ARIAS—Hermann Prey. Angel S 36481 (S)

Baritone Hermann Prey's Mozart interpretations are well known and the sensitive artist here offers a first-rate recital of 13 of that composer's operatic arias. The cover picture of Prey as Papageno is especially fitting as his opening aria from "The Magic Flute" is a high spot. He also is superb in Masetto's First Act aria from "Don Giovanni." Otmar Suitner and the Dresden State Orchestra capably assist.



JAZZ
PAUL DESMOND—Summertime. A&M SP 3015 (S)

This is also saxist Desmond's first album since he quit after 17 years as one of the mainsprings in the Dave Brubeck quartet. And very tasty too—Desmond's alto is heard in a variety of settings, large and small, but always elegant. Titles too have a wide appeal, from the Beatles' "Ob-La-Di, Ob-La-Da" (given exotic treatment) and a tongue-in-cheek "Samba With Some Barbecue" a reworking of the veteran "Strutting With..."



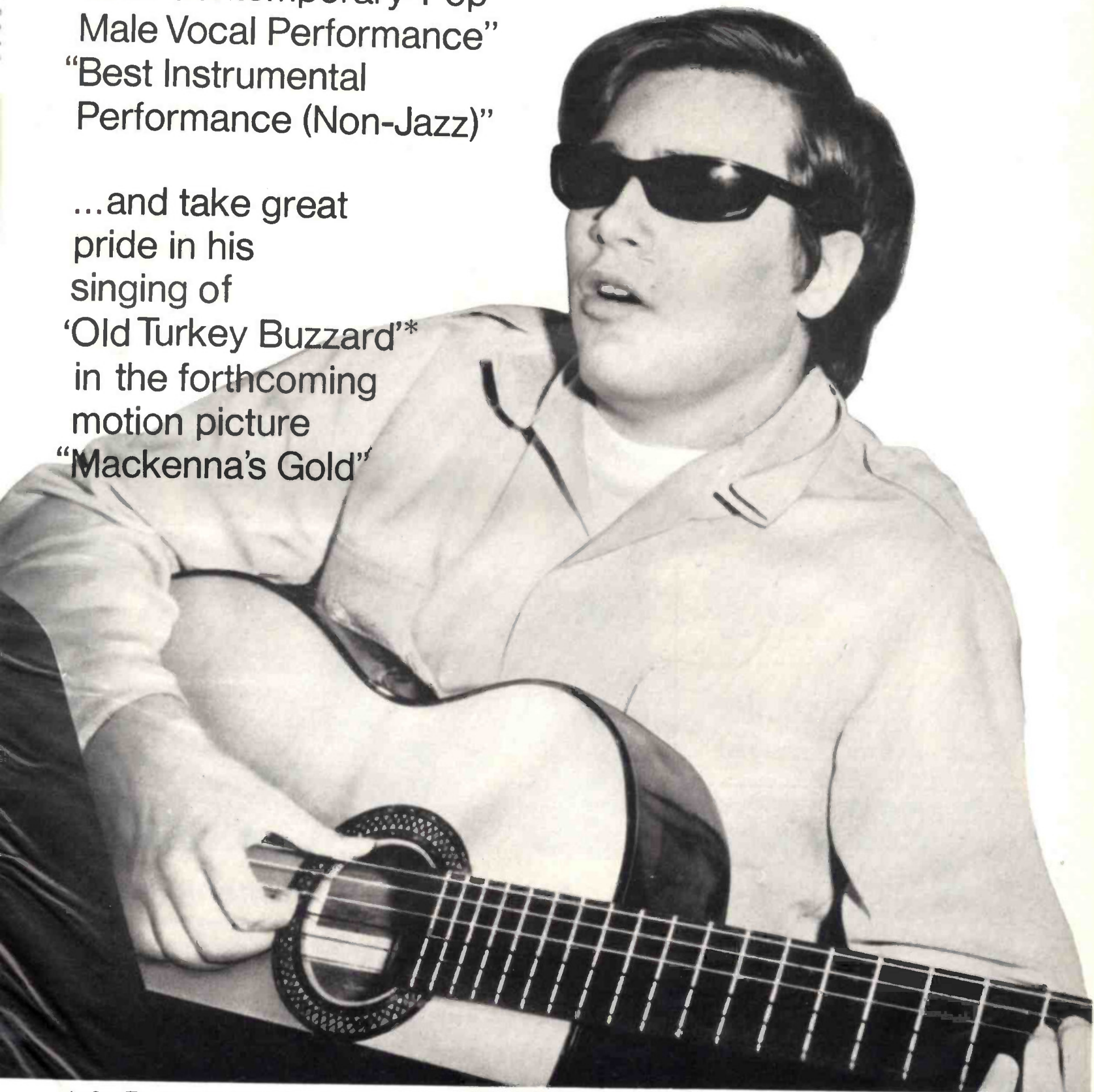
COMEDY
PIGMEAT MARKHAM—The Hustlers. Chess LPS 1529 (S)

Pigmeat Markham's outrageous ribaldry has been taken off the stage of Chicago's Regal Theater to make up this hilarious album. Markham's comedic mayhem stands up under replay and five sketches, in which he's assisted by some standout supporting spoofers, are classics of their genre.

Columbia Pictures and
Carl Foreman congratulate
JOSÉ FELICIANO
on his 4 Grammy Award
nominations

“Album of the Year”
“Best New Artist”
“Best Contemporary-Pop
Male Vocal Performance”
“Best Instrumental
Performance (Non-Jazz)”

...and take great
pride in his
singing of
‘Old Turkey Buzzard’*
in the forthcoming
motion picture
“Mackenna’s Gold”



*“Old Turkey Buzzard”, music by Quincy Jones and lyrics by Freddie Douglas. Sung by José Feliciano on the “Mackenna’s Gold” soundtrack and on the RCA soundtrack album.

ATTENTION, JOBBERS & DISTRIBUTORS

The newest and fastest selling Tape Cartridge Cases are available at **Le-Bo**



TA-52 Deluxe Tape Cartridge Case Holds 15 cartridges

TA-54 Deluxe Tape Cartridge Case Holds 24 Cartridges

COMPACT CASSETTE CARRYING CASES

HOLDS 12 CASSETTES



CAT. No. TA-48

COMPACT CASSETTE CARRYING CASE

Brand new. Deluxe Black Leatherette. Holds 12 cassettes in individual slots. Attractive red velvet flocked interior. A must for every cassette owner. Packed 12 per carton

Suggested list \$3.79



CAT. No. TA-50

COMPACT CASSETTE CARRYING CASE

Attractive inexpensive case for cassettes. Heavy duty vinyl. Available in Black and Brown. Holds 12 cassettes in individual slots. A must for every cassette owner. Packed 12 per carton.

Suggested list \$2.79

Le-Bo

Products Co., Inc.

71-08 51st AVE., Tel. (212) 458-7700
WOODSIDE, N.Y. 11377

Audiopak "Triple-Threat" Cassette.

It's available three different ways:



1

Pre-loaded with 22' leader.

2

Pre-loaded with tape.

3

Partially assembled.

Audiopak
TAPE CARTRIDGES & CASSETTES

Audio Devices, Inc. 235 E. 42 St. N.Y. 10017

Tape CARtridge

APAA in Strong Bid

By RON SCHLACHTER

CHICAGO — The Automotive Accessories Manufacturers of America (AAMA), which recently concluded a four-day show here, is facing some competition.

The Automotive Parts and Accessories Association (APAA) will hold its first show here Nov. 3-5 at the International Amphitheater. Executive director Julian Morris took advantage of the AAMA show to increase his roster of exhibitors for November.

By the end of the show, Morris said he would have about 150 exhibitors signed up and that "a good many are auto stereo people." He cited Tenna and Automatic Radio as two firms that had signed.

"We're hoping to sell 1,000 booths for the show," said Morris. "This would be about 400 to 500 exhibitors."

(Continued on page 63)

Recco Packages on Display at NARM

KANSAS CITY, Mo.—Tape CARtridge and cassette merchandising packages, developed by Harvey Laner and Jerry Smith of Recco, Inc., here, will be displayed at the National Association of Record Merchandisers convention. Laner, president, and Smith, a vice-president, have applied for patents on the packages.

Simpac Set Up; Into Cassette & Cartridge

By BRUCE WEBER

LOS ANGELES—Bob Wallace, Ray Robbins and former owner of Magnetic Tape Duplicators Cliff Whenmouth have formed Simpac International to design, market and develop cassettes and cartridges. Crest Industries will produce 4 and 8-track cartridges for the Santa Monica-based company. Production capability will be between 125,000-150,000 empty cassettes and cartridges a month, with cassettes now available and cartridge production beginning in May.

Cassettes will sell at 17 cents and up on a large volume basis, while Robbins, manufacturing director, has set a "competitive price" on cartridges.

Simpac president Wallace and Robbins are setting up a network of representatives in the U. S. and overseas, including representation in Europe, Japan, Mexico and Canada. Pacific Audio Sales of Los Angeles will represent Simpac in California, Nevada and Arizona.

Simpac's cassette has five assembly parts—a hinged case, two hubs, a magnetic shield and a pressure pad. The cartridge has six assembly points, said Robbins.

Wallace said the cassette utilizes a new pressure pad concept. "Surface contact with the pick up head, a constant spring pressure factor throughout the full throw, an omnidirectional flexibility and surface contact with the tape only where desired are design characteristics of the new pressure pad," said Wallace.

(Continued on page 63)

Craig Bows Five Players

LOS ANGELES—Craig is introducing five auto stereo tape cartridge players, including two equipped with FM/stereo radios.

The new models include a 4-track, an 8 and 48-track compatible units.

When an FM broadcast changes from monaural to stereo, the radio's automatic switching circuit receives the broadcast in stereo, said Steve Solot, Craig national sales manager.

Model 3117, a 4-track and 8-track version, selects 4 or 8-track play automatically. Four-track tapes with a sensing foil strip, are also played automatically.

List prices are \$139.95 for the 8-track unit and \$169.95 for model 3117.

Three other units are a 48-track compatible (model 3116) selling at \$109.95, a 4-track (model 3120) and an 8-track (model 3121), both selling at \$84.95.



Because it breaks the Cassette Price Barrier!

Each cassette carries a written performance guarantee

See that new tape path? Around fool-proof moulded posts — with no more metal pins and rollers! And note the fail-safe hub. It has a plastic retainer to give positive hold on leader and tape. But — best of all — want to hear the low price? Call us —

- All standard lengths
- Loaded with our own Fidelitape®
- Private labeling
- Head cleaners, too
- Smoke-tinted plastic
- Display counter packed
- Immediate delivery stocks
- Pre-leadered for duplication

World's Oldest and Largest Manufacturer of Tape Cartridges

TELEPRO
INDUSTRIES INCORPORATED

Maker of Fidelitape®

Fidelipac Sales Dept.
Cherry Hill Industrial Center
Cherry Hill, N. J. 08034



See You at NARM, Penthouse Suite...



Freedom, Flexibility Put Chicago In Commercial Groove Forefront

By EARL PAIGE

CHICAGO — The production of radio and TV commercials here is attracting more creative talent because they're realizing there is greater creative freedom and flexibility in making commercials. These two factors are increasing the importance of Chicago for commercials, according to Jerry Swayzee of Dick Marx & Associates, an agency involved in between 400 and 600 sessions a year.

While going over a list of over 200 clients Marx & Associates produce commercials for, Swayzee said, "People often fail to realize just how much commercial work is done out here in Chicago. In fact, we prefer that New York doesn't know everything we're doing."

The talent stable at Dick Marx, headed by Marx himself, includes Paul Severson, Frank Panico, Jean Gruyer and Swayzee. A few of the top clients: A. C. Spark Plugs, Alberto Culver, American Oil, Betty Crocker, Bold, Budweiser, Campbell Soups, Dial Soap, Ford, General Mills, Hamm's brewery, Kellogg's, Kraft Foods, Marlboro, Mutual of Omaha, McDonald's drive-ins, Motorola, Northwest Orient Airlines, Philip Morris, Schlitz, Swift & Co., United Air Lines, and Zenith.

Studio Used

The major portion of Marx's commercials are produced through 8 Track, Recording Co., now located in a new studio which features Scully equipment "but set up so that we can move to 16-track very easily," said James Cunningham, part of a three-man team that includes Dick Jahn and Bruce Sweiden.

Universal Studios, headed by Bernie Clapper, is also a major site for producing commercials, Cunningham pointed out. Both

studios have equipment for monitoring color TV.

Cunningham, who is also involved with Harry Coon in Electrophonics Inc., a firm that produces special sound effects and electronic music, explained that a digital metronome allows commercial producers to readily relate soundtrack music to the picture on a closed circuit, color TV system.

Other leading producers of commercials here include Bill Young and Dick Reynolds, Com-Track; Dick Boyell, Nuance Productions; Marty Rubenstein and Jim Dolan, Sheild Productions; Bernie Saber and Hoyt Jones, Bernie Saber Productions, and independent producers such as Ted Sieber, Bob Wydek, Sid Seigel, Bobby Whiteside, Steve Sambler, and Bill Walker.

"Restrictive"

The involvement of recording acts and groups here in commercial productions is described as "somewhat restrictive." Two leading groups are Singers Unlimited and the Arbors.

Singers Unlimited consists of Bonnie Herman, Lynn Dressler, Don Shelton, and Gene Perling, the latter two formerly with the HiLos.

Explaining the growth of the commercial industry here, Swayzee said, "Salaries have improved substantially and this is attracting more creative people." Cunningham pointed out that producers, composers, lyricists, and arrangers are finding tremendous freedom in creating commercials.

"In commercials, a creative person can be more vague, there's many ways to cross over between various forms of music. You can, for example, mix classics and rock, and creative people feel less restricted in do-

ing commercials than is the case in creating popular music."

Spot Room

Coon said, "The use of music in commercials has gone up astronomically." He and Cunningham have recently completed a synthesized version of a song written by the Beatles and may release it on the DMA label.

DMA Records was formed recently by Marx, Paul Gaellis and Steve Sperry. A production company and two publishing firms are also part of the organization, which is now looking at masters and producing acts here.

The total involvement of producing commercials keyed to the contemporary sound of modern recording groups and at the

(Continued on page 37)

Lucas Gives Fanta Promo Flavor

By CLAUDE HALL

NEW YORK — The Marschalk Co., representing Coca-Cola's Fanta soft drink, has chosen David Lucas Associates to do the music for a major U. S. promotion campaign.

Lucas, president of the commercials music firm, wrote the original jingle that has been used quite heavily overseas for the past year. He was in the studio last week revamping the music for English lyrics and tailoring it for television. Dick Barlow was the producer for Marschalk. The radio-TV spots should hit nationwide this March, first move by Coca-Cola to establish firmly the soft drink. The drink has been very popular in countries abroad for some while.

David Lucas Associates, which has just moved into new larger quarters at 320 West 46th

Street, also includes a record production firm called Sata Fortas Attractions and the music publishing firms of D'Lisa Music a Pasmorchick Music. Among the recording groups that Lucas produces are the Pendulum for Kama Sutra, the Freeway for Rama Rama, and the Salt for Atlantic. The Salt's members are Joey Levine, Lucas, Deanna Lucas, and Susan Manchester; this is the same quartet that sings on most of the rock 'n' roll-type commercials. For another sound, Lucas like to use Jackie and Roy, a well-known record duet. They've been used on commercials for TWA, Diet Rite, and the Pall Mall seven-inch cigarette, which David wrote and composed and produced. For many commercials, Lucas flies in Deanda Sylte, twin of Deanna (as the Sylte Sisters, Deanna and Deanda performed around the world a few years ago).

Lucas is also a former performer. Starting out years ago as a band boy for Buddy Rich's band, he later went on to produce and sing on a record for

Arwyn Records. He got his start in the commercials field when he wrote a McLean's tune for Don Elliott. It was shortly after that when he went out on his own. And his first project as a separate firm was Yardley's "Slicker" commercial when he got through Wyld Films; Wyld partners Fred Levenson, Buddy Kahn, and Bob Beane helped him quite a lot in the beginning.

One of the last commercials Lucas did the music for was a Lipton Tea tune about "a quiet relaxing minute" for SSC&B. Larry Katz was agency producer. Lucas also did the "don't be left out in the warm" tune for Fresca through the Marschalk Co. Mill Houston was the agency producer.

Lucas now has expanded into scoring movies. He just completed "The Equipment" and feels that work in the commercials field "gave me the experience to apply taste and emotion to film." Incidentally, Buddy Rich's former band boy is now composing a new song for an album of vocal material Rich intends to record.

Fredricks Brings in A Gusher for Texaco

NEW YORK—Few men win the fame that has come to Bill Fredricks—and all because he set his sights high. On a star, to be precise. Bill Fredricks is the creator of the world-known "You can trust your car to the man who wears the star," for Texaco. Launched in 1961, the slogan and the music that went with it firmly established the image of Texaco in the minds of ample of how much it affected the oil company, when the campaign was started it was budgeted for \$10 million. This went up to \$18 million in about a year.

Fredricks is still one of the key figures in the promotion campaigns of Texaco. Just recently, he brought back the Texaco Singers to do a "Fill it up, Jack" singing commercial starring Jack Benny. The commercial, of course, will have the "Star

Theme" originated by Fredricks years ago. The Texaco Singers, incidentally, were first used in the late 40's for a commercial on the Milton Berle show on radio.

Fredricks works with the Texaco agency—Benton & Bowles—on commercials. The music director for Benton & Bowles is Roy Eaton, he said, "and he's a good man to have with you on a commercial of any kind." The major purpose of the new "Fill it up, Jack" flight of commercials is to establish the term as a generic phrase across the nation so that when anyone drives into a Texaco station anywhere they'll automatically say it.

A songwriter, Fredricks got into advertising because it was a bigger challenge. "In advertising, you're dealing with mass

(Continued on page 37)

Grant & Murtaugh 'Dew' Right

NEW YORK — Grant & Murtaugh Productions, commercials producing firm keyed by composer John Murtaugh and producer Hal Grant, has finished a new Mountain Dew commercial for BBD&O and was in the Fine Recording Studios last week working on music for an International Paper Co. TV commercial for Oligvy & Mather. Bob Cox of Oligvy & Mather was the art director on the latter project; Mary Ann Behr was the writer. Working with Grant and Murtaugh on the Mountain Dew soft drink spots was BBD&O writer-producer Spence Michlin. More Mountain Dew music will be done March 6-7.

Murtaugh does all the composing at Grant & Murtaugh. The firm is noted for its award-winning "No. 1 to the sun" series for Eastern Airlines, on which Murtaugh wrote most of the arrangements to the song written by Young & Rubicam music director Buck Warnick. The first also just completed music on a commercial for Dan River Fabrics, working with producer John Greene at Grey Advertising; this particular commercial features the Moog Synthesizer. Grant & Murtaugh, which has its one Moog Synthesizer, has also used electronic

music on commercials for Uni Royal tires, Lipton Mushroom Mix, and Ford Radio.

On the average, Grant & Murtaugh creates music for between two and three commercials a week. Grant, who works on conception and the instrumentation for the music, gives credit for the creative work to Murtaugh. The two started the firm in 1963. Murtaugh, a music graduate of the University of Michigan, performed with such bands as the Benny Goodman orchestra, Claude Thornhill, Tommy Dorsey, and Les & Larry Elgart. He also wrote most of the Elgart arrangements while with that band. Grant is a former drummer, working with Thornhill, Billy Butterfield, and Charlie Barnett. After he left the road and settled in New York, he recorded with such names as Lenny Tistano, Herbie Mann, and Gerry Mulligan.

Today, Grant and Murtaugh end up 75 per cent of the time in Fine Recording Studios, mostly because of a rapport with engineer Fred Christy at the studios. On occasion, Grant and Murtaugh may also use A&R and Aura studios.

New Dimension

The first obligation to any commercial, Grant said, is to pick out the one type of music

to give it a new dimension. "Next, Murtaugh tries to elevate the listeners' tastes, rather than writing down. He tries to take them a step further in music. When we came into this business, we felt all commercials music was written down to the lowest common denominator. We felt there was room for our kind of music and, fortunately, it has turned out that we were right. In those days, the music was mostly jingles. Today, the music is more sophisticated."

Among the commercial projects either completed recently or in the wind at Grant & Murtaugh are one for Monsanto Weardated, through Doyle Dane Bernbach with Al Meyers as producer and music for a Hertz commercial called "30,000 feet" through Carl Ally Inc. which is on the air now. Two more of these slated to hit the air any day now are "Old World" and "Castle." Rick Levine was the art director and Marty Puris was the writer at Carl Ally Inc.

In addition, two commercials on the air, now concerning the Volkswagen through Doyle Dane Bernbach, feature music by Grant & Murtaugh. Roy Grace was the agency art director; John Noble was the writer; Patrick Boyriven, producer.

Distributed by Capitol Records Distributing Corporation.



Pick up on
**"THE
ROAD
TO
NOWHERE"**

A TRASH single

 Apple 1804

Radio-TV programming

On the PD's Increasing Role

This is the latest in a series of articles by the nation's leading programming experts. The author is David R. Klemm, director of marketing and operations for the national advertising representative Blair Radio. A part of his responsibilities include programming consultation of WFBR, Baltimore; WBT, Charlotte; WCKY, Cincinnati; WGAR, Cleveland; WHO, Des Moines; KFRE, Fresno; WPOP, Hartford; WNOX, Knoxville; WMC, Memphis; WQAM, Miami; WFIL, Philadelphia; WWSW, Pittsburgh; KGW, Portland, Ore.; WHEN, Rochester; KTSA, San Antonio; KING, Seattle, and WFLA, Tampa. He has been a station manager, operations director, promotion director and air personality.

Stations are placing greater emphasis on the importance of good programming. The initiators of the "first program, then sell" concept (Storz, McLendon, Drake, et al.) have enjoyed station financial and rating growth for several years. This concept has gained more widespread acceptance in recent months—and its acceptance is growing with ever-increasing velocity. As a result of this important emphasis on programming, and increased advertising agency selectivity of station buying, the program director can emerge with increased responsibility and more over-all station say-so.

As competition increases, it is more difficult to achieve programming with positive rating results and appropriate demographics.

Well-advised program directors have learned that programming is but one element of a station's total success. Traffic coordination, continuity, engineering, morale, production, news are all controllable factors which contribute to a station's rating success. The potential importance and over-all involvement opportunities for program directors have never before been so great.

Those program directors who concern themselves only with programming will most likely remain in their present capacities. The growth-oriented program director will involve himself in all aspects of the station, including sales.

Stations often get into rating troubles because the sales department determines the station sound through programs, vignettes and sales packages oriented to satisfy a client's listening

palate. Sales managers can influence programming because they "dangle revenue under the manager's nose." Here's where the growth-oriented program director should enlarge his role by "selling" and over-all programming direction to management and sales. He should be willing to accept the responsibility for it also.

Some of the most successful radio executives in the country are men who have come from programming backgrounds. Some of them include Gene Taylor, WLS, Chicago; Jim Lightfoot, WBZ, Boston; Ken Draper, programming DB (formerly general manager of WCFL, Chicago); Woody Roberts, KTSA, San Antonio; Hal Neal, president of the ABC-owned stations; Ken Burkhart, WQXI, Atlanta; Charlie Murdock, WLW, Cincinnati; Dick Belkin, KOA, Denver; Gery Gawne, KING, Seattle; Jim Hillard, WIBC, Indianapolis; Varner Paulsen, KNEW, Oakland; Dick Carr, WIP, Philadelphia; Joe Somerset, vice-president of Capitol Cities, New York; and George Armstrong, vice-president of the Storz Stations, Omaha. Even though these men came primarily from programming, they were all deeply involved with every aspect of their station—including sales—before they achieved their present positions.

While there are scores of well-run stations operated by managers who came from sales, we believe the new trend is to appoint management from programming, provided the program director has had involvement with every aspect of the operation. This complements the view that a successfully rated

station should first be programmed, then sold. The concern is not whether programming or sales is more important (they relate equally), but rather the importance is the sequence of management policy implementation which determines long-term station success. Therefore, by first providing a program sound which attracts listeners, sales will follow.

The movement from programming to general management doesn't simply happen. It occurs to those individuals who have an insatiable desire to learn about every aspect of the station operation. Frequently, program directors are mystified with sales, and avoid involvement. They sometimes don't fully understand such terms as "rateholder, ROS, 6-plans, combina-

(Continued on page 37)

KREN Now Stressing Ethnic Programming

By VICTOR STREDICKE

SEATTLE — A suburban radio station scrapped its middle-of-the-road format on March 1 for an unusual ethnic music approach.

Bill Love, commercial manager of KREN, a 500-watt daytimer licensed to Renton, Wash., said the station will assign nationalities to days of the week.

Using a slogan "seven radio stations in one," KREN will program music, news, and features in the following manner:

Mondays—Norwegian, Swedish, Finnish, Danish; Tuesday mornings—Jewish; Tuesday afternoon—British Isles, including Scotch, Irish, Welsh, Canadian and Australian; Wednesday—Oriental, including Philippine; Thursday—Continental Europe, French, Austrian, German, Swiss, etc.; Friday—Spanish, Mexican, South American; Saturday—Slavic, Greek and Russian; Sunday mornings—Italian; Sunday afternoons—

KRLA's Exploration Series on Pop Bows

LOS ANGELES—"The Pop Chronicles," designed to explore the world of popular music in a 52-week series debuted on KRLA Sunday (9). The one-hour musical study, the creation of station newsman John Gilliland, is being offered to the syndication market.

Gilliland and his production assistant, Chester Coleman, are forming a company to sell the show, with such outlets as KYA, San Francisco; WMCA, New York; KCBQ, San Diego, talking to the duo about buying the package.

KRLA is airing the program from 6-7 p.m. Gilliland has been working on it for nearly two years, using his background as

a former disk jockey as an aid in understanding the musical thoughts of the people he has interviewed.

Among the performers interviewed are Mitch Miller, Phil Spector, Johnnie Ray, John Lennon, Kay Starr, Janis Joplin, Ray Charles; B. B. King, Howlin' Wolf, Fats Domino, Herb Alpert, Simon and Garfunkel, Diana Ross, Mahalia Jackson, plus an additional number sufficient enough to chronicle the years 1950 to 1968.

The program is the second originating on the West Coast which studies the frenzied world of pop music. RKO General's "rockumentary" was aired here over KHJ for 48 straight hours, starting Feb. 20, and other Drake-consulted stations last weekend.

Gilliland broke down his study by category, so that he began his probe with the topic "Play a Simple Melody" which depicted the state of pop music in the early 1950's and then moved into "The Tribal Drum," in which Caucasian teen-agers discover black music.

Other programs study rock 'n' roll, country rock (with Elvis Presley as a guest), the evolution of country music, teenybopper styles, soul stylists, the folk arrival, the British invasion, Bob Dylan, the West Coast group scene, San Francisco acid rock, the Beatles and a look into the "way in" people like Arlo Guthrie and Joni Mitchell.

WBRU-FM Turns Sights To Hip Rock Full Time

PROVIDENCE, R.I.—WBRU-FM, commercial stereo station operated by students at Brown University, has switched to a full time progressive rock format. The station had previously played progressive rock between 3-10 p.m. Rich Barna, program director, said the primary reason for going all the way was that there was no progressive rock format in the market. "Although this is a commercial operation, we're a student-operated station and this type of music is our kind of

music." He said that the first time the station had ever showed up in Pulse was after it started playing progressive rock. "We expect to do much better in the next Pulse."

The station has shown excellent response already from the nearly 20,000 college students in the area, according to Barna. Station manager is Jim Schwartz; music director is Larry Dasch. Brown University also has a carrier current station that plays Top 40 music. WBRU-FM operates 19 hours a day.

'Playboy' Covering Spectrum

By ELIOT TIEGEL

LOS ANGELES — "Playboy After Dark," the syndicated hour TV show, presents a greater variety of music than is generally offered in Playboy Clubs.

Under a very broad concept

KKDA Debuts With New Sound

DALLAS—KKDA has debuted with a new sound for the Dallas-Fort Worth area. KKDA combines what the station terms "lively but listenable music."

KKDA operates on 730 kilocycles and will be on the air daily from sunrise to sunset. The station is owned and operated by Republic Broadcasting Corp., headed by Alan D. Feld, local attorney. Other officials of the station are Richard A. Gump, secretary-treasurer; Mrs. Irene Runnels, director and general manager; Dee J. Kelly, Ben Barnes and Charles Payne, directors.

for musical presentation, the TV show offers hard rock, folk and jazz with the intention to offer the TV audience the kinds of music which host Hugh Heffner appreciates in his own home. The Playboy Clubs, of course, are an adult medium themselves where rock is generally avoided.

The inclusion of rock musicians in the format actually simplified musical director Tommy Oliver's job. Each of the guest rock bands on the 26 shows completed and airing around the country brought their own arrangements with them. Oliver thus did not have to worry about arranging their music for the show's 13-piece orchestra.

Instead, he concentrated on arranging charts for such guest singers as Tony Bennett, Sammy Davis Jr., Gloria Lrong, Billy Eckstine, Vic Damone, Jackie DeShannon, Brenton Wood, Buddy Greco, Anthony Newley.

Only four of Oliver's musicians are on camera because of limitations to the stage set, designed to duplicate Heffner's

Chicago residence. Oliver selected all the musicians, call-in players he uses on his sessions at Liberty Records. Oliver wrote several themes for the show such as "After Dark," "The Playroom," "Hef's Theme" and "Swamp Beat." These are used as intervals between sequences.

Screen Gems syndicates the program and hopes to videotape an additional 26 shows if initial reaction from around the nation is good. If the show is renewed, Oliver will be retained as music director. This is only the second TV project the 34-year old musician has been associated with, breaking into TV with the "Eddie Adams Show" on ABC several seasons ago.

Oliver says that arranging music for this TV series was much easier than working on an album project, simply because it's less time consuming and he's more involved in re-orchestrating than creating original material. Oliver arranges material for the artists he records for Liberty.

Programming Aids

Programming guidelines from key, pacesetter radio stations, including Best Picks, Best Leftfield Picks, Biggest Happenings, and Biggest Leftfield Happenings.

HOT 100

Altoona, Pa. (WFBG)

John Anthony, Program Director

BP: "Back Door Man," Derek; "Galveston," Glen Campbell. BLFP: "Blessed Is the Rain," Brooklyn Bridge, Buddha. BH: "Proud Mary," Creedence Clearwater Revival, Fantasy. BLFH: "Hot Smoke and Sassafras," Bubble Puppy, International Artists.

Arvada, Colo. (KQXI), Ron Huntsman, Music Director, Personality

BP: "Aquareius/Sun," 5th Dimension, Soul City. BLFP: "Made Me Happy, Blood, Sweat and Tears, Columbia. BH: "Touch Me," Doors, Elektra.

Charlotte, N. C. (WAYS), Jack Gale, Program/Music Director, Personality

BP: "I Hear Music," Beach Boys. BLFP: "Playgirl," Three Prophets. BH: "Time of the Season," Zombies. BLFH: "I Saw the Light," Nashville Brass.

Haouma, La. (KJIN)

Bob Towns, Program Director

BP: "First Train to California," Cryan Shames, Columbia. BLFP: "Rock Me," Steppenwolf, Dunhill. BH: "Touch Me," Doors, Elektra. BLFH: "Games People Play," Joe South, Capitol.

Lynchburg, Va. (WLL)

Bob Davis, Music Director

BP: "These Are Not My People," Johnny Rivers, Imperial. BLFP: "Look (Continued on page 34)

**The
Bubble Puppy
Is About
To Burst And
We're On The
Way To The
Top**

HOT SMOKE

&

SASSAFRASS

IA 128

PRODUCED BY: RAY RUSH

TAPIER MUSIC CORP. Box 14130, Houston, Texas 77021 (713) 926-1795

Programming Aids

• Continued from page 32

Homeward Angel," the Velvet Crest, Harbour, BH: "Lovers Question," Otis Redding, Atco. **BLFH:** "Let's Go All the Way," Troy Shondell, TRX.

Phoenix, Ariz. (KRIZ), Steve Martin

BP: "Aguas," 5th Dimension, Soul City. **BLFP:** "Nothing But a Heartache," Flirtations, Decca. **BH** and **BLFH:** "Dizzy," Tommy Roe, ABC.

San Antonio, Tex. (KSTA)

Kahn Homan, Program Director

BP: "My Whole World," David Ruffin, Motown. **BH:** "Mendocino," Sir Doug, Smash. **BLFH:** "Dizzy," Tommy Roe, ABC.

San Antonio (WOAI)

Bill Trophagen, Program Director

BP: "Day After Day," Shango. **BLFP:** "Seattle," Perry Como. **BH:** "But You Know I Love You," First Edition. **BLFH:** "Albatross," Fleetwood Mac.

San Francisco (KYA), Chris Edwards

BP: "Galveston," Glen Campbell, Capitol. **BLFP:** "Kick Out the Jams," MC5, Elektra. **BH:** "Dizzy," Tommy Roe, ABC. **BLFH:** "November Snow," Rejoice, Dunhill.

Savannah, Ga. (WGA), Jerry Rogers

BP: "Don't Forget About Me/Flip," Dusty Springfield, Atlantic. **BLFP:** "July, You're a Woman," Barden, Dot. **BH:** "No Not Much," Vogue, Reprise. **BLFH:** "Super Love," David and the Giants, Crazy Horse.

Syracuse, N. Y. (WOLF), Don Bombard

Music Director, Personality

BP: "Born to Be Wild," Wilson Pickett (from Atlantic "Hey Jude" LP); "I Can Hear Music," Beach Boys, Capitol. **BLFP:** "You've Made Me So Very Happy," Blood, Sweat and Tears, Columbia. **BH:** "Dizzy," Tommy Roe, ABC. **BLFH:** "Hot Smoke and Sassafras," Bubble Puppy, International Artists.

Wichita (KEYN AM & Stereo FM)

J. Robert Dork, Music Director

BP: "The Time Is Today," Association, Warner Bros. **BLFP:** "Playgirl," The Prophets, Kapp. **BH:** "Someday Soon," Judy Collins, Elektra. **BLFH:** "Picture Postcard," Gary Lewis, Liberty.

Wilmington, Del. (WAMS)

Bob Hollonds, Music Director

BP: "It's Your Thing," Isley Brothers, T-Neck. **BLFP:** "Snatching It Back," Clarence Carter, Atlantic. **BH:** "Indian Giver," 1910 Fruitgum Co., Buddah. **BLFH:** "Hot Smoke," Bubble Puppy, Int. Artists.

COUNTRY

Ashland, Ky., & Huntington, W. Va. (WTCR), Mike Todd,

Program Director, Personality

BP: "All Heaven Broke Loose," Hugh X. Lewis, Kapp. **BLFP:** "Flat River, Mo.," Ferlin Husky, Capitol. **BH:** "Hungry Eyes," Merle Haggard, Capitol. **BLFH:** "Why Leave Something I Can't Use," Freddie Hart, Kapp.

Burbank (KBBO)

Larry Scott, Music Director

BP: "Sweet Wine," Johnny Carver, Imperial. **BLFP:** "You Got What It Takes," Diana Trask, Dot. **BH:** "Rings of Gold," Don Gibson and Dottie West, RCA. **BLFH:** "L. A. Angels," Jimmy Payne, Epic.

Flint (WKMF), Jim Harper,

Program/Music Director, Personality

BP: "My Life," Bill Anderson, Decca. **BLFP:** "Baby, My Bag Is You," Joyce Reynolds and Rayburn Anthony, Stop. **BH:** "Woman of the World," Loretta Lynn, Decca. **BLFH:** "Don't Forget to Smell the Flowers," Bobby Lord, Decca.

Knoxville, Tenn. (WROL), Phil Rainey,

Program/Music Director, Personality

BP: "All Heaven Broke Loose," Hugh X. Lewis, Kapp. **BLFP:** "Stop and Drink It Over," Ray Pillow, ABC. **BH:** "Just Hold My Hand," Johnnie and Joanie, Capitol. **BLFH:** "Just Blow in My Ear," David Wilkins, Plantation.

Philadelphia (WRCP)

Don Paul, Program Director

BP: "I'll Share My World With You," George Jones, Musicor. **BLFP:** "Man and Wife Time," Jim Ed Brown, RCA Victor. **BH:** "What Kind of Magic," Les Scaevens, Decca. **BLFH:** "Someday Soon," Judy Collins, Elektra.

Phoenix (KTUF)

Woody Storr, Program Director

BP: "Galveston," Glen Campbell, Capitol. **BLFP:** "The Conspiracy of Homer Jones," Dallas Frazier, Capitol. **BH:** "Only the Lonely," Sonny James, Capitol. **BLFH:** "Charlie," Bobby Russell, Elf.

Phoenix (KRDS), Bob Pond,

Program/Music Director, Personality

BP: "Love Comes But Once in a Lifetime," Norro Wilson, Smash. **BLFP:** "Future Farmers of America," Jimmy Newman, Decca. **BH:** "My Woman's Good to Me," David Houston, Epic. **BLFH:** "That's How I Got to Memphis," Bill Haley and Comets, UA.

RHYTHM AND BLUES

Columbus, Ga. (WOKS), Ernestine

Mathis, Music Director, Personality

BP: "Mellow Way," Ollie and Nightingales, Stax. **BLFP:** "Accept Me," Diplomats, Event. **BH:** "Runaway Child," Temptations, Gordy. **BLFH:** "There'll Come a Time," Betty Everett, Uni.

Memphis (WDIA), Bill Thomas

BP: "There He Is," the Glories, Date. **BLFP:** "The Games People Play," Donald Hecht, BH: "Everyday People"/"Simple Song," Sly and the Family Stone. **BLFH:** "Give It Away," Chirlites, Brunswick.

Miami Beach (WMBM), Donny Gee,

Program/Music Director, Personality

BP: "It's Your Thing," Isley Brothers, T-Neck. **BLFP:** "Jump Up and Shout," Bobby Ace, Duke. **BH:** "My World Ended," David Ruffin, Motown. **BLFH:** "Let Me Love You," Headlines, A&M.

EASY LISTENING

Austin, Tex. (KTBC)

Arch Campbell, Music Director

BP: "Galveston," Glen Campbell. **BLFP:** "Long Green," The Fireballs. **BH:** "The Way It Used to Be," Engelbert Humperdinck. **BLFH:** "Words," John Davidson.

Brunswick, Ga. (WMOG), Joe Gregory,

Music Director, Personality

BP: "Galveston," Glen Campbell, Capitol. **BLFP:** "M'Lady," John Rowles, Kapp. **BH:** "Kum Ba Yah," Tommy Leonette, Decca. **BLFH:** "The Sky's the Limit," The Duprees, Heritage.

Jacksonville, Ill. (WLDS)

Wayne Edward, Personality

BP: "Galveston," Glen Campbell, Capitol. **BLFP:** "Someday Soon," Judy Collins, Elektra. **BH:** "This Girl's in Love With You," Dionne Warwick, Scepter. **BLFH:** "Things I'd Like to Say," The New Colony Six, Mercury.

Miami (WIOD)

Yolanda Parapor, Music Director

BP: "I Have Dreamed," Lettermen, Capitol. **BLFP:** "People," Tony Bennett, Columbia. **BH:** "This Girl's in Love With You," Dionne Warwick, Scepter. **BLFH:** "Jintown Road," Mills Bros., Dot.

San Francisco, Calif. (KNBR)

Michael Buton, Music Director

BP: "I Didn't Know What Time It Was," Ray Charles, ABC. **BLFP:** "Come a Little Bit Closer," Trini Lopez, Reprise. **BH:** "30-60-90," Willie Mitchell, El Records. **BLFH:** "Glad She's a Woman," Bobby Goldsboro, U.A.

South Lake Tahoe, Calif. (KTHO-AM-FM)

Bill Kingman, Program Director

BP: "One Fine Summer Morning," Evie Sands, A&M. **BLFP:** "What's Wrong With My World," Ronnie Dove, Diamond. **BH:** "Don't Forget About

Me," Dusty Springfield, Atlantic. **BLFH:** "No, Not Much," Smoke Ring, Buddah.

Springfield, Mass. (WSPR)

Budd Clain, Program Director

BP: "Galveston," Glen Campbell. **BLFP:** "One of Those Songs," The Flugelet Knights. **BH:** "You Gave Me a Mountain," Frankie Laine. **BLFH:** "The Worm," Jimmy McGriff.

Waynesboro, Va. (WAYB)

Carolyn Bleam, Music Director

BP: "Muchachita," Rene and Rene, Epic. **BLFP:** "I Have Dreamed," Lettermen, Capitol. **BH:** "Gentle on My Mind," Dean Martin, Reprise. **BLFH:** "Someday Soon," Judy Collins, Elektra.

Wichita (KFM-AM)

Borry Gaston, Operations Director

BP: "The Way It Used to Be," Engelbert Humperdinck, Parrot. **BLFP:** "Peaceful," Mike and Judy Callahan, Capitol. **BH:** "Cruel War," Sugar and Spice, White Whale. **BLFH:** "A House Is Not a Home," Anita Kerr Singers, Dot.

OTHER PICKS

HOT 100 — Dennis Sheppard, Eau Gallie, Fla., WMBG. **BP:** "These Are Not My People," Johnny Rivers, Imperial.

Jay Walker, Grand Rapids, Mich., WGRD. **BP:** "Galveston," Glen Campbell, Capitol. . . . Bill Chamberlin, Berlin, N. H., WBBL. **BP:** "Brother Love's Travelling Salvation Show," Neil Diamond, Uni.

Wayne Duncan, Russellville, Ark., KARV. **BP:** "Thing's I'd Like to Say," New Colony Six. . . . Gary Steele, Huntsville, Ala., WAAY. **BP:** "Time of the Season," the Zombies, Date. . . . Jim Drucker, Scranton, Pa., WSCR. **BP:** "Don't Forget About Me," Dusty Springfield, Atlantic. . . . Gary Allen, Midland/Odessa, Tex., KCRS. **BP:** "L.U.V.," Boyce & Hart, A&M. . . . Jerry Halasz, WLBK. **BP:** "Soul Shake," Peggy Scott & Jo Jo Benson. . . . Frank Wiltse, Miami, Fla., WGMA. **BP:** "Galveston," Glen Campbell, Capitol. . . . Jim Drucker, Scranton, Pa., WSCR. **BP:** "Playgirl," The Prophets, Kapp. . . . George Hiller, Ithaca, N. Y., WVBR. **BP:** "I Can Hear Music," Beach Boys, Capitol. . . . James Rowe, Atlanta, Ga., WIGO. **BP:** "I Can't Understand This Pressure," from Album "Re-Light My Fire," Atlantic. . . . Art Gliner, San Antonio, Tex., WOAI. **BP:** "But You Know I Love You," The First Edition. . . . Pittston, Pa., WPTS. **BP:** "I Can Hear Music," Beach Boys, Capitol. . . . Bob Bloor, Pierre, S. D., KCCR. **BP:** "I Can Hear Music," Beach Boys, Capitol. . . . Gary Allen, Midland/Odessa, Tex., KCRS. **BP:** "Aquarius/Let the Sun Shine In," 5th Dimension, Soul City. . . . Sebastian Tripp, Manchester, N. H., WKBR. **BP:** "Galveston," Glen Campbell, Capitol. . . . Scott Wainwright, Blacksburg, Va., WUVT. **BP:** "Snatching It Back," Clarence Carter, Atlantic.

COLLEGE—Keith Mann, Albany, N. Y., WSUA. **BP:** "Don't Forget About Me," Dusty Springfield, Atlantic. . . . John E. Krauss, Oswego, N. Y., WOCR. **BP:** "I Got a Line on You," Spirit, Ode. . . . Randy Brooks, Nashville, Tenn., WRVU. **BP:** "Breakfast in Bed," Dusty Springfield, Atlantic. . . . Julien Haimovitz, Brooklyn, N. Y., WBCR. **BP:** "Nothing But a Heartache," the Flirtations, Decca. . . . Philip Fenster, Rochester, N. Y., WRUR. **BP:** "L-U-V.," "Tommy Boyce and Bobby Hart, A&M. . . . Dennis Blyth, East Lansing, Mich., WMSN. **BP:** "First Train to California," Cryan Shame, Columbia. . . . Steve Fein, Philadelphia, Pa., WXPB. **BP:** "Bless Its Pointed Little Head," LP by the Jefferson Airplane. . . . Philip Fenster, Rochester, N. Y., WRUR. **BP:** "Good-Bye Columbus," Association, Warner Bros.

EASY LISTENING — Terry Green, Washington, D. C., WWDC. **BP:** "Aquarius/Let the Sun Shine In," 5th Dimension, Soul City. . . . Dick Conder, Cadillac, Mich., WATT. **BP:** "Hey Jude," Paul Mauriat, Philips.

COUNTRY — Dick Conder, Cadillac, Mich., WATT. **BP:** "My Life," Bill Anderson, Decca. . . .

(Continued on page 37)

Vox Jox

By CLAUDE HALL
Radio-TV Editor

In Memphis, the king of the market is still WDIA, the r&b station programmed by Bill Thomas. WDIA came up with a 23.9 total rated time periods. Next closest station was WMC with 13.5; WHBQ had 11.9, followed closely by WLOK with 11.7 and WREC with 11.2. This was the December/January Hooper audience survey. . . . Todd Michaels is now holding down the 6-midnight shift with WDNG, Top 40 station in Anniston, Ala. The station, with Thomas Potts as president and Jim Knight as program director, only recently launched its new format, but Michaels reports "things are going real well."

WALL's program director Larry Berger announces that he'll play some country records on the Top 40 station. Latest playlist has George Hamilton IV's "Back to Denver" on RCA, as well as Tammy Wynette's "Stand By Your Man." Epic.

★ ★ ★

The minute I turn my back, the whole West Coast scene takes a double flip. KRLA in Los Angeles is dropping that automated stuff and they've brought in Jimmy Rabbitt from KCQB in San Diego as the first step in a rebirth movement. Rabbitt is good. But he was evidently just part of a general stealing campaign on at the San Diego station. Mike Scott, the program director, had been waived away first to KFRC, San Francisco. I understand that Lee (Baby) Sims has also headed for KFRC. Going to KCBQ are Harry Martin, formerly of WXYZ in Detroit, and Ron Thompson and Bob Collins, who'd been at KFI in Los Angeles. KFI, incidentally, is going through a whole change. David Moorhead, program director, has left to become the new operations manager of KLAC in Los Angeles, which is switching to music (from talk); they've even dropped the Joe Pyne show. Ted Randal, another buddy, has been hired in the capacity of programming consultant for KFI. I guess Moorhead and Dick Janssen really plan to do a thing at KLAC. Janssen is general manager of the soon-to-be easy listening station.

★ ★ ★

Dan Clayton, program director of WPOP in Hartford, Conn., has put the damper on long-standing November/December/January. Pulse has WPOP with a 17 in the 6-10 a.m. slot, a 13 between 10-3 p.m., a 24 from 3-7 p.m. and 26 7-midnight. WDRC had, in corresponding periods, 15, 8, 23, and 17. . . . Bob Cole has returned to

WKDA in Nashville in an afternoon drive slot, from KLIF in Dallas. . . . Lowell Huffman has been named program director of KEEZ-FM, San Antonio, station operated by Charles Balthrope, and has an air slot.

★ ★ ★

WAVI has premiered a new jingles package by Custom Jingles of Nashville; Bill Hamby, operations manager of WAVI in Dayton, Ohio, worked with Vic Willis of Custom Jingles on the package. . . . Paul Michaels, former program manager of Radio Caroline, a pirate vessel, is now on CKOY in Ottawa, Canada, and needs records badly. Hot 100 singles and albums to the station at 675 Richmond Road. . . . (Honest) John Fox has been appointed program director of WPLO, country station in Atlanta. Johnny K is now music director.

★ ★ ★

Rick Ryder in Syracuse wants to locate Dale Kelly Kemery. . . . Got a note from Bob Branson, saying he was 9-midnight at KFI in Los Angeles; he'd been with WRIT in Milwaukee and WKYC in Cleveland. . . . Jim Holt, formerly with WIND in Chicago, is 6-9 p.m. at KFI, Los Angeles. . . . In case you didn't know, radio revenues for 1967, just released by the FCC, were \$907.3 million and before-tax profits were \$80.8 million. FM station revenues continued to climb, reaching \$39.9 million in 1967, up 23 per cent from the previous year.

★ ★ ★

Hey, you guys. Polaroid pictures don't print well. They fuz up. . . . Weekend deejay at WKYC in Cleveland is Dave Osburn from WRSD, Worthington, Ohio. . . . Program director Buddy Howard, KVAC, Box 450, Forks, Wash. 98331, needs rock, country, classical and easy listening records. . . . KSLY program director John Clarke reports that two local competitors in San Luis Obispo, Calif., rallied to the aid of the station with equipment so that it was off the air for less than five hours as a result of the recent floods. The top 40 station is now operating from a local hotel.

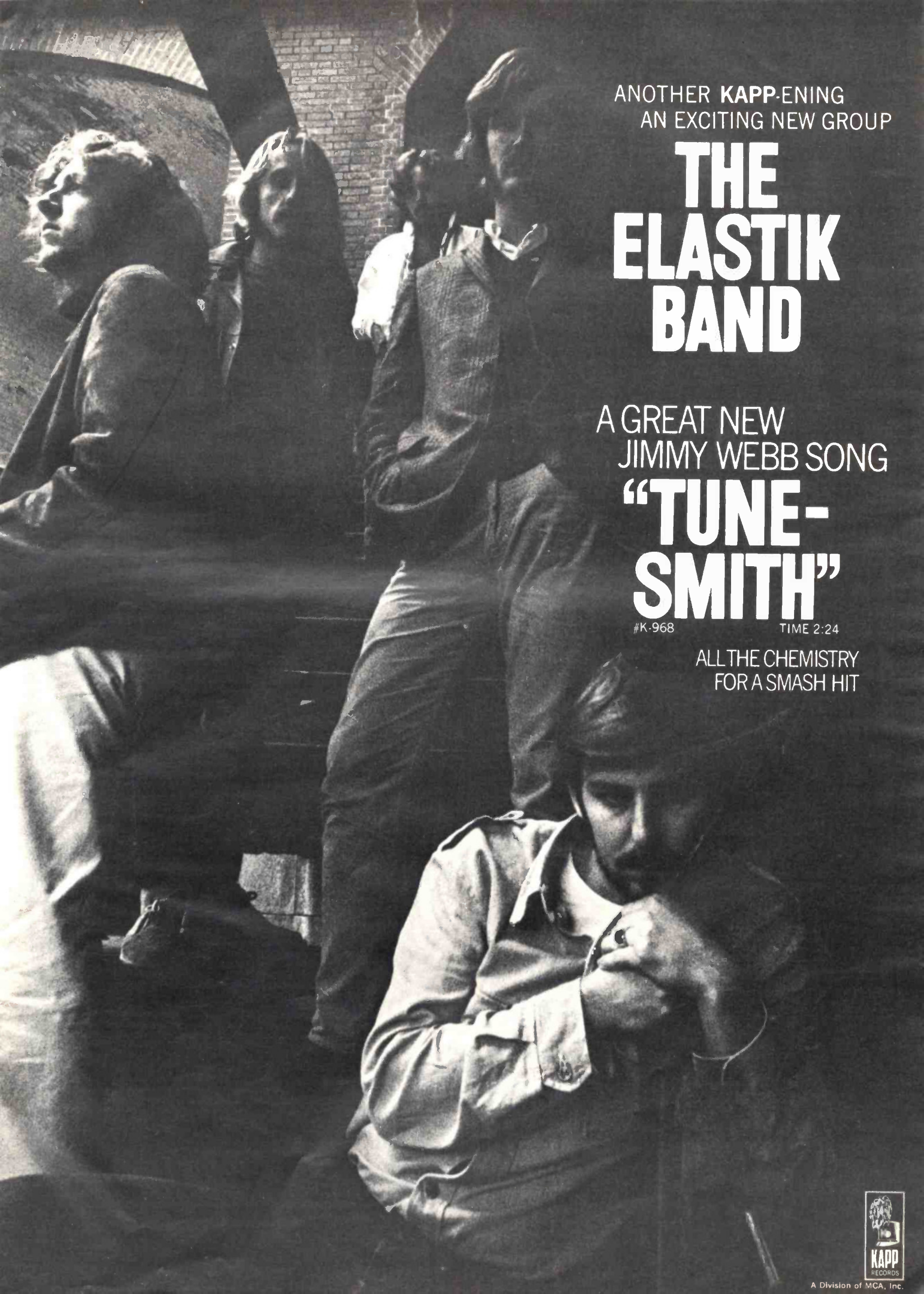
★ ★ ★

Don McGregor of Don Schafter Promotions, Fayette, Ala., says that WSGN music director Dave Roddy, Birmingham, since he was injured in a fall several months ago, hasn't been able to go back on the air; Roddy is now helping out at the promotion firm. For all of you who'd like to call Roddy,

(Continued on page 37)



ALMOST 17,000 FANS gathered Feb. 8 in Houston's Astro Hall for a dance with music performed by Decca Records' Ernest Tubbs. The dance was sponsored by the Houston Livestock Show and KIKK radio station. KIKK program director Bill Bailey took advantage of the occasion to have a surprise birthday party for Tubbs and Decca executives flew in especially for the occasion. From left, Louis Pierce Jr., president of the Houston Livestock Show; Leroy Gloger, owner of KIKK; Jim Cummings, Decca's Houston sales representative; Frank Mancini, Decca promotion chief; Owen Bradley, vice-president and a&r director of Decca in Nashville; Harry Silverstein of Decca in Nashville, Tubbs, and Bailey.



ANOTHER KAPP-ENING
AN EXCITING NEW GROUP

THE ELASTIK BAND

A GREAT NEW
JIMMY WEBB SONG

“TUNE- SMITH”

#K-968

TIME 2:24

ALL THE CHEMISTRY
FOR A SMASH HIT



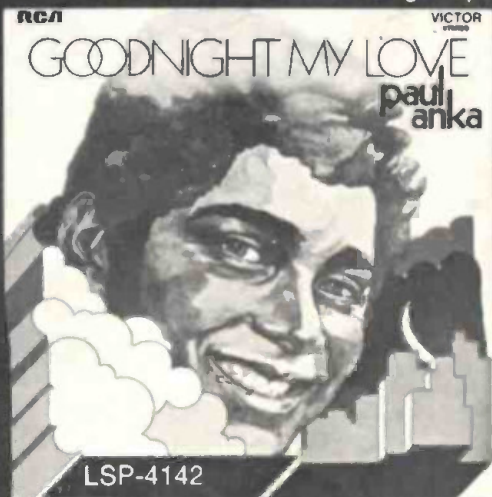
A Division of MCA, Inc.



We've put Paul Anka's
hit single where it belongs
— in a new album.

RCA

Available on RCA Stereo 8 Cartridge Tape



Fredricks Brings in A Gusher for Texaco

• Continued from page 30

psychology, rather than just a catchy song. I think the true challenge of the commercials field is reflected in the talent in it today. Fees are much higher in recording a commercial, for example, than a hit record. Musicians will abandon a record date any time for a commercial. The reason is that residuals come in for every 13 weeks the commercial is on the air. A conservative estimate would be that many musicians earn about \$40,000 a year just from the advertising field."

A representative band in the advertising field—one of the best, that is—would consist of Doc Severinsen, Bernie Glow and Mel Davis on trumpet; Herbie Green, Kai Winding, Buddy Morrow, and Dick Hixon on trombone; Phil Bodner, Stan Webb, and Romeo Pencque on woodwind; Bob Haggart on bass; Tony Motola and Al Ciola on guitar; Bob Rosengarden on drums; Phil Kraus on percussion; and Nick Perito as arranger, according to Fredricks. "These are the absolute all-stars and people of this caliber can make \$150,000 a year or more."

Some of the campaigns with which Fredricks has been connected include "You've got gas on your side" for Columbia Gas through Vic Maitland and As-

sociates, the musical concept for "That's Right" Viceroy campaign, and the "Everything starts with Sinclair" campaign last year.

A singer with such bands as Charlie Spivak, Fredricks broke into advertising about 10 years ago when he wrote some music for a Ford commercial for J. Walter Thompson. One of his hit records as a songwriter was "It Must Be Santa" recorded by Mitch Miller.

Freedom, Flexibility

• Continued from page 30

same time becoming involved in producing and putting groups on records was touched on by Swayzee, too.

"Producers of commercials no longer think in terms of picking up on a trend established in popular music. There is more and more a tendency to realize that commercials set the pace and move ahead of contemporary things you're hearing on records.

"Moreover, we are realizing that the job of a commercial on radio goes beyond reminding listeners of a commercial they have seen on television. Radio is seen as an entity in itself and very important in reaching the younger consumer."

Vox Jox

• Continued from page 37

his number there is 205-932-5641. Hope you're better now, Dave; kept wondering why I hadn't heard from you in quite a while.

★ ★ ★

Jay Stearn is now on 6-7 p.m. and 8-11 p.m. at WOOD, Grand Rapids; he'd been with WJIM in Lansing, Mich. . . . Lary Lockwood has been named assistant program director of WLYV, Fort Wayne, Ind. . . . Steve (Bill Drake) King is now with KIRL, St. Charles, Mo. (St. Louis suburb). . . . Here's the line-up at KEEL, Top 40 station in Shreveport: program director Larry Ryan, Bob Baron, Howard Clark, Ron Gray, Ronald F. Montgomery, and Tom Kramer. The station in a September Pulse came up with a 26 between 6-10 a.m., a 27 from 10 a.m.-3 p.m., a 48 from 3-7 p.m., and 40 between 7-midnight. Larry dropped in the other day while in New York. . . . Mrs. Gall Sicilia is the new music director of WNBC, New York; she'd been with Sicilia Associates, New York.

OTHER PICKS

• Continued from page 37

Russ Miles, Jacksonville, Fla., WQIK, BP: "Man and Wife." Jim Ed Brown, RCA. . . . Dave Floyd, Cincinnati, Ohio, WCLU, BP: "Galveston," Glen Campbell, Capitol. . . . Roger Miller, Columbus, Ohio, WMNI, BP: "Conspiracy of Homer Jones," Dallas Frazer, Capitol.

On the PD's Increasing Role

• Continued from page 32

tion rates, etc." How can a program director anticipate or expect promotion into management without first understanding every area of operation?

Another basic requirement for management is creativity. (Any program director worth his salt should be creative.) The myriad management problems including ratings, sales, stockholders, license renewals, community involvement, etc., require solutions for these problems. What better background than creative programming? Management understanding can usually be acquired more easily than creativity. Thus, a program director should simply apply himself into management understanding by drawing on his creativity talents and his knowledge of policy disciplines.

When you stop and think about it, we are all salesmen to some degree. Record promotion men are often excellent salesmen . . . even chief engineers are salesmen when they need to persuade management to spend money for a new piece of expensive equipment. The program director can generate more enthusiasm from the salesmen by "selling them" on the programming. When new programming fails, it is often not so much because programming didn't achieve ratings, but because sales

didn't understand it enough to produce the necessary revenue.

Growth into management comes to those program directors with awareness of the programming and sales techniques in other markets. It must be sought and pursued, evaluated and the best ideas selectively put into action.

Objectivity is another vital characteristic necessary to proceed into management. One should disassociate from friendships and "pride of idea" authority to render objective evaluations of past and present station programming performance. Then, by providing management with a carefully thought-out and tailed future plan (with costs and alternatives) the program director's stature becomes that of management. Fuzzy thinking and incomplete plans are a sure way to loose stature.

The overnight programming magician, the flash in the ratings and single station dominance in a market have all but disappeared due to increasing sophistication and competition.

The program director of today, and manager of tomorrow knows who he is and what his function is. He is capable of continually adjusting to his company framework and he keeps himself abreast of perpetual change by learning. The challenge and the reward are creative persuasive communication and accommodation in all areas of the station.

RADIO-TV MART

This column is published for people seeking positions as well as station managers seeking personnel. Rate is \$5.00 per one half inch (app. 40 words). A box number will be used to protect the identity of the advertiser. Send copy along with payment to:

RADIO-TV JOB MART
Billboard
RADIO-TV JOB MART
165 W. 46th St.
New York, N. Y. 10036

POSITIONS OPEN

Morning Newsmen—Top 40 Format Large Northeast Market Heavy Weights Only Salary Open Bend Tape, Resume and Photo WTRY, 92 Fourth St. Troy, N.Y. 12180

Progressive Rock I-M Stereo Station in major Southern California market is seeking creative air talent. Knowledge of contemporary music a must. On-air experience preferred. Contact Ron Midding or Steve Brown at (714) 239-1385, 645 Ash St., San Diego, California.

KKJO, 5,000-watt station in St. Joseph, Mo., 816-279-6346, needs Top 40 DJ. 1st phone. Call collect. Program director Greg Everett.

KGA, 50,000-watt Top 40 station in Spokane, Wash., is looking for a good man for the 10 a.m.-2 p.m. slot. Send tape and resume to program director Shane.

FIRST PHONE announcer needed on 5 kw, 24-hour modern country music sta. Good position with future. \$475 to \$625. SE part of nation; good market. Contact Claude Hall, Billboard, Box DD.

Top 40 personality needs for No. 1 Midwest station. 1st phone necessary. 7 p.m.-1 a.m. slot. \$135 or more, depending on exp. Contact Claude Hall, Billboard, Box FF.

Program Director for contemporary station in Midwest Metro Market. 24 hour, 5000 watt operation needs strong man with ability to guide and lead a top personality station. Small air shift. Send tape and resume to Box 087, Billboard, 165 W. 46th St., New York, N. Y. 10036.

Michigan Hot 100 format station wants personality-oriented, versatile announcer with production ability. Stable background. Tight board. Group ownership station with full-time AM. Separately programmed FM. Company benefits. Contact Claude Hall, Billboard, Box GG.

WLEE, Richmond, Va., needs a program director. Contact Harvey Hudson, general manager. 703-288-2833.

WCUE, Akron, needs newsmen. Contact program director Chick Watkins, 424 Sackett Ave., Akron, Ohio 44313. 216-923-9761.

Susquehanna stations in three markets need personalities, production people, plus summer newsmen. Call national program director Jack Murphy, 717-764-1826.

KOA, Denver, needs bright, easy-listening personality. Call program director Dan Tucker, 303-244-4141.

WRIZ, soon to take over 5,000-watt facilities of WAME in Miami upon FCC approval. Needs country music program director. Modern type. Contact general manager Herb Dolkoff, 305-445-8621.

WAKY, Top 40 station, 554 S. 4th St., Louisville, Ky. 40202, needs 1st phone personality. Contact program director John Randolph.

WINN, country music station, Louisville, Ky., needs personality. Send tape and resume to program director Dave Olson, Fincastrle Bldg., Louisville, Ky. 40202.

Immediate opening for reasonable guy with superior sense of humor. Modern country signal covers 250,000 suburban Washington-Baltimore. Salary based on experience. Send tape, resume and picture (all returnable) to Frank, Radio WTRI, Brunswick, Md. 21716.

WIXY, 3940 Euclid Ave., Cleveland, Ohio 44114, needs a strong personality for evening slot. Dick Kemp transferred to our sister station; we want to find a personality of this caliber. Only experienced professionals should apply. Address tape, resume, photo to general manager Norman Wain.

Detroit easy listening FM station needs young personality on the way up. Contemporary background acceptable. \$8,000-\$12,000. Contact program director Tom Coleman, 1-313-689-1737.

POSITIONS WANTED

Available Immediately: Top-notch "Pro" top 40 man. 10 years' experience, excellent references, age 25. Real strong on news and production. Experienced in copy writing and sales. Good voice, strong personality. Has "Major Market Sound." For tape and resume call (601) 483-5029.

Canadian, 20, two years college (marketing major), wants Top 40 position. Money, hours of work of little concern; want experience and chance to learn. George Pollard, 483 Blair Rd., Ottawa 8, Ont.

Third-class phone. Limited experience. Student of broadcast school. 3 years college. Prefer easy listening, jazz or news. Bob Rymell, 415 Springfield Drive, Richmond, Ky. 40475. (606) 623-1761.

Heavyweight, prime-time jockey in top 40 mini-market ready for "the" move. Top ratings, plus m.d. Tightest board in captivity. Want all-night trick in major market. Personality and warmth, plus creativity, production. Contact Claude Hall, Billboard, Box L.

Lord Tim Hudson is available. Wants to get back into radio. Won't fuss about the salary "until I bring the numbers home. Been No. 1 in every market I was in." Call: 213-273-3060.

Top-notch Jock at a top station in a major market quitting. Looking for a Jock Shift in a comparable market or a P. D. position in a smaller one. Will go anywhere if right gig comes along. In rock, MOR, or progressive. Married, first phone, draft exempt. No calls. Write Box 087, Billboard, 165 W. 46th St., New York, N. Y. 10036.

Contem. Pro. Dir.: Have been top jock in three major markets, p.d. in one of them. College degree. Currently employed with the nation's most exciting medium market chain. Looking for p.d. or operations dir. opportunity. \$15,000 mon. Top references. Write Box 088, Billboard, 165 W. 46th St., New York, N. Y. 10036.

Need an extra man during the summer? I'm young but have 2 years' experience part time, a third endorsed, and a desire to "live radio" this summer. Let me send you a tape and resume. Call collect: (217) 544-2017.

Young, bright-sounding personality, 2 yrs. experience, is seeking rock or MOR station in D.C., Md., Va., Pa. area. Tight board—excellent production. No military obligations. 3rd endorsed. Contact Claude Hall, Billboard, Box 684, 165 W. 46th St., New York, N. Y. 10036.

22-yr.-old Canadian (no ticket) with creative ideas and good head seeks top 40 or FM station. DMS grad. Interested in announcing, news, prod., sales. Believes discretion in radio should be stressed. Will relocate willingly. Brad Miles (213) 110-45161.

Is \$15,000 too much to pay for a pro? If not, maybe I'm your man. 14 yrs. experience include sales, programming, production, continuity, traffic. 8 yrs. this market. Looking for challenging position with future. Write Billboard, Box 095, 165 W. 46th St., New York, N. Y. 10036.

Top 10 pro desires station with more personality and creativity. No. 1 ratings for four years. 24, married, top references. Available now. Contemporary majors only. Contact Claude Hall, Box N, Billboard.

I'm in a pretty stable setup, but frankly the advancement possibilities look pretty limited. I have managed a station (put it on the air, in fact) and I'm now a music director. I'm looking for a program director position in a medium market something with a challenge. Have experience with both easy listening and top 40 formats. Will be glad to provide an air check and a complete resume. Contact Claude Hall, Box M, Billboard.

Music director of major market easy listening station is looking for a program director's position in medium or large market. Know music inside and out, production, programming. Consider myself one of the pathblazers in the new, modern uptempo approach that gains young adult listeners and can build up housewives in the mlday. Extremely good references. Mike Button, 418-924-5719.

I have done much here to be proud of. The people are great. The ratings are strong. And I have programmed without a penny. Now I have the feeling that if I continue I'll only be hurting myself. Married, 26 years old. Two children. A programmer since 1965, but feel no compelling urge to remain one. Have a good working knowledge of management, sales, news. As a personality I've held big numbers in every market—morning, noon, and night shows. I work hard and get along well with others whether I work for them or they work for me. Write TOT Productions, 732 Delmar Ave., S.E., Atlanta, Ga. 30312. Richard Underwood.

Young college student looking for summer talent job. . . . have own show now. . . . can send tape but would prefer personal interview. . . . I can do a good job for your station as a summer replacement. Ken Kraus, 626 Jefferson St., Ashland, Ohio.

Managers, Attention!!! Programming in a slump? Sales ideas lacking? Production creativity stalemated? Ratings slipping? Community involvement shy? Employees unenthusiastic? On-the-air sound short of professionalism? If "yes" answers one or more question and you're a full-time medium/major market above 100,000, preferably contemporary, and willing to pay a decent wage, then let's talk. Call 404-622-2396, or contact Claude Hall, Box O, Billboard.

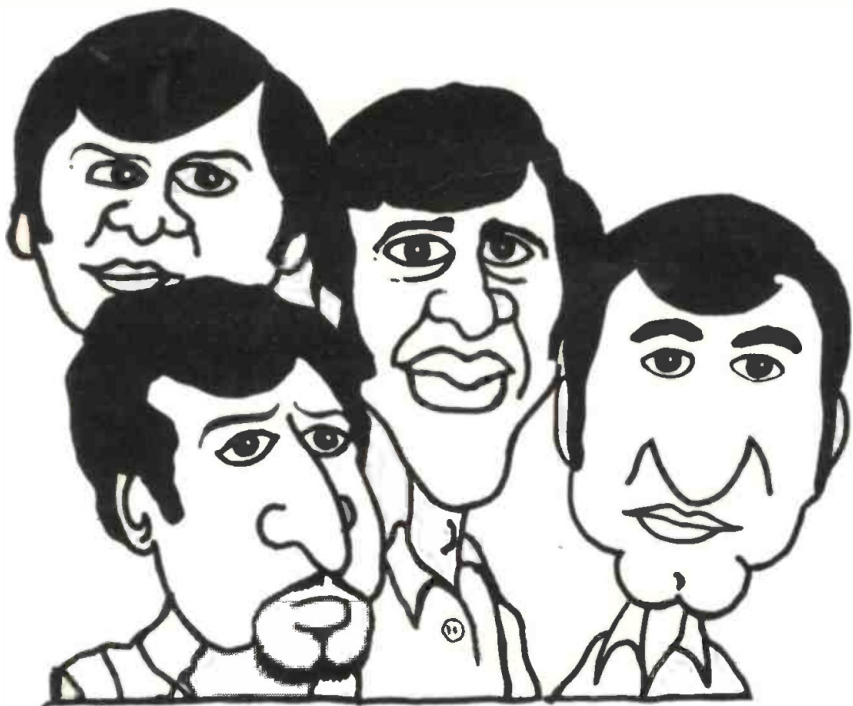


THE BIGGEST SINGLE STORY OF THE YEAR HAS TWO SIDES TO IT



THE 4 SEASONS SING IDAHO AND SOMETHING'S ON HER MIND

(40597)



This is one of the rare ones.
A double-header single that's
going to have America
flipping over both sides

By demand! Straight from
their current big chart album,
Genuine Imitation Life Gazette
(PHS 600-290)



A PRODUCT OF MERCURY RECORD PRODUCTIONS, INC. 35 E. WACKER DRIVE, CHICAGO, ILLINOIS 60601

A BOB GAUDIO PRODUCTION. PRESENTED BY BOB CREWE.

"You'll Find What You Need In The Yellow Payges"

Congratulations to
THE YELLOW PAYGES

on your spectacular affiliation with the
AMERICAN TELEPHONE & TELEGRAPH COMPANY.

We are proud to participate with you, AT&T,
and World Showplace Music
on the entertainment project of the century!

And we are happy to present a great new single:
"NEVER PUT AWAY MY LOVE FOR YOU"

b/w The Two of Us
UNI #55107

and a brilliant first album:



**His
next
million
seller!**

STEREO
PAS 71026

ENGELBERT

LES BICYCLETTES DE BELSIZE
THE WAY IT USED TO BE
LOVE WAS HERE
BEFORE THE STARS
DON'T SAY NO (AGAIN)
LET ME INTO YOUR LIFE
THROUGH THE EYES OF LOVE
TO GET TO YOU
YOU'RE EASY TO LOVE
A GOOD THING GOING
MARRY ME
LOVE CAN FLY
TRUE



Rhythm & Blues

Soul Sauce



**BEST NEW RECORD
OF THE WEEK:**
**"I LEFT MY HEART
IN SAN FRANCISCO"**
BOBBY WOMACK
(Minit)

By ED OCHS

SOUL SLICES: Reacting to Soul Sauce's survey on the black blues revival was Dick Waterman, manager of the Junior Wells band, who writes: "The paradox is that I have tried so hard to get major groups to record material of the older bluesmen to provide them (or their heirs) with royalties. The Cream may have their detractors but they have released Skip James' "I'm So Glad" on two albums and given him due copyright credit. Skip is very sick and probably will never perform again, and we are deeply grateful to Eric Clapton, Jack Bruce and Ginger Baker for assuring that he will have some future income." Adds Waterman, "Musicians who have attained powerful international popularity should realize that royalties on a "B" side would provide Skip James or Son House or Sleepy John Estes or John Hurt's heirs with more money than they could earn in months of coffee house work or small concerts." Waterman is also concerned about the Rolling Stones' version of "Prodigal Son," which he says, "is a copy of the Rev. Robert Wilkins' song of the same title, yet it carries a 1968 copyright to two of the Stones." The Junior Wells band and Waterman have just returned from a 12-week Far East tour for the State Department. . . . Steve Braverman at Queen Booking tells us that James Brown has opened his Soul City nightclub in Atlanta, Ga. The Impressions, Gene Chandler and the Vibrations will star at the new club. . . . Guy Draper's Unifics are set to start a two-month Southern tour with line-up of 40 one-nighters. . . . Sid Bernstein and the Rascals are on tour in Europe. The group's attempt to intergrate audiences with their firm "mixed audiences only" policy has not only netted the Rascals more bookings, but has also given exposure via their big draw to soul acts like the Sweet Inspirations and the Young-Holt Trio. . . . "Mockingbird," the Inez and Charlie Foxx classic, is undergoing a hit revival in England. . . . Columbia makes its new r&b thrust this week with a disk by the Ron Jacobs Exchange, now scoring "live" at Harlow's. . . . James and Bobby Purify's new Bell single, "Section C," was penned by Dick Holler who wrote Dion's "Abraham, Martin and John" hit. . . . Look toward left field for Albert Washington's "Turn on the Bright Lights" on Harry Carlson's Fraternity label. Carlson wrote and produced it. . . . Arthur Conley and Clarence Carter come to the New York area Saturday (15) with appearances at the Bushwick Theater in Brooklyn.

★ ★ ★

TID-GRITS: Wanted: For Soul Sauce—your news and views on the world of soul. Keep us up to date on new product and artists, trends and sounds, so we can service the soul market with an intelligent, powerful voice for r&b. . . . No white soul on the r&b charts this week. . . . A labelling error has pressed Atlantic into reseriving Eddie Harris' new single to '1974 Blues'. . . . Hot Atco master from Detroit, "Day of Decision for Lost Soul Blue." . . . Soul to watch from Imperial: Jimmie and Vella Cameron with "Nights in White Satin" and an LP, "Heartbeat." . . . Though Aretha Franklin's "Soul '69" LP has risen to the top of the r&b charts, her single, "The Weight," is lagging behind her hot singles pace. Lady Soul has three albums on the soul charts. . . . The Georgia Prophets, featuring the duo of Billy and Barbara, have signed with Double-Shot. The group debuts with "For the First Time." . . . Albert J. Tanner has been chosen February artist of the month by the Jazz at Home Club of America. His LP, "Happiness Is Takin' Care of Natural Business," was also a club pick, on Touche Records. . . . New Buddah act Baby Huey and the Baby Sitters are appearing at the Cheetah here. First disk for the 400-pound soul singer is "Mighty, Mighty Children," on Curtom. . . . Irwin Zucker of Double-Shot reads Soul Sauce. Do you?

when answering ads . . .

Say You Saw It in Billboard

MARCH 8, 1969, BILLBOARD

BEST SELLING Billboard Rhythm & Blues Singles

Billboard SPECIAL SURVEY For Week Ending 3/8/69

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
2	2	GIVE IT UP OR TURN IT A LOOSE James Brown, King 6213 (Brown & Sons, BMI)	6	26	42	I LIKE WHAT YOU'RE DOING (To Me) Carla Thomas, Stax 0024 (East/Memphis, BMI)	3
4	4	THERE'LL COME A TIME Betty Everett, Uni 55100 (Jalyne, BMI)	9	27	—	ONLY THE STRONG SURVIVE Jerry Butler, Mercury 72898 (Parabot/Double Diamond/Downstairs, BMI)	1
3	3	BABY, BABY DON'T CRY Smokey Robinson & Miracles, Tamla 54178 (Jobete, BMI)	8	28	28	ONE EYE OPEN Maskmen & the Agents, Dynamo 125 (Catalogue/Den, BMI)	8
11	11	MY WHOLE WORLD ENDED David Ruffin, Motown 1140 (Jobete, BMI)	3	29	12	BEGINNING OF MY END Unifics, Kapp 957 (Cuydra, BMI)	13
5	5	TAKE CARE OF YOUR HOMEWORK Johnnie Taylor, Stax 0023 (East/Memphis, BMI)	7	30	32	I'LL UNDERSTAND Soul Children, Stax 0018 (Birdees, ASCAP)	5
6	1	EVERYDAY PEOPLE Sly & the Family Stone, Epic 5-10407 (Daly City, BMI)	12	31	—	I DON'T KNOW WHY Sly & the Family Stone, Epic 5-10407 (Daly City, BMI)	1
9	9	SOPHISTICATED SISSY Meters, Josie 1001 (Marsaint, ASCAP)	6	32	36	ALMOST PERSUADED Etta James, Cadel 5630 (Gallico, BMI)	9
8	8	I'M LIVING IN SHAME Diana Ross & the Supremes, Motown 1139 (Jobete, BMI)	5	33	35	SING A SIMPLE SONG Sly & the Family Stone, Epic 5-10407 (Daly City, BMI)	6
30	30	RUN AWAY CHILD, RUNNING WILD Temptations, Gordy 7084 (Jobete, BMI)	2	34	34	CLOUD NINE Mongo Santamaría, Columbia 4-44740 (Jobete, BMI)	3
10	10	I FORGOT TO BE YOUR LOVER William Bell, Stax 0015 (East/Memphis, BMI)	12	35	37	FOOLISH FOOL Dee Dee Warwick, Mercury 72880 (Chappell, ASCAP)	4
11	6	CAN I CHANGE MY MIND Tyrone Davis, Dakar 602 (Dakar, BMI)	12	36	44	TWENTY FIVE MILES Edwin Starr, Gordy 7083 (Jobete, BMI)	3
14	14	GOOD LOVIN' AIN'T EASY TO COME BY Marvin Gaye & Tammi Terrell, Tamla 54179 (Jobete, BMI)	3	37	38	LIGHT MY FIRE Rheeta Hughes, Tetragrammaton 1513 (Nipper, ASCAP)	5
20	20	BABY MAKE ME FEEL SO GOOD S. Stairsteps & Cubie, Curtom CR 1936 (Camed Music, BMI)	4	38	43	AM I THE SAME GIRL Barbara Acklin, Brunswick 55399 (Dakar/BRC, BMI)	3
40	40	THE WEIGHT Aretha Franklin, Atlantic 2603 (Dwarf, ASCAP)	2	39	39	HE CALLED ME BABY Etta James, Sound Stage 7 2621 (Central Songs, BMI)	6
7	7	THERE'S GONNA BE A SHOWDOWN Archie Bell & Drells, Atlantic 2583 (Downstairs/Double Diamond, BMI)	10	40	50	I DON'T KNOW HOW TO SAY I LOVE YOU (Don't Walk Away) Superlatives, Westbound 144 (Bridgeport, BMI)	2
15	15	I DON'T WANT TO CRY Ruby Winters, Diamond 255 (Ludix/Betalbin, BMI)	5	41	—	WHEN HE TOUCHES ME (Nothing Else Matters) Peaches & Herb, Date 2-1637 (Painted Desert, BMI)	1
17	17	SOULSHAKE Peggy Scott & JoJo Benson, SSS International 761 (Singleton, BMI)	4	42	—	MY DECEIVING HEART Impressions, Curtom 1937 (Camed, BMI)	1
19	19	GIVE IT AWAY Chi-Lites, Brunswick 55398 (Dakar/BRC, BMI)	5	43	—	I REALLY LOVE YOU Ambassadors, Arctic 147 (Blockbuster/Downstairs, BMI)	1
24	24	DO YOUR THING Watts 103rd Street Rhythm Band, Reprise 7250 (Wright/Gerstl/Tamerlane, BMI)	3	44	48	HONEY O. C. Smith, Columbia 4-44751 (Russell-Cason, ASCAP)	2
33	33	THIS GIRL'S IN LOVE WITH YOU Dionne Warwick, Scepter 12241 (Blue Seas/Jac, ASCAP)	2	45	—	SNATCHING IT BACK Clarence Carter, Atlantic 2605 (Fame, BMI)	1
21	21	RIOT Hugh Masekela, Uni 55102 (Cherio, BMI)	5	46	—	TOO LATE TO WORRY, TOO BLUE TO CRY Esther Phillips, Roulette 7031 (Dexter/Norma/Presley, BMI)	1
22	22	SWITCH IT ON Cliff Nobles & Co., Phil-L-A. of Soul 32 (Dandelion/James Boy, BMI)	4	47	49	ICE CREAM SONG Dynamics, Cotillion 44021 (Diet-Cotillion, BMI)	2
23	23	GIVE HER A TRANSPLANT Intruders, Gamble G 223 (Razor Sharp Music, BMI)	4	48	—	I DON'T KNOW Esquires, Wand 1195 (Don, C, BMI)	1
13	13	GRITS AIN'T GROCERIES Little Milton, Checker 1212 (Conrad, BMI)	8	49	—	YOU DON'T KNOW WHAT YOU'RE MISSING (Till It's Gone) Exciters, RCA 47-9223 (Millbridge, BMI)	1
25	25	I'M JUST AN AVERAGE GUY Masqueraders, AGP 108 (Press Music, BMI)	8	50	—	UPTIGHT GOOD WOMAN Solomon Burke, Bell 759 (Fame, BMI)	1

WATCH
FOR THE NEW O. V. WRIGHT
AND
JEANETTE WILLIAMS RELEASE
DUKE-PEACOCK RECORDS
2809 ERASTUS ST. HOUSTON, TEXAS

ATTENTION!

Recording Artists
A & R Producers

Musicians

Singers

Conductors

Engineers

Salesmen and Merchandisers

Publicists

Manufacturers

Record Enthusiasts and Others

THE NEW YORK CHAPTER OF THE RECORD ACADEMY (NARAS)

and

NEW YORK UNIVERSITY

offer a stimulating and enlightening 13-week course on

THE PHONOGRAPH RECORD & SOUND RECORDING PERSPECTIVES ON TECHNOLOGY, PERFORMERS AND COMMERCE

with David Hall as principal lecturer and covering a wide variety of topics that set into proper perspective the complete evolution of the phonograph record of today . . . from the years of Thomas A. Edison and Oliver Berliner . . . through the first, one-sided 78's . . . the birth of electronic recording . . . the first high-fidelity sounds . . . the discovery of the LP . . . the switch to magnetic tape . . . the great stereo revolution . . .

and also covering the early battles of the patents . . . the impact of radio and television . . . the jukebox revival . . . composite vs. complete performances . . . the World Village market . . . and many other topics that will astound, entertain and enlighten each of you!

THE CLASS WILL MEET EVERY TUESDAY EVENING,
STARTING MARCH the FOURTH,
AT THE NOLA STUDIOS,
111 WEST 57 STREET, IN NEW YORK CITY.
FEE: \$105.00 FOR THE COURSE, PLUS
\$10.00 REGISTRATION.

For immediate registration as an individual or on a company-sponsored basis, phone either the New York NARAS Chapter (212—PL 5-1535) or NYU (212—598-2138) right now.

Rhythm & Blues

Billboard SPECIAL SURVEY For Week Ending 3/8/69

BEST SELLING Rhythm & Blues LP's

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
Billboard Award	1	SOUL '69 Aretha Franklin, Atlantic 8212 (S)	4	26	—	STONE SOUL Mongo Santamaria, Columbia CS 9780 (S)	1
	2	TCB Diana Ross & the Supremes with the Temptations, Motown MS 682 (S)	10	27	28	HEY JUDE Wilson Pickett, Atlantic SD 8215 (S)	3
	3	SOULFUL STRUT Young-Holt Unlimited, Brunswick BL 754144 (S)	10	28	32	ALWAYS TOGETHER Dells, Cadet 822 (S)	2
★	6	THE ICE MAN COMETH Jerry Butler, Mercury SR 66198 (S)	9	29	30	HOME COOKIN' Jr. Walker & the All Stars, Soul SS 71D (S)	4
	5	WHO'S MAKING LOVE Johnnie Taylor, Stax STS 2005 (S)	7	30	29	UP TIGHT Soundtrack, Stax STS 2006 (S)	5
	6	LIVE AT THE COPA Temptations, Gordy GS 938 (S)	10	31	25	ARETHA NOW Aretha Franklin, Atlantic SD 82D3 (S)	35
	7	FOR ONCE IN MY LIFE Stevie Wonder, Tamla TS 290 (S)	9	32	33	SILVER CYCLES Eddie Harris, Atlantic SD 1517 (S)	3
	8	THIS IS MY COUNTRY Impressions, Curtom CRS 8001 (S)	17	33	39	THE DYNAMIC CLARENCE CARTER Atlantic SD 8199 (S)	3
	9	I HEARD IT THROUGH THE GRAPEVINE Marvin Gaye, Tamla TS 285 (S)	21	34	35	ON TOP Willie Mitchell, Hi SHL 32048 (S)	2
	10	DIANA ROSS & SUPREMES & TEMPTATIONS Motown MS 679 (S)	14	35	27	CHEAP THRILLS Big Brother & the Holding Co., Columbia KCS 9700 (S)	22
	11	PROMISES, PROMISES Dionne Warwick, Scepter SPS 571 (S)	11	36	34	FELICIANO Jose Feliciano, RCA Victor LPM 3957 (M), LSP 3957 (S)	34
	12	LOVE CHILD Diana Ross & the Supremes, Motown MS 670 (S)	14	37	—	BEST OF PERCY SLEDGE Atlantic, SD 8210 (S)	1
	13	JAMES BROWN LIVE AT THE APOLLO, VOL. 2 King (No Mono), 1022 (S)	27	38	—	MOTHER NATURE'S SON Ramsey Lewis, Cadet LPS 251 (S)	1
	14	THE WORM Jimmy McGriff, Solid State SS 18045 (S)	11	39	—	IRRESISTIBLE Tammí Terrell, Motown MS 652 (S)	1
	15	SILK 'N SOUL Gladys Knight & the Pips, Soul SS 711 (S)	10	40	40	SITTIN' IN THE COURT OF LOVE Unifics, Kapp KS 3582 (S)	6
	16	IN PERSON AT THE WHISKEY A GO GO Otis Redding, Atco SD 33-265 (S)	14	41	42	MOTOWN WINNERS CIRCLE, VOL. 2 Various Artists, Gordy GS 936 (S)	2
	17	HICKORY HOLLER REVISITED O. C. Smith, Columbia (No Mono), CS 9680 (S)	36	42	43	SOUL SHAKE Peggy Scott & Jo Jo Benson, SSS International SSS 1 (S)	2
	18	SMOKEY ROBINSON & MIRACLES—LIVE! Tamla TS 289 (S)	4	43	—	BR'ER SOUL M. Van Peebles, A&M SE 4161 (S)	1
★	23	SOUND OF SEXY SOUL Delphonics, Philly Groove LP 1151 (S)	3	44	45	POWERHOUSE Jazz Crusaders, Pacific Jazz ST 20136 (S)	3
	20	FOOL ON THE HILL Sergio Mendes & Brasil '66, A&M 4160 (S)	14	45	46	NANCY Nancy Wilson, Capitol ST 108 (S)	3
	21	SPECIAL OCCASION Smokey Robinson & the Miracles, Tamla TS 290 (S)	24	46	47	ELECTRIC LADYLAND Jimi Hendrix Experience, Reprise 2RS 6207 (S)	19
	22	ARETHA IN PARIS Aretha Franklin, Atlantic SD 8207 (S)	15	47	48	BEST OF SAM & DAVE Atlantic, SD 8218 (S)	2
	23	GREATEST HITS Intruders, Gamble SG 5005 (S)	3	48	—	CARAMBA Lee Morgan, Blue Note BST 84289 (S)	1
	24	SOULED Jose Feliciano, RCA Victor LSP 4045 (S)	14	49	49	JOHN W. ANDERSON PRESENTS KASANDRA Capitol ST 2957 (S)	16
	25	IT'S TRUE! IT'S TRUE! Bill Cosby, Warner Bros.-7 Arts WS 1770 (S)	4	50	50	MOTOWN WINNERS CIRCLE, VOL. 1 Various Artists, Gordy GS 935 (S)	2



JACK WALKER, WLIB disk jockey, accepts a silver loving cup from Jubilee Records board chairman Jerry Blaine and his father, Harry Block, at a testimonial dinner recently at the New York Hilton. Sponsored by the New York Record Men, the affair celebrated Walker's 20th anniversary in radio. Smiling his approval, left, is Tommy Smalls, vice-president of Jubilee.

The
charts
tell the story —
Billboard
has
THE CHARTS

Say You Saw It in
Billboard

MARCH 8, 1969, BILLBOARD

MUSICOR
RECORDS®

DYNAMAMO

DYNAMAMITE

OVER 250,000 SOLD R&B

**"ONE EYE OPEN"
THE MASK MAN
AND THE AGENTS**

NOW BREAKING POP.

DYNAMO 125

A ROCKING, SOULFUL, HILARIOUS SMASH!

OUT 2 WEEKS - 50,000 SOLD

**THE
DIPLOMATS
"ACCEPT ME"**

Produced by HAROLD THOMAS of GUARDIAN PROD.

DYNAMO 129

BROKE IN N.Y. WWRL • WLIB • PHILADELPHIA, WDAS
WASHINGTON, WWIN • WOOK • WEBB • WWOL
CHICAGO, WVON • WGRT • WMPD • CINCY, WCIN
COLUMBUS, GA., WOKS HOUSTON, KYOK • KCOH

A SMASH!

BREAKING IN WASHINGTON

**INEZ &
CHARLIE
FOXX**

**"BABY GIVE IT
TO ME"**

DYNAMO 127

Country Music

Scoggins Will Establish 8-Track Studio in W. Va.

NASHVILLE — Johnny Scoggins, president of Pro Sound studios here, announced that he will establish an 8-track recording studio in Wheeling, W. Va., and set up a production company in conjunction with WWVA.

The production company will be operated by two members of the Four Guys, a recording team regularly heard on the "Grand Ole Opry." The Four Guys have recorded for Stop Records.

Scoggins, a onetime entertainer who went into the construction business and then became a songwriter, built his own studios in Nashville and may do the same in Wheeling. He is expanding his studio here to include 8-track.

BIGGER OFFICE IN NASHVILLE

NASHVILLE — Billboard's office here moves to its new enlarged quarters Saturday (1).

The new facility, approximately doubling the present office space, is located at 1905 Broadway, directly in the music area. Billboard will occupy half of the second floor.

Phone, Area Code (615) 244-1836.

Originally the head of Exit Studios, Scoggins eight months ago built his compact recording studios on 17th Avenue and hired Billy Graves from Capitol Records to head a newly established label, Brigade. Under an arrangement just reached, Brigade will be distributed by Shelby Singleton.

Artists signed by the label include Roscoe Shelton, Jackie Burns and Bobby Dyson. He signed Dean Matthis, a member of the Newbeats, to handle some production. The firm, in addition to circulating the works of its own artists, also will cut masters and lease to other companies. A recent example is Pattie Johnson, who was signed by Scoggins' production company and leased to MGM.

In his most recent action, Scoggins has hired Gary Walker from Screen Gems-Columbia to head his publishing company, and has leased new office space in a 16th Avenue building formerly occupied by the Glaser Brothers. They, in turn, have moved to expanded quarters.

Scoggins is so convinced of the superiority of the sound of his studio that he has sent out invitations to all producers to do a session "on the house." The first session in the studio will be free, just to prove his point. Bob Stevens, an engineer

brought in from Columbus, Ohio, heads that department and the studio will operate 24 hours a day. Gary Parker is the studio manager.

Scoggins, who has a lot of faith in the possibilities in Wheeling, said there would be some major news out of that area in the near future. He also said he plans to open a New York of-
(Continued on page 48)



MARKETING THE INTRODUCTION of Boudleaux Bryant's "The Polynesian Suite," a press party was held at the Mahi Mahi Restaurant in Nashville on its opening night. Hosting the event were Jerry Glaser, general manager; Jerry Byrd, featured artist on the album; Bryant, composer of the suite, and Fred Foster, chief executive officer of Monument.

Col.'s Studio Move Spurs Building Spurt

NASHVILLE — The announcement by Columbia Studios that it is shutting its doors to outsiders (Billboard, Feb. 22) has spurred the construction of new studios.

Fanta Sound, largest studio supplier here and one of the largest in the world, has received orders for enough equipment in the past few weeks to fully equip more than four major studios.

Johnny Rosen, young president of Fanta, said independent producer Jack Clement, who long has talked of building a studio, has ordered a complete studio layout including 16-track equipment and the most expensive console ever brought into Nashville. "It's obvious he plans a major studio," Rosen said.

Fanta just finished supplying Athena Studios, owned by Dee Kilpatrick and Rick Powell, and it is recognized as one of the fine sound studios in the area. It is located in Brentwood, a Nashville suburb. Fanta also will equip the 4-track Shelby Singleton studio here, and one under construction in Florida.

In addition to making much of the equipment himself, Rosen is the distributor for Ampex, Langevin, Universal Audio, Electrodyne, Altec-Lansing and others. He now is Langevin's largest distributor in America.

Outside of Nashville, Fanta has equipped the Artist Recording Co. in Cincinnati, a complete "one-stop" plant which includes recording studios, printing, record pressing, a photo lab, and everything that goes into recording and packaging. "A man can enter the front door and leave through the back with his finished product," Rosen said.

Rosen could not list all of his Nashville clients, although it pre-
(Continued on page 48)

TODAY'S HIT SOUND!!!

"Yesterday's Letters"

BY

BOBBY LORD



EXCLUSIVELY ON
DECCA RECORDS

PUBLISHED BY:
CONTENTION MUSIC

BOOKINGS:
KEY TALENT AGENCY
1531 DEMONBREUN ST.
NASHVILLE, TENN. 37203
(615) 242-2461

Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 3/8/69

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart
1	3	ONLY THE LONELY Sonny James, Capitol 2370 (Acuff-Rose, BMI)	8	38	20	WHAT ARE THOSE THINGS (With Big Black Wings) Charlie Louvin, Capitol 2350 (Blue Crest/Hill & Range, BMI)	12
2	5	DARLING YOU KNOW I WOULDN'T LIE Conway Twitty, Decca 32380 (Tree, BMI)	11	39	34	YOURS LOVE Waylon Jennings, RCA Victor 47-9642 (Wilderness, BMI)	17
3	4	GOODTIME CHARLIES Del Reeves, United Artists 50487 (Passkey, BMI)	11	40	33	WHILE YOUR LOVER SLEEPS Leon Ashley, Ashley 7000 (Gallico, BMI)	9
4	2	UNTIL MY DREAMS COME TRUE Jack Greene, Decca 32423 (Blue Crest, BMI)	13	41	60	IF I HAD LAST NIGHT TO LIVE OVER Webb Pierce, Decca 32438 (Gallico, BMI)	3
5	8	MY WOMAN'S GOOD TO ME David Houston, Epic 5-10430 (Gallico, BMI)	8	42	—	YOURS LOVE Dolly Parton & Porter Wagoner, RCA 74-0104 (Wilderness, BMI)	1
6	1	TO MAKE LOVE SWEETER FOR YOU Jerry Lee Lewis, Smash 43045 (Gallico, BMI)	11	43	45	THE THINGS THAT MATTER Van Trevor, Royal American 280 (Sumar, SESAC)	6
7	10	WHO'S GONNA MOW YOUR GRASS Buck Owens & His Buckaroos, Capitol 2377 (Blue Book, BMI)	6	44	40	PLEASE TAKE ME BACK Jim Glaser, RCA 9696 (Glaser, BMI)	10
8	6	DADDY SANG BASS Johnny Cash, Columbia 4-44689 (House of Cash/Cedarwood, BMI)	14	45	55	RIBBON OF DARKNESS Connie Smith, RCA 74-0101 (Wiltmark, ASCAP)	2
9	11	KAW-LIGA Charley Pride, RCA Victor 47-9716 (Milene, ASCAP)	6	46	42	STAND BY YOUR MAN Tammy Wynette, Epic 10398 (Gallico, BMI)	14
10	9	KAY John Wesley Ryles, Columbia 4-44682 (Moss-Rose, BMI)	14	47	—	OUR HOUSE IS NOT A HOME Lynn Anderson, Chart 59-5001 (Green Grass, BMI)	1
11	14	WHO'S JULIE Mel Tillis, Kapp 959 (Barton, BMI)	12	48	49	YESTERDAY'S LETTERS Bobby Lord, Decca 32431 (Contention, SESAC)	4
12	7	WHEN THE GRASS GROWS OVER ME George Jones, Musicor 1333 (Glad, BMI)	16	49	44	YOUR SWEET LOVE LIFTED ME Bobby Barnett, Columbia 44716 (Gallico, BMI)	10
13	21	WHERE THE BLUE AND LONELY GO Roy Drusky, Mercury 72886 (Sands/Diogenes, ASCAP)	7	50	51	IF I HAD A HAMMER Wanda Jackson, Capitol 2379 (Ludlow, BMI)	5
14	15	CUSTODY Luke the Drifter, MGM 14020 (Screen Gems-Columbia, BMI)	8	51	54	SET ME FREE Ray Price, Columbia 4-44747 (Tree, BMI)	2
15	18	NONE OF MY BUSINESS Menson Cargill, Monument 1122 (Tree, BMI)	7	52	52	I REMEMBER LOVING YOU Sheb Wooley, MGM 14005 (Channel, ASCAP)	9
16	19	EACH TIME Johnny Bush, Stop 232 (Pamper, BMI)	11	53	59	A FUNNY THING HAPPENED (On the Way to Miami) Tex Ritter, Capitol 2388 (Tree, BMI)	5
17	17	NAME OF THE GAME WAS LOVE Hank Snow, RCA 47-9667 (Tree, BMI)	11	54	—	WHEN WE TRIED Jan Howard, Decca 32447 (Pass Key, BMI)	1
18	16	THE GIRL MOST LIKELY Jeannie C. Riley, Plantation 7 (Singleton, BMI)	14	55	56	WHEN YOU'RE SEVENTEEN Jimmy Dickens, Decca 32426 (Acclaim, BMI)	7
19	23	IT'S A SIN Marty Robbins, Columbia 4-44739 (Milene, ASCAP)	5	56	57	TOO HARD TO SAY I'M SORRY Murv Shiner, MGM 14007 (Jack, BMI)	10
20	25	RESTLESS Carl Perkins, Columbia 4-44723 (Cedarwood, BMI)	10	57	53	SONG FOR JENNY Ed Bruce, Monument 1118 (Pamper, BMI)	10
21	13	BRING ME SUNSHINE Willie Nelson, RCA Victor 47-9684 (Bourne, ASCAP)	12	58	63	COME ON HOME & SING THE BLUES TO DADDY Bob Luman, Epic 5-10439 (Return, BMI)	3
22	24	LET IT BE ME Glen Campbell & Bobbie Gentry, Capitol 3287 (M.C.A., ASCAP)	5	59	66	BIG BLACK BIRD Jack Blanchard & Misty Morgan, Wayside 1028 (Back Bay, BMI)	2
23	12	THE CARROLL COUNTY ACCIDENT Porter Wagoner, RCA Victor 47-9651 (Warden, BMI)	18	60	73	MY LIFE Bill Anderson, Decca 32445 (Stallion, BMI)	2
24	27	JOE & MABEL'S 12th STREET BAR & GRILL Nat Stuckey, RCA 9720 (Tree, BMI)	4	61	65	SWEET LOVE ON MY MIND Claude King, Columbia 4-44749 (Gallico, BMI)	2
25	26	DON'T WAKE ME I'M DREAMING Warner Mack, Decca 32394 (Page Boy, SESAC)	16	62	72	I'VE GOT PRECIOUS MEMORIES Faron Young, Mercury 72889 (Passport, BMI)	2
26	29	FADED LOVE AND WINTER ROSES Carl Smith, Columbia 4-44702 (Milene, ASCAP)	10	63	74	SOMEBODY'S ALWAYS LEAVING Stonewall Jackson, Columbia 4-44726 (Cedarwood, BMI)	2
27	28	EACH AND EVERY PART OF ME Bobby Lewis, United Artists 50476 (Screen Gems-Columbia, BMI)	11	64	75	WEDDING CAKE Connie Francis, MGM 14034 (Singleton, BMI)	2
28	31	SHE'S LOOKING BETTER BY THE MINUTE Jay Lee Webb, Decca 32430 (Sure-Fire, BMI)	6	65	68	HONKY TONK SEASON Charlie Walker, Epic 5-10426 (Blue Crest, BMI)	2
29	41	HUNGRY EYES Merle Haggard, Capitol 2383 (Blue Book, BMI)	3	66	67	CARLIE Bobby Russell, Elf 90-023 (Russell-Cason, ASCAP)	2
30	47	RINGS OF GOLD Dottie West & Don Gibson, RCA 9715 (Acuff-Rose, BMI)	3	67	61	WON'T YOU COME HOME (And Talk to a Stranger) Wayne Kemp, Decca 32422 (Tree, BMI)	6
31	36	JUST HOLD MY HAND Johnny & Jonie Mosby, Capitol 2384 (Vogue Inc., BMI)	4	68	69	LEAD ME ON Bonnie Owens, Capitol 2340 (Noma, BMI)	4
32	35	FROM THE BOTTLE TO THE BOTTOM Billy Walker, Monument 1123 (Combine, BMI)	5	69	71	JOHNNY ONE-TIME Brenda Lee, Decca 32428 (Hill & Range/Blue Crest, BMI)	4
33	39	WOMAN OF THE WORLD (Leave My World Alone) Loretta Lynn, Decca 32439 (Sure-Fire, BMI)	3	70	—	SOMETHING'S WRONG IN CALIFORNIA Waylon Jennings, RCA 74-0105 (Earl Barton, BMI)	1
34	22	THE BALLAD OF 40 DOLLARS Tom T. Hall, Mercury 72863 (Newkeys, BMI)	17	71	62	WICHITA LINEMAN Glen Campbell, Capitol 2302 (Canopy, ASCAP)	19
35	37	THE PRICE I PAY TO STAY Jeannie C. Riley, Capitol 2378 (Mayhew, BMI)	7	72	—	SWEETHEART OF THE YEAR Ray Price, Columbia 4-44761 (Tuckahoe, BMI)	1
36	38	WHERE THE BLUE OF THE NIGHT MEETS THE GOLD OF THE DAY Hank Locklin, RCA 47-9710 (Ahfert/Cromwell, BMI)	6	73	—	WHAT KIND OF MAGIC Les Seavers, Decca 32434 (Don White, Pub./Northern Music, BMI)	1
37	50	A BABY AGAIN Hank Williams Jr., MGM 14024 (United Artists, ASCAP)	3	74	—	I SEE THEM EVERYWHERE Hank Thompson, Dot 17207 (Brazos Valley, BMI)	1
				75	—	THE CONSPIRACY OF HOMER JONES Dallas Frazier, Capitol 2402 (Blue Crest/Hill & Range, BMI)	1

Delightful to see . . .

Bobbi Kaye



Delightful to hear . . .

'Stolen moments'

B/W

'Wegot love'

NUGGET #1033

BOBBI'S NEWEST RELEASE ON NUGGET IS DEFINITELY A POTENTIAL HIT FROM ALL INDICATIONS RECEIVED FROM OUR RADIO MARKET SURVEY.

BUSINESS MANAGEMENT:
LEONARD DOKKEN
P.O. BOX 400
FIRESTONE, COLO.

PROMOTIONS BY:
DAL-HART ENTERPRISES
P.O. BOX 475
MADISON, TENN., 37115

EXCLUSIVELY ON
NUGGET RECORDS

Flock of NARAS Entries Reflect Boom by Nashville as Music City

NASHVILLE — For the first time in its musical history, this city has an opportunity to justify its "Music City" title through finalist representation in many of the NARAS categories.

Branching well out from the country field, Nashville has nominations (two) in the Record of the Year category with songs written and/or recorded here; a nomination for Best New Artist; two songs in the Best Contemporary-pop male vocalist performance; one in the best performance by a contemporary pop vocal duo or group; best performance by a chorus; best R&B male Vocal Performance; Best Performance by an R&B Duo or Group; Best Rhythm & Blues Song; all of the country, sacred and gospel cate-

gories, including the Best Soul Gospel Performance.

Two of the Best Folk Performance nominees were recorded in Nashville. Only in classical music is this city completely shut out. However, even that may change.

The broadening of the categories is reflected, too, in the entertainment, which is no longer solely country. Scheduled for the show Wednesday (12) here are Jerry Lee Lewis, one time rock-singer who made the transition to country; Jeannie C. Riley, whose "Harper Valley PTA" branched over from country into the pop field, and Sam & Dave, the "dynamic duo" from Memphis, who have become leaders in rhythm and blues. Last year's show included Joe Tex, another top r&b performer.

Sam & Dave were tentatively slated (the contract had not yet been approved) to bring their 15-piece band, flying in from New York State, to be on the show.

Miss Riley, who just concluded a series of shows on the strip at Las Vegas, will perform a part of her over-all act at the NARAS show at the National Guard Armory. And Lewis, long recognized as one of the top showmen in the business, will do his complete act.

One of the surprises in the Best Soul Gospel Performance category is the nomination of Dottie Rambo, whose album

"The Soul of Me" was the first completely integrated gospel work ever done in the South. Although white, she utilized an all-black chorus to sing with her, an idea she conceived while attending a Negro church service in Birmingham (Billboard, Oct. 12, 1968). The LP was a success in both the Gospel and Soul Gospel fields.

Three of the Song of the Year nominations were written here, two of them by Bobby

(Continued on page 48)

Taylor Adds Three Acts

NASHVILLE — The Joe Taylor Artist Agency has added three acts to its roster, and has moved back to its original location.

Royal American Records will move into the offices vacated by Taylor in the Hubert Long Building.

Wilma Burgess and the Misty Blues, Decca; Archie Campbell, RCA Victor, and Jim & Jessie, Epic, all have been added to the Taylor roster, joining Ray Pillow, Lorene Mann, Van Trevor, Linda K. Lance, Sandy Rucker, Earl Richards and Lawanda Lindsey. Taylor also books Gary Bush and Mac Curtis on occasion.

Taylor returns to his original office in the Penthouse, at 1717 West End.



"DRAFTED" for service by the Armed Forces Radio and TV service was Monument artist Billy Walker, right, and his weekly TV show "Billy Walker's Country Carnival." Principals in the ceremony are Sgt. Bill Boyd, AFRTS; Nelka Brewer, Show Biz, Inc. executive vice-president, and Col. Robert Cranston, AFRTS Commander.

Country Carnival Chosen For Telecast to Soldiers

NASHVILLE — Billy Walker's Country Carnival, new Show Biz Inc., color, video-taped half-hour, has been selected by the Armed Forces Radio and Television Service for world-wide telecast to servicemen and American civilians in 21 foreign military installations.

The announcement was made jointly by Neika Brewer, Show Biz executive vice president, and Col. Robert Cranston and Sgt. Bill Boyd of AFRTS headquarters, Los Angeles.

According to Miss Brewer, AFRTS viewers number "well over a million," including some

800,000 military personnel plus dependents. Additional viewers include an untabulated civilian audience.

The network beams into such countries as Vietnam, Japan, Germany, Thailand, Philippines, Crete, Greenland and Korea.

Country Carnival is hosted by Monument artist Billy Walker and features two, often three, "Grand Ole Opry" and other guest artists per show. Among the recent guests have been Hank Williams Jr., Stonewall Jackson, Faron Young, Jim Ed Brown and the Irish Rovers.

(Continued on page 48)



PLANNERS for the Nashville NARAS awards show get together for a last-minute session. Left to right, Teddy Bart, entertainment chairman; Don Tweedy, musical arrangements chairman; Glenn Snoddy, sound chairman, and Maggie Carter, decorations chairman.

CURTIS WILLIS

SINGS A HIT

"SHE JUST LAY'S THERE"

b/w "The Whole Town's Looking Down on You"

ON

HIGH COUNTRY RECORDS

#69005

Billboard Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 3/8/69

★ STAR Performer—LP's registering proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
Billboard Award	1	WICHITA LINEMAN Glen Campbell, Capitol ST 103 (S)	17
	2	CHARLIE PRIDE . . . IN PERSON RCA Victor LSP 4094 (S)	5
3	5	STAND BY YOUR MAN Tammy Wynette, Epic BN 26451 (S)	5
4	4	GENTLE ON MY MIND Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	75
5	3	I WALK ALONE Marty Robbins, Columbia CS 9725 (S)	17
6	8	JEWELS Waylon Jennings, RCA Victor LSP 4085 (S)	10
7	7	BORN TO BE WITH YOU Sonny James, Capitol ST 111 (S)	17
8	6	HARPER VALLEY PTA Jeannie C. Riley, Plantation PLP 1 (S)	23
9	13	JOHNNY CASH AT FOLSOM PRISON Columbia (No Mono); CS 9639 (S)	39
10	11	SHE WEARS MY RING Ray Price, Columbia CS 9733 (S)	8
11	12	JUST THE TWO OF US Porter Wagoner & Dolly Parton, RCA Victor LPM 4039 (M); LSP 4039 (S)	23
12	10	JIM REEVES ON STAGE RCA Victor LSP 4062 (S)	18
13	18	SHE STILL COMES AROUND Jerry Lee Lewis, Smash SR5 67112 (S)	9
14	14	LITTLE ARROWS Leapy Lee, Decca DL 75076 (S)	11
15	9	MAMA TRIED Merle Haggard, Capitol ST 2972 (S)	24
16	17	HOLY LAND Johnny Cash, Columbia KCS 9726 (S)	5
17	16	WALKIN' IN LOVELAND Eddy Arnold, RCA Victor LSP 4089 (S)	20
18	23	CARROLL COUNTY ACCIDENT Porter Wagoner, RCA LSP 4116 (S)	2
19	20	BOBBIE GENTRY & GLEN CAMPBELL Capitol ST 2928 (S)	22
20	19	I'VE GOT YOU ON MY MIND AGAIN Buck Owens & His Buckaroos, Capitol ST 131 (S)	6
21	26	I TAKE A LOT OF PRIDE IN WHAT I AM Merle Haggard, Capitol SKAO 168 (S)	3
22	24	JIM REEVES AND SOME FRIENDS RCA Victor LSP 4112 (S)	4
23	21	LOVE TAKES CARE OF ME Jack Greene, Decca DL 75053 (S)	12
24	15	D-I-V-O-R-C-E Tammy Wynette, Epic (No Mono); BN 26892 (S)	32
25	—	YOUR SQUAW IS ON THE WARPATH Loretta Lynn, Decca DL 75084 (S)	1
26	29	YEARBOOKS AND YESTERDAYS Jeannie C. Riley, Plantation PLP 2 (S)	4
27	22	SOLID GOLD '68 Chet Atkins, RCA Victor LSP 4061 (S)	13
28	28	LUKE THE DRIFTER, JR. MGM SE 4559 (S)	6
29	31	BEST OF SONNY JAMES, VOL. 2 Capitol SKAO 144 (S)	3
30	36	MANY MOODS Wanda Jackson, Capitol ST 129 (S)	2
31	35	GOOD OLD DAYS Dolly Parton, RCA LSP 4099 (S)	2
32	33	SONGS OF THE YOUNG WORLD Eddy Arnold, RCA LSP 4110 (S)	2
33	34	BEST OF LYNN ANDERSON Chart CHS 1009 (S)	4
34	30	LORETTA LYNN'S GREATEST HITS Decca (No Mono); DL 75000 (S)	36
35	38	MEET DARRELL McCALL Wayside SS 1030 (S)	5
36	37	SOFTLY Hank Locklin, RCA LSP 4113	2
37	32	SONGS OF PRIDE—CHARLEY THAT IS Charley Pride, RCA Victor LPM 4041 (M); LSP 4041 (S)	25
38	—	INSTRUMENTAL SOUNDS OF Merle Haggard's Strangers, Capitol ST 169 (S)	1
39	—	MISS COUNTRY SOUL Diana Trask, Dot DLP 25920 (S)	1
40	40	MY COUNTRY George Jones, Musicor M25 3169 (S)	3
41	42	HONKY TONKIN' Carl Butler & Pearl, Columbia CS 9769 (S)	4
42	43	WHERE LOVE USED TO LIVE David Houston, Epic BN 26432 (S)	3
43	41	A NEW PLACE IN THE SUN Glen Campbell, Capitol (No Mono); ST 2907 (S)	42
44	45	JUST HOLD MY HAND Johnny & Joany Mosby, Capitol ST 117 (S)	2
45	44	BY THE TIME I GET TO PHOENIX Glen Campbell, Capitol T 2851 (M); ST 2851 (S)	63

Country Music

Nashville Scene

By BILL WILLIAMS

ASCAP's Juanita Jones hosted a welcoming party for Lawton Williams, and the prolific writer announced that he had signed with that performance society. . . . Mel Tillis has parted company from the successful and demanding "Porter Wagoner Show." Mel plans to spend more time writing songs and less time on the road. Severing all ties with his long-time friend, he has moved to the Moeller Talent Agency. . . . RCA's Mickey Newberry wrote several songs for an LP he planned to record, and then he became ill. Good songs to now lie dormant, so while he was recovering, most of those tunes he had written were recorded by others, including the next singles by Roger Miller, Johnny Darrell, and the First Edition. Newberry hurriedly had to write other songs for himself, and his own session was scheduled to start this past weekend. . . . Gene & Debbie, Hickory's duet artists, are both doing solo's in tunes to be released soon.

Don Bowman, back from a 31-day tour with Bill Anderson, now is completing his next album. . . . Barbara Moore, long-time regular on WSM, now starts her own show on WSIX, an audience-involvement program which includes music. . . . Tiny Harris has just finished cutting a single on Stop, the "A" side of which is simply titled "When," and the back-side is "Hi, There Old Bottle." Tiny then left for Vietnam for a four-month tour. . . . Five lucky ladies from California who proclaimed their love for Glen Campbell in a contest sponsored by that Sacramento country station took their husbands along when they flew to Hollywood for their grand prize. They were accompanied by Jay Hoffer and John McRae. . . . Capitol's newest Nashville artist is David Ingles, whose first release is due out shortly. He wrote both sides of the single himself, and has a winning combination going for him. They were published by Moss-Rose, arranged by Don Tweedy, and produced by Kelso Herston. Ingles is program director at KFMJ, Tulsa, and a video personality on KOTV's Billy Parker Show. He once was a part of the Arthur (Guitar Boogie) Smith show in Charlotte. . . . Joann Johnson has a new release out on Trend. She and her husband, Ernest Johnson, were writers of "Bummin' Around" done previously by Billy Grammer on Decca, and just recently released by Rex Allen. . . . Elvis Carden.

(Continued on page 63)



CASH MEANS GOLD as far as the record business is concerned. Columbia promotion director Gene Ferguson hands Johnny Cash a gold record, symbolic of his top-selling "Folsom Prison" album and the Billboard Awards designating his No. 1 position in the country charts.

A NORRO WILSON SMASH

LOVE COMES BUT ONCE IN A LIFETIME

S-2210

PRODUCED BY JERRY KENNEDY

Watch for his exciting new LP titled DEDICATED TO: ONLY YOU

SMASH 

A PRODUCT OF MERCURY RECORD PRODUCTIONS, INC.
35 East Wacker Drive, Chicago, Illinois 60601



THE ORIGINAL

COUNTRY

VERSION OF . . .

"YOU GAVE ME A MOUNTAIN"

STOP #257



BY

JOHNNY BUSH

ALL THESE POWER HOUSE STATIONS CAN'T BE WRONG:
 KAWA, WACO, KBUY — FT. WORTH / WIL — ST. LOUIS /
 KYAL — MCKINNEY / WPLO — ATLANTA / WJJD —
 CHICAGO / KBBO — BURBANK / KIKK — HOUSTON /
 KBER — SAN ANTONIO WWVA — WHEELING / WJRZ —
 HACKENSACK / WEXL — DETROIT / KAYO — SEATTLE /
 WSLR — ARKON / WINN — LOUISVILLE / WENO —
 NASHVILLE / KCKN — KANSAS CITY / WHOO —
 ORLANDO / WHO — DES MOINES / WSM — NASHVILLE
 / KTCR — MINNEAPOLIS / WBAP — FT. WORTH /
 WGMA — HOLLYWOOD

GEORGE MORGAN'S FIRST RELEASE ON STOP
 IS TAKING OFF IN ALL MAJOR MARKETS . . .

LIKE A BIRD!

WHEN YOU HEAR . . .

LIKE A BIRD!

—YOU'LL KNOW WHY—

"LIKE A BIRD"

STOP #252

BY

GEORGE MORGAN



STOP

RECORDS

809 18th AVENUE SOUTH
 NASHVILLE, TENNESSEE 37203
 (615) 255-8388



KING CURLEY, host of a country show at WRUS, Russellville, Ky., honors Hickory artist Ernie Ashworth on "Ernie Ashworth Day" in February. The artist's new record, "Where Do You Go," was played around the clock.

Building Spurt

Continued from page 44
 viously had been revealed in Billboard that expensive studio equipment has been ordered by Bill Denny at Cedarwood and Buddy Killen at Tree.

According to Rosen, a 23-year-old tycoon who has been in the studio-supply business only seven months, many of the Nashville studios are taking on movie equipment. "Virtually all of the big recording studios are ordering film and videotape equipment," he said. "They want it to produce educational materials, jingles, and promotional things for television showing."

Decca has not yet started construction of its promised studios here, but it has purchased considerable property in Music Row and should get underway shortly with construction.

The appearance of RCA's Harry Jenkins here also prompted new reports that Victor is ready to move ahead with its long-awaited expansion plans.

Boom by Nashville

Continued from page 46
 Russell. The song "Woman, Woman," nominated in the Best Performance by a contemporary-Pop Vocal Duo or Group, was written by Epic artist Jimmy Payne, a "pure" country singer.

Joe Simon, Peggy Scott and Jo Jo Benson all do their r&b recording in Nashville. Folk recordings done here include those by Bob Dylan and Gordon Lightfoot.

Any doubt as to Nashville's ability to record all kinds of music has been dispelled by this showing.

Country Carnival

Continued from page 46
 The show currently is syndicated in 45 markets.

AFRTS spokesmen said Country Carnival is "most representative of TV shows on the current country music scene to bring to servicemen overseas."

It also was announced during the week that the Bill Anderson Show also will be seen on this network. Appearing on this show regularly are Jan Howard, Don Bowman and Jimmy Gateley.

8-Track Studio

Continued from page 44
 fice for his publishing and production companies.

The company president said he will take less of an active part in the operation of the companies, leaving himself more time for writing songs, which is first love. The best known of his tunes to date has been "A Time to Sing," the theme song for the Hank Williams Jr. movie of that name.

SOUTHERN ALBUM SERVICE

We know the needs of the music business.

COMPLETE RECORD JACKET SERVICE

From design through printing, fabricating, prompt delivery.

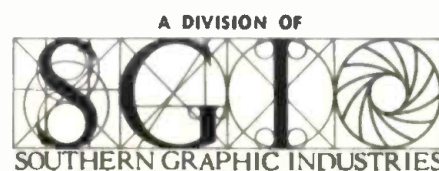
Brochures, inserts, creative sales promotion materials of all kinds, catalogs.

Solving the jacket problems for you, the album producer. Featuring personal service, and quality.

CONVENTIONAL OR UNI-JAKS

Call or write
 Betty Cox, Manager

Post Office Box 303,
 Nashville, Tenn. 37202
 615/254-1022



On The Charts Everywhere

"EVERYBODY'S GOT TROUBLES"

HAL WILLIS

"BIG BLACKBIRD"

JACK BLANCHARD

MISTY MORGAN

"CANDY"

JIMMY SNYDER

WAYSIDE RECORDS & THE NEW STEREO ALBUM

"MEET

DARRELL

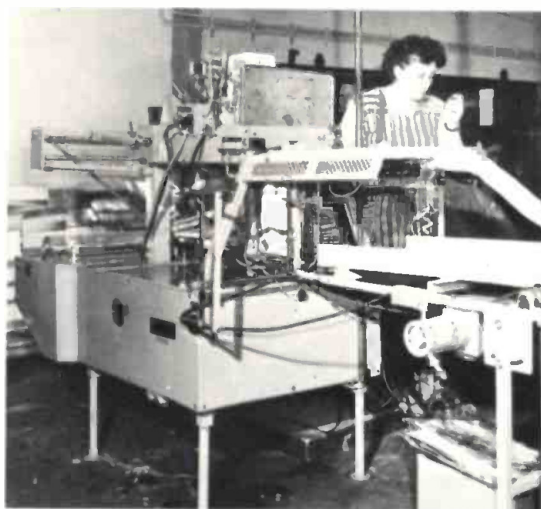
McCALL"

Distributed by Sounds of Music Inc., Belen, New Mexico
 Phone: 864-8596 A/C 505
 DJ's Needing Copies, Write
 Little Richie Johnson, Belen, New Mexico 87002

when answering ads . . .

Say You Saw It in Billboard

A COMPLETELY VERTICAL MANUFACTURING FACILITY—QUALITY PRODUCT IN QUANTITIES TO REDUCE COSTS



In October 1967, the new offices and factory buildings of the company were dedicated at Quickborn, Germany. The manufacturing daughter firm, De Ge Ha Plastik, was developed under its Technical Director, Harro H. Michna. Mr. Michna has developed an integrated plant facility with one of the highest production per worker outputs in the world.

Twenty dual station single operator LP presses are fed through extruders from a dry-blend compounding room over the air-conditioned press room. The presses are supported by master cutting lathes, plating equipment and PVC compounding units in the buildings. All product is conveyed through inspection to automatic film wrap machines.

The plant has a present capacity (used now 100%) of over 8 million LP's per year. In January 1969, new buildings for warehousing were completed to enable stocking for an output of a contemplated additional ten presses. Automated warehousing is now up to a storage capacity of 3 million LP's; thereby eliminating any seasonal interruption of full pressing capacity.

A custom-designed computer has recently been installed to streamline bookkeeping in billing, royalty and inventory controls. The company policy is—tomorrow's tools to handle tomorrow's growth.

**MILLER INTERNATIONAL
SCHALLPLATTEN GMBH**

Industry Service Message Sponsored by Miller International Schallplatten GMBH



MILLER INTERNATIONAL SCHALLPLATTEN GMBH



Pictured above are the company directors. Left to right, David L. Miller, Harald Kirsten, Dr. Eric Beurmann and Dr. Wilhelm Wille.

Miller met Dr. Beurmann and Wille in Hamburg in 1955 while the latter served as Sound Engineers and contractors for the famous "101 String" series that Miller produced in Germany. The trio was convinced in the mid fifties that Europe was ready for quality budget records. In late 1961, they founded the firm and finally got four presses operating in a small building in Hamburg. Harald Kirsten joined the firm in 1963 as Managing Director.

Drs. Beurmann and Wille are responsible for over 90 percent of the production of the company's product, including graphics, copyright analysis, etc. Mr. Kirsten is responsible for direction of all departments. Miller is the American director of the firm and on frequent visits to Germany, develops over-all policy with his co-directors. Working in concert on all aspects of the operation, the four directors take a deep personal pride in the achievements of the company.

A Concept That Changed An Industry

In late 1961 Miller International Schallplatten was founded in Hamburg, Germany by David L. Miller, Dr. Eric Beurmann and Dr. Wilhelm Wille. The basic premise was simply "a better record at a lower retail price." Miller, a veteran international producer and merchandiser of budget product, was convinced the German and European record buyer was no different in many respects than his U. S. counterpart. In spite of stiff industry resistance, at all levels, the firm progressed to the point of being a very important factor in the European markets today. In fact, every label of any consequence on the Continent has now joined in the competition of budget-priced long plays.

The Miller sales force, which presently numbers twenty men, constantly introduces new merchandising innovations never before used on the Continent.

New stereo program for local markets was recorded and the constant liaison between Sales and the A and R staff gave the firm a market acceptance and growth that in percentages eclipses any European competitor. A radical departure in co-op advertising schemes and point of sale display made the buying public aware that the product is unique and at a price that is pegged to local consumer incomes. Eventually the leading retail outlets in Germany recognized the "new era" in record merchandising was at hand. The entire industry has now benefited by a higher consumer exposure to long playing records.

Miller presently services on a direct basis approximately 6,000 accounts. Considering that active catalogs comprise less than 300 LP's, this is indicative of the quality and selectivity of program that generates these high sales figures per record. (Individual items have exceeded 350,000 units.)

While the bulk of sales are still in West Germany, the firm, since June of 1968, is enjoying ever increasing export business.

The central sales, creative, manufacturing and administrative offices are located at Quickborn, Germany near Hamburg. The company also operates branches in West Berlin, Munich and Frankfurt.

In a quality conscious market with conservative trade attitudes, Miller International's steady growth is a tribute to the imagination and energy of its personnel.



From left to right: Top Row:
F. W. Reise, Sales Coordinator
B. Varell, Public Relations
W. Schlafke, Graphics Manager
F. Jurgens, Assistant Manager
Z. Ures, Chief Accountant

Bottom Row:
F. Friedrichs, Purchasing Manager
H. H. Michna, Technical Director
and Plant Manager
U. Scharfenberg, Sales Manager
H. M. Neumann, Marketing Director

A COMMON OBJECTIVE— TEAMWORK, FOR END RESULTS

The executives and department heads at Miller International Schallplatten are in average the youngest in the industry on the continent.

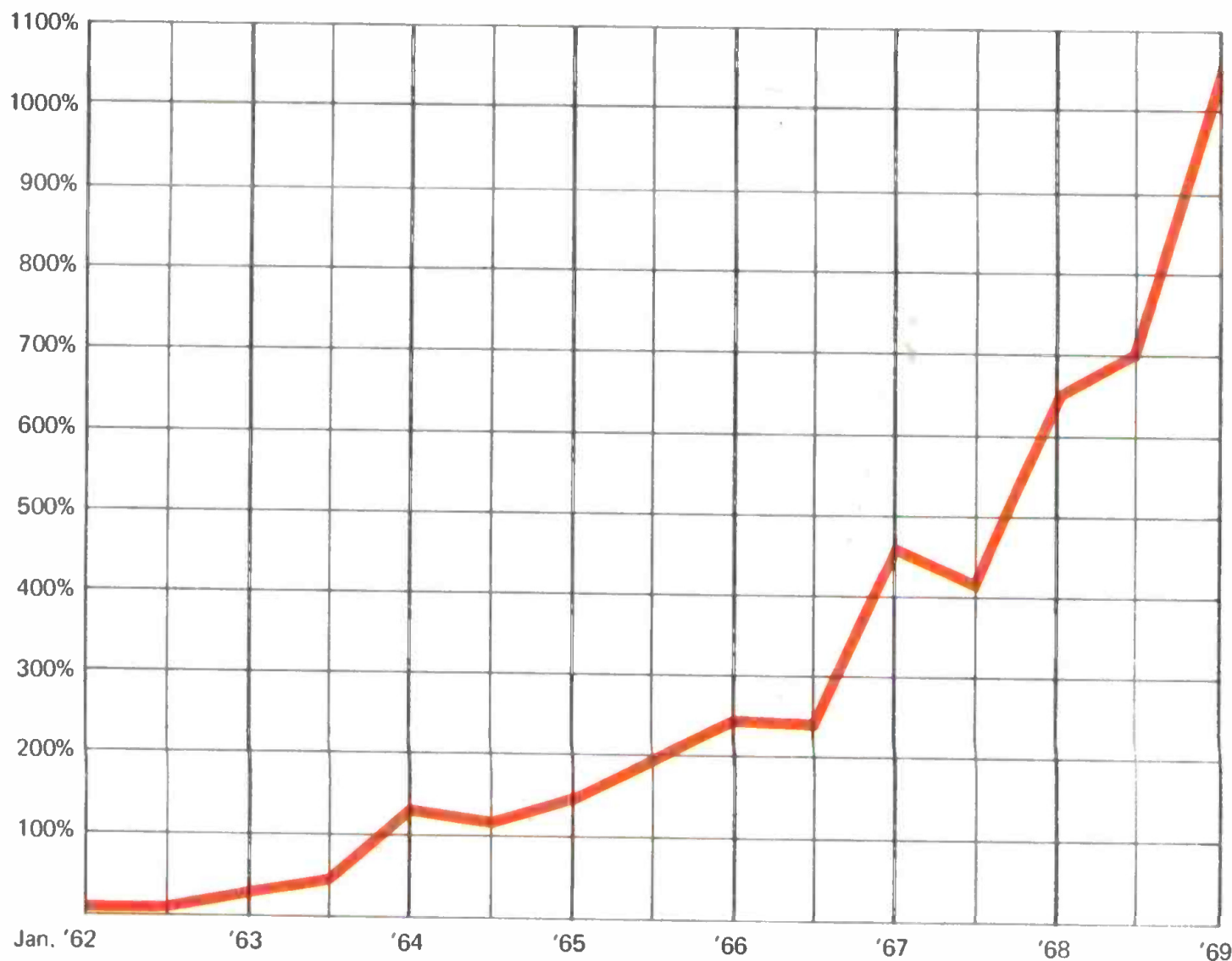
Working under the co-ordination of Harald Kirsten, each has proven his unique ability. Each has a complete understanding of the other's divisional problems and "meshes" his department to the common gear of company endeavor. This esprit de corps eliminates much red tape, although the job is accomplished within the framework of accounting procedure and company policy.

A competitor once asked "what is the company's number one asset?"—he was shown the above photos.



MILLER INTERNATIONAL SCHALLPLATTEN GMBH

The Fastest Growing Record Company
In Europe—The Company That
Changed an Industry on a Continent



THIS CHART DOCUMENTS THE ACTUAL GROWTH CURVE OF SALES OF THE SOMERSET AND EUROPA LABELS IN THE GERMAN AND WESTERN EUROPEAN MARKETS FROM JAN., 1962. SINCE 1961 A 4400% INCREASE IN SEVEN YEARS. MILLER INTERNATIONAL SCHALLPLATTEN IS THE MOST REVOLUTIONARY AND DYNAMIC MUSIC MERCHANDISING ORGANIZATION TO ENTER THE EUROPEAN MARKET IN THE PAST TEN YEARS.

CREATIVITY—EFFICIENCY—PROGRESS

Industry Service Message Sponsored by Miller International Schallplatten GMBH

RECORDED PRODUCT IN EVERY CATEGORY—CREATED FOR A QUALITY CONSCIOUS MARKET.



**MILLER INTERNATIONAL
SCHALLPLATTEN GMBH**

2085 Quickborn bei Hamburg, Justus von Liebig-Ring, West Germany

Industry Service Message Sponsored by Miller International Schallplatten GMBH

Classical Music

Angel's 4-LP 'Passion' Pkg.

LOS ANGELES — Angel Records is issuing a four-LP package of Bach's "St. Matthew Passion" in time for Easter sales. The set features soprano Teresa Zyllis-Gara, tenor Nicolai Gedda and baritone Hermann Prey with the South German Mad-

rigal Choir and Consortium Musicum under Wolfgang Gonnemann.

Three albums of highlights from complete operatic packages are being released including Verdi's "Aida" with Birgit Nilsson, Grace Bumbry, Franco

Corelli, Mario Sreni and Bonaldo Giaiotti with the chorus and orchestra of Rome Opera. Zubin Mehta conducting.

The other highlight sets are Puccini's "Madama Butterfly" with soprano Renata Scotto and tenor Carlo Bergonzi with the Rome Opera Orchestra and chorus, Sir John Barbirolli conducting, and Borodin's "Prince Igor" with Boris Christoff.

Rafael Frunhbeck de Burgos conducts the New Philharmonic Orchestra in an LP of Respighi and Stravinsky, while baritone Dietrich Fischer-Dieskau sings early Richard Strauss songs accompanied by pianist Gerald Moore. Completing the Angel titles is a pressing of Palestrina and Victoria with the Roger Wagner Chorale.

Melodiya/Angel has a two-LP set of Rachmaninoff piano concertos with soloist Yassov Devetzi and the Moscow Chamber Orchestra under Rudolf Barshai, and a Shostakovich quintet performance with pianist Lyubov Edlina and the Borodin Quartet.

Included in the releases of the low-price Seraphim line is a monaural reissue of a 1938 two-LP set of Puccini's "La Boheme" with sopranos Licia Anganese and Tatiana Menotti, tenor Beniamino Gigli and baritone Afro Poli, with the La Scala Orchestra and chorus. Umberto Berrettoni conducting.

The other Seraphim disks are Gliere's "Symphony No. 3" with Leopold Stokowski and Houston Symphony, and a collection of piano transcriptions with John Ogden.

Capitol Classics introduces an American music series with three albums featuring Robert Irving and the Concert Arts Orchestra. The volumes contain music of Leonard Bernstein and Aaron Copland, and ballet scores.

BEST SELLING Classical LP's

Billboard SPECIAL SURVEY For Week Ending 3/8/69

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	TRANS-ELECTRONIC MUSIC PRODUCTIONS INC. PRESENTS SWITCHED ON BACH Walter Carlos/Benjamin Folkman, Columbia MS 7194 (S)	15
2	2	SOUNDTRACK: 2001, A SPACE ODYSSEY MGM (No Mono); SIE 13 ST (S)	30
3	3	MOZART—CONCERTOS 17 & 21 (Elvira Madigan) Ando/Camerata Academica of the Salzburg Mozarteum (Ando), DGG (No Mono); 138 783 (S)	57
4	4	HOROWITZ ON TELEVISION Vladimir Horowitz, Columbia (No Mono); MS 7106 (S)	25
5	6	GREIG: CONCERTO IN A MINOR/LIZST: CONCERTO NO. 1 Van Cliburn, Philadelphia Orch. (Ormandy), RCA Red Seal LSC 3065 (S)	5
6	5	CHOPIN: PIANO CONCERTO NO. 2 Rubinstein/Philadelphia Orch. (Ormandy), RCA Red Seal LSC 3055 (S)	6
7	7	UP, UP & AWAY Boston Pops (Fiedler), RCA Red Seal (No Mono); LSC 3041 (S)	26
8	8	MY FAVORITE CHOPIN Van Cliburn, RCA Red Seal LM 2576 (M); LSC 2576 (S)	153
9	16	TCHAIKOVSKY: 1812 OVERTURE New Philharmonia (Buketoff), RCA Red Seal LSC 3051 (S)	10
10	11	TCHAIKOVSKY: SYMPHONY NO. 6 Philadelphia Orch. (Ormandy), RCA LSC 3058 (S)	5
11	15	ROYAL FAMILY OF OPERA Various Artists, London (No Mono); RFO-S-1 (S)	24
12	9	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	90
13	10	CHOPIN: SONATAS 2 & 3 Van Cliburn, RCA Red Seal LSC 3053 (S)	14
14	14	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia (No Mono); MS 7176 (S)	29
15	13	BELLINI & DONIZETTI HEROINES Beverly Sills/Vienna Volksoper Orch. (Jalas), Westminster WST 17143 (S)	13
16	23	BACH ORGAN FAVORITES, VOL. 1 E. Power Biggs, Columbia ML 5661 (M); MS 6261 (S)	28
17	17	TCHAIKOVSKY CONCERTO NO. 1 Van Cliburn, RCA Red Seal LM 2252 (M); LSC 2252 (S)	135
18	18	CLAIRE DE LUNE (3 LP's) Philippe Entremant, Columbia D3S 791 (S)	3
19	20	GOUNOD: ROMEO & JULIET (3 LP's) Freni/Corelli/Various Artists/Paris Opera Orch. (Lambard), Angel SCL 3734 (S)	2
20	24	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA Red Seal LM 2609 (M); LSC 2609 (S)	33
21	12	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	32
22	22	VERDI: REQUIEM (2 LP's) Various Artists/Vienna Philharmonic (Salti), London OSA 1275 (S)	11
23	19	PROKOVIEF PETER & THE WOLF/TCHAIKOVSKY: NUTCRACKER SUITE New York Philharmonic (Bernstein), Columbia ML 5593 (M); MS 6193 (S)	44
24	35	IN THE CLASSIC STYLE Christopher Parkenins, Angel S 36019 (S)	3
25	—	ORFF: CARMINA BURANA Janowitz/Fisher Dieskau/Stalze/Schoenberg Children's Chorus/Orchestra & Chorus of German Opera Berlin (Jochum), DGG 139 362	20
26	21	GLORY OF GABRIELLI E. Power Biggs/Various Artists, Columbia (No Mono); MS 7071 (S)	53
27	27	STOCKHAUSEN: GRUPPEN/CARRE Various Artists, DGG 137002 (S)	3
28	29	CONCERTOS BY MOONLIGHT Entremant/New York Philharmonic (Bernstein), Philadelphia Orch. (Ormandy), Columbia MS 7197 (S)	3
29	30	BRUCKNER: SYMPHONY NO. 7 Philadelphia Orch. (Ormandy) RCA LSC 3059 (S)	4
30	34	DELIBES: LAKME (3 LP's) Sutherland/Various Artists/Monte Carlo Opera Orch. (Bonyng), London OSA 1391 (S)	2
31	31	SATIE: PIANO MUSIC, VOL. 1 Ciccolini, Angel 36482 (S)	36
32	25	BEETHOVEN: THE COMPLETE PIANO CONCERTOS (5 LP's) Gilels/Cleveland Orch. (Szell), Angel SE 3731 (S)	26
33	28	BRUBECK: LIGHT IN THE WILDERNESS (2 LP's) Various Artists/Cincinnati Symphony Orch. (Brubeck) Decca DXS 7202 (S)	4
34	40	DONIZETTI: LA FILLE DU REGIMENT (2 LP's) Sutherland/Pavaratti/Various Artists/Royal Opera House Orch. (Bonyng), London (No Mono); OSA 1273 (S)	26
35	—	A JOHN MCCORMACK COLLECTION OF ARIAS, DUETS AND SONGS Vicalra VIC 1393 (M)	1
36	36	THE BEST OF FRANCO CORELLI Capital SPAO 8703 (S)	2
37	—	BEETHOVEN: SYMPHONY NO. 5 Chicago Symphony (Reiner), RCA Red Seal LSC 2343 (S)	1
38	—	TCHAIKOVSKY: 1812 OVERTURE/NUTCRACKER SUITE London Festival Orch. (Sharples), London Phase Four SPC 21001 (S)	1
39	—	A LYRIC TENOR, VOL. 2 Fritz Wunderlich, Angel S-60078 (S)	1
40	—	BARBER: SCENES FROM ANTHONY AND CLEOPATRA/ SUMMER OF KNOXVILLE 1915 Price/New Philharmonia Orch. (Schippers), RCA Red Seal LSC 3062 (S)	1

Col. Issuing Special LP-Set by Bernstein

NEW YORK — Columbia Records is issuing a special-priced three-LP package of Tchaikovsky's three best-known symphonies as performed by Leonard Bernstein and the New York Philharmonic. The three LP's will list for the price of two. Bernstein and the Philharmonic also have a coupling of Shostakovich and Prokofiev.

In the Music of Our Time series, Columbia is issuing a first pressing of Conlon Nancarrow's "Studies for Player Piano," which was composed by putting holes in piano rolls. Another disk first is Aaron Copland's "Short Symphony," which appears on a pressing with the composer conducting the London Symphony.

Also first on records is Mo-

zart's "Concerto No. 9" with Igor Kipnis as soloist on harpsichord instead of piano. A Haydn concerto completes the set, which also features Neville Marriner and the London Strings.

A second volume of Edward R. Murrow's "A Reporter's Notebook," covering 1948-1961 is being issued on two LP's. Completing the Columbia titles is a Mozart coupling with pianist Robert Casadesu and the Cleveland Orchestra under George Szell.

The low-price Odyssey line spotlights the 1940's at the Metropolitan Opera with such artists as Rise Stevens, Salvatore Baccaloni, Jennie Tourel, Ezio Pinza, Lily Pons, Bidu Sayao, Helen Traubel and Lauritz Melchior.

5 Avant-Garde Albums Kick Off Angel Series

NEW YORK — Angel's Music Today series is off to a strong start with five contemporary albums, which should draw heavy interest in the growing market for avant-garde material, especially on college campuses. Sets of Olivier Messiaen and Iannis Xenakis are especially potent.

But there also is an impressive collection of Karl-Birger Blomdahl, which includes the inventive "Game for 8 (Choreographic Suite)" ably performed by Ulf Bjorlin and the Stockholm Philharmonic, who also do well by the "Prelude and Allegro for Strings." "Five Italian Songs" complete the disk as performed by mezzo-soprano Ann-Sofi Rosenberg and pianist Hans Leygraf.

Tadashi Mori and the Tokyo Symphony have an excellent lyrical album, which contains Toshiro Mayuzumi's "Bacchanale" and "Phonologie Symphonique" and Yasushi Akutagawa's "Music for Symphony Orchestra" and "Triptique for String Orchestra."

The Messiaen LP can stand with other notable compositions of one of today's foremost composers. The performances by Serge Baudo and the Orchestre de Paris are moving in "Et Expecto Resurrectionem Mortuorum" and "Les Offrandes Oubliees," both fine religious-oriented works.

Xenakis, another of the leaders of the avant-garde, has a fine album of variety, as Konstantin Simonovich and the Paris Instrumental Ensemble for Contemporary Music plays "Atrees (Homage a Pascal)" and "Morisma-Amorisma"; the Bernede String Quartet plays "ST/4"; and cellist Pierre Penassou plays "Nomos Alpha."



ROBERT ILOSFALVY: Operatic Recital
Orchestra of the Hungarian State Opera,
Miklós Erdélyi, cond.

SLPX 11319/stereo only

"... Robert Ilosfalvy seems to possess a particular magic of tone that crops up only once or twice in a generation of singers, with a Gigli, a Bjoerling, a Wunderlich ... not since the Di Stefano of twenty years ago have we seen the emergence of such a sheerly beautiful tenor voice ... fat lyric tenor ... the voice rolls over into a clear, juicy ring with spin and excitement ... these versions are to be ranked with the best recorded since the war. ..."

HIGH FIDELITY MAGAZINE
August 1968

Bartók, Kodály, Liszt and Contemporary Hungarian Music,
First Recording on QUALITON Records.

Distributor:

QUALITON RECORDS Ltd.
39-38 58th Street, Woodside, N.Y. 11377

Audio Retailing

Chicago Wholesalers Create New Outlets, Expand Others

CHICAGO—Kent Beauchamp and Ed Yalowitz recently showed a camera dealer who had tried cassettes that he could sell reel-to-reel and 8-track CARtridges, too. In another instance, an electronics store handling only tape, was advised to put in a stock of 300-500 LP's. Such examples of total diversification in retailing prerecorded music is reflected by the philosophy of the two young wholesalers who think distributing prerecorded music is in the midst of an evolution.

Asked which segment of their business was most important, Yalowitz said, "Last year All Tapes grew 300 per cent. So did Royal Disc. Rapid One Stop grew 200 per cent. But maybe tomorrow Rapid One Stop will

sign a rack jobbing contract with a 23-store chain, so how can we say which of our three companies is the fair-haired boy?"

Beauchamp, president, and Yalowitz, executive vice-president, are both 34. Both attended the same schools as boys and neither would carry on the business without the other, although they often disagree.

Such "disagreement," one suspects, is not fundamental (for example, Yalowitz is convinced 7½ i.p.s. is the best speed for reel-to-reel. Beauchamp champions 3¼ i.p.s.).

The total philosophy of selling all forms of prerecorded music is understandable, since the men initially formed All Tapes as a reel-to-reel distributing firm.

"In terms of tape, our volume evens out right now at one-third cassettes, one-third 8-track and one-third reel-to-reel," Beauchamp said. At one time, the company carried 4-track but has discontinued it.

Beauchamp's advice to dealers is to "carry a variety of records and tape configurations." He further advises dealers, "You should turn your stock from four to six times a year. If you're turning it more than six times you're doing too much business and probably turning customers away by not having items in depth."

While the company employs a few representatives, its basic philosophy is "We need eyeballs." Beauchamp explained, "A rep tends to oversell. We have employed salesmen with the idea of keeping dealers' stock clean. We want the dealers to move merchandise or get it back to us."

Right now, all merchandise is ticketed and Beauchamp expects to add IBM data processing equipment as fast as possible. Another 5,000 square feet of space is being added to the new facility here on Pulaski Road.

Such use of advance electronic data processing is part of the evolution the two men speak about. "As wholesalers, we have to be a total service outlet for our dealers. This involves developing merchandising programs, analyzing retail outlets, setting



KENT BEAUCHAMP'S advice to dealers is to "carry a variety of records and tape configurations."



ED YALOWITZ checks an order at his company's new headquarters on North Pulaski in Chicago.

up in-store promotion, maintaining inventory control and servicing a rapid demand for fast-moving items."

Retailing is evolving, too, according to both men. "The bulk of our business is still in the large department stores. But music stores, record shops, electronic and camera stores are becoming important outlets, too."

In the case of the camera store, Beauchamp said, "At first, we tried cassettes. This went over so well and so many customers were asking for reel-to-reel that we put in a rack of this, too. Now the store's added 8-track and a new tape outlet exists that never existed before."

"We're inching our way into a lot of departments. Four feet here and four feet there," he said. "An electronic store was stocking all types of tape and we thought it could move records, too. We put in between 300-500 titles and now they're moving records for the first time."

Phonograph Sales Up

WASHINGTON—The Electronic Industries Association (EIA), using figures compiled by its marketing services department, reports that January television, radio and phonograph

sales all recorded substantial increases over last year.

According to the EIA, portable and table phonograph sales showed exceptional growth, registering a 42.5 per cent increase over January 1968, with 315,947 units sold, an all time January high. Console sales, at 121,134 units, registered a 9.8 per cent increase to bring January total phonograph sales to another all time high of 437,081 units, or 31.6 per cent increase over 1968.

Automobile radio sales also showed a significant January increase, registering a 24.2 jump over January 1968. Home radio sales of 691,444 sets represented a 3.0 per cent increase over January 1968. Total radio sales of 1,633,253 sets in January was 14.2 per cent over January 1968.

Color television sales of 514,862 sets was the largest January on record, increasing 26.9 per cent over January 1968.

BEST SELLING Jazz LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	SOULFUL STRUT Young-Holt Unlimited, Brunswick BL 754144 (S)	7
2	2	FOOL ON THE HILL Sergio Mendes & Brasil '66, A&M SP 4160 (S)	13
3	5	MERCY MERCY Buddy Rich Big Band, World Pacific ST 20133 (S)	17
4	4	THE WORM Jimmy McGriff, Solid State SS 18045 (S)	11
5	6	ROAD SONG Wes Montgomery, A&M SP 3012 (S)	17
6	7	ARRIVAL OF A YOUNG GIANT Craig Huntley Trio, World Pacific ST 20135 (S)	6
7	3	A DAY IN THE LIFE Wes Montgomery, A&M LP 2001 (M); SP 3001 (S)	75
8	10	THE GREATEST BYRD Charlie Byrd, Columbia CS 9747 (S)	2
9	9	THE ELECTRIFYING EDDIE HARRIS Atlantic 1495 (M); SD 1495 (S)	53
10	15	SILVER CYCLES Eddie Harris, Atlantic SO 1517 (S)	2
11	—	SOUNDTRACK Charles Lloyd, Atlantic CD 1519 (S)	1
12	—	MOTHER NATINE'S SON Ramsey Lewis, Cadet LSP 71	1
13	13	DOWN HERE ON THE GROUND Wes Montgomery, A&M (No Mono); SP 3006 (S)	44
14	8	POWERHOUSE Jazz Crusaders, Pacific Jazz ST 20136 (S)	10
15	20	AUTUMN Oon Ellis, Columbia CS 9721 (S)	2
16	11	THINK Lonnie Smith, Blue Note BST B4290 (S)	3
17	12	CALIFORNIA SOUL Gerald Wilson, World Pacific ST 20135 (S)	11
18	18	MASEKELA Hugh Masekela, Uni 73041 (S)	9
19	19	MUCH LES Les McCann, Atlantic SO 1516 (S)	2
20	14	CARAMBA Lee Morgan, Blue Note BST B4289 (S)	7

Billboard SPECIAL SURVEY For Week Ending 3/8/69

'Picket' Wis. Record Firms In Promotion

By BENN OLLMAN

MILWAUKEE—Three music stores here were picketed on a recent busy Saturday afternoon. But it was all in fun, unlike the disturbances occurring simultaneously on the nation's college campuses.

The so-called demonstrators—a busload of 50 students from suburban Menomonee Falls high school, were recruited by Columbia Records distributor, Morley-Murphy Co. They wore bright sweat shirts, slogan buttons and carried picket signs with such messages as "Make Out With Mozart," "Columbia Records Has Soul," and "Bob Dylan—The Holy Hour."

Dubbed "The Revolutionaries Are Coming," the promotion was handled by Morley-Murphy Co.'s record division sales manager, Gordon Krahn, promotion director Kenneth Harvey and sales staffers Bill Broege and Al Ripley. They all functioned as picket line marshals and chaperones during the afternoon.

The students were carefully screened by high school authorities before being selected, and advised to dress warm. Participants were all rewarded with free sweatshirts, slogan buttons, record albums and an afternoon of fun.

The "demonstrators" were careful not to interrupt the normal flow of traffic in front of the stores being picketed: Downtown Radio Doctors, Bay Music and Brookfield Music Center.

BEST NEEDLE GUIDE IN THE BUSINESS

PFANSTIEHL'S NEEDLE GUIDE is cross indexed by brand, cartridge, needle number, or picture for exact duplication with new diamond or sapphire needles . . . helps you to make the sale quickly for bigger profits. Write today for your free copy and Factory-to-Dealer sales plan information.



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

Jochum, Symphony Glow

NEW YORK—The American Symphony never sounded better than it did in Bruckner's "Symphony No. 5" on Monday (24) at Carnegie Hall. The main rea-

son, in addition to the orchestra's high caliber, was the conducting of Eugen Jochum, one of Europe's outstanding conductors and a Bruckner specialist.

Roger Myers Dies at Age 58

BELLEVILLE, Ill.—Roger B. Myers, owner of the firm bearing his name and a music accessories distributor and manufacturers representative for home entertainment lines, died here Feb. 22.

Myers, 58, had been hospitalized for a respiratory ailment and suffered a fatal heart attack. He distributed and represented lines such as Amberg File & Index Co., Gusdorf, Guy Hobbs, Panasonic and others and called on music, record and radio-TV dealers in six States.

He was representative for
(Continued on page 63)



EUGENE ORMANDY, music director of the Philadelphia Orchestra, autographs copies of the orchestra's recent six-album release on RCA Red Seal at Philadelphia's John Wanamaker department store as Paul Sklar, RCA field salesman for Philadelphia, looks on. The albums were the first releases under the Philadelphia's new long-term RCA pact.

Coin Machine World

HOWARD ELLIS

Vendors' Music Route Acquisitions Won't Force MOA/NAMA Merger

By EARL PAIGE

CHICAGO—The continued acquisitions of music routes by large, national operating firms primarily involved in vending will not result in the merger of Music Operators of America (MOA) and the National Automatic Merchandising Association (NAMA), according to MOA president Howard Ellis.

The Omaha operator and owner of Coin-A-Matic Music

Co. said, "The big vendors are primarily interested in street routes in the larger metropolitan areas. They want to combine as many as six city routes into one. Instead of six telephones they want one."

"There are thousands of small routes located away from the large metropolitan cities that the large vendors are not interested in and the operators of these

routes will continue to need MOA," he said.

Ellis, here visiting MOA's headquarters, said he also thinks that the larger music operating firms will continue to look to MOA for leadership and guidance, even though many were being acquired by large vendors.

"Without exception, the large vending firm retains the management of the acquired business," he said. "Generally, one of the requirements of purchase is that the current owner stays on in a management capacity."

Asked why he thought large national firms were increasingly interested in street operating businesses when so much of the vendor's attention seems focused on industrial and institutional operating and food service, Ellis said, "I think the large vendors need to increase their equipment buying position. By pointing to

(Continued on page 57)

Programming: Family Style

RAPID CITY, S. D.—Patricia Burns, programmer for Black Hills Novelty Co. here, has five reasons for doing most of her work at home. They are her children, ages 7, 9, 11, 13 and 14.

"I have the radio going all day long," said Mrs. Burns, who is the sister of Black Hills owner John Trucano. "There are three

stations, c&w, 'Hot 100' and easy listening. In addition, I subscribe to Billboard's Record Source International.

"We divide our locations into three categories: adult, pop and c&w. Pop includes both 'Hot 100' and r&b. I select the adult records, the children take care of the pop and we flip for c&w."

Each location receives a minimum of four new records every other week. When Mrs. Burns assumed her programming duties two years ago, she sent questionnaires to all locations asking how they wanted their categories distributed. For example, a location could request all c&w, two

(Continued on page 57)

STORY TELLS YOUNG GIRL'S PIN ABILITY

CHICAGO — "When you shoot it right, for instance, there's a moment when you and the table become the same thing, when it's impossible for you to make a mistake and you fly. This is the most perfect feeling that life can offer." So states Arfur, a girl pinball player and subject of a fascinating story in the February issue of Eye magazine.

Arfur, according to Eye author Nik Cohn, "is the greatest pinball player of our time." The story relates her many experiences and philosophy about pinball.

For example: "In pinball, everything depends on relaxation, on inner balance and you have to shut out everything but the table, you have to be timeless. . . ." Operators may be hearing more from Arfur as she plans to become a recording artist.



"QUIETING NERVES." Pictured here are some Harvard students taking time out from exams to play pinball games. An article in a Boston newspaper recently highlighted the flipper game and its role in college recreation rooms.

5 SEMINARS

85 Firms at Western NAMA

LOS ANGELES—A total of 85 exhibitors will participate in the National Automatic Merchandisers Association (NAMA) Western convention at the Ambassador Hotel here Mar. 7-9. Business seminars will deal with developing supervisors, operating manager systems, security, budgets and integrated accounting systems.

Dates, times and business sessions: Mar. 7, 10:15 a.m., "Supervisory Development"; Mar. 7, 11:15 a.m., "Time Savers and Accuracy Builders for the Operating Manager"; Mar. 8, 10:15 a.m., "Security Workshop"; Mar. 9, 10:15 a.m., "Using the Budget to Control, Co-ordinate and Forecast"; Mar. 9, 11:30 a.m., "Gaining Useful Operating Data from Integrated Accounting Systems."

All meetings are in the Venetian Room. Exhibits are open afternoons on all three days.

New Rowe Films

WHIPPANY, N. J. — New Rowe Phonovue film and record pairings consist of Hippie Camper (2916L) paired with "Switch It On," Philasoul 324, or "Is There Anything" Philasoul 327; The Archer (2918H) paired with "Good Lovin'," Tamla 54179, or "Goodbye Columbus," Warner Bros. 7267; Up, Up & Off (2918L) paired with "If I Had a Hammer," Hi 2155, or "Do Your Thing," Atco 6641; Behind Closed Doors (2918D) paired with "Coal Man," Atco 6645.

(Continued on page 58)

Seeburg Eyes Billiard Mfg.; Studying Audio-Visual Field

CHICAGO—Seeburg Corp., division, Commonwealth United Corp. (CUC), in hoping to acquire a pool table manufacturing firm, is re-evaluating the market feasibility of its coin-operated audio-visual unit and may acquire a record company, according to Louis Nicastro, CUC president and chief operating officer.

"We're looking at several pool table manufacturers and think we have a natural means of distribution for marketing this type of leisure equipment," Nicastro said.

Regarding a rumor Seeburg might be interested in a ping-pong and bowler manufacturing firm, he said, "There is no truth to this. Our Williams (Electronics, Inc.) division has achieved a dominant position in this field and the antitrust laws wouldn't permit us to acquire another similar firm."

Nicastro said he could not comment at this time on plans to acquire a record manufacturing firm.

In regard to Seeburg's audio-visual unit, he said, "It's no

secret that we have had an engineered and tooled model for some time. The unit will work on the principle of bringing the visual to the patron, rather than being centrally located.

"We have deliberately held

(Continued on page 58)

On the Street

By RON SCHLACHTER

Rowe president Jack Harper is back at Whippany, N.J., headquarters after a fast-paced trip that took him to Honolulu, Tokyo, Hong Kong, Singapore, Australia and back again to Honolulu. Harper began his journey by attending the NAMA meeting in Honolulu and then devoted the rest of his time visiting Rowe distributors and foreign licensees. . . . Jim Newlander reports that Rowe has been in contact with MOA's Fred Granger to give compliments and make a few suggestions concerning the association's new public relations program. Elsewhere at Rowe, general sales manager Joe Barton is back in good shape after a hospital stay for surgery and marketing vice-president Ray Taber is anticipating a few days of vacation in Puerto Rico.

In Atlanta, Bill Ray of Peach State Distributing Co. reports that "business is good and the weather is beautiful." Ray and partner, Dickie Buford, are just

(Continued on page 58)

New Equipment



Williams—Single-Player Flipper Game

If Arfur, the 15-year-old "champion pinball player of England" and subject of a fascinating story in the February issue of Eye magazine, likes Williams' Apollo, she and other players will likely be watching for Miss-O. This new one-player game from Williams Electronics, Inc., seen above, features five ways to advance balls. Mystery eject pockets in the pool table theme game advance from one up to five balls. Making all 15 "balls" lights the bottom outlanes for special score. A center horseshoe is lighted to score an extra ball when A-B-C-D are made. The game, adjustable for three or five ball play, also features match play.

Set German Trade Show

WEST BERLIN—Germany's first international coin machine fair will be held in the Congress Hall, West Berlin, Sept. 16-19.

The fair will coincide with the 75th anniversary of the first coin machine exhibition held in Berlin in 1894 and will provide an important international shop window for the coin machine industry, which will not be represented at the Hanover Fair this year.

The coin machine fair will occupy an area of about 10,500 square feet and a number of small conference halls will be available for companies wishing to use them for demonstration purposes.

See 25c Capsules as Way To Offset Profit Squeeze

KANSAS CITY, Mo.—The growing importance of 25-cent capsules will hopefully offset the

BIG PROFITS COME IN SMALL PACKAGES

Northwestern's Model 60 produces more profit per dollar of investment

Whether it's in a supermarket or super service station, the Model 60 is an operator's profit package. Simple changes of the brush housing and merchandise wheel allow you to dispense all types of popular items. The Model



60 has the most foolproof coin mechanism in its field. Extra-wide chute and interchangeable globe accommodates all sizes of products. Model 60's attractive, modern design is sure to corner profits for you—at any location. Wire, write or phone for complete details.

Northwestern

CORPORATION
2932 Armstrong St., Morris, Ill.
Phone: WMItny 2-1300

discouragement of less volume in 10-cent jawbreakers brought about by more nickel jawbreaker merchandise. This is the view of Charles Lichterman, owner of Prize Vending Co. here, who is fighting the profit squeeze by installing a greater variety of machines and shooting for shopping center locations.

With over 700 locations, mostly in small groceries, Lichterman employs a varied inventory in achieving little-by-little growth in the business. The growing mortality of the small groceries, caused by racial problems, hold-ups, etc., have forced him to move from his small-grocery-specialty into shopping centers, super markets and service

Get and hold the best locations with

Victor's Selectorama® Console

6 DIFFERENT STYLES

Save 50% to 75% servicing time. Unlock front door to fill & collect.

Write—Phone for information
LOGAN DISTRIBUTING, INC.
1852 W. Division St., Chicago, Ill. 60622
Phone: (312) 486-4870



THE NATIONAL VENDORS ASSOCIATION will have this meeting room at its disposal for its annual convention next month at the Hollywood Beach Hotel, Hollywood, Fla.

station locations the past few years.

Wrapped bubble gum, lico-rice lozenges, jelly beans, Boston beans and chocolate drops are among high turnover penny items. The company is moving in the direction of 10-cent vending units in combatting the problem of fewer small locations.

"I have only a small number of 25-cent capsule venders out now," Lichterman said. "Not enough to really get a line on the potential. But the ones I have are turning in good sales. Our best sellers in quarter capsules seem to be bracelets, rings, anklet bracelets, key chains, earrings and larger toy items, such as vinyl snakes. Our machines are doing tremendously well in

both the young and adult markets.

"But, because of the cost of the machines and the products, these units can't be located in the type of neighborhood grocery we've always had with penny goods," he said. "It's a must to get them in high-traffic spots in super markets, discount stores and shopping centers."

But the way the 5-cent jawbreaker has hurt the dollar volume in gum vending is a source of discontent for Lichterman. He would have liked to have stayed with dime gum vending permanently. "The average youngster realizes he gets more quantity in two nickel jawbreakers than a single dime purchase. And the lower cost of the nickel variety and the increase in sales aren't enough to close the gap in profits on the sales of dime gum," he said.

Save Space

The typical prize vending installation incorporates from two to four types of units but ranges up to 16 machines. The newer wrapped bubble gum, which the company has vended for about four years, is a brisk seller. With location prospects, Lichterman says he arouses interest when he discusses the space-conserving ingredients of multiple-unit machines with small, compact bases. He demonstrates how he can team up four units in the same amount of space formerly occupied by a single machine.

Lichterman makes a fetish out of clean machines. A clean and filled jar with a new head goes in each time a location is serviced. He maintains a stock of jar heads for all types of units. Jars are washed, air-dried and filled ready for the truck
(Continued on page 57)

If your competition is giving you location trouble . . .

You may find the answer to this problem by operating the most advanced idea in bulk vending—the all new Victor—



SELECTORAMA®



77-88 CONSOLE

With six different combinations to select from to fit any of your locations. Will vend a variety of merchandise and coin combinations—1¢, 5¢, 10¢, 25¢.

Front door operation saves 50% to 75% service time. Bigger display, more profits.

See your distributor for information and delivery date.

VICTOR VENDING CORP.

5701-13 West Grand Ave.
Chicago, Ill. 60639



SUPER 77 in console holds 175-V2 capsules

BARGAINS from KING'S One Stop

Psychedelic Pin-On Buttons \$12.00 M
Rings for 1¢ Vending, 800 to bag 1.90

Filled Capsule Mixes
All 250 per bag

5¢ Economy Mix \$3.90
5¢ De Luxe Mix 5.00
5¢ Ring Mix 4.50
10¢ Hippie or Swinger 8.00
10¢ Economy Mix 7.00
10¢ De Luxe w/Lighter 8.00
25¢ Jewelry Mix, 100 to bag V. 10.00

T. J. KING & CO. INC.

2700 W. Lake St., Chicago, Ill. 60612
Phone: 312/533-3302

SCHOENBACH CO.

Manufacturers Representative
Acorn-Amco Distributor

MACHINES

WE HAVE 25c TITANS, MACHINES AND MERCHANDISE IN STOCK

HOT-HOT

10c CAPSULE MIXES (all 250 per bag)

Monte Carlo \$8.00
Indian Craft Rings 9.50
Asst. Items with Lighter 8.00
Precious Gem Rings 7.50
Jewelry Mix 7.00-8.00
Jumbo Dice Mix 8.00
Jumbo Creepy Bugs 8.00
Mini Books (3 per capsule) 8.00

HOT 5c VEND ITEMS (all 250 per bag)

Asst. Economy Mix \$4.25
Bugs 5.00
Rings 5.00
Economy Ring Mix (no front) 4.00
Regular Deluxe Assmt. 5.00
Asst. Jewelry (Bangles & Beads) 5.00

1c CHARM MIXES & ITEMS
From \$3.50 to \$24.00 per M.
25c capsules in stock

Parts, Supplies, Stands & Globes.
Everything for the operator.
One-third deposit with order,
balance C.O.D.

SCHOENBACH CO.

718 Lincoln Pl., Brooklyn 16, N.Y.
(212) PResident 2-2900

NEW VICTOR 77 GUM & CAPSULE VENDORS



A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye-catching design. Makes merchandise irresistible. Convenient. Interchangeable merchandise display panel.

Vends 100 count gum, V. count gum, V. V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism.

Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front

WRITE, WIRE OR PHONE GRAFF VENDING SUPPLY CO., INC.

2956 Iron Ridge Road
Dallas 47, Texas

NVA Plans 2 Workshops

By RON SCHLACHTER

CHICAGO — For the first time, the National Vendors Association (NAV) will devote two days to workshops at its annual convention, scheduled to take place April 17-20 in Hollywood, Fla. Previously, one day was set aside for panel discussions.

"We sent letters to 30 to 40 people asking them what they wanted in the way of panel discussions," said Herb Goldstein, workshop chairman. "In their responses, they agreed 100 per cent that they wanted two days of workshops. This is because they want a chance to exchange ideas and find out what's going on elsewhere in the country."

"With the rapidly expanding market, we have to have a place to exchange ideas. Up to now, people have had to talk in the hallways of hotels. While I am prejudiced because this is my baby and I started it, I think we have helped a lot of people."

The workshops will be held Friday and Saturday of the convention and will feature four speakers covering three subjects. The moderator for Friday's session will be Tom Theisen, of Theisen Vending Co., Minneapolis. Speaking on the subject, "You Can Fight City Hall," will be Leo Weiner, owner of West Coast Enterprises in Southern California, and NVA president
(Continued on page 57)

NCA Report: '69 Sales Up

CHICAGO—A National Confectioners Association (NCA) survey of 132 candy, chocolate and chewing gum companies shows manufacturers viewing the year ahead with qualified optimism.

In its 19th annual management study edition, "The Confectionery Industry Speaks," the NCA reports that 91 per cent of the manufacturers surveyed expect sales to rise in 1969 while the same percentage also anticipate a rise in production costs. Fifty-three per cent of those polled are looking forward to an increase in profits, 35 per cent expect profits to remain about the same as last year and 10 per cent expect a dip. Meanwhile, 59 per cent of those surveyed are planning to introduce new items this year.

According to the report, an average of 49 per cent of manufacturers sales are channeled through wholesale outlets. Supermarkets are considered by 53 per cent of the manufacturers to be the largest eventual outlet. Thirteen per cent ranked drug stores as their largest outlet; 6 per cent, department stores; and 5 per cent, variety stores.

W. M. Cramer Dies

SAN FRANCISCO—W. M. Cramer Jr., 74, president and founder of Cramer Gum Co., Boston, died here Feb. 21 following a brief illness. Noted for his creativeness in designing production machinery and the design and packaging of bubble-gum, Cramer is survived by his widow, Marge; a son, W. M. III, and two daughters.

Programming: Family Style

• Continued from page 55

c&w and two adult or any other combination.

Based on the questionnaires, I know that I have to order 202 western every two weeks and 240 pop every two weeks," said Mrs. Burns. "I use Billboard's charts to put new records in categories and when a record is listed on all three charts, then I'm sunk.

"My main problem is getting records. I get all my records from Minneapolis. Recently I

NVA Plans

• Continued from page 56

H. B. Hutchinson, of H. B. Hutchinson Co., Atlanta.

Allan Cohen, co-owner of Northwestern Sales & Service, New York, will serve as moderator for the Saturday workshop, which will be divided into two sessions. Vincent (Buddy) Schiro, of Schiro Vending Supply, New Orleans, will speak on "The Penny Is a Big Part of a Dollar," while John McDaniel, owner of Palmer Co., Seattle, will deliver his remarks on "Service Is My Business."

ordered five records from Billboard's easy listening chart and received only one of them.

"The one-stop keeps telling me that the records won't go over out here and maybe he's right. But we have more than cowboys out here. Ellsworth Air Base is located here in Rapid City and we can use r&b.

"However, our biggest category is c&w. This is a big tourist area and even the people who come out here on vacation expect to find c&w. They figure this is where it should be played. But I say try to find me a good western in August.

Mrs. Burns also receives numerous requests since all locations are supplied with requests cards. To meet these requests more efficiently, Black Hills Novelty is in the process of setting up a record catalog and will soon build a warehouse to keep records. As for stereo singles, Mrs. Burns said:

"We use them, but not enough of them. We would like to use more at certain locations. However, to appreciate stereo singles, you have to be able to listen to them. You can't have a location

Southern Operators

• Continued from page 55

being refurbished," he said, in regard to complaints about hotel conditions last year.

This year's convention is Sept. 5-7 in Chicago.

Other convention matters will include discussions of audio-video equipment demonstrations and the role of manufacturers pertaining to participation as MOA officers.

Ellis said MOA's public relations program "will be studied paragraph by paragraph." A special civic service award program will also be put together. MOA's bylaws will be up-dated, too.

A total of 50 operators have been invited to the meeting here, planned as the first of MOA's regional mid-year directors meetings, to help the trade group establish contact with operators in different parts of the country.

where the clatter of dishes drowns out the sound."

Mrs. Burns moved to Rapid City two years ago after living in Los Angeles for 15 years. The only things she misses are an FM station and the Dodgers.

Profit Squeeze

• Continued from page 56

before the operator leaves to service the routes.

"Filling jars from the trucks at location isn't sanitary," contends Lichterman. "It's bad for bulk vending in general. Besides it saves time to fill jars before making the routes." He hires a full-time girl who cleans, fills the jars and answers the phone.

Inflation is one of the troublesome aspects of bulk vending, says this 15-year veteran. Profit stability is a thing of the past, he notes. "Prices for products and machines keep going up with the rising costs of labor and freight. Who absorbs all that price increase? The bulk vendor, who else?" answers Lichterman.

The answer, the vendor, says, is more high-traffic locations, higher turnover and higher ticket items. But he's worried about the future of the industry and his own business. It's the kind of general condition, he feels, that is ripe for merger with larger companies.

"The small businesses are being gobbled up by the large all over the country," says Lichterman "Bulk vending will probably follow the trend."

Howard Ellis

• Continued from page 55

the fact that they are involved in many different street operations they make their position as a customer for equipment that much stronger.

"From what I am told, the vendors are primarily interested in street cigaret routes, and, of course, they realize that music is a very profitable part of the whole street operating picture. They seem less interested in full line vending in street locations."

Ellis also is encouraged, he said, by the prospects that acquisitions of music routes by national companies will result in fresh capitalization of street operating firms.

"The large firms want to operate more efficiently. The modern methods they developed in vending will be made available to the street routes they acquire."

As an example, Ellis said all bookkeeping and daily checking totals from street routes in many cities could be funneled into one centralized facility where a national operating firm would utilize electronic data processing and other forms of centralized operation.

VICTOR'S NEW 77 SPECIAL EXTRA CAPACITY TOP . . .



Holds 30 more V-2 Capsules. Can be installed on your present 77s, or purchased with your 77 machines.

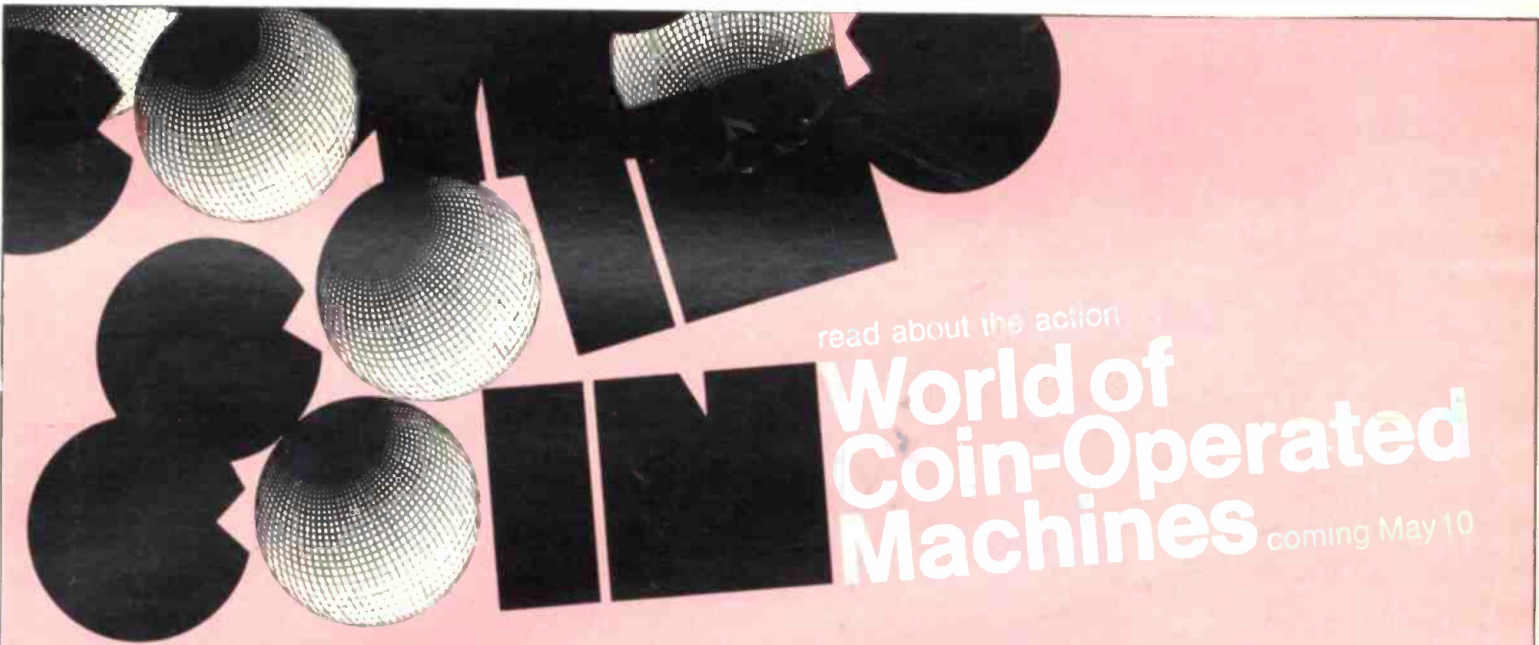
Only \$4⁵⁰ each

Includes new center rod.

See your distributor for information or write us direct.

VICTOR VENDING CORP.

5701-13 West Grand Ave. Chicago, Ill. 60639



Billboard's International Coin-Machine World Directory 1969-'70

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

Current Concise Complete

ADVERTISING DEADLINES April 11th in the United States...April 4th for all International

Chicago
188 W. Randolph St.
Phone: 312-236-9818

Los Angeles
9000 Sunset Blvd.
Phone: 213-273-1555

Nashville
110 - 21st Ave.
Phone: 615-244-1836

London W.1
7 Welbeck St.
Phone: 486-5971

Milan
Galleria del Corso 2
Phone: 70.15.15

Billboard
has the... "IN" side story
ON
Coin Machines
Billboard

On the Street

• Continued from page 55

back from Houston where they attended the sporting goods show. Meanwhile, recent visitor to Peach State was **Quinn Jacobson** of Reed Electromech in Rockford, Ill. Jacobson made the rounds with Peach State to vending accounts in the Atlanta area. **Max Hurvich** of Birmingham Vending Co. is happy to announce that his son-in-law, **Al Toronto**, is now a full partner with the firm. Meanwhile, the company is planning to celebrate its 38th anniversary on April 1. However, there won't be a big celebration since

Hurvich is sticking to his policy of a party every five years. . . . Birmingham routeman **Willyum Sher** and his wife are in Israel for two weeks.

Art Daddis of United Billiards reports that "everything is humming" and that everyone is working 22 hours a week overtime. Daddis just returned from a business trip to Miami where he found the weather about equal to that of New Jersey. . . . **Ed Zorinsky** of H.Z. Vending in Omaha is a man with many hats to wear. Zorinsky, who was recently elected secretary of the board of directors of the Omaha Public Power District, has been appointed chairman of the National Intercollegiate Wrestling Tournament, which will be held

in Omaha March 6-8. Meanwhile, **Zorinsky's** father, **Hymie**, just arrived home from a Rock-Ola trip to Acapulco.

With the Illinois Legislature in session, **Fred Gain**, executive director of the Illinois Coin Machine Operators Association, is on the alert for any legislation that may be introduced. At home, Gain is also on the alert since a new Samoyed puppy, named "Jelly," has been introduced to the household. Elsewhere on the ICMOA scene, president **Harry Schaffner** reports "nothing but work" and **Les Montooth** is enjoying a few days of rest in Florida.

Lance Hailstone is back at his desk at Nutting Associates in Mountain View, Calif., after representing the firm at the Arnold Palmer Enterprises National Putting and Driving Range Convention in Miami. On his way home, Hailstone visited distributors and operators in San Antonio, Houston and Galveston. . . . A promotion at Nutting finds **Rod Geiman** assuming the duties of executive vice-president.

Archbishop Cooke Lauds N. Y. Firm

NEW YORK — Meyer Parkoff, president Atlantic New York Corp. here, recently received a very complimentary letter from Archbishop Cooke thanking him for servicing a background music system Seeburg Corp. installed in the Archbishop's residence. Parkoff, in relating that the servicing involved changing records, said the unit was originally installed by Atlantic for Seeburg at the request of Cardinal Spellman.

What's Playing?

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

Ames, Iowa, Location: Kid-Restaurant

ELENA DANYLCHUK, programmer, K & D Music Co.



Current releases:
 "Dizzy," Tommy Roe, ABC-11164;
 "Indian Giver," 1910 Fruitgum Co., Buddah-91
 "Crimson & Clover," Tommy James & The Shondells, Roulette-7028.
Oldies:
 "House of the Rising Sun," Animals;
 "Wooden Heart," Joe Dowell.

Haddonfield, N. J., Location: Young Adult-Tavern

CAROL HUMES, programmer, Cannon Coin Machine Co.



Current releases:
 "Crossroads," Cream, A&O-6646;
 "Proud Mary," Creedence Clearwater, Fantasy-619;
 "Do Your Thing," Watts 103rd Street Band, Reprise-7250.
Oldies:
 "You Keep Me Hanging On," Vanilla Fudge;
 "White Room," Cream.

Philadelphia Location: C&W Tavern

MEL EPSTEIN, programmer, Blue Ribbon Vending Co.



Current releases:
 "Let It Be Me," Glen Campbell & Bobbie Gentry, Capitol-2387;
 "Joe and Mabel's 12th Street Bar & Grill," Nat Stuckey, RCA-9720;
 "Galveston," Glen Campbell, Capitol-2428.
Oldies:
 Location reports poor results with older C&W records.

Proven Profit Maker!

CHICAGO COIN'S NEW 1-PLAYER PIRATE GOLD

New Super Scoring CENTER PIRATE CAVE PIRATES CHEST Bonus Build Up

CHICAGO COIN MACHINE DIV. CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY BLVD. CHICAGO, ILLINOIS 60644

Mrs. of PROVEN PROFIT MAKERS Since 1931

New Rowe Film

• Continued from page 55

or "Friends of Mine," Date 1628.

Revolutionist (2918X) paired with "Indian Giver," Buddah 91, or "Soul Sister," Atlantic 2590; Masquerade (2918R) paired with "Soul Shake," SS 761, or "Son of a Preacher Man," Atlantic 2580; Fashion Show (2918) paired with "By the Time I Get to Phoenix," Monument 1125, or "Buona Sera, Mrs. Campbell," United Artists 50476; One Too Many (2918C) paired with "Don't Double With Trouble," Atco 6643, or "Riot," Uni 55102.

Seeburg Eyes

• Continued from page 55

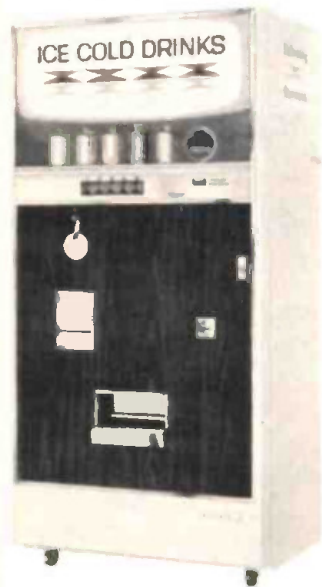
back until what we feel will be a propinquity time. Now that we have merged with CUC, which has a huge film library and a highly creative film making division, we are up-dating our thinking on introducing the unit.

"We think the correct approach is quality visual material, as against other approaches which amount to pictures of nearly nude dancing girls."

Nicastro said E. P. (Pat) Lyons has been made plant manager and W. H. Morrison has been brought in to head the home entertainment products. Other recent CUC appointments were A. Bruce Rozet, board chairman and chief executive officer; Oliver A. Unger, vice-chairman of the board; Richard A. Sarazen, vice-president of corporate planning and development; Arnie Kalm, vice-president, corporate development, and Arthur Siegel, vice-president.

INCREASE VENDING SALES

IN ANY LOCATION



3

NEW CAN COLD DRINK VENDORS

for prestige and heavy volume locations GIANT 360 can capacity-48 cans in pre-cool

LOOK TO

ROCK-OLA

for advanced products for profit!

Rock-Ola Manufacturing Company 800 North Kedzie • Chicago, Illinois 60651

BUY Bally FOR TOP EARNINGS IN EVERY TYPE OF LOCATION EVERYWHERE

Reconditioned SPECIALS Guaranteed

PIN BALLS — BOWLERS — ARCADE

GOTTLIEB		BALLY	
SHIPMATES (4-PI.)	\$210	BAZAAR	\$210
NORTH STAR	155	ROCKET 3	290
KINGS & QUEENS	190	SURFER	315
ICE REVUE	225	DIXIELAND	350
CENTRAL PARK	230	WILLIAMS	
CROSS TOWN	235	DM BOY (2-PI.)	\$145
SING-A-LONG	310	ZIG-ZAG	140
CHICAGO COIN		TEACHERS PET	190
MUSTANG (2-PL.)	\$170	MIOWAY	
MULA MULA (2-PI.)	225	PLAY BALL	\$230
KICKER	210	LITTLE LEAGUE	295
TV BASEBALL (2-PI.)	285	RIFLE CHAMP	215

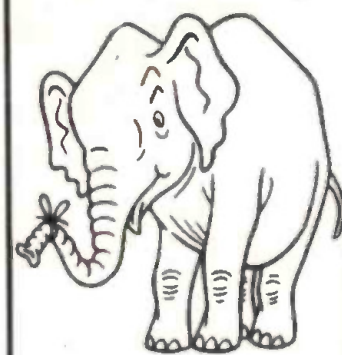


Write for complete 1969 Catalog of Phanographs, Vending and Games. Established 1934

ATLAS MUSIC COMPANY

Cable: ATMUSIC—Chicago 2122 N. WESTERN AVE., CHICAGO, ILL. 60647. ARmitage 6-5005

Jumbo Buys



That's the Kind of Values You'll Find in Our New Coin Machine List. Send for !!!

Exclusive Rowe AMI Distributor Eo. Po. - S. Jersey - Del. - Md. - D.C.

DAVID ROSEN inc

855 N. BROAD ST., PHILA., PA. 19127 Phone: (215) Center 2-2900

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

All Machines Ready for Location

Seeburg A Y-100	\$345.
200 selection Seeburg wallboxes	each 27.50
Seeburg SC1 wallboxes	each 39.50
Seeburg Electra	695.
Seeburg 201	725.
Seeburg LPC 1 with stepper	545.
AMI-1-120	125.
AMI-WKA 200 selection wallbox	165.
AMI-WQ 200 wallboxes	15.
Seeburg E-2 Cigaret machine	25.

Cable: LEWJO

Call, Write or Cable

Lew Jones Distributing Co.

Exclusive Wurlitzer Distributor 1311 N. Capitol Ave. Indianapolis, Ind. Tel.: MELrose 5-1593

Exclusive 5-Year Warranty.



That's what you get with the new Rowe AMI Music Miracle. This 5-Year Warranty covers normal-use wear on *all* moving parts. It's an industry "first". And it's just one of the big break-through features of this dramatic new jukebox.

Here are some of the other great Music Miracle features. No lubrication required for 5 years. No preventive maintenance needed for 5 years. New "Wall-of-Sound" side speakers and patented Stereo Round for today's big you-are-there high fidelity sound. New, exciting RoweVue slides to attract more players. New Change-A-Scene front panels. Rowe alarm system as standard equipment. Two-wire systems for remote volume

and cancel control. Three-in-one programming—change from 200 to 160 to 100 selections. These are all Rowe AMI exclusives. And they help make the new Music Miracle jukebox the most sensational music salesman in the business.

See your Rowe AMI distributor for all the details.

Rowe international, inc.

A SUBSIDIARY OF TRIANGLE INDUSTRIES, INC.

75 TROY HILLS RD., WHIPPANY, N. J. 07981

**The most successful annual promotion
in the history of the record industry**

**March
is
Mantovani
Month**
(15th consecutive year!)



**NEW and
EXCITING!**

**Those Were The Days; By The
Time I Get To Phoenix; Love Is Blue;
For Once In My Life; Chitty Chitty
Bang Bang; A Man Without Love;
Honey; If I Were A Rich Man;
Delilah; Both Sides Now; Les
Bicyclettes de Belsize; Come
September.**

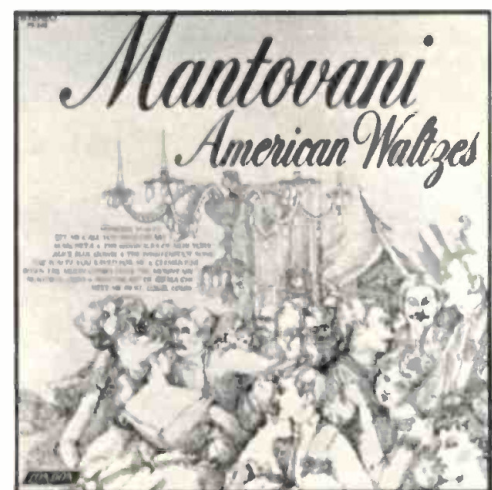
Stereo PS 548

MANTOVANI BEST SELLERS RE-PACKAGED... BY DEMAND



CONTINENTAL ENCORES
stereo PS 147

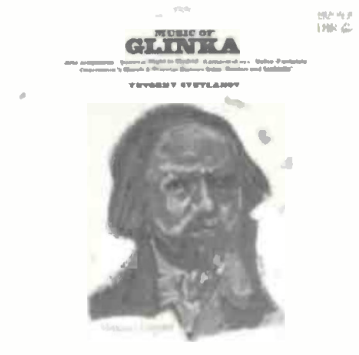
LONDON®



AMERICAN WALTZES
stereo PS 248

Billboard Album Reviews

MARCH 8, 1969, BILLBOARD



CLASSICAL
MUSIC OF GLINKA—USSR Symphony (Svetlanov). Melodiya/Angel SR 40081 (S)
 Being issued in conjunction with the first American tour of the USSR Symphony, this pressing has one sparkler after another, including "Jota Aragonesa (Spanish Overture No. 1)," "Valse-Fantasia," and two selections from "Russian and Ludmilla." Yevgeny Svetlanov expertly conducts. Other top cuts are "Summer Nights in Madrid (Spanish Overture No. 2)" and "Kamarskaya."



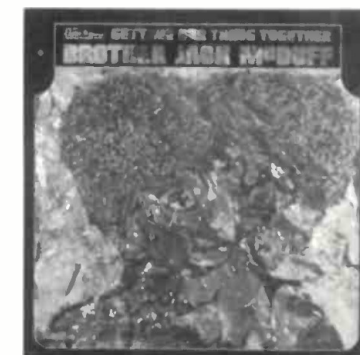
CLASSICAL
RACHMANINOFF: SYMPHONY No. 1—USSR Symphony (Svetlanov). Melodiya/Angel SR 40084 (S)
 Yevgeny Svetlanov continues his fine Melodiya/Angel series of recordings with the USSR Symphony in this exciting album of Rachmaninoff's "Symphony No. 1," which is being released as the orchestra makes its first U. S. tour.



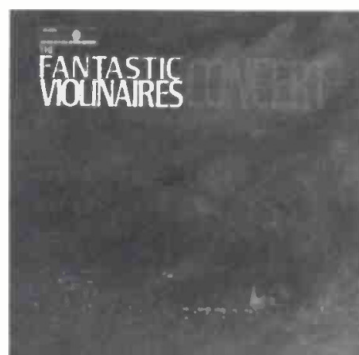
LOW PRICE CLASSICAL
OPERA ARIAS, Vol. 2—Fritz Wunderlich. Seraphim S 6007B (S)
 The Wunderlich strength and vigor shines through these 11 arias, a follow-up to his previous successful LP. The late tenor's voice is poignant, precise and pure as he scores with magnificent ease in arias from "The Flying Dutchman," "Eugene Onegin," "Xerxes" and "La Traviata," among others.



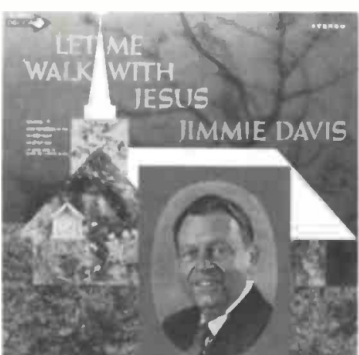
LOW PRICE CLASSICAL
MAHLER: SYMPHONY No. 9—Moscow Philharmonic (Kondrashin). Melodiya/Angel SIB 60029 (S)
 With the continuing interest in Mahler, this exceptional bargain should prove an attractive item. Kiril Kondrashin, a superior conductor, ably leads the fine Moscow Philharmonic in an expressive reading of the last of Mahler's completed symphonies in this two-record set.



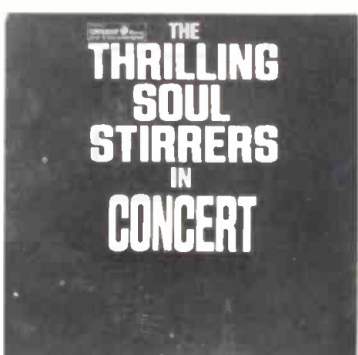
JAZZ
BROTHER JACK McDUFF—Getting Our Thing Together. Cadet LPS 817 (S)
 Jazzman Jack McDuff features a high-energy package of instrumental jams and pop-to-jazz translations. Steering his combo from the organ pulpit McDuff moves through "Win, Lose or Draw," "Hold It for a Minute" and Jim Webb's "Up, Up and Away" classic. McDuff's heavy jazz work-outs and chart appeal should kick his latest effort on a campaign up the charts.



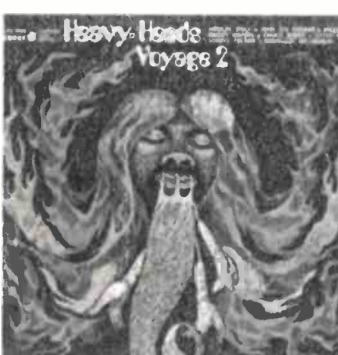
GOSPEL
FANTASTIC VIOLINAIRES—In Concert. Checker LPS 10053 (S)
 Add this LP to the growing catalog of hit gospel packages by the Violinaires. The group gets a captivating beat into the religious message and they sing up a storm throughout. Gospel fans won't be able to resist this one.



GOSPEL
JIMMIE DAVIS—Let Me Walk With Jesus. Decca DL 75085 (S)
 Jimmie Davis continues to aim for the heart of the religious spirit—and score. Especially good in this album are "A Chair That Rocked Us All," "The Holy Hills of Heaven Call Me," and "The Dark Valley." The songs of Dottie Rambo and Rusty Goodman, of which there are a total of four here, go well with the voice of Davis.



GOSPEL
THRILLING SOUL STIRRERS—In Concert. Checker LSP 10051 (S)
 Top gospellers, the Soul Stirrers offer a rousing revival-hour concert recorded live and featuring six top spirituals, including an eight-minute "Oh, What a Feeling." Near to the pop audience and FM play with their versions of "Wade in the Water," James Cleveland's "Peace Be Still" and "If I Had a Hammer," the five Soul Stirrers spark happy waves of handclapping and powerful down-home soul fervor.



BLUES
VARIOUS ARTISTS—Heavy Heads, Voyage 2. Chess LPS 1528 (S)
 Collector's material such as "All Night Long" by Muddy Waters and "I Don't Know" by Willie Mabon. However, with today's special interest in the blues, this LP has extra impact. Should get airplay on progressive rock stations, boosting sales. Lowell Fulson, John Lee Hooker and Howlin' Wolf, among others, are also featured.

ALBUM REVIEWS

BB SPOTLIGHT

Best of the album releases of the week in all categories as picked by the BB Review Panel for top sales and chart movement.

SPECIAL MERIT

Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

FOUR STARS

★★★★ Albums with sales potential within their category of music and possible chart items.

★★★★ 4 STAR ★★★★★

POPULAR ★★★★★

- JACK JONES IN HOLLYWOOD — Kapp KS 3590 (S)
- DORSEY BURNETTE'S GREATEST HITS—Era ES 800 (S)
- MINT TATTOO—Dot DPL 25918 (S)
- JACK MELICK—If You Can't Dance to This You Can't Dancel Chaparral 32249 (S)
- YEAR 2000 — A Musical Odyssey. Rama RR 77 (S)
- THE BRAZILIAN TOUCH OF MALVICINO—Decca DL 75083 (S)
- THE FABULOUS HARP OF MARGRET BRILL—Starr 816 (S)
- JIMMY CLIFF—Can't Get Enough of It. Veeep VPS 16536 (S)
- HOT SOUP—Openers. Rama RR 78 (S)
- RALPH CARMICHAEL—I Looked for Love. Light LS 5510 LP (S)

LOW PRICE POP ★★★★★

- VARIOUS ARTISTS—Winners. Harmony HS 11310 (S)
- ENZO STUARTI—What Now My Love. Harmony HS 11306 (S)
- LIVING JAZZ—The Fool on the Hill. RCA Camden CAS 2298 (S)
- RIVIERA STRINGS — Music From Chitty Chitty Bang Bang and Other Movie Hits. Mercury Wing SRW 16338 (S)
- RIVIERA STRINGS—Music From Funny Girl and Other Movies. Mercury Wing SRW 16387 (S)

COUNTRY ★★★★★

- GEORGE JONES—Golden Hits, Volume 3. United Artists UAS 6696 (S)
- BILLY GOLDEN—Country Music's Golden Boy. Starday SLP 431 (S)

CLASSICAL ★★★★★

- NIELSEN: WOODWIND QUINTET/BERWALD: SEPTET—Melos Ensemble. Angel S 36538 (S)
- SPANISH GUITAR MUSIC OF FIVE CENTURIES Vol. 2—Narciso Yepes. DGG 139 366 (S)
- PETRUCCI: FIRST PRINTER OF MUSIC—New York Pro Musica (White). Decca DL 79435 (S)

LOW PRICE CLASSICAL ★★★★★

- MUSIC FOR HORNS—Horn Club of Los Angeles. Seraphim S 60095 (S)
- SCHUBERT-LISZT: WANDERER FANTASY / LISZT: TOTENTANZ / CZARDAS MAC-ABRE—Brendel / Vienna Symphony /

Vienna Volksoper Drch. (Gien). Turnabout TV 34265 (S)
BERG / SCHOENBERG / WEBERN: PIANO MUSIC—Beveridge Webster. Dover MCR-57 285 (S)

JAZZ ★★★★★

- FATS WALLER—African Ripples. RCA Victor LPV 562 (M)
- JOHNNY HODGES—Rippin' & Runnin'. Verve V6-8753 (S)
- EDDIE MILLER—With a Little Help From My Friend. Coral CRL 757502 (S)
- YUSEF LATEEF—Cadet LPS 816 (S)
- EMIL RICHARDS & THE MOCROTIONAL BLUES BAND—Journey to Bliss. Impulse A 9166 (S)
- DAN McBRIDE—Tiptoe Through the Tithers. CHM CHM 58 (S)

FOLK ★★★★★

- JOHN & AMANDA YLVIASAKER—Follow Me. Avant Garde AV 111 (S)

INTERNATIONAL ★★★★★

- EN LA ONDA DE LA COMPARASA UNIVERSITARIA DE LA LAGUNA—RCA MKL 3004 (M); MKS 3004 (S)
- JOSE ALFREDO JIMENEZ—RCA MKL 1799 (M); MKS 1799 (S)
- PABLO BELTRAIN RUIZ — Rosita Bonita. MKS 1791 (S)
- LOS VIOLINES DE VILLA FONTANA—Musica de Peliculas y Melodias Mexicanas. RCA MKS 1794 (S)
- HUGO BLANCO—Ballables No. 5. Falcon FLP 3004 (M)
- ARPAS DE ORO DE LOS MARTINEZ—Falcon FLP 3005 (M)
- LA NUEVA DIMENSION DEL MARIACHI VARGAS DE TECALITLAN — RCA MKS 1792 (S)
- ARMANDO MANZANERO—Su Piano y Su Musica. RCA MKS 1796
- MARIO DEL RIO—Falcon FLP 3014 (M)
- IYO—Falcon FLP 3018 (M)
- ROSA VIRGINIA—Falcon FLP 3019 (M)

POLKA ★★★★★

- POLISH CANADIANS — Polkas & Waltzes. Polka Tone 5001 (S)

GOSPEL ★★★★★

- ACCENTS — New Dimensions in Sacred Sound. Supreme S 219 (S)
- ALFRED BOLDEN—We Shall Overcome. Atlantic SD R 119 (S)

SPECIAL MERIT PICKS

SOUNDTRACK

SOUNDTRACK—Krakatoa/East of Java. ABC ABCS-DC-8 (S)
 "Krakatoa/East of Java" is a big, atmospheric film and Frank De Vol has written an exotic score to match. Another plus for the soundtrack are the songs by Mack David which are given a neat whirl by Barbara Wherle and a Javanese Children's chorus.

POPULAR

SIDNEY POITIER READS POETRY OF THE BLACK MAN—United Artists UAS 6693 (S)
 Sidney Poitier, with Doris Belack, celebrates Negro literary culture with readings from black poets whose gospel-influenced verse has recorded the emergence of black art in America. Sensitively read, often angry with the bitterness of deprivation, the poems of Langston Hughes, Paul Lawrence Dunbar and James Weldon Johnson are revived through the dramatic readings of Poitier.

THE HOWLIN' WOLF ALBUM—Cadet Concept LPS 319 (S)
 Blues great Howlin' Wolf returns with the incoming tide of rediscovered black blues talent to wax the raw, rough blues sagas that inspired the Rolling Stones and other blues-oriented rock outfits. Featuring the classics of Willie Dixon and Chester Burnett, Wolf moans "Spoonful," "Smokestack Lightning" and "Evil" and wields his soul harmonica to sound off his return.

- ED SUMMERLIN—Ring Out Joy. Avant Garde AV 114 (S)
- GARDEN STATE CHOIR—Gospel Erupts. Atlantic SD R 022 (S)
- EUGENE HOLMES SINGS SPIRITUALS—Avant Garde AV 115 (S)

BLUES ★★★★★

- PERCY MAYFIELD—Walking on a Tightrope. Brunswick BL 754145 (S)
- SON HOUSE/J. D. SHORT — Delta Blues. Folkways FTS 31028 (S)
- BUDDY GUY—I Left My Blues in San Francisco. Chess LPS 1527 (S)

SPOKEN WORD ★★★★★

- FIORIELLO LA GUARDIA—The Little Flower. Audio Fidelity AFLP 710 (M)

SANDY NELSON—Rebirth of the Beat. Imperial LP 12424 (S)
 The fantastic, exciting drumwork of Sandy Nelson pounds through "Sunshine of Your Love," but treats "Mendocino" with highly enticing rhythm. "Magic Carpet Ride" should give hours of dancing pleasure. "Soulful Strut" socks soul with organ, beat with drums. Another fine LP by Nelson; always a seller.

BEVERLY WRIGHT—Grass Doesn't Grow as High as the Tree. Audio Fidelity AFSD 6220 (S)
 Beverly Wright has been attracting disk jockey attention with the title song from this album. It's giving her the turntable exposure she needs to get the rest of the songs in the LP the hearing they deserve. For Miss Wright is a songstress of quality and she does wonders with such familiar items as "Little Green Apple," "Evasive Butterfly" and "Wonderful, Wonderful."

VARIOUS ARTISTS—Instant Replay. Tower DT 5157 (S)
 Tower records has compiled a collection of recent hits that should prove a welcome addition to many collections. The teen rock material includes such big ones as Ian Whitcomb's "You Turn Me On," Freddie & the Dreamers' "I'm Telling You Now," Eternity's Children's "Mrs. Bluebird" and the Standell's "Dirty Water," among others.

JOHN BRADEN—A&M SP 4172 (S)
 John Braden is a newcomer to the pop/folk scene, and if this initial album is any indication, there's a great future in store for him. His voice is mellow and warm, and his diction is excellent, as he gently caresses the lyrics (almost all original). The moods and themes vary, and among the highlights are his interpretations of "Song to Raymond," "What a Friend We Have in Jesus" and Bob Dylan's "I Want You."

THE CHURLS—A&M SP 4169 (S)
 Two things cause this LP to stand out from the crowd: "Princess Mary Margaret," which combines acoustical guitar sound with chamber effects and exceptional lyric for stilling song. "Time Piece" has effective variations in sounds to merit airplay on progressive rock stations.

COUNTRY

MARGIE BOWES—Today's Country Sound. Decca DL 75023 (S)
 Margie Bowes is just a bundle of vitality and talent, and this newest pack-

age proves a top showcase for her. She brings new excitement to recent hits "Break My Mind," "Mrs. Cooper's Tea Party" and "D-I-V-D-R-C-E," among others, and should soon have many new fans. Her treatment of "Broken Hearted, Too" is a standout. **KENNY ROBERTS**—Country Music Singing Sensation. Starday SLP 434 (S)
 Kenny Roberts, one of the nicest guys in country music, wraps up a package of pure pleasure with such well-known songs as "What's Made Milwaukee Famous (Has Made a Loser Out of Me)," "Cattle Call," and "Seasons of My Heart." Probably his best effort, however, is "Fugitive of Love," a very beautiful, well-produced ballad.

BILL MONROE AND CHARLIE MONROE—Decca DL 75066 (S)
 Bluegrass brothers, Bill and Charlie Monroe, though long since separated as a duo, enjoy a musical reunion on this repackaging of some of their best recordings made between 1951 and 1964. Featuring the Blue Grass Boys and the Kentucky Partners in support, the duo star on "No One But My Darling," "Louisville Breakdown" and "I'm Weary of Heartaches," all in their unique vocal style.

LOW PRICE CLASSICAL

A MOST UNUSUAL SONG RECITAL—Ludwig/Berry/Moore. Seraphim S 60087 (S)
 Unusual indeed is this superlative recital as Christa Ludwig and Walter Berry sing songs of humor and satire accompanied by pianist Gerald Moore, who also sings in Beethoven's "Der Floh." Rossini's "Cat Duet" is a standout. Other composers represented are Haydn, Brahms, Regger, Richard Strauss, and Wolf.
DONIZETTI: LA FAVORITA — Simeonato/Poggi/Bastianini/Various Artists/Maggio Musicale Fiorentino (Erede). Richmond SR5 63510 (S)
 London's delightful recording of this Donizetti opera is switched to the low price Richmond line in this three-LP package. Four outstanding soloists: Giuletta Simeonato, Gianni Poggi, Ettore Bastianini and Jerome Hines, all perform well. Alberto Erede capably conducts the chorus and orchestra of the Maggio Musicale Fiorentino.

COMEDY

JACKIE VERNON—The Day My Rocking Horse Died. United Artists UAS 6679 (S)
 Jackie Vernon's dry "dull-guy" humor, well known on TV and in clubs, makes for another uproarious album. Included is another slide routine, "Slides of a Ski Lodge," and it's a gem. His monolog to the Lennon-McCartney "Yesterday" also is a high spot as is "Things Happen to Me."

• Continued

NAL EXPLODES INTO THE RECORD BUSINESS



We are now
recording and
acquiring masters
from the industry's
top producers.

Watch for our new
releases soon.



NORTH AMERICAN LEISURE CORP.

1776 Broadway New York 10019

subsidiary of Omega Enterprises Corporation

distributed by ...



Billboard ^{TOP 40} Easy Listening

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

Wk. Ago	1	2	3	TITLE, Artist, Label & Number	Weeks On Chart
1	1	1	1	I'VE GOTTA BE ME Sammy Davis Jr., Reprise 0779 (Damil, ASCAP)	14
2	2	4	11	THIS GIRL'S IN LOVE WITH YOU Dionne Warwick, Scepter 12241 (Blue Seas/Jac, ASCAP)	5
3	3	3	6	YOU GAVE ME A MOUNTAIN Frankie Laine, ABC 11174 (Mojave, BMI)	7
4	5	7		KUM BAH YAH Tommy Leonetti, Decca 32421 (Cintom, ASCAP)	11
5	8	10	14	JOHNNY ONE TIME Brenda Lee, Decca 32428 (MHI & Range/ Blue Crest, BMI)	9
6	6	9	10	WOMAN HELPING MAN Vogues, Reprise 0803 (Viva, BMI)	6
7	7	13	30	LET IT BE ME Glen Campbell & Bobbie Gentry, Capitol 2387 (MGA, ASCAP)	5
8	9	12	29	GLAD SHE'S A WOMAN Bobby Goldsboro, United Artists 50497 (Tamerlane, BMI)	4
9	5	2	5	GOODNIGHT MY LOVE Paul Anka, RCA 47-9648 (Quintet, BMI)	10
10	17	37	—	TRACES Classics IV, Imperial 66352 (Low-Sal, BMI)	3
11	11	16	19	THIS MAGIC MOMENT Jay & the Americans, United Artists 50475 (Rumbalero/Progressive, BMI)	5
12	35	—	—	GALVESTON Glen Campbell, Capitol P-2428 (Ja-Ma Music, ASCAP)	2
13	15	18	27	CHANGING CHANGING Ed Ames, RCA 47-9726 (Solar Systems, ASCAP)	4
14	14	15	16	FEELIN' Marilyn Maye, RCA 47-9689 (September, ASCAP)	16
15	10	8	4	A MINUTE OF YOUR TIME Tom Jones, Parrot 40035 (Anne Rachel Music, ASCAP)	13
16	13	14	15	JIMTOWN ROAD Mills Brothers, Dot 17198 (Famous, ASCAP)	6
17	18	35	—	GENTLE ON MY MIND Dean Martin, Reprise 0812 (Glaser, BMI)	3
18	19	19	21	SUNSHINE WINE Perry Como, RCA 47-9722 (4 Star, BMI)	4
19	20	30	37	BUT YOU KNOW I LOVE YOU First Edition, Reprise 0799 (First Edition, BMI)	5
20	23	26	—	HONEY O. C. Smith, Columbia 44751 (Russell-Cason, ASCAP)	3
21	16	17	18	IF Al Hirt, RCA Victor 47-9717 (Shapiro, Bernstein, ASCAP)	6
22	22	40	—	THINGS I'D LIKE TO SAY New Colony Six, Mercury 72858 (New Colony-T.M., BMI)	3
23	12	7	3	RAIN IN MY HEART Frank Sinatra, Reprise 0798 (Razzle Dazzle, BMI)	11
24	24	32	40	NO NOT MUCH Smoke Ring, Buddah (Beaver, ASCAP)	4
25	26	27	—	WEDDING CAKE Connie Francis, MGM 14034 (Singleton, BMI)	3
26	—	—	—	NO NOT MUCH Vogues, Reprise 0813 (Budd, ASCAP)	1
27	28	28	—	PEOPLE Tony Bennett, Columbia 4-44755 (Chappell, ASCAP)	3
28	32	—	—	THE WAY IT USED TO BE Engelbert Humperdinck, Parrot 40036 (Maribus, BMI)	2
29	31	—	—	LIFE Jerry Vale, Columbia 4-44753 (Jillbern/MRC, BMI)	2
30	30	31	31	HURRY ON DOWN Claudine Longet, A&M 1024 (Craterlon, ASCAP)	4
31	33	—	—	I HAVE DREAMED Lettermen, Capitol P-2414 (Williamson, ASCAP)	2
32	34	34	39	ONLY THE LONELY Sonny James, Capitol 2370 (Acuff-Rose, BMI)	4
33	—	—	—	NOVEMBER SNOW Rejocce, Dunhill 4176 (Wingate, ASCAP)	1
34	—	—	—	LILY THE PINK Irish Rovers, Decca 32444 (Felicia, BMI)	1
35	36	—	—	THE LETTER Arbors, Date 2-1638 (Barton, BMI)	2
36	—	—	—	ONE OF THOSE SONGS Fleugel Knights, MTA 166 (MCA, ASCAP)	1
37	38	38	—	MY WOMAN'S GOOD TO ME David Houston, Epic 5-10430 (Gallico, BMI)	3
38	—	—	—	WONDER OF YOU John Davidson, Columbia 4-44770 (Duchess, BMI)	1
39	39	—	—	59th STREET BRIDGE SONG (Feelin' Groovy) Johnny Mathis, Columbia 4-44728 (Charling Cross, BMI)	2
40	40	—	—	BUENA SERA, MRS. CAMPBELL Jimmy Roselli, United Artists 50490 (Unart Music, BMI)	2

SPECIAL MERIT PICKS

JAZZ

THE WORLD'S GREATEST JAZZBAND OF YANK LAWSON & BOB HAGGART—Project 3 PR/50335D (S)
This Lawson-Haggart creation has a Bob Crosby feel to it but wisely brings in up-to-date numbers ("Up, Up and Away," "Ode to Billie Joe") to show off its considerable star potential—Bud Freeman, tenor; Billy Butterfield, trumpet; Ralph Sutton, piano, etc. Very well recorded, this is the same band that played New York's Riverboat and is set for the Newport Jazz Festival. Big band sounds leaning toward a Dixie approach.

GOSPEL

MARTHA BASS—Rescue Me, Checker LPS 10048 (S)
You have to move, you have to stomp your feet or clap your hands when Martha Bass sings. She has such tremendous power in her voice that she shakes both body and soul. "House of Gold" will rock you; "I Come to the Garden" has power; "Rescue Me" and "Keep on Keepin' On" are excellent.

SALEM TRAVELERS—Tell It Like It Is, Checker LPS 10052 (S)
"Tell It Like It Is," a protest-flavored song that is right in today's pop bag, set this LP apart. The group is good, very positive about spiritual direction. The title song just fits in both pop and religious fields. The Salem Travelers also do an outstanding job on "These Are Trying Times."

SACRED HEART CHOIR—Go Tell Everyone, Avant Garde AV 113 (S)
Folk-flavored gospel tunes, well-produced, featuring fine vocal renditions. "The Baker-woman" and "Go Tell Everyone" are good examples of the broadening of the spirit in today's time to reach a larger audience with gospel music... especially to reach teens.

Action Records

Albums

★ NATIONAL BREAKOUTS

THERE ARE NO NATIONAL BREAKOUTS THIS WEEK.

★ NEW ACTION LP'S

JEANNIE C. RILEY—Yearbooks and Yesterdays
Plantation PLP 2 (S)
GEORGE BENSON—Shopes of Things to Come
A&M SP 3014 (S)
SOUNDTRACK—Bullis
Warner Bros.-Seven Arts WS 1777 (S)
PAT COOPER—More Soucey Stories From
United Artists UAS 6690 (S)
ARTIE SHAW—Re-Creates His Great '38 Band
Capitol ST 2992 (S)

Singles

★ NATIONAL BREAKOUTS

BLESSED IS THE RAIN
Brooklyn Bridge, Buddah 95 (Pocket Full of Tunes, BMI)

★ REGIONAL BREAKOUTS

SEATTLE
Perry Como, RCA 47-9722 (Screen Gems-Columbia, BMI) (Seattle)
IT'S YOUR THING
Isley Brothers, T-Neck 901 (Brothers B Music, BMI) (Philadelphia)

Roger Myers

Continued from page 54
Pfanstiehl phonograph needles and record and tape accessories for many years. For nine years prior to forming his own firm, Myers was a sales representative at W. B. Music Co., St. Louis. He worked briefly for Brown & Bigalow and before that, he was with the State of Illinois welfare division. At one time, he had his own dance band in Pontiac, Ill. Myers is survived by his widow, Eileen, and son, Randy.

Nashville Scene

Continued from page 47

also of Trend, plans to re-cut his "Loving a Soldier" here in Nashville. Buddy Killen has been working on sessions in all fields again, cutting Bonnie Guitar, the Zircos, Jack Reno and Joe Tex. Bud Cutwright, long associated with Ohio Records, into town for sessions at RCA Victor. He has cut new masters with top musicians, and is shooting for a major label. Gary Hensley Music Productions of Bay City, Mich., has expanded its operations to include booking and managing artists, and adding a publishing wing called Blue Water Music (BMI). The first release by this publishing firm is "Tears in the Wine" by Johnny Stringer on Northland Records. Nan Dumars will be the second Northland artist. The production firm is the Michigan branch for Brite-Star national promotions, and Hensley now is general manager for Northland Records.

Allen Warchak of Cleveland, Ohio, debuts on the Ohio label with "Goodbye to Love," a self-written song. Warchak has appeared as drummer for Ethel Delaney, the leading Ohio artist.

ATD Accenting Cassette

LOS ANGELES — "The emphasis in this company is on cassette," said American Tape Duplicators vice-president Warren Gray. To meet this commitment, ATD will shortly open its second duplicating factory in a leased 10,000 square foot facility.

ATD's first factory specializes in duplicating music for cassettes, although it also handles 8-track and reel-to-reel tapes. The new facility will be devoted to duplicating cassette tapes for educational and industrial use, with any consumer business spill-over going to this second location.

ATD's duplicators have been busily reproducing cassette music for the company's (Tape-Mates) line, with 16 half-hour \$3.98 releases being mounted for NARM conventioners. Tape-Mates first release of one-hour (\$5.98) music totaled 12 titles. All the Tape-Mates material is of a vintage nature, through music acquired from outside libraries. "We want to stay in the evergreen business, not compete with perishables," Gray said. Tape-Mates music sells moods and styles, not big-name acts. Tape-Mates markets its product through two-step distribution through 60 national distributors, with the selling emphasis placed on the economy image of the product and the musical programming.

In mid-March Tape-Mates unveils its first package of six classical cassettes, retailing at \$4.98. The music is all leased from Everest Records and emphasizes warhorse titles. Gray claims his price is the lowest available for classical music in cassette form. Included in this release are "Scheherazade," by the London Symphony paired with "Prelude Orchestrate," by the Munich Philharmonic; Tchaikovsky's "Symphony No. 4," by the Paris Philharmonic paired with "1812 Overture" by the Bavarian Symphony; Beethoven "Egmont Overture," by the Lon-

don Symphony paired with Schubert's "Unfinished Symphony" by the London Symphony; Beethoven's "Symphony No. 5 in C Minor, Opus 67," paired with guitarists John Williams and Carlos Montoya; Tchaikovsky's "Nutcracker Suite" paired with Mussorgsky's "Night on Bald Mountain," by the London Symphony; and Mozart's "Symphony No. 41 in C Major" paired with Haydn's Symphony No. 193 in E-Flat Major," by the Cologne Philharmonic.

Gray says he can sell classical at \$4.98 because of the company's one cover concept for all its product. A single art concept is used on all merchandise with only the price and length of time (30 or 60 minutes) changed. "We're not in the art business," said ATD president Dick Allen, "we're in the music business."

An additional reason for low prices for classical fare is that there are not that many royalties to pay.

KREN Stresses

Continued from page 32

communities and ethnic organizations in the Puget Sound area.

Pounder said the format will feature basic musical selections from each country, all as close to middle-of-the-road as possible.

"We will also cover drama, art, and cultural traits that will be of interest to the ethnic group for the day and to the general listener as well," Pounder said.

He predicted live appearances of ethnic music groups and the possibility of bilingual programming. The present staff has limited language skills. Joe Salvatore, morning man, speaks Italian; Steve Wray, afternoons, speaks Spanish.

For the past two years, the station offered mostly instrumental music, with an emphasis on big band sounds.

APAA Strong Bid

Continued from page 28

Dave Dover is chairman of APAA's trade show committee, while association officers are president Bruce Dixon, Dixon, Inc., and executive vice-president Sherman Blumstein, Sterling Products. The Chicago firm of Hall-Erickson is acting as show manager.

Simpac All Set

Continued from page 28

"The interconnection of hubs and exterior case in the cassette is new, too," he said. "The hubs are designed to be self-positioning and interlock with the bearing surfaces of the case."

Attention, Middle-of-the-Road Stations!

If you program modern M-O-R music such as listed by Billboard's Easy Listening Chart — write for a free sample of our 45 & LP Play List. It can save you as much as 6 hours a week from screening new records.

"THE MUSIC DIRECTOR"

Box 177
Chestnut Hill
Massachusetts 02167.

Sheet Music Info

Music of Today—Brimhall

by: **Jude Porter**

A hearty "first time" HELLO and WELCOME . . . to the members and associate members of NARM from S. M. L. . . . during this, their Eleventh Annual Convention.

Hansen Publications and Sheet Music Institute personnel are looking forward to the pleasure of meeting and greeting YOU!

We are set up for "Person-To-Person" Conferences in the "California Drive" at the Century Plaza Hotel . . . Booth No. 27! !

"Person-To-Person" Conferences, according to a pre-arranged appointment schedule, will be held . . .

March 1 . . . Saturday Afternoon

March 2 . . . Sunday Morning & Afternoon

March 3 . . . Monday Afternoon

March 4 . . . Tuesday Morning

During these times, professional representatives of Hansen Publications will MEET with YOU in Booth #27 to ACQUAINT YOU with their complete catalogue . . . THE FINEST IN PRINTED MUSIC!!!

Every category and modern concept of music is represented . . .

POP

ROCK

FOLK

COUNTRY & WESTERN

CLASSICAL

SACRED

CHORALS

"HOW TO PLAY"

TEACHING MANUALS FOR EVERY POPULAR INSTRUMENT

CHILDREN'S BIG-NOTE TEACHING PIECES

SOUTH AMERICAN RHYTHMS

BAND MUSIC OF TODAY

"HANSENORKS"

and one of the world's largest catalogues of . . . SHEET MUSIC

(Vocal & Instrumental)

S. M. L. is showing its inimitable style of solid Hit Sounds . . . with this week's extravaganza of brand new songs!

ROCK ME

Steppenwolf

(From the motion picture—"Candy")

I'VE GOT TO HAVE YOUR LOVE

Eddie Floyd

DAY AFTER DAY (It's Slippin' Away)

("The California Swan Song")

Shango

I LIKE WHAT YOU'RE DOING

(To Me)

Carla Thomas

THE WAY IT USED TO BE

Engelbert Humperdinck

BACK DOOR MAN

Derek

TEAR DROP CITY

The Monkees

THIS IS A LOVE SONG

Bill Medley

BEFORE WINTER COMES

(From the motion picture of the same name) and . . . a brand new Country & Western "biggie,"

THAT'S HOW I GOT TO MEMPHIS

BEST BETS . . . Big sellers . . . to build big business! ORDER PLENTY NOW!

DIZZY . . . SOPHISTICATED CISSY

DON'T FORGET ABOUT ME

GALVESTON . . . THESE ARE

NOT MY PEOPLE . . . MR. SUN,

MR. MOON . . .

and our super-duper "Spotlight-er" . . . MENDOCINO!!

SEE YOU IN BOOTH—27!

THAT'S WHERE THE ACTION IS!!!

GOLD MARK ASSOCIATES

PUBLIC RELATIONS

New York—Beverly Hills—London

Yellow Payges Musical Instruments

Prepare for 3-Way Promo

LOS ANGELES—A gala party here last week at the Beverly Hills home of Eva and Gary Bookasta launched a massive promotion linking the Yellow Payges with Merson Musical Products Corp., American Telephone & Telegraph and Uni Records, a division of MCA.

The Yellow Payges have endorsed and will use exclusively Hagstrom Guitars and Marshall Amps, which are distributed by Merson. According to Merson national promotion director T. Warren Hampton, this will be the most extensive advertising campaign in the history of the company. Special mailings and displays are being sent to nearly 5,000 Merson outlets and arrangements will be made for the group to appear at the larger dealerships.



THE WINSTON SPEAKER has been specially designed by Vox to be used with the Churchill public address amplifier. Model V419 is a two-way system with divider network incorporating two 15-inch, low-frequency James B. Lansing speakers. The suggested list is \$1,765.

Radio-TV Spots Search For the 'Unique Sounds'

By RON SCHLACHTER

CHICAGO—"The real challenge is that everyone wants something unique and there are only so many unique things available."

With this comment, Paul Severson, of Dick Marx & Associates, Inc., here, summed up the demand for unusual musical instrument sounds in the radio-television commercial field. The Marx agency has a roster of more than 200 clients and is involved in between 400 and 600 sessions a year.

"During one session, an agency man asked if we hadn't used the vibes for his commercial the previous year," said Severson, a veteran musician. "I replied that we had and then he asked if we couldn't use something different."

As for what's new, musical instrument-wise in the commercial field, Severson said:

"All the amplified sounds are reasonably new, especially now that everything can be amplified. Commercials usually follow hit records. The Beatles have influenced the entire popular field, even as far as the use of Flugel-horns and piccolo horns.

"In the last six to seven years, bass flutes, alto flutes and amplified flutes have come into use, as well as contra-bass clarinets. Starting with the percussion

craze, all of the percussion instruments have been hot and this includes everything from Swiss bells to tuned frying pans."

According to Severson, most of the musicians who play in the sessions are full-time musicians and a few live entirely off commercials:

"They live by the telephone and most have answering services. Some are called sooner and more often than others because they're faster and have smoother techniques. The musicians walk into the session cold so they have to be able to pick up the arrangement fast.

"Prior to the session, we try to tell the musician within two or three guitars what we want for the arrangement. Consequently, he doesn't have to bring everything with him. In addition, some musicians keep instruments in lockers at the studios."

Ireland Set for Accordion Event

NEW YORK—Ireland has become the latest country to enter the 1969 "Coupe Mondiale," the world accordion competition of the International Confederation of Accordionists which is set to take place here Aug. 6-9.

Pietro Deiro Jr., chairman of the event, received word of the entry from the Irish Accordion Association. Other national contenders, in addition to the U.S., are Australia, Austria, Finland, France, Great Britain, Japan, New Zealand, Russia, Venezuela and Yugoslavia.

In last year's competition at Leicester, England, Russia took first place and the U.S. was runner-up.

Guitar Study By W.M.I.

EVANSTON, Ill.—W.M.I.

Corp. reports that it has completed a survey which shows that discount and chain stores continue to make guitar sales at music stores' expense.

According to the company's findings, 1968 was the best year ever for retail guitar sales. However, with only about one million guitars being sold yearly, the shift of a mere 10 per cent in sales from music stores to chain stores was enough to create severe strains on the latter.

In addition, W.M.I. reports that low year end retail and wholesale inventories indicate a banner year for guitars in 1969, even though the trend of sales for music stores is likely to continue downward. W.M.I. findings are based on a combination of domestic guitar manufacturer reports and Commerce Department figures.



THE CHURCHILL, a public address system by Vox produces 120 RMS and up to 240 watts of peak power. A matching transformer permits matching speaker impedances of 2, 4, 8 and 16 ohms. Two constant voltage outputs supply either 25 or 70 volts for matching multiple speaker systems. The suggested list is \$550.

Leighton Book

LOS ANGELES—Hal Leighton, "the original Harmonica Rascal," has completed a new harmonica instruction book called "Play the Harmonica for Fun and Profit." The 160-page paperback, which has a suggested list of \$3, is designed for use by both the amateur and the professional.

*Like it or not,
there's something
standing between
you and your
audience.*

SPACE.



When you can't get close to your listeners, you need the help of a good sound system. It's hardly a new problem. Professional sound engineers in radio, TV, and the movies have been dealing with it for years.

Perhaps you've noticed that their overwhelming choice is Electro-Voice. Surveys consistently show more E-V microphones at major news events than all other U.S. brands combined, for instance.

You'll also find E-V speakers wherever sound quality really counts. From huge stadiums to home high fidelity systems. In churches, auditoriums, schools and night clubs . . . wherever people listen critically.

And now Electro-Voice musical instrument loudspeakers have been created to add a new dimension to music. They are an integral part of organs, electronic saxophones, and the ubiquitous guitar. Carefully designed to add clarity and power wherever they are used.

Good music demands good sound. Insist on Electro-Voice microphones and speakers and let your audience hear you at your best. We'll let nothing stand in your way!

ELECTRO-VOICE, INC. Dept. 398W
620 Cecil Street, Buchanan, Michigan 49107

Electro-Voice
A SUBSIDIARY OF GULFON INDUSTRIES, INC.



The Best in Canada in

BUBBLE GUM MUSIC

1910 FRUIT GUM
"INDIAN GIVER"
BUDDAH 91

OHIO EXPRESS
"Sweeter than Sugar"
BUDDAH 92

BROOKLYN BRIDGE
"WORST THAT COULD HAPPEN"
BUDDAH 75

DOUBLE BUBBLE TRADING CARD CO.
"Bubble Gum Music"
BUDDAH 78

KASENETZ KATZ
"To You with Love"
BUDDAH 82



on
BUDDAH
of course

Manufactured and distributed in Canada by

Quality RECORDS LIMITED

380 BIRCHMOUNT ROAD · SCARBOROUGH, ONT.
TELEPHONE 698-5511-2-3-4-5

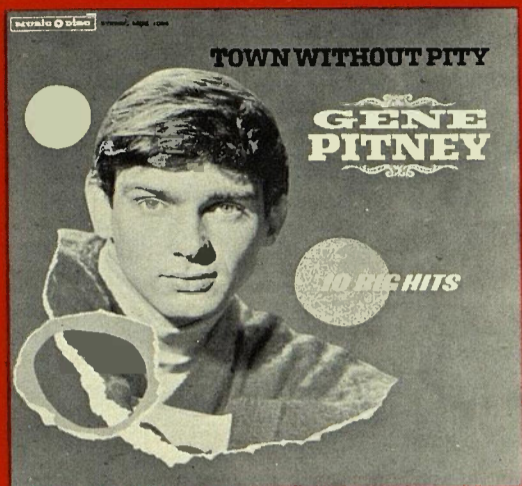


FRESH AS A NEW BORN BABY!

AN EXCITING NEW PROFIT MAKER
IN THE \$2.00 RECORD MARKET
COMPLETELY NEW PACKAGING
IN SPARKLING COLOR. STEREO ONLY

music disc

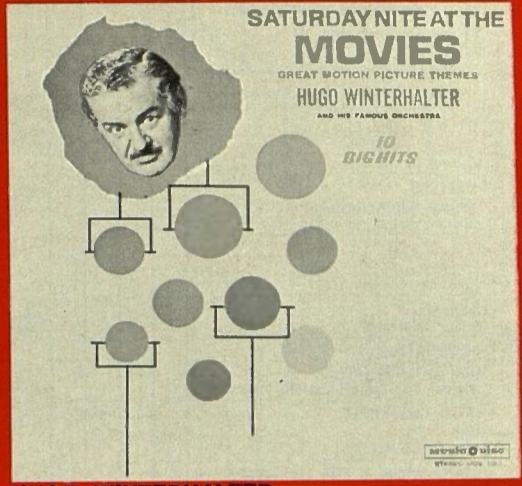
PRICED UNDER \$2.00



GENE PITNEY TOWN WITHOUT PITY MDS 1005



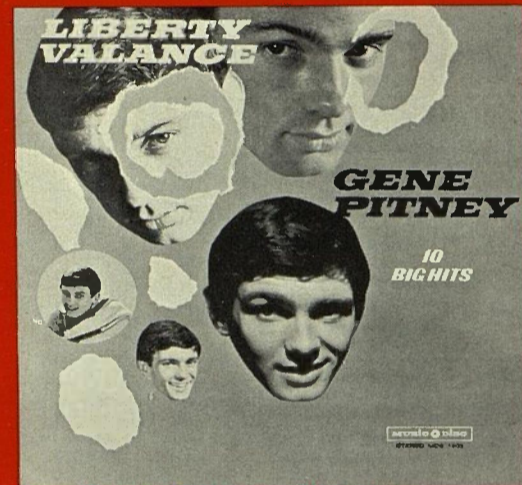
THE PLATTERS ONLY YOU MDS 1002



HUGO WINTERHALTER MOTION PICTURE THEMES MDS 1001



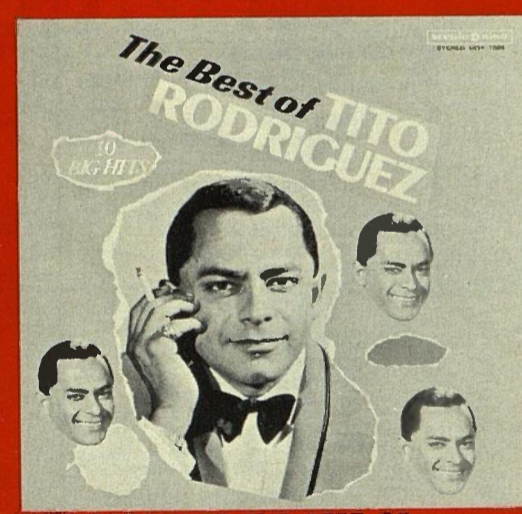
GEORGE JONES AND MELBA MONTGOMERY GREAT DUETS OF ALL TIMES MDS 1004



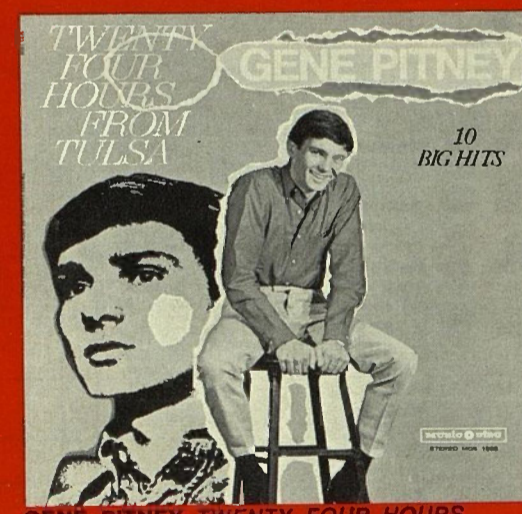
GENE PITNEY LIBERTY VALANCE MDS 1003



GEORGE JONES THE RACE IS ON MDS 1010



TITO RODRIGUEZ THE BEST OF MDS 1009



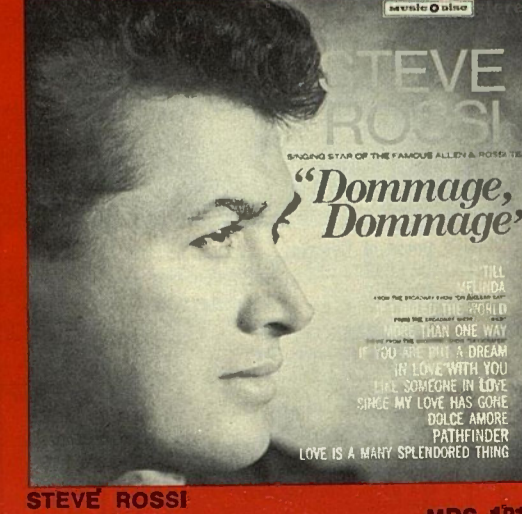
GENE PITNEY TWENTY FOUR HOURS FROM TULSA MDS 1008



BELLY DANCER AUTHENTIC BELLY DANCER MUSIC MDS 1007



GEORGE JONES AND GENE PITNEY GREAT COUNTRY SONGS MDS 1006



STEVE ROSSI MDS 1012



TITO RODRIGUEZ LATIN LOVER MDS 1011

music disc

1605 W. CHICAGO AVENUE, CHICAGO, ILLINOIS 60622

AVAILABLE SOON ON
4-8 TRACK AND CASSETTES
AT BUDGET PRICES

TOP LP'S

FOR WEEK ENDING MARCH 8, 1969

★ STAR PERFORMER — LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.
NA Not Available

TAPE PACKAGES AVAILABLE

RIAA Million Dollar LP

TAPE PACKAGES AVAILABLE

RIAA Million Dollar LP

Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers.

TAPE PACKAGES AVAILABLE

RIAA Million Dollar LP

Weeks on Chart	Last Week	THIS WEEK	ARTIST — Title — Label & Number	8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	RIAA Million Dollar LP
17	3	1	GLEN CAMPBELL Wichita Lineman Capitol ST 103 (S)					Ⓢ
5	2	2	BEATLES Yellow Submarine Apple SW 153 (S)					Ⓢ
4	9	★	THE CREAM Goodbye Atco SD 7001 (S)					
13	1	4	BEATLES Apple SWBO 101 (S)					Ⓢ
10	5	5	ASSOCIATION Greatest Hits, Vol. 1 Warner Bros.-Seven Arts WS 1767 (S)					
4	7	6	IRON BUTTERFLY Ball Atco SD 33-280 (S)			NA		
11	4	7	DIANA ROSS & THE SUPREMES WITH THE TEMPTATIONS T.C.B. Motown MS 682 (S)					
6	8	8	TOMMY JAMES & THE SHONDELLS Crimson & Clover Roulette SR 42023 (S)					
6	6	9	BLOOD SWEAT & TEARS Columbia CS 9720 (S)			NA		
6	19	★	TOM JONES Help Yourself Parrot PAS 71025 (S)					
34	10	11	IRON BUTTERFLY In-A-Gadda-Da-Vida Atco SD 33-250 (S)					Ⓢ
4	28	★	LED ZEPPELIN Atlantic SD 8216 (S)				NA	
3	17	★	DONOVAN Greatest Hits Epic BXM 26439 (S)				NA	
5	26	★	CREEDENCE CLEARWATER REVIVAL Bayou Country Fantasy 8387 (S)					
4	16	15	ARETHA FRANKLIN Soul '69 Atlantic SD 8212 (S)					
10	14	16	DEAN MARTIN Gentle on My Mind Reprise RS 6330 (S)					
10	15	17	TEMPTATIONS Live at the Copa Gordy GS 938 (S)					
5	25	★	MIKE BLOOMFIELD & AL KOOPER The Live Adventures of Columbia KGP 6 (S)				NA	
23	12	19	STEPPENWOLF The Second Dunhill DS 50037 (S)					
12	13	20	ELVIS PRESLEY Elvis RCA Victor LPM 4088 (M) (No Stereo)		NA	NA	NA	
24	21	21	SOUNDTRACK Funny Girl Columbia BOS 3220 (S)				NA	Ⓢ
8	22	22	SPIRIT The Family That Plays Together Ode 212 44014 (S)				NA	
13	18	23	DIONNE WARWICK Promises, Promises Scepter SPS 571 (S)					
32	27	24	ORIGINAL CAST Hair RCA Victor LOC 1150 (M); LSO 1150 (S)		NA	NA		
15	11	25	DIANA ROSS & THE SUPREMES JOIN THE TEMPTATIONS Motown MS 679 (S)					
28	24	26	BIG BROTHER & THE HOLDING COMPANY Cheap Thrills Columbia KCS 9700 (S)				NA	Ⓢ
2	101	★	JEFFERSON AIRPLANE Bless Its Pointed Little Head RCA Victor LSP 4133 (S)				NA	NA
14	23	28	SERGIO MENDES & BRASIL '66 Fool on the Hill A&M SP 4160 (S)					
12	29	29	JUDY COLLINS Who Knows Where the Time Goes Elektra EKS 74033 (S)					
7	30	30	JOAN BAEZ Any Day Now Vanguard VSO 79306/7				NA	
53	32	31	GLEN CAMPBELL Gentle on My Mind Capitol ST 2809 (S)					Ⓢ
10	20	32	YOUNG-HOLT UNLIMITED Soulful Strut Brunswick BL 75144 (S)					
10	34	33	W. C. FIELDS Original Voice Track From His Great Movies Decca DL 79164 (S)					
8	39	★	WALTER CARLOS/BENJAMIN FOLKMAN Trans Electric Music Productions Inc. Presents Switched-On Bach Columbia MS 7194 (S)				NA	NA
3	103	★	BEE GEES Odessa Atco SD 2-702 (S)					

Weeks on Chart	Last Week	THIS WEEK	ARTIST — Title — Label & Number	8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	RIAA Million Dollar LP
13	31	36	ROLLING STONES Beggar's Banquet London PS 539 (S)					Ⓢ
11	40	37	FOUR SEASONS Edizione D'Oro (Gold Edition) Philips PHS 2-6501 (S)					
10	38	38	BOBBY VINTON I Love How You Love Me Epic BN 26437 (S)				NA	
39	44	39	JOHNNY CASH At Folsom Prison Columbia CS 9639 (S)					Ⓢ
5	46	40	BILL COSBY It's True! It's True Warner Bros.-Seven Arts WS 1770 (S)		NA			
9	52	★	SAMMY DAVIS JR. I've Gotta Be Me Reprise RS 6324 (S)					NA
29	41	42	ENGELBERT HUMPERDINCK Man Without Love Parrot (No Mono); PAS 71022 (S)					
2	98	★	BUFFALO SPRINGFIELD Retrospective/Best of Atco SD 33-293 (S)					
62	33	44	JUDY COLLINS Wildflowers Elektra EKS 74012 (S)					Ⓢ
5	65	★	TAMMY WYNETTE Stand By Your Man Epic BN 26392 (S)					NA
11	36	46	FRANK SINATRA Cycles Reprise PS 1027 (S)					
21	47	47	JIMI HENDRIX EXPERIENCE Electric Ladyland Reprise 2RS 6307 (S)					Ⓢ
16	37	48	GRASSROOTS Golden Grass Dunhill DS 50047 (S)					
9	49	49	GEORGE HARRISON Wonderwall Music Apple ST 3350 (S)		NA	NA	NA	
35	35	50	RASCALS Time Peace/Greatest Hits Atlantic SD 8190 (S)					Ⓢ
2	99	★	VANILLA FUDGE Near the Beginning Atco SD 33-278 (S)					
13	43	52	LETTERMEN Put Your Head on My Shoulder Capitol ST 147 (S)					
7	42	53	JOHNNIE TAYLOR Who's Making Love Stax STS 2005 (S)					
10	57	54	JERRY BUTLER The Ice Man Cometh Mercury ST 61198 (S)					
6	55	55	SOUNDTRACK Candy ABC ABCS 9 (S)					
5	56	56	AL KOOPER I Stand Alone Columbia CS 9718 (S)				NA	
35	48	57	CREAM Wheels of Fire Atco SD 2-700 (S)					Ⓢ
52	58	58	STEPPENWOLF Dunhill DS 50029 (S)					Ⓢ
13	59	59	BOX TOPS Super Hits Bell 6025 (S)					
81	45	60	JIMI HENDRIX EXPERIENCE Are You Experienced? Reprise RS 6261 (S)					Ⓢ
11	61	61	PETULA CLARK Greatest Hits, Vol. 1 Warner Bros.-Seven Arts WS 1765 (S)					
22	66	62	BOBBIE GENTRY & GLEN CAMPBELL Capitol ST 2928 (S)				NA	Ⓢ
63	63	63	GLEN CAMPBELL By the Time I Get to Phoenix Capitol T 2851 (M); ST 2851 (S)					Ⓢ
9	54	64	DEEP PURPLE Books of Taliesyn Tetragrammaton T 107 (S)					
15	53	65	TRAFFIC United Artists UAS 6676 (S)					NA
5	62	66	BOB SEGER SYSTEM Ramblin' Gambler Man Capitol ST 172 (S)				NA	NA
4	100	★	VOGUES Till Reprise RS 6326 (S)				NA	NA
34	70	68	JOSE FELICIANO Feliciano! RCA Victor LPM 3957 (M); LSP 3957 (S)				NA	Ⓢ
13	60	69	JOHNNY MATHIS Those Were the Days Columbia CS 9705 (S)				NA	
2	111	★	MONKEES Instant Replay Colgems COS 113 (S)				NA	NA

Weeks on Chart	Last Week	THIS WEEK	ARTIST — Title — Label & Number	8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	RIAA Million Dollar LP
9	50	71	STEVIE WONDER For Once in My Life Tamla TS 291 (S)					NA
18	72	72	SOUNDTRACK Chitty Chitty Bang Bang United Artists UAS 5188 (S)					
2	105	★	VARIOUS ARTISTS Themes Like Old Times Viva V 36018 (S)					
4	77	74	SMOKEY ROBINSON & THE MIRACLES Live Tamla TS 289 (S)		NA	NA		
4	97	★	JOHNNY CASH The Holy Land Columbia KCS 9766 (S)					NA
8	67	76	ROD MCKUEN/ANITA KERR/SAN SEBASTIAN STRINGS Home to the Sea Warner Bros.-Seven Arts WS 1764 (S)					
70	78	77	SOUNDTRACK Camelot Warner Bros.-Seven Arts BS 1712 (S)					Ⓢ
7	79	78	3 DOG NIGHT Dunhill DS 50048 (S)					
52	64	79	SOUNDTRACK The Graduate Columbia OS 3180 (S)					Ⓢ
9	80	80	RICHIE HAVENS Richard P. Havens 1983 Verve 30472 (S)				NA	NA
8	74	81	LEAPY LEE Little Arrows Decca DL 75076 (S)					
46	82	82	SIMON & GARFUNKEL Bookends Columbia KCS 9529 (S)					Ⓢ
11	83	83	FEVER TREE Another Time, Another Place Uni 73040 (S)					
14	51	84	CANNED HEAT Livin' the Blues Liberty LST 27200 (S)					
13	68	85	DIANA ROSS & THE SUPREMES Love Child Motown MS 670 (S)					
4	86	86	FOUR SEASONS The Genuine Imitation Life Gazette Philips PHS 600-290 (S)					
3	88	87	JOHN MAYALL Blues From Laurel Canyon London PS 545 (S)					NA
8	76	88	ELECTRIC FLAG Columbia CS 9714 (S)					NA
35	69	89	SOUNDTRACK 2001: Space Odyssey MGM S1E 13 (S)					NA
3	92	90	TEN YEARS AFTER Stonedhenge Deram DES 18021 (S)					
37	91	91	JOHNNY RVERS Realization Imperial LP 12372 (S)					
122	75	92	SIMON & GARFUNKEL Parsley, Sage, Rosemary & Thyme Columbia CL 2563 (M); DS 9363 (S)					Ⓢ
76	71	93	DIANA ROSS & THE SUPREMES Greatest Hits Motown MS 2-663 (S)					
14	81	94	JOSE FELICIANO Souled RCA Victor LSP 4045 (S)					
27	90	95	VOGUES Turn Around, Look at Me Reprise RS 6314 (S)					
4	140	★	JERRY VALE—Titi Columbia CS 9757 (S)					NA
5	108	★	BIFF ROSE A Thorn in Mrs. Roses' Side Tetragrammaton T 103 (S)					NA
2	124	★	PAUL MAURIAT ORCH. Doing My Thing Philips PHS 600-292 (S)					
7	95	99	ORIGINAL CAST Promises, Promises United Artists UAS 9902 (S)					
31	87	100	DOORS Waiting for the Sun Elektra EKS 74024 (S)					Ⓢ
23	102	101	SOUNDTRACK Finian's Rainbow Warner Bros.-Seven Arts BS 2550 (S)					
4	109	102	SPANKY AND OUR GANG Anything You Choose b/w Without Rhyme or Reason Mercury SR 61183 (S)					
4	113	103	CHARLEY PRIDE In Person RCA LSP 4094 (S)					NA
2	106	104	O. C. SMITH For Once in My Life Columbia CS 9756 (S)					NA

TOP LP'S

TOP LP'S



CAPITOL
SERVES UP
5 GREAT NEW
COUNTRY
HOTCAKES.



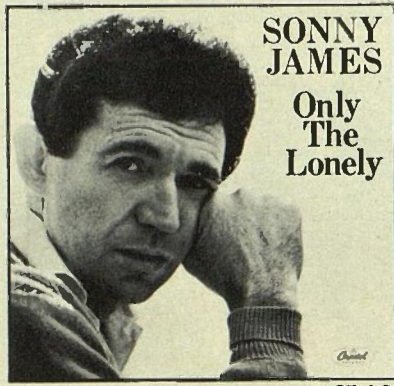
ST 194



ST 195



ST 171



ST 193



ST 177

TOP LP's

CONTINUED FROM PAGE 68

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
22	85	105	JEANNIE C. RILEY Harper Valley P.T.A. Plantation PLP 1 (S)					
78	93	106	VANILLA FUDGE Atco 33-224 (M); SD 33-224 (S)					
19	73	107	GARY PUCKETT & THE UNION GAP Incredible Columbia CS 9715 (S)			NA		
12	104	108	MONKEES—SOUNDTRACK Head Colgems COSO 5008 (S)					
2	196	109	MONGO SANTA MARIA Stone Soul Columbia CS 9780 (S)			NA		
16	84	110	ARETHA FRANKLIN Aretha in Paris Atlantic SD 8207 (S)					
4	112	111	NASHVILLE BRASS Play the Nashville Sound RCA LSP 4059 (S)	NA	NA	NA		
208	94	112	SOUNDTRACK Sound of Music RCA Victor LOC2 2005 (M); LSOD 2005 (S)		NA	NA		
11	119	113	SOUNDTRACK Oliver Colgems COSD 5501 (S)					
53	186	114	ANITA KERR/ROD MCKUEN/SAN SEBASTIAN STRINGS The Sea Warner Bros.-Seven Arts WS 1970 (S)					
4	169	115	PERCY FAITH Those Were the Days Columbia CS 9762 (S)			NA		
19	89	116	MARVIN GAYE Heard It Through the Grapevine Tamla TS 285 (S)					
106	107	117	SIMON & GARFUNKEL Sounds of Silence Columbia CL 2469 (M); CS 9269 (S)			NA		
19	110	118	ARCHIES Calendar KES 101 (S)	NA	NA	NA		
27	122	119	JAMES BROWN Live at the Apollo, Vol. 2 King 1022 (S)					
16	96	120	VARIOUS ARTISTS Super Hits, Vol. 3 Atlantic SD 8203 (S)					
44	121	121	HERB ALPERT & THE TIJUANA BRASS Beat of the Brass A&M SP 4146 (S)					
2	123	122	WILSON PICKETT Hey Jude Atlantic SD 8215 (S)					
2	125	123	BEACH BOYS 20/20 Capitol SKAO 133 (S)					
20	114	124	BILL COSBY 200 M.P.H. Warner Bros.-Seven Arts WS 1757 (S)					
5	168	125	SOUNDTRACK Romeo & Juliet Capitol ST 2998 (S)					
5	147	126	JOHN LENNON & YOKO ONO Two Virgins Telgrammaton 5001 (S)				NA	
15	127	127	OTIS REDDING In Person at the Whiskey A Go-Go Atco SD 33-265 (S)					
2	180	128	JETHRO TULL This Was Reprise RS 6336 (S)					
32	129	129	CREEDENCE CLEARWATER REVIVAL Fantasy 8382 (S)					
4	160	129	SAM & DAVE Best of Atlantic SD 8218 (S)					
8	130	131	COWSILLS Best of MGM SE 4597 (S)					
39	132	132	O. C. SMITH Hickory Holler Revisited Columbia CS 9680 (S)				NA	
8	138	133	B. J. THOMAS On My Way Scepter SPS 570 (S)					
5	118	134	RHINOCEROS Elektra EKS 74030 (S)					
5	117	135	NANCY WILSON Nancy Capitol ST 148 (S)					

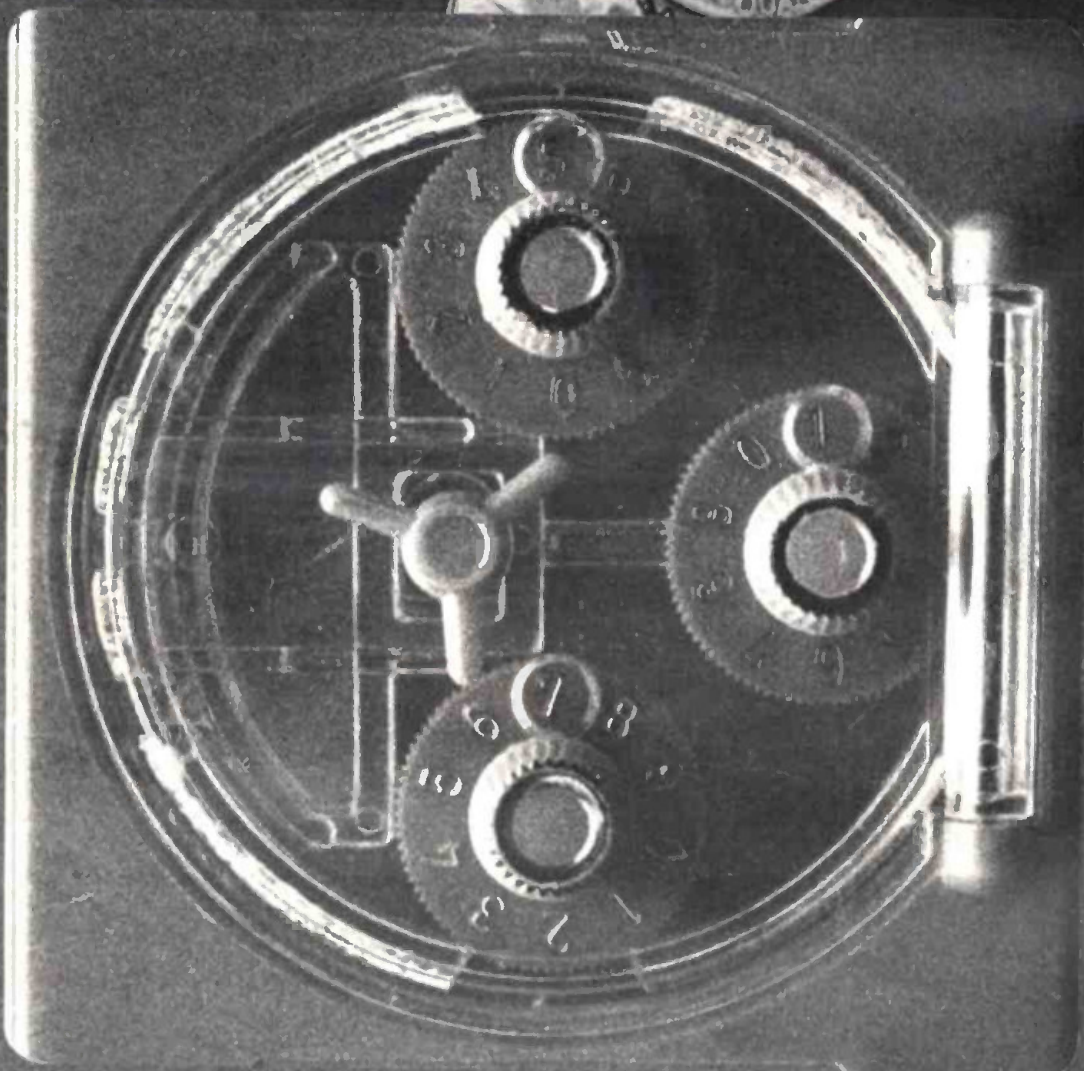
Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
55	126	136	CHAMBERS BROTHERS The Time Has Come Columbia CL 2722 (M); CS 9522 (S)			NA		
156	137	137	SOUNDTRACK Dr. Zhivago MGM 15E-6ST (S)				NA	
8	133	138	TEMPTATIONS Greatest Hits Gordy 919 (S)					
9	139	139	ERIC BURDON & THE ANIMALS Love Is MGM AW 4591-2 (S)				NA	
12	116	140	MOTHERS OF INVENTION Cruising With Ruben & the Jets Verve V6-5055x (S)					
3	135	141	VARIOUS ARTISTS Motown Winner Circle No. 1 Hits, Vol. 2 Gordy GS 936 (S)			NA		
66	115	142	CREAM Disraeli Gears Atco 33-232 (M); SD 33-232 (S)					
30	170	143	TOM JONES Fever Zone Parrot PAS 71019 (S)					
1	—	144	EDDY ARNOLD Songs of the Young World RCA Victor LSP 4110 (S)		NA	NA	NA	
3	146	145	LETTERMEN Best of, Vol. 2 Capitol SKAO 138 (S)			NA		
29	134	146	JEFF BECK Truth Epic BN 26413 (S)					
3	149	147	MOTHER EARTH Living With the Animals Mercury SR 61194 (S)					
40	148	148	ANDY WILLIAMS Honey Columbia CS 9662 (S)			NA		
9	142	149	GLADYS KNIGHT & THE PIPS Silk 'N Soul Soul S 711 (S)					
11	152	150	TAMMY WYNETTE D-I-V-O-R-C-E Epic BN 26392 (S)			NA		
103	151	151	DOORS Elektra EKS 74007 (S)					
7	131	152	ROGER WILLIAMS Only for Lovers Kapp KS 3665 (S)					
1	—	153	JULIUS WECHTER & THE BAJA MARIMBA BAND Those Were the Days A&M SP 4167 (S)					
6	150	154	ANDY WILLIAMS Sound of Music Columbia KGP 5 (S)	NA	NA	NA	NA	
9	141	155	RENE & RENE Lo Mucho Que Te Quiero White Whale WW 7119 (S)					
3	156	156	DEAN MARTIN The Best of, Vol. 2 Capitol SKAO 140 (S)					
8	157	157	VENTURES Underground File Liberty LST 8059 (S)					
1	—	158	STEVE LAWRENCE & EYDIE GORME What It Was Was Love RCA LSP 4115 (S)			NA	NA	
1	—	159	DELFOINCS Sound of Sexy Soul Philly Groove LP 1151 (S)					
164	162	160	ORIGINAL CAST Man of La Mancha Kapp KL 4505 (M); KS 5505 (S)					
6	155	161	CLAUDINE LONGET Colours A&M SP 4163 (S)					
6	163	162	PACIFIC GAS & ELECTRIC Get It On Power P 701 (S)					
3	159	163	VARIOUS ARTISTS Motown Winner Circle No. 1 Hits, Vol. 1 Gordy G 935 (S)					
5	153	164	JERRY LEE LEWIS She Still Comes Around Smash SRS 67112 (S)					
20	165	165	RAY CONNIF & THE SINGERS Turn Around, Look at Me Columbia CS 9712 (S)				NA	
2	191	166	PERCY SLEDGE Best of Atlantic SD 8201 (S)					
1	—	167	SOUNDTRACK Sweet Charity Decca DL 71502 (S)					

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
1	—	168	ED AMES A Time for Living RCA LSP 4128 (S)			NA	NA	
1	—	169	RAY CONNIF & THE SINGERS I Love How You Love Me Columbia CS 9777 (S)			NA	NA	
5	172	170	JOE SOUTH Introspect Capitol ST 108 (S)		NA	NA		
10	167	171	EXOTIC GUITARS Those Were the Days Ranwood R 8040 (S)					
89	185	172	ENGBERT HUMPERDINCK Release Me Parrot PA 61012 (M); PAS 71012 (S)					
3	175	173	TAJ MAHAL Nach'l Blues Columbia CS 9698 (S)				NA	NA
8	174	174	TERRY REID Bang Bang You're Terry Reid Epic BN 26427 (S)				NA	NA
47	178	175	BOBBY GOLDSBORO Honey United Artists UAL 3642 (M); UAS 6642 (S)					
5	177	176	LAWRENCE WELK Memories Ranwood RLP 8044 (S)					
2	183	177	ROD MCKUEN Greatest Hits Warner Bros.-Seven Arts WS 1772 (S)					
1	—	178	MCS Kickin' Out the Jams Elektra EKS 45648 (S)					
2	179	179	VARIOUS ARTISTS The Super Groups Atco SD 33-279 (S)					
1	—	180	DELCS Musical Menu/Always Together Cadet 822 (S)					
97	184	181	ORIGINAL CAST Fiddler on the Roof RCA Victor LOC 1093 (M); LSOD 1093 (S)					
2	189	182	MOBY GRAPE '69 Columbia CS 9696 (S)				NA	
48	—	183	GLEN CAMPBELL Hey Little One Capitol ST 2878 (S)					
5	188	184	FLEETWOOD MAC English Rose Epic BN 26446 (S)				NA	NA
27	120	185	MIKE BLOOMFIELD/AL KOOPER/ STEVE STILLS Super Session Columbia (No Mono); CS 9701 (S)				NA	
23	136	186	SMOKEY ROBINSON & THE MIRACLES Special Occasion Tamla TS 290 (S)					
13	187	187	NAZZ SGC SD 5001 (S)					
35	143	188	ARETHA FRANKLIN Aretha Now Atlantic SD 8186 (S)					
69	158	189	DIONNE WARWICK Golden Hits, Part 1 Scepter SRM 565 (M); SPS 565 (S)					
11	190	190	JIMMY MCGRIFF The Worm Solid State 18045 (S)					
5	195	191	SOUNDTRACK Up Tight Stax STS 2006 (S)					
2	192	192	LEE MORGAN Caramba Blue Note BST 84289 (S)					
4	194	193	CRYAN SHAMES Synthesis Columbia CS 9719 (S)				NA	
20	171	194	SOUNDTRACK Star 20th Century-Fox DTCS 5102 (S)			NA	NA	
7	182	195	ORIGINAL CAST Zorba Capitol SO 118 (S)			NA	NA	NA
1	—	196	FOUNDATIONS Build Me Up Buttercup Uni 730 43					
2	197	197	ALBERT KING King of the Blues Guitar Atlantic SD 8213 (S)					
2	198	198	PEGGY SCOTT & JOJO BENSON Soul Shake SSS International SSS 1 (S)					
1	—	199	LENNY DEE Turn Around, Look at Me Decca DL 75073 (S)					
2	200	200	THE CORPORATION Capitol FT 175 (S)					

TOP LP's A-Z (LISTED BY ARTIST)

Herb Alpert & the Tijuana Brass	121	Canned Heat	84	Percy Faith	115	Jefferson Airplane	27	Mothers of Invention	140	Peggy Scott & Jo Jo Benson	198	Uptight	191
Ed Ames	168	Carlos/Folkman	34	Jose Feliciano	68, 94	Tom Jones	10, 143	Nashville Brass	111	Bob Seeger System	66	Spanky & Our Gang	102
Archies	118	Johnny Cash	39, 75	Four Seasons	37, 86	Amita Kerr/Rod McKuen/San Sebastian Strings	76, 114, 177	Nazz	187	Sam & Dave	130	Steppenwolf	19, 58
Eddy Arnold	144	Chambers Brothers	136	Fever Tree	83	Albert King	197	Original Cast	24	Mongo Santamaria	109	Taj Mahal	173
Association	5	Petula Clark	61	W. C. Fields	33	Al Kooper	56	Hair	24	Simon & Garfunkel	82, 92, 117	Temptations	17, 138
Joan Baez	30	Judy Collins	29, 44	Fleetwood Mac	184	Steve Lawrence & Eydie Gorme	158	Fiddler on the Roof	181	Frank Sinatra	46	Ten Years After	90
Beach Boys	123	Ray Conniff Singers	165, 169	Foundations	189	Leady Lee	81	Man of La Mancha	160	Percy Sledge	166	Johnnie Taylor	53
Beattles	2, 4	Corporation	200	Aretha Franklin	15, 110, 188	Deep Zeppelin	12	Promises, Promises	99	O. C. Smith	104, 132	3 Dog Night	78
Jeff Beck	146	Bill Cosby	40, 124	Marvin Gaye & Tammi Terrell	116	Jerry Lee Lewis	164	Zorba	195	Joe South	170	Jethro Tull	128
Eric Burdon & the Animals	139	Dells	131	Bobbie Gentry & Glen Campbell	62	Lettermen	52, 145	John Lennon & Yoko Ono	126	Spirit	22	Traffic	65
Bee Gees	35	Creedence Clearwater Revival	14, 129	Bobby Goldsboro	175	John Lennon & Yoko Ono	126	Gary Puckett & the Union Gap	107	Soundtracks	77	Jerry Vale	96
Big Brother & the Holding Company	26	Cryan Shames	193	Grassroots	48	Claudine Longet	161	Rascals	50	Camelot	77	Various Artists	73, 120, 141, 163, 179
Blood, Sweat & Tears	9	Sammy Davis Jr.	41	Gladys Knight & the Pips	149	Dean Martin	16, 156	Otis Redding	127	Chitty Chitty Bang Bang	55	Ventures	157
Mike Bloomfield & Al Kooper	18, 185	Lenny Dee	199	George Harrison	49	Johnny Mathis	69	Terry Reid	174	Bang	72	Bobby Vinton	38
Box Tops	59	Deep Purple	64	Richie Havens	86	Paul Mauriat	98	Rene & Rene	155	Dr. Zhivago	137	Vogues	67, 95
James Brown & His Famous Flames	119	Delfonics	159	Jimi Hendrix	47, 60	John Mayall	87	Rhinoceros	134	Finian's Rainbow	101	Dionne Warwick	23, 189
Buffalo Springfield	43	Dells	180	Experience	47, 60	MCS	178	Jeannie C. Riley	105	Funny Girl	21	Lawrence Welk	176
Jerry Butler	54	Dion	1	Engelbert Humperdinck	42, 172	Jimmy McGriff	190	Graduate	79	Oliver	113	Julius Wechter & the Baja Marimba Band	153
Glen Campbell 1, 31, 63, 183		Donovan	13	Iron Butterfly	6, 11	Sergio Mendes & Brasil '66	28	Star	194	Romeo & Juliet	135	Andy Williams	148, 152
		Electric Flag	88	Tommy James & the Shondells	8	Mother Earth	147	2001: Space Odyssey	89	Sound of Music	112	Nancy Wilson	135
		Exotic Guitars	171			Moby Grape	182	Sweet Charity	167	Star	194	Stevie Wonder	71
						Monkees	70, 108			2001: Space Odyssey	89	Tammy Wynette	45, 150
						Lee Morgan	192			Sweet Charity	167	Young-Holt Unlimited	32

The Bread Line from Capitol



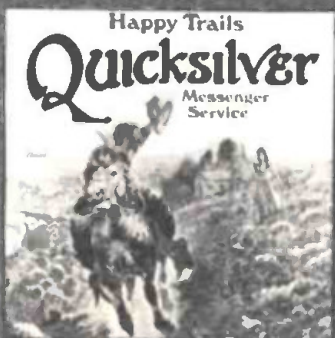
You'll Need The Combination



Here It Is



ST 120



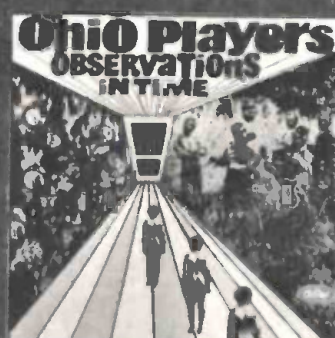
ST 208



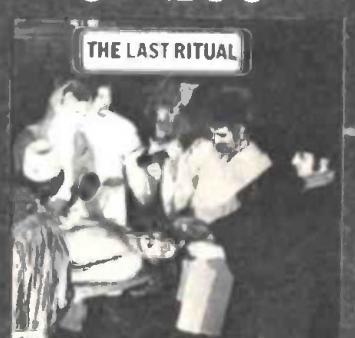
SKAO 207



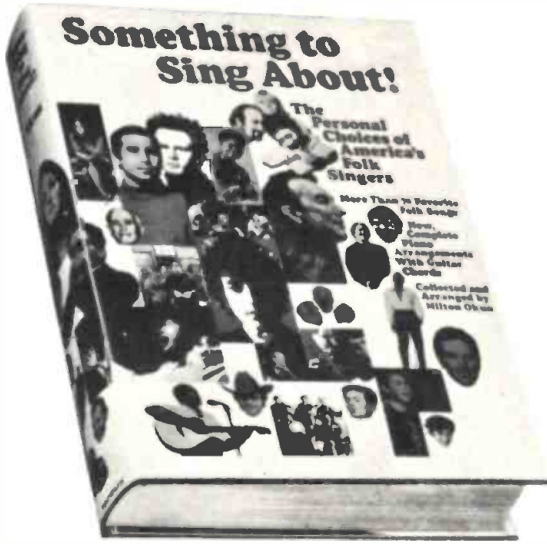
ST 192



ST 206



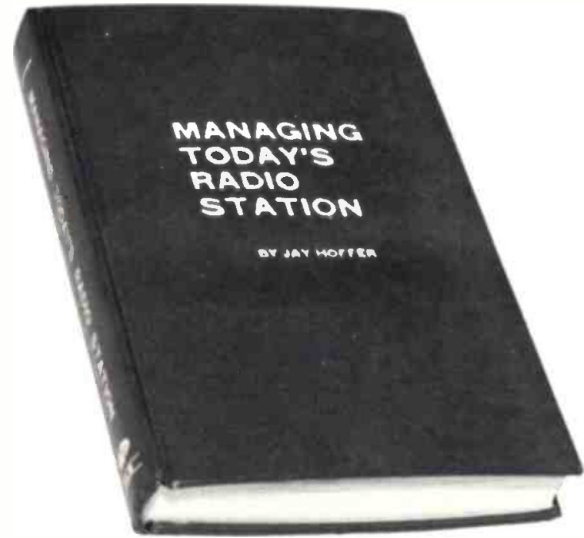
The Billboard Bookshelf now offers 2 new editions . . .



SOMETHING TO SING ABOUT!

Collected and arranged by Milton Okun, noted musical arranger and instructor. A unique collection of more than 70 favorite folk songs, complete with words and music, contributed by America's top 57 folk singers and groups. Songs range from mountain ballads to gospel . . . from political-protest messages to lighter, whimsical tunes. Individual artist photos and personal bios accompany each selection and help in making this a rare composite of current Folk Americana for folk fans and all music buffs. Maynard Solomon, President of Vanguard Recording Society, writes: "The book sums up the folk renaissance better than any previous collection, and if widely circulated could lay the groundwork for a new revival of traditional music."

De Luxe hard-cover edition. 241 pp. 8½ x 11. \$8.95 per copy.



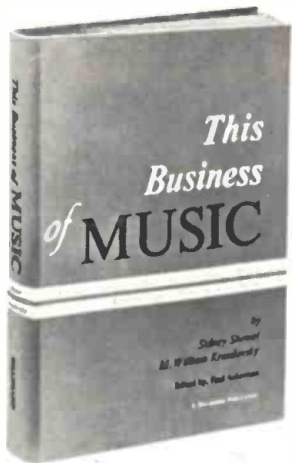
MANAGING TODAY'S RADIO STATION

by Jay Hoffer, Station Manager of KRAK, Sacramento, Calif.—one of today's most knowledgeable station executives.

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

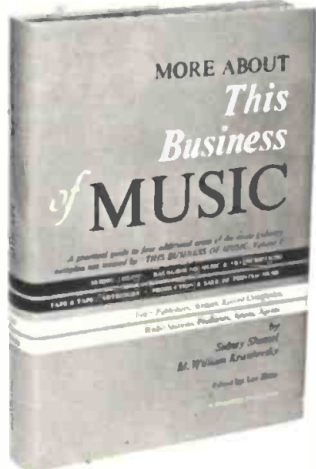
De Luxe hard-cover edition. 288 pp. 5½ x 8½. \$12.95 per copy.

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



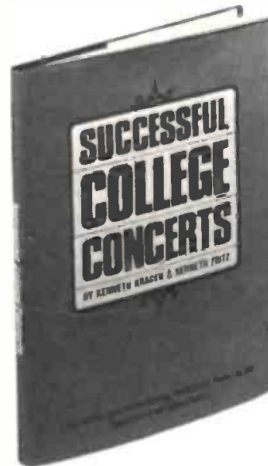
THIS BUSINESS OF MUSIC

by attorneys Sidney Shemel and M. William Krasilovsky
Edited by Paul Ackerman,
Music Editor of Billboard Magazine
A vitally significant new reference volume designed to authoritatively guide you through the practical aspects and legal complexities of the music-record business. More than 150 pages of reference appendices alone—including actual reproductions of company and union contracts; copyright forms; writer's agreements; licenses; applications and many, many more valuable references.
Hard cover, 420 pp., 6½ x 9¼.
\$12.50 per copy.



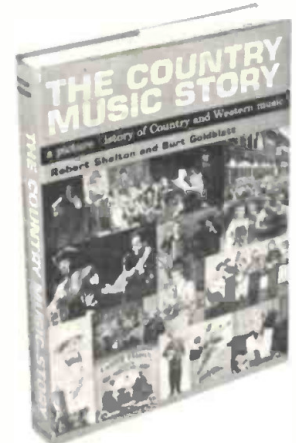
MORE ABOUT THIS BUSINESS OF MUSIC

by Sidney Shemel and M. William Krasilovsky
Edited by Lee Zhitto
A practical guide for four additional areas of the music industry complex not treated by "THIS BUSINESS OF MUSIC, Volume I." • Serious Music • Tape Cartridge • Background Music and Transcription • Production and Sale of Printed Music • De Luxe Cloth Bound.
160 pp. 6½ x 9¼.
Edition, \$6.95 per copy.



SUCCESSFUL COLLEGE CONCERTS

by Kenneth Kragen and Kenneth Fritz, managers of well-known music personalities.
A tremendous amount of information and advice has been synthesized and telescoped to fit within these pages—leaving only the "brass tacks." Here are the step-by-step procedures involved in planning and presenting outstanding college productions. Everything from the initial stages of selecting an attraction straight through those hundred-and-one last-minute details on opening night. A comprehensive college entertainment workbook by the managers of the Smothers Brothers, The Pair Extraordinaire and other top performers.
De Luxe hard-cover Edition, 88 pp.
5¾ x 8. \$4.95 per copy.



THE COUNTRY MUSIC STORY

by Robert Shelton, Folk Music Critic of The New York Times, and Burt Goldblatt, photographer
A Picture History of Country & Western Music
This root-researched, crisply presented chronicle of country music's phenomenal "corn to Cadillac" history is accompanied by one of the most fascinating photo-folios ever assembled . . . including many rare hitherto unpublished prints. As author Shelton puts it, "Vaudeville never died; it moved to Nashville." Here are 4 decades of country music's rich legacy: Its People—Its Music—Its Recordings.
Over 400 photographs. De Luxe Cloth Binding. 256 pp. 7½ x 10¼. \$7.50 per copy.

Billboard Bookshelf • 2160 Patterson St. • Cincinnati, O. 45214

Payment Must
Accompany Order

<input type="checkbox"/> Something to Sing About: _____ copy(ies) @ \$8.95 ea.	\$ _____
<input type="checkbox"/> Managing Today's Radio Station: _____ copy(ies) @ \$12.95 ea.	\$ _____
<input type="checkbox"/> This Business of Music _____ copy(ies) @ \$12.50 ea.	\$ _____
<input type="checkbox"/> More About This Bus. of Music: _____ copy(ies) @ \$6.95 ea.	\$ _____
<input type="checkbox"/> Successful College Concerts: _____ copy(ies) @ \$4.95 ea.	\$ _____
<input type="checkbox"/> The Country Music Story: _____ copy(ies) @ \$7.50 ea.	\$ _____
Total	\$ _____
Applicable Tax (see right)*	\$ _____
Add 30¢ per book for postage & handling	\$ _____
TOTAL PAYMENT ENCLOSED	\$ _____

Name _____

College or Company _____

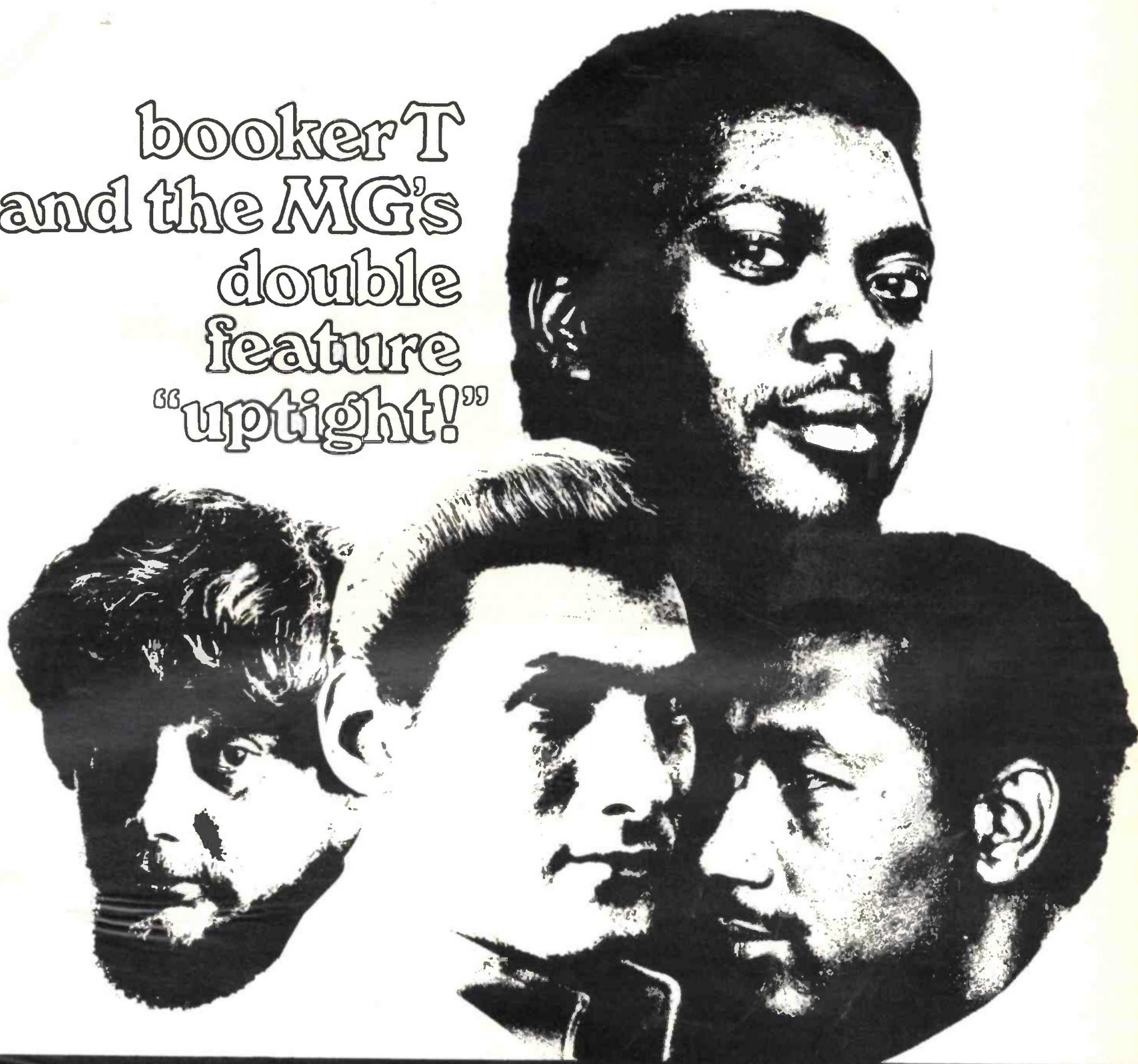
Address _____

City, State, Zip _____

*NOTE: For delivery in —
New York City, add 5% Use Tax.
State of Calif., add 5% Use Tax.
State of Ohio, add 4% Sales Tax.

State of Tenn., add 4½% Sales Tax.
N. Y. State, outside N.Y.C., add 2% Sales Tax.
State of Mass., add 3% Sales Tax.

booker T
and the MG's
double
feature
"uptight!"



"UPTIGHT" / BOOKER T and the MG's
STS 2006

1. Their first motion picture score.
2. Booker's singing debut with "Johnny, I Love You" also available now as a single. Stax 0028

Double history for
Booker T. & the MG's on "Uptight".
Double sales power too!



STAX RECORDS
A DIVISION OF
PARAMOUNT PICTURES
CORPORATION

on March 29th
Something NEW from Billboard

THE INTERNATIONAL tape cartridge guide

The TAPE CARTRIDGE INDUSTRY HAS COME OF AGE!

The first annual supplement devoted entirely to the vast, growing Tape Cartridge complex is now being prepared.

Pioneers in the field of Tape Cartridge development and reporting, Billboard is using all its extensive research facilities to bring you the most comprehensive data ever compiled on the complete tape market.

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

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

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

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

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

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

Call Billboard today for further details.

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

New Tape CARtridge Releases

AMPEX

ABC
Portrait of THE TAMS; (8) M 8673, (4) X 4673

Amaret
MRS. MILLER Does Her Thing; (8) M 8104

Ampex
M—THE VOGUES—Meet the Vogues; (8) M 8102, (4) X 4102
M—THE VOGUES—Five o'Clock World; (8) M 8103, (4) X 4103

Atco
DR. JOHN—Babylon; (8) M 8270, (4) X 4270

Atlantic
CHARLES LLOYD—Soundtrack; (8) M 81519, (4) X 41519
THE RASCALS—Freedom Suite, Vol. 1; (8) M 81901, (4) X 41901
THE RASCALS—Freedom Suite, Vol. 2 (Music, Music, Music); (8) M 82901, (4) X 42901
ALBERT KING—King of the Blues Guitar; (8) M 80213

Audio Spectrum
101 STRINGS—Million Seller Hits Made Famous by the Supremes; (8) X 85105
101 STRINGS Play Million Seller Hits by the Beatles; (8) X 85111
BRAVE BULLS; (8) X 85117

Bluesway
JOHN LEE HOOKER—Simply the Truth; (8) M 86023
JIMMY REED—Down in Virginia; (8) M 86024

Bravo
THE ANGELIC MANDOLIN CHOIR—An Affair to Remember; (8) M 85501
THE ISRAELI STRINGS—Jewish Rhapsodies for Those in Love; (8) M 85502

Caedmon
DYLAN THOMAS Reading His Recorded Poetry; (8) C 81018
ROBERT FROST Reading His Poetry; (8) C 81060
LEWIS CARROLL—Alice in Wonderland; (8) C 81097
CARL SANDBURG Reading His Poetry; (8) C 81150

Command
GLENN MILLER ORCH.—Do You Want to Dance; (8) M 8940
THE RAY CHARLES SINGERS—Slices of Life; (8) M 8942

Contemporary
ANDRE PREVIN Plays Jerome Kern; (8) M 87567
KESSEL/MANNE/BROWN—Poll Winners Three; (8) M 87576
HAMPTON HAWES TRIO—Here & Now; (8) M 87616

Deram
LIONEL BART—Isn't This Where We Came In?; (8) M 77820

Dakar
TYRONE DAVIS—Can I Change My Mind; (8) M 89005, (4) X 49005

D.G.G.
BRUCKNER: SYMPHONY NO. 2 IN C MINOR (Jochum); (8) M 89132

Dunhill
REJOICE; (8) M 85049, (4) X 45049
Around GRAPEFRUIT; (8) M 85050, (4) X 45050
The Best of THE BRASS RING; (8) M 85051, (4) X 45051
THE GRASSROOTS—On the Other Side; (8) M 85052, (4) X 45052
STEPHENWOLF—At Your Birthday Party; (8) M 85053, (4) X 45053
THELMA HOUSTON—As Presented by Jimmy Webb; (8) M 85054, (4) X 45054

Fantasy
CREEDENCE CLEARWATER REVIVAL—Bayou County; (8) M 88387, (4) X 48387

Good Time Jazz
DP—KID ORY FAVORITES, Vols. 1 & 2; (8) J 81042
JESSE FULLER—San Francisco Bay Blues; (8) M 81051

Heritage
THE DUPREES—Total Recall; (8) M 83502

Hi
WILLIE MITCHELL On Top; (8) M 92048, (4) X 22048
BILL BLACK'S COMBO—Soutin' the Blues; (8) M 92047

Impulse
The Best of CHICO HAMILTON; (8) M 89174

London
SHAKE KEANE—Dig It; (8) M 14115
LOS MACHUCAMBOS—Mucho Gusto; (8) M 14117
WERNER MULLER—Vienna; (8) M 14118
ISRAEL 20—The Israel Story (Stanley Black); (8) M 14120
OANA GILLESPIE—Foolish Seasons; (8) M 72154

Nonesuch
Master Works for Organ, Vol. 1; (8) M 81100
IVES: PIANO SONATA—Noel Lee; (8) M 81169
Yankkee Organ Music; (8) M 81200
SIBELIUS: FOUR LEGENDS FROM THE KALEVALA OP 22; (8) M 81203
BOUZOUKEE—The Music of Greece; (8) M 82004
THE BALINESE GEMELAN—Music From the Morning of the World; (8) M 82015
FLOWER DANCE—Japanese Folk Melodies; (8) M 82021
LOS CHIRIGUANOS OF PARAGUAY—Guarani Songs & Dances; (8) M 82021
KALPANA/IMPROVISATIONS—Instrumental & Dance Music of India; (8) M 82022

Philly Groove
THE DELFONICS—Sounds of Sexy Soul; (8) M 81151

Sire
MEMPHIS BLUES FESTIVAL; (8) M 97803

Skye
ARMANDO PERAZA—Wild Thing; (8) M 85 CAL TJADER Sounds Out Burt Bacharach; (8) M 86

Tetragrammaton
RHETTA HUGHES—Relight My Fire; (8) M 8111

Vanguard
THE SIEGEL-SCHWALL BAND—Shake; (8) M 89289, (4) X 49289
JOAN BAEZ—Any Day Now, Vol. 1 (Songs of Bob Dylan); (8) J 89306, (4) X 49306
JOAN BAEZ—Any Day Now, Vol. 2 (Songs of Bob Dylan); (8) J 89307, (4) X 49307

Vault
The Best of the BEAU BRUMMELS; (8) M 8114, (4) X 4114
CHAMBER BROS.—People Get Ready; (8) M 4115
CHAMBER BROS.—People Get Ready; (8) M 89003, (4) X 49003

Viva
THE TRAVEL AGENCY; (8) M 86017, (4) X 46017
ORIGINAL RADIO THEMES—"Themes" Like Old Times; (8) M 86018

GRT

ABC
RAY CHARLES—I'm All Yours Baby; (8) 822 675M, (4) 422 675X, (C) 522 675X

Dunhill
THE GRASSROOTS—On the Other Side; (8) 823 50052 M, (4) 423 50052 X, (C) 523 50052 X
STEPPENWOLF—At Your Birthday Party; (8) 823 50053 M, (4) 423 50053 X, (C) 523 50053 X

Scepter
DIONNE WARWICK—Soulful; (8) 819 573 M, (4) 419 573 X, (C) 519 573 X

Tetragrammaton
BILL COSBY—8:30/12:30; (8) 873 5100 J, (C) 573 5100 M (Twin Pack)
BILL COSBY—8:30; (8) 873 51001, (4) 473 51001 X, (C) 573 51001 X
BILL COSBY—12:30; (8) 873 51002, (4) 473 51002 X, (C) 573 51002 X

Uni
THE FOUNDATIONS—Build Me Up Buttercup; (8) 829 73043, (C) 529 73043 X

ITCC

Bell
BOBBY DARIN Born Walden Robert Cassotto; (4) 78-1936
LARRY PAGE—Page Full of Hits; (4) 78-2500

Buddah
THE 1910 FRUITGUM COMPANY/THE OHIO EXPRESS & THE LEMON PIPERS—Bubbie Gum Music Is the Naked Truth; (4) 1-5032
THE ELEPHANTS MEMORY; (4) 1-5033
THE BROOKLYN BRIDGE; (4) 1-5034
U.S. 69; (4) 1-5035; (4) 1-5035

Jad
LLOYD PRICE—Now; (4) 10-1002
BYRON LEE & THE DRAGONAIRES; (4) 10-1004

Laurie
GERRY & THE PACEMAKERS—I'll Be There; (4) 36-2030
THE CHIFFONS—Sweet Talkin' Guy; (4) 36-2036

Mio
EDDIE HERNANDEZ ORCH.—All We Need Is Love; (4) 69-1000
LOUIS REY & ORCH.—Here We Go; (4) 69-1001

Muscor
HUGO WINTERHALTER & HIS ORCH.—Romanceable & Danceable; (8) 56-3168
GEORGE JONES—My Country; (8) 56-3169

Project 3
YANK LAWSON & THE BOB HAGGART ORCH.—World's Greatest Jazz Band; (4) 76-5033

Roulette
SHADOW MANN—Come Live With Me; (4) 22-69001

Skye
GARY McFARLAND—America the Beautiful; (4) 67-8

20th Century
SOUNDTRACK—The Touchables; (4) 54-4206 5T

Tetragrammaton
RHETTA HUGHES—Relight My Fire; (4) 5-111

Wand
KINGSMEN—Louis, Louis; (4) 92-657

MUNTZ

Dunhill
THE GRASSROOTS—Lovin' Things; (2) DNH A 50052
STEPPENWOLF—At Your Birthday Party; (2) DNH A 50053

Fermata
VARIOUS ARTISTS—Recordacoes Do Paraguai; (2) FER A 78

Reprise
TRINI LOPEZ—The Whole Enchilada; (2) 4RA 6337

RGE
VARIOUS ARTISTS—O Fino Da Bossa; (2) RGE A 5254
VARIOUS ARTISTS—A Bossa No Paranoium; (2) RGE A 5268
VARIOUS ARTISTS—Paramount-Templo Da Bossa; (2) RGE A 5280

Smash
JERRY LEE LEWIS—All Country; (2) SC4 67071
WOODY'S TRUCK STOP; (2) SC4 67111

PLAYTAPE

Cadet Concept
ROTARY CONNECTION—Aladdin; (2) 0937
MUDDY WATERS—Electric Mud; (2) 0938

Capitol
GLEN CAMPBELL—Wichita Lineman; (2) 0949
THE LETTERMEN—Put Your Head On My Shoulder; (2) 0950
THE BEATLES Vol. 1; (2) 0955
THE BEATLES Vol. 2; (2) 0956
THE BEATLES Vol. 3; (2) 0957
THE BEATLES Vol. 4; (2) 0958
THE BEATLES Vol. 5; (2) 0959

Dot
VAL STOECKLEIN—Grey Life; (2) 0946

Dunhill
MAMA CASS—Dream a Little Dream; (2) 0940
THE GRASSROOTS—Golden Grass; (2) 0941
THREE DOG NIGHT; (2) 0942
RICHARD HARRIS—The Yard Went On Forever; (2) 0943

Gordy
GLADYS KNIGHT & THE PIPS—Silk N' Soul; (2) 0967

MGM
ORPHEUS ASCENDING; (2) 0952
BEACON STREET UNION—The Clown Died in Marvin Gardens; (2) 0953
HANK WILLIAMS JR.—A Time to Sing; (2) 0954

Motown
The Original Soundtrack From TCB Starring DIANA ROSS & THE SUPREMES WITH THE TEMPTATIONS; (2) 0969
DIANA ROSS & THE SUPREMES Vol. 1—Join the Temptations; (2) 0947
DIANA ROSS & THE SUPREMES Vol. 2—Join the Temptations; (2) 0948
DIANA ROSS & THE SUPREMES—Love Child; (2) 0951

Reprise
FRANK SINATRA—Cycles; (2) 0960
DEAN MARTIN—Gentle on My Mind; (2) 0961
THE FUGS—It Crawled Into My Hand, Honest; (2) 0944
MIRIAM MAKEBA—Makgaba; (2) 0945

Tamla
STEVIE WONDER—Elovis Rednow; (2) 0968

Tetragrammaton
SHADES OF DEEP PURPLE; (2) 0939

Verve Forecast
RICHARD P. HAVENS, 1983—Verve Forecast, Vol. 1; (2) 0965
RICHARD P. HAVENS, 1983—Verve Forecast Vol. 2; (2) 0966

Warner
PETULA CLARK'S Greatest Hits Vol. 1; (2) 0962
THE ASSOCIATION Greatest Hits; (2) 0963
THE MASON WILLIAMS Ear Show; (2) 0964

RCA

RCA Victor
JOSE FELICIANO / JEFFERSON AIRPLANE / NILSSON/NINA SIMONE—The Soul Rock Blues Bag; (8) PBS 1422
ROSLYN KIND—Give Me You; (8) PBS 1438
NINA SIMONE & PIANO; (8) PBS 1424
Gentle on My Mind & Other Originals by JOHN HARTFORD; (8) PBS 1425
ED AMES—A Time for Living, a Time for Hope; (8) PBS 1427
WILLIE NELSON—Texas In My Soul; (8) PBS 1429
ROSLYN KIND—Give Me You; (8) PBS 1438
PAUL ANKA—Goodnight My Love; (8) PBS 1440
JOSE FELICIANO—Souled/Fantastic Feliciano; (8) PBS 5067

White Whale
THE TURTLES Golden Hits/The Turtles Present the Battle of the Bands; (8) PBWW 5001

Red Seal
SCHUBERT: SYMPHONY NO. 8/MOZART: SYMPHONY NO. 41—The Philadelphia Orch. (Ormandy); (8) R85 1111
JULIAN BREAM—Classic Guitar; (8) R85 1117
MARIO LANZA—The Great Caruso/Love Songs & A Neapolitan Serenade; (8) R85 5056
SCHUBERT: SYMPHONY NO. 8/MOZART: SYMPHONY NO. 41—The Philadelphia Orch. (Ormandy); (8) R85 1111
JULIAN BREAM—Classic Guitar; R85 1117

RCA Camden
FRANKIE CARLE—Music for the Cocktail Hour; (8) CBS 1058
The One & Only JOHN GARY; (8) CBS 1059
LIVING TRIO—"Honey" and Other Hits; (8) CBS 1060

**The new 1969
Belle Wood
sound
is cartable.**

Every Cartable

Sell one brand, one line to the "now" market . . . people on the go . . . the all new 1969 Cartable line from Belle Wood, Inc.

Whether the urge for entertainment hits at home, in the car, in the boat or anywhere else in the great outdoors, there's a Cartable unit to fit every whim and every wallet. And every Cartable unit carries a consumer guarantee, including free parts and service!

1 CARTABLE 2800 the jet set set for car, boat, home, or? Solid State woodgrained 8 Track Stereo. Under dash mounting with theft-proof locking. No wiring to disconnect. Complete with four 5 1/4" full range stereo speakers. Optional home-use accessories: #2840—Two walnut wood cabinets (14 1/2" x 4 1/2" x 9") each containing 6" round high response speakers. #2880—Walnut finish home AC adapter.

2 CARTABLE 3800 ultimate auto player for the beautiful people. Deluxe Solid State 8 Track Auto Stereo. Automatic Channel Changer with push button channel selector. Illuminated channel indicator. Comes with two 5 1/4" round high response speakers enclosed in quick-mount Cyclocac housings.

3 CARTABLE 4600 the "most" for today's youth on wheels. Exceptional value in



is cartable.

an 8 Track Stereo. Many of the features of Cartable deluxe models, including illuminated channel indicator, automatic channel changers and push button channel selector. Comes complete with two 5 1/4" stereo speakers.

4 CARTABLE 5000 swingers' complete portable stereo system. The versatile Cartable 8 Track Solid State AC Stereo Player System can be enjoyed either as a self-contained system or can be easily converted for

use as a deck. Two high frequency 4" x 6" speakers in detachable cabinets. Speakers can be wall mounted with up to 17' separation. All deluxe Cartable features. Available in black or beige. Scuff resistant Cyclocac cabinet.

5 CARTABLE 6000 perfect beach companion. The latest in self-contained 8 Track battery portables. Operates anywhere on 6 D cell batteries or can be plugged into cigarette lighter or any 110 AC outlet. Comes

with free lighter adapter. Unit weighs less than four pounds. Compact size—9" high x 6" wide x 3" deep.

6 CARTABLE 7000 playmate for the serious music lover. Play 8 Track stereo cartridges at home with the all new Cartable 7000 Solid State Stereo Deck. Beautiful walnut grained wood cabinet with champagne face. Jacks into existing home stereo system. All the unique features of deluxe Cartable players.



**...and over 100,000,000
advertising calls
will be made on your
customers and
prospects this spring
...pre-selling them
on the Cartable line.**

Star salesmen like Art Linkletter, Bill Cullen, Peter Marshall and Al Hamel will be showing and telling the Cartable story on all three major TV networks during April and May.

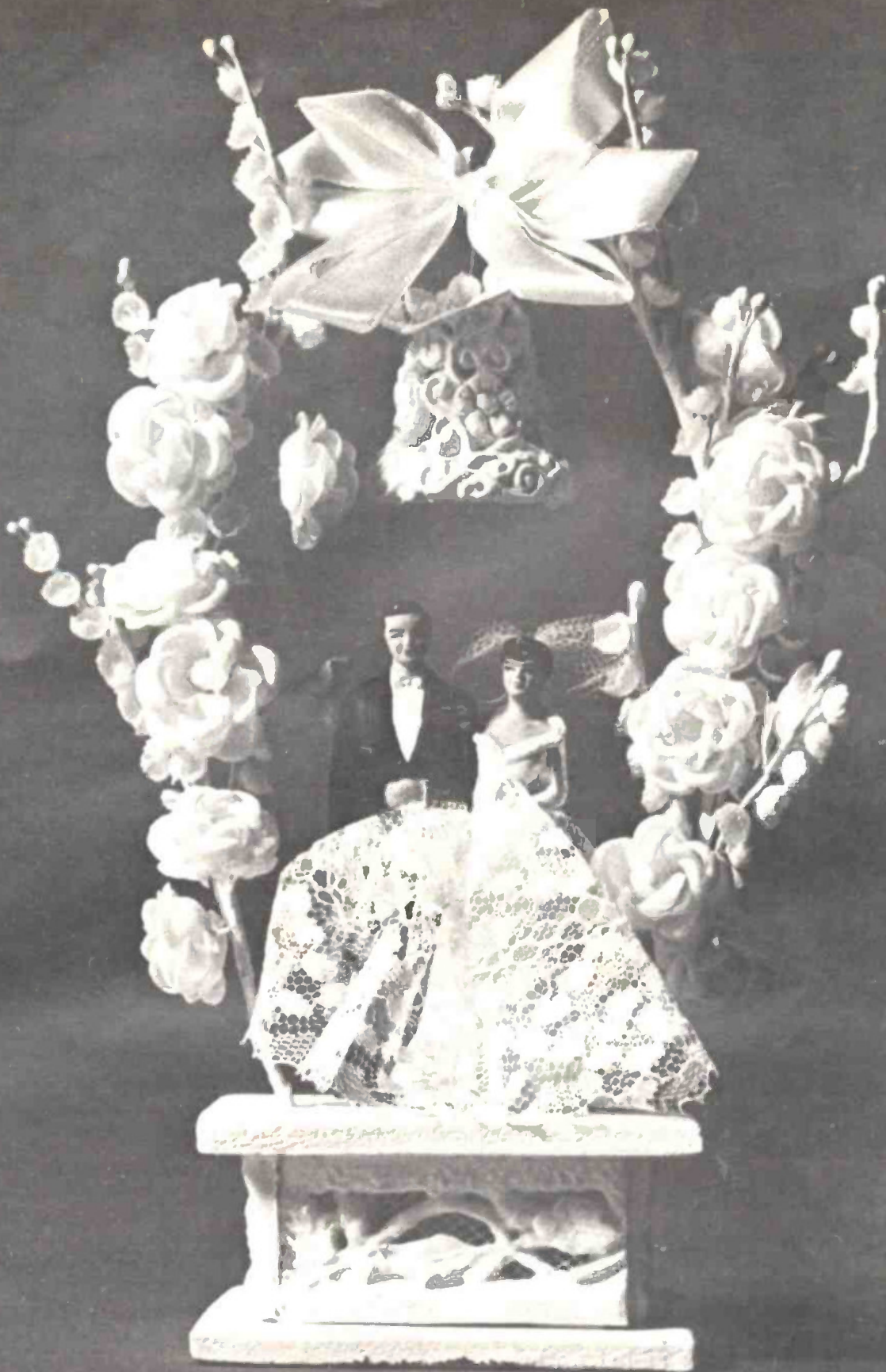


**HOLLYWOOD SQUARES • EYE GUESS • LET'S MAKE A DEAL • FUNNY YOU SHOULD ASK • NEWLYWED GAME
DATING GAME • DREAM HOUSE • HOUSE PARTY • ANNIVERSARY GAME • TRUTH OR CONSEQUENCES**

See and hear the all new 1969 Cartable line now! For the name of the distributor in your area call 312-498-1030 collect, or write:
Vince Vecchione,



BELLE WOOD inc.
2751 LAKE COOK ROAD
DEERFIELD, ILLINOIS 60015



*When it's new, it's all whipped cream and roses.
Time flies, the flowers fade and so does the dream.
Sometimes you think you may not make it.
But the bond grows stronger, the dependence goes deeper.
And there's something to be said for the togetherness of it all...*

The Wedding Cake K-14034
*A slice of life in the great tradition
of "Honey" and "Little Green Apples" by*

Connie Francis

*Produced by Shelby S. Singleton, Jr.,
for Shelby Singleton Productions, Inc.*



MGM Records is a division of Metro-Goldwyn-Mayer Inc.

International News Reports

Danish Radio to Plug Local '10'

COPENHAGEN — Danish Radio has stopped presentation of its weekly Top Twenty international record sales chart to concentrate on the Danskstoppen program which compiles a weekly Top Ten of local product only, based on listeners' votes.

The last Top Twenty was produced for the Feb. 9 program and now record companies and music publishers are seeking another organization, possibly a daily newspaper, to take on compilation of an international record sales chart.

Danish Radio discontinued the Sunday afternoon Top Twenty program because the chart had become too similar to the Danskstoppen chart, which is broadcast Sunday mornings.

Dankstoppen was introduced last fall and the record industry hoped that the program would result in more local product getting into the international Top Twenty.

Their hopes were fully justified; within four months the Top Twenty chart showed that seven of the 10 best-selling singles were local productions, a result which exceeded the expectations of the most optimistic men in the Danish music industry.

The switch to local product showed that if Danish productions were given the same promotion and exposure as foreign

(Continued on page 84)

U. K. Testing \$-Cut Disks

LONDON—The first British hit records to have their prices legally reduced went on sale last week in three towns in England and Scotland.

The records are being sold at cut price for two weeks in Exeter, Shrewsbury and Perth in a special test operation mounted by the British Market Research Bureau on behalf of the British record industry. The tests are being run to provide evidence to support the British industry's case for the maintenance of retail price fixing. The case is due for hearing in October.

Singles being used in the test are "I Guess I'll Always Love You," by the Isley Brothers; "Fox on the Run," by Manfred Mann; "Dancing in the Street," by Martha and the Vandellas; "I'll Pick a Rose for My Rose," by Marv Johnson; and "Blackberry Way," by the Move.

Full price sales of the same singles in three other towns—Norwich, Chester and Aberdeen—will be compared with the cut-price figures. Further tests on single and album product will be carried out this month and in April.

W. GERMAN DISK GALA MARCH 14 FEATURES POP

MUNICH—The third gala evening of the German Record Industry will be held in Berlin Friday (14) and, in accordance with the practice of alternating classical and pop music each year, this year will feature national and international pop artists.

The gala, sponsored by the West German Record Industry Association and Sender Freies Berlin, the West Berlin radio and TV station, will be held in the Sender Freies studio and will be filmed in color by the First German TV channel.

The first section of the gala evening will feature new German pop songs sung by Agnetha, Dorthe, France Gall, Reifate Kern, Petra Pascal, the Jacob Sisters and Heino. This will be shown on German TV on March 22.

The second section will be the International Star Parade featuring Dalida, Miriam Makeba, Mireille Mathieu, Rita Pavone, Sylvie Vartan, Dusty Springfield, Nina and Frederick, Johnny Cash and June Carter, Adamo, Richard Anthony, Mantovani, Samuel Rodensky, Vico Torriani, the Hollies, Los Paraguayos and the Sandpipers.

The international section will be shown on Eurovision the following evening.

The gala will be presented by Viva Bach and Dietmar Schoenherr and will also feature the Pamela Devis Ballet of London and the Sender Freies Berlin Orchestra conducted by Paul Kuhn.



ERIC LEINSORF, chief conductor of the Boston Symphony Orchestra, in London to conduct three concerts with the London Symphony Orchestra, was a guest of honor at an RCA reception where he was greeted by RCA Records managing director Bernard Ness, left, and vice-president, RCA international division, Herbert T. Brunn, right. A second guest of honor at the reception was pianist John Browning, also in Britain for a concert appearance.

1st Latin American Fest Lures 50 Singers From 25 Countries

MEXICO CITY—Fifty singers from 25 countries will take part in the first Festival of Latin American Song, to be held here, March 19-23. Each singer will perform two songs. In addition, five musical directors will take part in the Festival, announced Pietro Bonino, director of the Festival.

Frank Pourcel will be musical director for Claude Lombard, Robert Cogo (Belgium), Mary Trini, Valen (Spain), Anne

Vanderlove, Jean-Claude Allora (France), Desiree, Tony Renis (Italy), and Gina Maria, Antonio Calvario (Portugal).

Jose Sabre Marroquin is the musical director for Claudia, Norman Chacon Soto (Costa Rica), Alicia Azurdia, Ernesto Avalos Gutierrez (Guatemala), Hermanitas Nunez, Los Pianos Barrocos (Mexico), Lucecita, Danny Rivera (Puerto Rico), and Cecilia Garcia, Nini Cafaro (Dominican Republic).

Aldemaro Romero will be musical director for Marcela Miranda, Arturo Gatica (Chile), Leonardo, Los Graduados (Colombia), Fabiola, Hermanos Mino Naranjo (Ecuador), Anayansi, Leroy Gittens (Panama) and Rudy Hernandez, Jose Luis (Venezuela).

Lucio Milena will conduct for Rosamel Araya, Hugo Marcel (Argentina), Norah Zapata, Los Wara Wara (Bolivia), Marizza, Barreto Aguayo (Paraguay), Regina, Cesar Altamirano (Peru),

and Olga Delgrossi, Horacio Duggan (Uruguay).

Pocho Perez will be musical director for De Kalafe, Dori Nelson (Brazil), Maria Del Socorro, Cesar Donald (El Salvador), Clody, Ansy Derosé (Haiti), Malena Lagos, Federico Ramirez (Honduras) and Consuelo Espinoza, Luis Mendez (Nicaragua).

Special Festival guests include Lucha Villa, Jose Alfredo Jimenez and the Mariachi Vargas de Tecalitlan.

All participants for the Festival will stay in the Hilton Hotel, Mexico City.

Ariola Plans Dutch Entry

AMSTERDAM—Ariola, the German record company, has terminated its contract with Negram-Delta for the Benelux countries and is now planning to establish its own independent operation in Holland.

Following the departure of Ariola, Bart Oeges, managing director of Negram-Delta, has resigned from the company over policy disagreements and will head up the new Ariola setup in Holland.

Ariola is the second foreign

(Continued on page 84)

MGM Picks London Staff

LONDON — MGM has appointed Phil Carson, 24, as sales promotion manager, completing the London staff for its new offices at Soho Square, headed up by managing director Ian Ralfini.

Madeleine Hirsiger, previously with Polydor, and Martin Wyatt staff the a&r department, Richard Swainson is promotion co-ordinator, Geoff Morris promotion manager, Terry Stanley financial controller and Des Brown in charge of press and publicity.

Carson set up the London office of the Swedish Olga label in 1967 and for the last two months was working as promotion manager for the Carlin publishing company.

MGM, which has introduced a new blue and honey-colored label in place of the old black and yellow design, is mounting a drive in the progressive rock market with two new British groups, Poet and the One Man Band, and Bodast, and is setting up an April tour of the States for Caravan.

Fete Launches M. Hopkin LP

LONDON — The new Mary Hopkin album "Postcard," was launched by Apple on St. Valentine's Day, Feb. 14, with a reception at London's Post Office Tower restaurant.

Apple tied in with the Valentine postcard company to launch the album and has as guest of honor postman Arthur Dangerfield, recently awarded the British Empire Medal for his welfare and social work.

The album, produced by Paul McCartney, includes three songs by Donovan, one by Harry Nilsson, one by George Martin, a ballad in Welsh, a French song, and standards like "There's No Business Like Show Business," "Inch Worm," "Love Is the Sweetest Thing" and "Lullaby of the Leaves."

Arrangements are by Richard Hewson, George Martin, Demetriou and Brian Rogers.

DUTCH CLEFFER STRIKE ENDS

AMSTERDAM — The strike of Dutch musicians which began on Nov. 11 ended Feb. 13 in an agreement between the musicians' union and the record companies.

The Dutch record industry has agreed to make special payments to musicians for secondary uses of recorded tapes in radio and TV promotion. The industry also agreed to raise the scale for recording sessions.

Girl Singer Ireland's Eurovision Entry

DUBLIN — A girl singer for the first time will represent Ireland at Eurovision. She is Muriel Day, whose song "Wages of Love" won the fifth Irish Song Contest by a majority of 30 votes out of 60.

Her entry was written by Michael Read, a local ballroom dancer who also penned "Look Around" which came second in the contest sung by Dana.

Norway Goes 'Lily the Pink'

OSLO — Following the Norwegian chart success of the Scaffold's "Lily the Pink," three local versions have been released here.

A new group, Bislet Blandede Mannskor og Orkester on RCA presented their version of the traditional song in a Saturday night TV show, "Bislet Special." The Norwegian version has a lyric by Terje Mosnes.

The Odeon group Gluntan has recorded a version, "Doktor E. Wang," with a lyric by Fredrik Friis; and a third version, under the English title and with a lyric by Karole, has been recorded by the Three Hits for Decca.

The song is subpublished in Scandinavia by Imudico of Copenhagen.

The winning song, a beat number, is regarded as Ireland's strongest Eurovision entry to date. It is significant that this year Radio Telefis Eireann, sponsors of the contest, instructed the judges to select the song "which they thought would best represent Ireland in Europe with a view to winning the contest." Previously the song had to have an "Irish flavor."

And producer Tom McGrath rammied the message home by playing Ireland's previous entries followed by former Eurovision winners before the contest began.

Miss Day is being wooed by virtually all the record firms here. Her last record issued two years ago on Pye, was "Petal From a Faded Rose." It was released when she was with the Dave Glover Showband, which disbanded last year. She is married to Glover and they appear in cabaret.

Some controversy surrounded the choice of singers. Miss Day, from Northern Ireland, is a British subject and lives near Belfast.

Ireland first entered Eurovision in 1965 and has been placed sixth, fourth, second and fourth to date.

'Jingles' Ross to Move to Pop Disks

TORONTO—Mort Ross, one of this city's and Canada's most successful young writers of advertising and TV jingles, has announced plans to branch into the pop records field.

In conjunction with two associates, Terry Brown and Doug Riley, he has formed Revolution Records, a Toronto based recording company which will enter the Canadian pop music market within the next few months. As well as Revolution Records, Ross has formed the Revolution Publishing and Revolution Recording Studios, to be situated in Toronto and operated by Brown, a 21-year-old Englishman with an extensive engineering background in English pop music.

The first release on Revolution

will feature Canadian singer Dianne Brooks doing "Walkin' My Mind" and "Need to Belong." Both songs were written by Riley, a 23-year-old composer-arranger, who has also been active in the world of Canadian advertising jingles.

The record will be released in the U. S. via Ray Charles' Tangerine label. Charles also signed Miss Brooks for a series of concert appearances with himself to commence in early April. Charles also signed Doug Riley, who worked on Miss Brooks' disk to arrange and conduct Charles' next Tangerine LP.

Phonodisc Distrib Pact With 'Media

TORONTO — Phonodisc Records of Canada has signed a distribution pact with Metro-media Records in the U. S. The first release under the new releasing agreement is Pastrami Malted's, "Wiwian Wewy I Wuv You."



London Prod. By Canadians

TORONTO — London Records has released three singles and three albums of Canadian content.

The singles are: "Nine Till Five," the French Revolution: (London M-17367); "There's Still Time," Wayne Faro's Schmaltz Band (London M-173-65); and "One Ring Jane," Mote Tucker's Yellow Duck (Duck-D.R.2).

The albums are: "Out Home With Hughie and Allan," Hughie and Allan (Liberty-LMS-901); "Guitar Great," Joe Wave (Liberty-LMS-900); "The Voice of the Stradivarius," Albert Pratz (London, Ace of Diamonds-SDD-2118).

From The Music Capitals of the World

TORONTO

Gary Kouri, Philips/Mercury group national sales manager with London Records attended a product conference at Mercury headquarters in Chicago, Feb. 24 and 25. . . . St. Clair Low, president of the Canadian Music Sales Corp. attended the International Record and Music Publishing Market Conference in Cannes and stopped off for talks in London, Glasgow and Dublin while in Europe.

Sales on Engelbert Humper-

dinck's "Release Me" LP now past the 100,000 mark for Canada with total sales on all three Humperdinck LP's well over the quarter million point, making him one of Canada's all-time top sellers. Humperdinck due in Toronto for a week at the O'Keefe Center May 26-31. . . . Janis Joplin bowed her new band including Toronto bass player (ex-Pauper) Brad Campbell at the O'Keefe to mixed audience and critical reaction.

The Doors returning to Toronto (Continued on page 84)

Stone Launches All-Front Pitch

TORONTO — Terry Mann, vice-president of marketing for the Robert J. Stone Company of Canada, has launched a program of expansion which will encompass all areas of the company's operation over the forthcoming 12 months.

The program will involve three phases, the first of which has just been completed. This includes the enlarging of office and plant facilities in the Stone of Canada head office in Oshawa, Ontario which will enable Stone to begin direct distribution of records to dealers and also the distribution of cartridge tapes. Stone currently handles the distribution of Pickwick tapes and the ITCC line of cartridge tapes.

Stone has entered the distribution of outside independent labels and has recently signed Pickwick International's new Sound Canada label as well as the Praise and Candle labels, producers of gospel records in western Canada.

Stone has also signed a licensing agreement with Brunswick Records for release of product by Jackie Davis in both the U. S. and Canada. The initial release in the U.S. of the album, The Sacred Side of Jackie Davis, is included in the February release of Brunswick Records.

Negotiations are under way with six independent British labels for manufacture and dis-

tribution in Canada. As announced earlier, Beacon Records became the first British company to sign with Stone of Canada in the expansion program and three Beacon releases are currently on the market in Canada.

Step two in the expansion campaign includes the acquisition of further distribution rights for records and cartridge tapes. Planned too is the addition of stereo component equipment including cartridge machines, turntables, amplifiers, etc.

Finally, step three envisages a general widening of the company's holding interests and Stone has plans in both the broadcast and print media.

Bertelsmann Exports LP

GUETERSLOH — Exports in 1968 from the Bertelsmann group here increased by 10.6 per cent to reach the \$150 million mark according to the group's annual report.

The group's activities in the book and record club sphere accounted for 47 per cent of the turnover. While German subscribers to the clubs, now up to four million, showed no great (Continued on page 84)

Compo-Canada

CANADA'S COMPLETE RECORD COMPANY

MANUFACTURING: Two Pressing Plants, Canada's largest.

PRODUCTION: Successful Canadian Recordings for all individual markets—Ethnic and linguistic, contemporary and cultural.

PROMOTION: Six full time promotion men, anchored by Canada's recently-voted "Top Promotion Man."

DISTRIBUTION: Complete Representation (stockrooms) in Canada's six major markets.

THE POINT IS, **GREATER PROFIT** . . . WE CAN GIVE IT TO YOU

Compo-Canada

CONTACT LEE ARMSTRONG OR BOB CHISLETT

The Compo Company Limited, 2377 Remembrance St., Lachine 600, Quebec.
PHONE 514-637-2561; TELEX 01-20122; TWX 610-422-3064.

From The Music Capitals of the World

• Continued from page 83

with Pacific Gas and Electric March 21 at Maple Leaf Gardens. John Driscoll, Quality Ontario promotion chief, just named merchandising manager of Atlantic and Atco product. He has been Quality promotion chief for Ontario since May 1968. Quality national promotion chief Ed Lawson, planned to Los Angeles for talks with A&M label executives and to review current product.

Columbia's Spirit, currently hot in this area with "I've Got a Line on You," booked into the Rock Pile for March 23. London Records released initial product originating from CBC Network. "The Voice of Stradivarius" (Ace of Diamonds) showcases Toronto rock stations, CHUM and CKFH in line with company's current Connie Francis hit, "Wedding Cake."

S. D. (Red) Roberts, vice-president of Compo Records visiting distributors and stations across Canada culminating in Toronto. Tour of outlets spans Feb. 25 to March 7 dates. Young-Holt Unlimited into Colonial Tavern, week of April 7-12. Irish Rovers at the Royal York March 17-29.

Steed recording artist, Andy Kim into the Hawk's Nest for March 7th and he will follow up in the area with dates in Waterloo and Hamilton. Quality will be throwing a press luncheon in his honor. London Records' Nina Mouskouri into Massey Hall for a concert Saturday (8). Polydor released their first record from the recently acquired Island label. "Medicated Goo" single by the Traffic. After Four, Toronto Telegram Youth Section now researching and publishing its own Top 10 list of LP product for Toronto. Richie Havens in for a Massey Hall concert Sunday (9).

AMSTERDAM

Nina Simone visits Amsterdam, Rotterdam and The Hague Friday and Saturday (14 and 15) for three concerts organized by Paul Acket. Her RCA single "Ain't Got No—I Got Life" reached No. 1 on all Dutch charts last week. On Feb. 21, local Dutch TV screened the concert given by Ray Charles last October. Seymour Stein of Sire Records has signed a deal to release Bovema product in the U. S. via Transglobal. First record for release on the Sire label will be "Lea" by the Cats. Inelco has released the Broadway cast album of "Hair" on RCA. Arthur Walzenegger and Kurt Richter of Teldec, Hamburg, and Stephan von Friedberg of Amadeo, Austria, were in Holland for policy talks with Inelco executives.

Phonogram has released the first Philips album by Zen whose single "Hair" reached No. 1 three weeks ago. A Dutch team will visit London to record a show based on Page One artists Vanity Fair and the Troggs. Israeli singer Yaffa Yarkoni made a 40-minute appearance on local KRO-TV. Ring Productions has moved from Hilversum to Nieuwe's Gravelandseweg 19, P. O. Box 106, Bussum. Dureco has released the first album of Wilma who appeared recently in the Chris Howland program "Musik aus Studio B" in Germany.

Paul Acket has signed the Fleetwood Mac for concerts in The Hague, Amsterdam and Rotterdam in March. Bovema has launched a new budget series, Kristall. Barclay is releasing "Mr. Tambourine Man," by Buddha artist Melanie, in Holland recently for a local TROS-TV show. Dutch artists competing in the contest to select the country's Eurovision representative are Annet Hesterman, Connie Vink, John Lamers and Rob de Nijs. CBS Records has released two San

Remo songs, "La Pioggia" by Gigliola Cinquetti and "Il Gioco dell'Amore" by Caterina Caselli.

MIDEM trophy winner John Woodhouse has signed contracts for appearances in Germany and Japan. Philips will release Woodhouse's best-selling recordings in the U. S. and Britain. CBS has released the album "Music of Our Time," featuring the works of Denilov, Schuller and Lukas Foss played by the New York Philharmonic conducted by Leonard Bernstein. Brazilian singer Elis Regina (Philips) was in Holland for a radio and TV appearances following MIDEM. Phonogram has obtained Dutch rights of the Bam Bam production company, run by the Brian Morrison Agency. Bam Bam recordings will be released in Holland on the Philips label. Group Therapy (Mercury) visited Holland Feb. 15 and 16 for concerts in Amsterdam and Rotterdam.

CBS launched a big promotion campaign for the 13 albums of Barbra Streisand. N.V. Phonogram released the first seven albums in its International Parade series, with recordings by Benny Goodman, Nina Simone and Baden Powell. Phonogram launched a promotion campaign for the Mantovani repertoire, with newspaper advertising and special promotion albums. Ben Cramer's "Mona Lisa," bought for the Benelux countries from Intro, Berlin, by Bospel Music, is making a big impact. Van Rogers, manager of the South African group Four Jacks and a Jill, was in Holland for promotion talks with Inelco president Wim Brandsteder.

Hong Kong group Danny Diaz and the Checkmates visited Holland for TV appearances and Negram released the group's first Pye single, "Solomon Grundy," written and produced by the Foundations. Carla Thomas and Joe Tex appeared at the Amsterdam Concert Hall Feb. 7 in a concert organized by Paul Acket. The Move were in Holland for promotion of their latest single "Blackberry Way."

Bovema has obtained the Dutch rights of the soundtrack from "Sweet Charity" which will be premiered in Holland in September. Bovema is planning a strong promotion campaign for 4-track tapes and is releasing Muntz Stereo-Pak tapes of Otto Klemperer, Daniel Barenboim and Sir John Barbirolli.

An international song festival will be held at Scheveningen July 4-9. The festival will be organized by Lou van Rees who is inviting 15 countries to send teams. Dutch singer Sandra Reemer visits London March 8 and 9 for club appearances with the Amos Tamela Serpentes.

Ben Cramer (Dureco) will represent Holland at the festivals in Sopot, Poland, and Rio de Janeiro this year. Negram Delta reports impressive sales of the first 20 albums released on the Baccarola International label. Neil C. Reshen was in Holland for business talks with Red Bullet's Fred Haayen and Willem van Kooten. Reshen's business management company in New York will represent the various Red Bullet productions in the U. S. and Canada, including the recordings of the Golden Earrings, the Shoes, Bojoura and the Boots as well as the copyrights of Red Bullet's publishing offshoot, Dayblow Music.

BAS HAGEMAN

BRUSSELS

The Web visited Belgium to appear in the program "Uit Met Pris Carnaval" in Blankenberge, where they promoted their hit "Baby Won't You Leave Me Alone." Other artists appearing included the Strangers and Willem Vermandere. The Web returned to Belgium March 3 and 4 to appear in the program "Sounds

for Teenagers." Neil McArthur, who recently recorded "She's Not There" for Decca, appeared in the "Hey" program Feb. 20. Fonior released the "The Way It Used to Be" at the same time it was released by Decca in Britain. Five Decca artists have been chosen to represent Belgium in the European Cup contest at Knokke. They are Josiane Janvier, Ronny Temmer, Samantha, Johnny White and Mary Porcelyn. Fonior has acquired distribution of the British Morgan label for Belgium and has also released an album of the new dance craze, the Casatchok.

BUENOS AIRES

Following a visit by Toshiwo Doko, president of the Tokyo Shibaura Electric Co. (Toshiba), Telesud SA have put the Toshiba portable cassette player on the Argentine market—completely imported from Japan. Buenos Aires city council has released a second album, designed as a cultural experiment, containing Juan Jose Castro's "Suite Introspectiva" and Rodolfo Arizaga's "Musica para Cristobal Colon" (Music for Christopher Columbus). The album is sold at 500 pesos (\$1.50). Leonardo Favio now has his recordings released in Chile and Peru. CBS requested that Favio record his Spanish-language hits in French and Italian for European release.

EMI Argentina is releasing the Apple label simultaneously with U.K. releases, and has just introduced Jackie Lomax and the Ivers to the Argentine market. Phonogram now distributes Kama Sutra, Buddha, Atlantic, Atco, Vogue and Barclay. These labels were previously distributed by Microfon, Surco and Disc-Jockey. Perez Prado and his orchestra had his already advertised Argentine tour blocked by the local musicians' union who insisted on local talent being used. Joe Cuba and his combo appeared on Argentine TV. Jorge Cesar Speron, president of Prodisa SRL, visited Los Angeles and New York to meet with executives of Project 3. RUBEN MACHADO

COPENHAGEN

Dacapo has acquired local publishing rights of the French dance craze song "Casatchok" by Boris Rubaschkin and is negotiating to have the dance presented on TV before assigning the song to a local artist. Dutch singer Heintje (Philips) is making a big impact in Denmark with two singles "Du sollst nicht weinen" and "Heidschi bumboidschi" in the top twenty. Imudico has secured a number of French recordings of the Danish original, "Camp," by Sir Henry and His Butlers. The French version, "Quand on est musicien" has been recorded by the Sunlights for Disc'AZ and instrumental recordings have been made by Georges Jouvin (HMV), Yvette Horner (Pathe-Marconi) and Raymond Boisserie (Trionon). The song has already been a hit in Holland in its original Danish version.

The Doors' single "Touch Me," (Elektra) which has entered the Danish Top 10, will not be published in Denmark; only sheet music sales have been arranged, reports Nipper Music. The same deal was arranged for Jose Feliciano's hit "Light My Fire." Dacapo is publishing a new song by Germany's Henry Mayer, "Caesar und Cleopatra," a follow-up to Mayer's hit "Romeo und Julia." Imudico has acquired publishing rights to "No, No, No," "Vi Danser" and "Love Child."

EMI launched a sales campaign for its Pickwick album series, featuring the Mills Brothers, Eddie Fisher, Dean Martin, Pat Boone and the Lennon Sisters. ESPEN ERIKSEN

DUBLIN

Dolphin gave a press reception at the Shelbourne to mark its first No. 1 record, "Lonely Woods of Urton" by Sean Dunphy and the Hoedowners. Dunphy, who repre-

sented Eire at the Eurovision Song Contest in Vienna in 1967 and is one of the eight singers participating in this month's National Song Contest, also has a best-selling LP on Dolphin in addition to an EP and an LP on Pye. Eamonn Andrews Studios have moved from Henry Street, Dublin, to the Television Club in Harcourt Street.

Target issued a single "Back at the Lodge" by a Galway septet, the Philosophers, who promoted the song on TV's "Late, Late Show." Telefis Eircann screened "The Songmakers," an American documentary featuring the Byrds, the Mamas and the Papas, Judy Collins, Dionne Warwick, Tom Paxton and interviews with Burt Bacharach, Hal David, Sammy Fain, Johnny Mercer and Henry Mancini. English group the World of Oz guested on "Like Now." Radio Eireann broadcast a tribute to Buddy Holly on the 10th anniversary of his death.

Jim Farley and the Top Hatters, currently resident at Dun Laoghaire's Top Hat ballroom began a five-week tour of German clubs and hotels Feb. 20. The Smokey Mountain Ramblers touring European U. S. bases. Artists featured on "Ulster's Flowery Vale," an album of Northern Irish music produced by David Hammond for BBC Radio Enterprises, include Barney McKenna of the Dubliners, Sarah Makem, Sean Maguire, Sean McAloon and Cathal McConnell. Angela Byrne, formerly press officer with EMI (Ireland), has joined Emerald. Pye's Irish chief John Woods denied reports that he is leaving the company. KEN STEWART

NEW YORK

Vanguard's Buffy Sainte-Marie and MGM's Ian & Sylvia play Fillmore East on Friday (7). The Saturday (8) bill features Atco's Vanilla Fudge, Mainstream's Amboy Dukes and Sirocco. Slated for Friday (14) and Saturday (15) are A & M's Procol Harum, Power's Pacific Gas and Electric, and Warner Bros.-Seven Arts' Collectors. Capitol's Insect Trust, who played the Stone Ballroom in New Haven through Sunday (2), appear at Cincinnati's Black Dome on Friday (7) and Saturday (8). RCA's Hugo Montenegro has been commissioned to write an official song for the Air Force. Maurice

Gibb of Atco's Bee Gees and Epic's Lulu were married last month at St. James Church, Gerard's Cross, Bucks, England. Robin Gibb was best man.

Columbia's Tim Hardin plays the Cafe Au Go Go through Sunday (2). The Times Square Two appear at the Bitter End from Wednesday (5) through March 17. Organist Edward Brewer, who has a BA and a music degree from Oberlin College, has joined the New York Electric String Ensemble. Brewer has studied with Helmut Walcha. Dudley Moore will compose the music for the 20th Century-Fox film "Staircase," starring Rex Harrison and Richard Burton. Columbia's Percy Faith conducted the Houston Symphony on Saturday (1). Phil Gernhard arrived in New York to record the Royal Guardsmen and Dion for Laurie.

RCA's Al Hirt performs at the Delaware State Fair at Harrington, July 26; the Michigan State Fair at Detroit, Aug. 21-25; and the Central Canada Exhibition in Ottawa, Aug. 28-31. The producing, writing and performing team of Terry Cashman, Gene Pistilli and Tommy West have slated a round of public appearances this month. George Kirby has signed an exclusive two-year contract with Caesar's Palace in Las Vegas. His first engagement under the new pact will be a three-week stint with Warner Bros.-Seven Arts' Petula Clark beginning July 17. Ron Delsener, New York concert producer, became the father of a daughter, Samantha, on Feb. 16.

Lyricist Hal David left for Hollywood, where Burt Bacharach and he will do the score for Cinema Center Films' "The April Fools," which stars Jack Lemmon and Catherine Deneuve. United Artists' Bobby Goldsboro appears on CBS-TV's "Glen Campbell Show" on Wednesday (5). Jubilee's Coronados are touring to promote their single, "Trip to Loveland." The Fat Mattress, whose members include Noel Hendrix debuted at London's Albert Hall on Monday (24). Todd Finkel appears at the San Su San with Belle Barth on April 18. David Lucas has completed the score for "Man in the Treviera Era," a 13-minute men's fashion film. Warner Bros.-Seven Arts' Grateful Dead will perform at the Black and White Ball at San Francisco's Fairmont Hotel on Saturday (15). ED OCHS

Danish Radio to Plug Local '10'

• Continued from page 82

records, they could more than hold their own.

Nevertheless, most people in the industry are anxious to see an international chart re-established. The record industry produces its own sales chart once a month, but this is too infrequent to be of practical value.

Now, instead of seeking returns from dealers as it did for the Top Twenty, Danish Radio will compile a weekly international Top Ten based on listeners' votes.

Mike Hennessey writes: The implication that more airtime given to local product results in bigger sales of domestic record-

ings at the expense of foreign productions is of particular interest at this time in view of the restrictions recently placed on the airtime given to foreign records by the Spanish government.

The government's aim is clearly to boost the domestic sales of Spanish artists and writers, and if the Danish pattern is typical, the new restrictions may well have the effect of stimulating sales of Spanish product.

Dutch Entry

• Continued from page 82

company in recent months to end its distribution agreement with Negram. French Vogue withdrew from the Negram-Delta operation a few months ago to establish new headquarters in Haarlem.

Jan van Schalkwijk, former Schallone/Anagon managing director now running Edition Actuel publishing company in Heemstede, said that his company will continue to represent the Montana publishing company in Holland.

Bertelsmann

• Continued from page 83

growth, there was expansion in the field of foreign subscriptions and this growth is expected to continue in 1969. Spain, the report states, now has 600,000 subscribers.

The group's Ariola-Eurodisc company reported a turnover increase of 50 per cent in 1968.

POPULATION
18,298,000
AREA
1,221,037 sq. kms.
MAJOR CITIES:
Johannesburg 1,152,525
Cape Town 807,211
Durban 681,492
Pretoria (Capital) 422,590

POPULATION BY AGE
GROUPS: (1960)
0-14 6.4 million
15-24 2.9 million
25-49 4.8 million
50 1.9 million
total 16.0 million

NUMBER OF FAMILY UNITS
4.5 million
EXCHANGE RATE
£1 = 2 rand
PER CAPITA INCOME
PER ANNUM £181
BLOC MEMBERSHIP
None

BREAKDOWN OF
POPULATION
European 19%
Bantu 88%
Asiatic 3%
Coloured 10%

SOUTH AFRICA



To a large extent, trends in popular music in South Africa follow the pattern set by the United Kingdom and the United States. The country represents a record market of approximately fifteen million dollars (U.S.) for 1966, served by three major and five smaller record companies. There are four major cities, comprising about 20% of the population. The bulk of the record business is done in these centers, especially the largest city Johannesburg, with over a million population.

Though the bulk of the records are influenced by U.S. and U.K. imports, Swahili and Congo repertoire sells in some areas, and African music, mostly "jive" and to a lesser degree traditional.

EMI's South African company, EMISA, maintains headquarters in Johannesburg, serving the entire country. The company manufactures and distributes its own labels—UITSPAN, UMSAKAZO and N'KANYESI—as well as all EMI labels, and, by licence, many others. Although somewhat remote from EMI headquarters, frequent trips are made by EMISA executives to London, and modern production and merchandising methods are an integrated part of this company's activities.

EMISA sells one in five of records sold in the South African market.

- Number of Record Companies 8
Majors 3
Others 5
- Number of Record Pressing Plants 6
- Number of Recording Studios of Major Record Manufacturers 2
Others 3
- Number of Record Labels Indigenous labels currently active 29
Additional foreign-owned labels pressed under licence 99
- Number of Wholesale Record Distributors 6
- Number of Retail Record outlets Approx. 2,500
- Number of Record Clubs 2
- Number of Record Players Estimated number 1 million
1965 Production 80,000.

Total number of Juke Boxes in Operation 200

Year	Units	Retail Value £
1964	5,179,918	£4,762,181
1965	5,612,097	£5,365,741
1966	6,805,877	£5,386,557

Sales by type (1966)

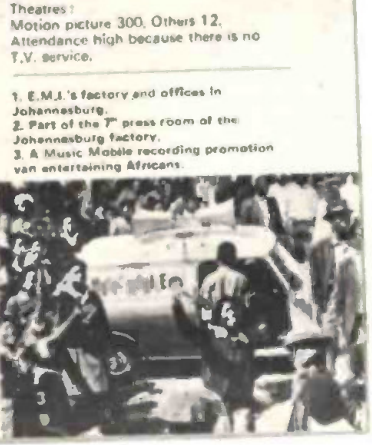
7"	31.9%
7" EP	3.3%
10" 78	29.3%
12" 33	35.5%

Number of Radio Stations
S.A. Broadcasting Corporation controls, operates Radio S. Africa. There are four national services in English, Afrikaans and Bantu and two of these are commercial services. Additionally there are three regional services: Radio Highveld, Radio Port Natal and Radio Good Hope. Also Radio Lourenço Marques operates a commercial service beamed to S. Africa.

Radio Receiver Ownership
Approx. 60%

Pre-recorded tape
Types available Mono/Stereo reel-to-reel
Cartridges now appearing
Sales in recent years
Approx. 15,000 units.
Number of playback units
Approx. 450,000.

Miscellaneous Music Business
Music Trade Associations:
S. African Record Manufacturers and Distribution Assn.
Association of S. African Phonographic Industry.
Music Licensing Organisations:
S. African Recording Rights Association Ltd. (SARRAL)
S. African Music Rights Organisation Ltd. (SAMRO).
Copyrights
Musical are registered with SAMRO.



Theatres:
Motion picture 300, Others 12.
Attendance high because there is no T.V. service.

1. E.M.I.'s factory and offices in Johannesburg.
2. Part of the 7" press room of the Johannesburg factory.
3. A Music Mobile recording promotion van entertaining Africans.

EMI knows the record markets of the world...

And here's the proof. The above is just one page from "A TOUR OF THE WORLD RECORD MARKETS" - an intriguing and informative 80-page book produced by EMI, (the World's Greatest Recording Organisation). A limited number of copies are now offered free. If you would like a copy write to EMI Group Record Services, EMI House, Manchester Square, London, England, W1A 1ES.



THE GREATEST RECORDING ORGANISATION IN THE WORLD

MEET THE LEADERS OF THE GLOBAL MUSIC INDUSTRY at the

International Music Industry Conference
April 20-23, 1969
Paradise Island Hotel and Villas
Nassau in the Bahamas

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

HITS OF THE WORLD

ARGENTINA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ELLA, ELLA YA ME OLVIDO	*Leonardo Favio (CBS)—Melograf
2	2	FUISTE MIA EN VERANO	*Leonardo Favio (CBS)—Melograf
3	3	PUERTO MONTE	Los Iracundos (RCA)—Relay
4	4	OB-LA-DI, OB-LA-DA	Marmalade (CBS); Bedrocks (Odeon); Trillizas de Oro (Fermata); *Connexion No. 5 (RCA)—Fermata
5	5	CHEWY CHEWY	*Pintura Fresca (Discjockey); Ohio Express (Microfon); Connexion No. 5 (RCA)
6	7	ESTA LA COSA NEGRA	Lucio Dalla (RCA)—Relay
7	8	EN EL VAIVEN	*Vico Berti (RCA)—Relay
8	—	EN LA CASCADA	Jimmy Cliff (Philips)
9	—	PENUMBRAS/TENGO	*Sandro (CBS)—Ansa
10	—	AMOR EN VERANO	*Palito Ortega (RCA)—Clanort

BRITAIN

(Courtesy Record Retailer)

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	WHERE DO YOU GO TO	*Peter Sarstedt (United Artists)—Mortimer (Ray Slinger)
2	1	HALF AS NICE	*Amcn Corner (Immediate)—Cyril Shane (Shel Talmy)
3	3	I'M GONNA MAKE YOU LOVE ME	Supremes and Temptations (Tamla-Motown)—Jobete/Carlin (F. Wilson)
4	4	PLEASE DON'T GO	*Donald Peers (Columbia)—Donna (Les Reed)
5	9	WAY IT USED TO BE	*Engelbert Humperdinck (Decca)—Maribus (Peter Sullivan)
6	7	YOU'RE ALL I NEED TO GET BY	Marvin Gaye (Tamla-Motown)—Jobete (Ashford/Simpson)
7	5	BLACKBERRY WAY	Move (Regal Zonofone)—Essex (Jimmy Miller)
8	6	ALBATROSS	*Fleetwood Mac (Horizon)—Fleetwood/Immediate (Mike Vernon)
9	11	WICHITA LINEMAN	Glen Campbell (Ember)—Carlin (Al De Lory)
10	13	I'LL PICK A ROSE	Marv Johnson (Tamla-Motown)—Jobete/Carlin (Dean-Weatherspoon)
11	18	SURROUND YOURSELF WITH SORROW	Cilla Black (Parlophone)—Peter Maurice (George Martin)
12	8	YOU GOT SOUL	Johnny Nash (Major Minor)—Tee Pee (Jad)
13	10	FOR ONCE IN MY LIFE	Stevie Wonder (Tamla-Motown)—Jobete/Carlin (Henry Crosby)
14	15	I GUESS I'LL ALWAYS LOVE YOU	Isley Brothers (Tamla-Motown)—Jobete/Carlin (Holland/Dozier)
15	30	YOU'VE LOST THAT LOVIN' FEELING	Righteous Brothers (London)—Screen-Gems (Spector Mann Weill)
16	12	TO LOVE SOMEBODY	Nina Simone (RCA)—Abigail (Denny Davis)
17	25	IT'S TOO LATE NOW	Long John Baldry (Pye)—Welbeck-Schroeder (Tony Macaulay)
18	17	SOUL SISTER, BROWN SUGAR	Sam and Dave (Atlantic)—Carlin (Heyes and Porter)
19	30	I HEARD IT THROUGH THE GRAPEVINE	Marvin Gaye (Tamla-Motown)—Jobete Carlin (Norman Whitfield)

20	23	MONSIEUR DU PONT	Sandie Shaw (Pye)—Carlin (Ken Woodman)
21	35	GENTLE ON MY MIND	Dean Martin (Reprise)—Acuff-Rose (Jimmy Bowen)
22	21	YOU AIN'T LIVIN' TILL YOU'RE LOVIN'	Marvin Gaye and Tammi Terrell (Tamla-Motown)—Jobete/Carlin (Ashford-Simpson)
23	14	OB-LA-DI, OB-LA-DA	*Marmalade (CBS)—Northern (Mike Smith)
24	20	SOMETHING'S HAPPENING	*Herman's Hermits (Columbia)—Cyril Shane (Mickie Most)
25	37	SOS HEADLINE NEWS	Edwin Starr (Polydor)—Essex (Golden World Records, Inc.)
26	33	IST OF MAY	Bee Gees (Polydor)—Abigail (Robert Stigwood)
27	16	FOX ON THE RUN	*Manfred Mann (Fontana)—Mann Music (Bron/Mann)
28	22	LILY THE PINK	*Scaffold (Parlophone)—Noel Gay (Norrie Paramour)
29	—	PEOPLE	*Tynes (Blue Horizon)—Chappell (Jimmy Wisner)
30	—	IF I CAN DREAM	Elvis Presley (RCA)—Carlin (Felton Jarvis)
31	24	MOVE IN A LITTLE CLOSER	*Harmony Grass (RCA)—Cyril Shane (Chris Andrews)
32	27	GOING UP THE COUNTRY	Canned Heat (Liberty)—Metric (Dallair Smith)
33	39	RIVER DEEP MOUNTAIN HIGH	Ike and Tina Turner (London)—Belinda (Spector/Barry/Greenwich)
34	40	ALL THE LOVE IN THE WORLD	Consortium (Pye)—Shawstebury (Cyril Stapleton)
35	28	WHITE ROOM	*Cream (Polydor)—Bratlead (Felix Pappalardi)
36	—	GOOD TIMES	Cliff Richard (Columbia)—FDH (Nollie Paramour)
37	—	WINDMILLS OF YOUR MIND	Noel Harrison (Reprise)—United Artists (Jimmy Bowen)
38	—	IF YOU LOVE HER	Dick Emery (Pye)—Welbeck (Cyril Stapleton)
39	41	BREAKFAST IN PLUTO	Don Partridge (Columbia)—Rutland (Don Paul)
40	—	ONE ROAD	Love Affair (CBS)—Dick James (Mike Smith)
41	26	A MINUTE OF YOUR TIME	*Tom Jones (Decca)—Carlin (Peter Sullivan)
42	34	SHE'S NOT THERE	*Nell MacArthur (Deram)—Marquis (Mike Hurst)
43	43	BUILD ME UP BUTTERCUP	*Foundations (Pye)—Immediate/Welbeck/Schroeder (Tony Macaulay)
44	28	YOU	Bandwagon (Direction)—Screen Gems (Denny Randall)
45	32	HEY JUDE	Wilson Pickett (Atlantic)—Northern (Rick Hall)
46	36	MOCKING BIRD	Inez and Charlie Foxx (U.A.)—Cinephonic (Inez Foxx)
47	—	I CAN HEAR MUSIC	Beach Boys (Capitol)—Lieber Stoller (Carl Wilson)
48	—	I SPY FOR THE FBI	James Thomas (Polydor)—Luker Stoller
49	45	QUICK JOEY SMALL	Kasenz-Katz (Buddah)—Carlin (Katz-Kasenz-Lewine-Resnick)
50	44	SABRE DANCE	*Love Sculpture (Parlophone)

DENMARK

(Courtesy Danmarks Radio)

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	I STARTED A JOKE	Bee Gees (Polydor)—Dacapo

2	1	LET'S DANCE	Alo and Janglers (Gazell)—E. H. Morris
3	3	ELOISE	Barry Ryan (MGM)—Dacapo
4	8	TOUCH ME	Doors (Elektra)
5	4	DU SOLLST NICHT WEINEN	Helntje (Philips)
6	5	OB-LA-DI, OB-LA-DA	*Peter Belli & Four Roses (Triola)—Dacapo
7	7	SKORSTENSFEJEREN GIK EN TUR	*Linda, Liselotte and H. H. Ley (Wilh. Hansen)—Wilh. Hansen
8	—	HEIDSCHI BUMBEIDISCHI	Helntje (Philips)
9	—	DET VAR DIG DER STJAL MIT HJERTE MARIAN	*Bjorn and Okay (Polydor)—Multitone
10	—	ATLANTIS	Donovan (Epic)—Southern

HOLLAND

(Courtesy Platennleuws & Radio Veronica)

This Week	Last Week	Title	Artist
1	1	AIN'T GOT NO, I GOT LIFE	Nina Simone (RCA)—U.A. Music/Ahona
2	3	ATLANTIS	Donovan (Epic)—Holland Music
3	7	SPOOKY'S DAY-OFF	Swinging Soul Machine (Polydor)—Dayglow
4	2	HAIR	Zen (Philips)—U.A. Music/Ahona
5	5	OB-LA-DI, OB-LA-DA	Beatles (Apple)—Leeds/Basart
6	9	CRIMSON AND CLOVER	Tommy James and the Shondells (Vogue)—Basart
7	4	I STARTED A JOKE	Bee Gees (Polydor)—Basart
8	6	ALBATROSS	Fleetwood Mac (Blue Horizon)
9	8	KIELE, KIELE, KIELE	Toon Hermans (Relax)—Freetone
10	—	RING OF FIRE	Eric Burdon and the Animals (MGM)

ITALY

(Courtesy Musica e Dischi, Milan)

This Week	Last Week	Title	Artist
1	1	ZINGARA	*Bobby Solo (Ricordi)—Mimo/Ritmi e Canzoni
2	2	MA CHE FREDDO FA	*Nada (RCA Talent)—RCA
3	3	BADA BAMBINA	*Little Tony (Durlum)—Durlum
4	6	TU SEI BELLA COME SEI	*Mai (RCA)—RCA
5	5	LA PIOGGIA	*Gigliola Cinquetti (CGD)—Tevere
6	9	UN'ORA FA	*Fausto Leali (Ri Fi)—Ri Fi Music
7	7	UN SORRISO	*Don Backy (Amico)—El and Chris
8	4	SCENDE LA PIOGGIA	*Ginanni Morandi (RCA)—RCA
9	8	ZINGARA	*Iva Zanicchi (Ri Fi)—Mimo/Ritmi e Canzoni
10	13	OB-LA-DI, OB-LA-DA	Beatles (Apple)—Ritmi e Canzoni
11	11	ZUCCHERO	*Rita Pavone (Ricordi)—R.R.R.
12	10	MATINO	*Al Bano (VdP)—VdP
13	15	COS'HA' MESSO NEL CAFFE'	*Antoine (Vogue)—Arion
14	—	END OF THE WORLD	Aphrodite's Child (Mercury)—Alfere
14	—	END OF THE WORLD	Aphrodite's Child (Mercury)—Alfere
15	—	UN'AVVENTURA	*Lucio Battisti (Ricordi)—Fama/El and Chris

JAPAN

(Courtesy Original Confidence Co., Ltd.)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	BLUE LIGHT YOKOHAMA	*Ishida Ayumi (Columbia)—Nichion
2	2	NAMIDA NO KISETSU	*Pinky and Killers (King)—All Staff
3	3	THOSE WERE THE DAYS	Mary Hopkin (Apple)—Shinko
4	6	GOOD NIGHT BABY	*King Tones (Polydor)—J&K
5	4	TOSHIE NO HITO	*Morl Shin-ichi (Victor)—Watanabe
6	7	NAGASAKI BLUES	*Aoe Mina (Victor)—Victor
7	5	KOI NO KISETSU	*Pinky and Killers (King)—All Staff
8	8	SWAN NO NAMIDA	*Ox (Victor)—Top
9	—	SHIRANAKATA NO	*Ito Yukari (King)—Watanabe
10	10	AOI TORI	*Tigers (Polydor)—Watanabe
11	12	MANCHESTER AND RIVERPOOL	Rinky and the Fellas (London)—April
12	13	L'AMORE E UN MIRACOLO	*Hide and Rosanna (Columbia)—Nichion
13	9	JUN-AT	*Tempters (Philips)—Tanabe
14	15	KAZE	*Hashida Norihiko and Schuberts (Express)—Art Music
15	11	13 JOURS EN FRANCE	Francis Ray (Saravah)—Pacific
16	16	KAERIMICHI WA TOKATTA	*Chiko and Beagles (Victor)—Pacific
17	20	MIZUIRO NO SEKAI	*Jun and Nene (King)—Watanabe
18	14	KIMI GA SUBETE SA	*Sen Masao (Minoruphone)—Minoruphone

19	19	KAREINARU YUWAKU	*Fuse Akira (King)—Watanabe
20	—	AME NO AKASAKA	*J. Yoshikawa and Blue Comets (Columbia)—Ohashi

MALAYSIA

(Courtesy Radio Malaysia)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ELOISE	Barry Ryan (MGM)
2	4	WHITE ROOM	Cream (Atco)
3	7	SON OF A PREACHER MAN	Dusty Springfield (Philips)
4	5	LILY THE PINK	Scaffold (Parlophone)
5	2	I WANT TO SING WITH YOUR BAND	Petula Clark (Pye)
6	6	I CAN'T HELP MYSELF	Diana Ross and Supremes (Tamla-Motown)
7	8	BUILD ME UP BUTTERCUP	Foundations (Pye)
8	3	OB-LA-DI, OB-LA-DA	Marmalade (CBS)
9	—	FOX ON THE RUN	Manfred Mann (Fontana)
10	9	I HEARD IT THROUGH THE GRAPEVINE	Marvin Gaye (Tamla-Motown)

NEW ZEALAND

(Courtesy New Zealand Broadcasting Corp.)

This Week	Last Week	Title	Artist
1	3	THE WRECK OF THE ANTIONETTE	Dave Dec. Dozy, Beaky, Mick and Tick (Fontana)
2	1	ELOISE	Barry Ryan (MGM)
3	4	WHITE ROOM	Cream (Polydor)
4	—	OB-LA-DI, OB-LA-DA	Marmalade (CBS)
5	10	ONLY ONE WOMAN	Marbles (Polydor)
6	5	CHEWY, CHEWY	Ohio Express (MGM)
7	6	ABERGAVENNY	Marty Wilde (Philips)
8	8	TOY	The Casuals (Decca)
9	2	I'M A TIGER	Lulu (Columbia)
10	—	THE PAIN GOES ON FOREVER	John Rowles (CBS)

NORWAY

(Courtesy Verdens Gang)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	OB-LA-DI, OB-LA-DA	Beatles (Apple)—Northern Songs Ltd.
2	2	ALBATROSS	Fleetwood Mac (Blue Horizon)—Sonora
3	6	BISLET SPECIAL	*Nordre Sving Blandede Mannskor og Orkester (RCA Victor)—Imudko
4	3	FRU JOHNSEN	*Inger Lise Andersen (RCA Victor)—Sweden Music
5	4	BUILD ME UP BUTTERCUP	Foundations (Pye)—Sonora
6	5	SOMETHING'S HAPPENING	Herman's Hermits (Columbia)—Sonora
7	9	FOX ON THE RUN	Manfred Mann (Fontana)—Benfiksken
8	7	LANGS HVER EN VEI	*Gluntan (Odeon)—Palace
9	8	LILY THE PINK	Scaffold (Parlophone)—Imudko
10	10	ELOISE	Bary Ryan (MGM)—Belinda

SINGAPORE

(Courtesy Radio Singapore)

This Week	Last Week	Title	Artist
1	2	MAGIC CARPET RIDE	Steppenwolf (Dunhill)
2	1	ELOISE	Barry Ryan (MGM)
3	4	ONE, TWO, THREE	O'LEARY—Des O'Connor (Columbia)
4	6	BUILD ME UP BUTTERCUP	Foundations (Pye)
5	3	I WANT TO SING WITH YOUR BAND	Petula Clark (Pye)
6	7	WAIT FOR ME MARY ANNE	Marmalade (CBS)
7	8	SOMETHING'S HAPPENING	Herman's Hermits (Columbia)
8	—	SON OF A PREACHER MAN	Dusty Springfield (Philips)
9	5	CHEWY, CHEWY	Ohio Express (Pye)
10	9	A MINUTE OF YOUR TIME	Tom Jones (Decca)

SOUTH AFRICA

(Courtesy Springbok Radio—EMI)

This Week	Last Week	Title	Artist
1	1	CRY TO ME	Staccato (Nem)—Billy Forest—Robert Mellen (Teal)
2	3	SUGAR PIE HONEY BUNCH	Johnny Rivers (Imperial)—Jobete (Teal)
3	6	BUILD ME UP BUTTERCUP	Foundations (Pye)—Baker & Light—Lactec Music (Trutone)
4	2	ONLY ONE WOMAN	Marbles (Polydor)—B&M Gibb-R. Stigwood—Belinda (Trutone)
5	7	CHEWY, CHEWY	Tonics (Fontana)—Belinda
6	5	YOU CAN CRY IF YOU WANT TO	Toggs (Fontana)—Bill Landis—Belinda (Teal)
7	10	SOMETHING'S HAPPENING	Herman's Hermits (Columbia)—Mickie Most—Cyril Shane Music (EMI)
8	4	I'M A TIGER	Lulu (Columbia)—Mickie Most—Belinda (EMI)
9	8	BANG-SHANG-A-LANG	Archies (RCA)—Kirschner—Don Kirschner Music (Teal)
10	—	THAT'S ALL I WANT FROM YOU	Oscar Tony Junior (Stateside)—M.C.P.S. (EMI)

SWITZERLAND

(Courtesy Radio Basal)

This Week	Last Week	Title	Artist
1	1	OB-LA-DI, OB-LA-DA	Beatles (Apple)—Northern Songs Ltd.
2	2	ATLANTIS	Donovan (Epic)—Donovan Music
3	7	CRIMSON AND CLOVER	Tommy James and the Shondells (Roulette)
4	4	HEY JUDE	Wilson Pickett (Atlantic)—Northern Songs Ltd.
5	3	ELOISE	Barry Ryan (MGM)—Carlin Music Corp.
6	9	SON OF A PREACHER MAN	Dusty Springfield (Philips)
7	6	ALBATROSS	Fleetwood Mac (Blue Horizon)—Fleetwood Immediate Music Ltd.
8	5	I STARTED A JOKE	Bee Gees (Polydor)—Abigail Music
9	8	MY LITTLE LADY	Tremeloes (CBS)—Cyril Shane
10	—	TOUCH ME	Doors (Vogue)

Fabbri Magazine to Be Launched in UK

LONDON.—Fabbri of Milan will launch its Great Musicians partwork books in the U.K. on March 21 through its London office, Fabbri and Partners, headed by Ian Thomas.

Initial print order for the magazine, which will contain a 10-inch classical LP each week, is 200,000 and it will be distributed to bookshops by news trade wholesalers.

The first issue of the magazine, which sells at 13s 11d (\$1.56) will be devoted to Beethoven and will include the Sixth Symphony played by the Royal Philharmonic Orchestra conducted by Charles Groves.

All recordings in the series are pressed in Milan and will be imported.

The magazine will be substantially the same as those already in circulation in Italy and France, but the next of the English edition will be rewritten for the U.K., and the magazines will appear in a different sequence.

Said Thomas: "We shall de-

vote each of the first five issues to a different composer and subsequently will publish series of two of three numbers devoted to the same composer."

The Fabbri partwork books, well established in Italy, were launched in France, in conjunction with the Hachette publishing group in November 1967 with an initial print order of 150,000.

At present the circulation is between 50-60,000.

In 1968 five million 10-inch albums were sold via the "Grands Musiciens" series—equal to 45 per cent of the total sales of classical records in France.

There's a World of Country Music!

It's ALL in

Billboard

WE MEAN BUSINESS



"WHERE DO YOU GO TO MY LOVELY"

#77911

PETER SARSTEDT

#1 IN ENGLAND

DESTINED TO BE THE

#1 SINGLE IN THE COUNTRY!

World Pacific Records 

Kalifornian Entertainment
Transpacific Corporation



Today we have over thirty albums on the charts.

No other label can make that statement.

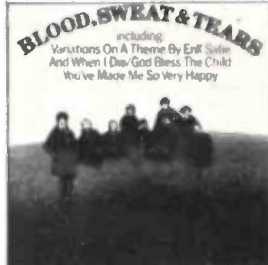


BOS 3220/18 12 0034*/14 12 0034†
OQ 1032‡

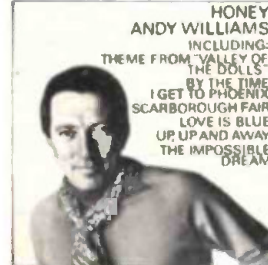
A specially priced 2-record set



KGP 6 / Vol. I—18 10 0556*
14 10 0556†/CQ 1125‡
Vol. II—18 10 0614*/14 10 0614†
CQ 1126‡

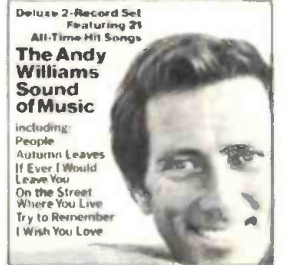


CS 9720/18 10 0552*/14 10 0552†
CQ 1057‡



CS 9662/18 10 0422*
14 10 0422†/CQ 1024‡

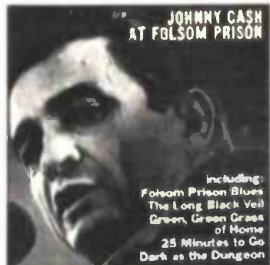
A specially priced 2-record set



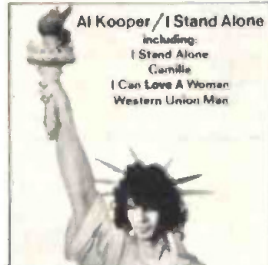
KGP 5



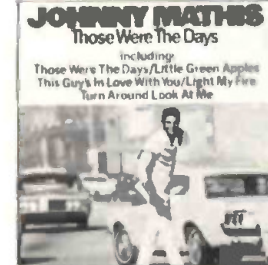
MS 7194/18 11 0092*/MQ 1042‡



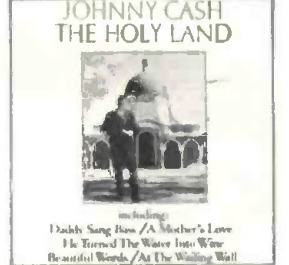
CS 9639/18 10 0404*/14 10 0404†
CQ 1005‡



CS 9718/18 10 0596*/14 10 0596†
CQ 1095‡



CS 9705/18 10 0494*/14 10 0494†
CQ 1039‡



KCS 9726/18 10 0532*/
14 10 0532†/CQ 1056‡



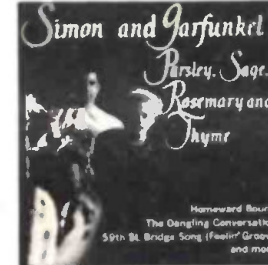
OS 3180/18 12 0030*/14 12 0030†
OQ 1010‡



KCS 9529/18 HO 0420*
14 HO 0420†/CQ 1011‡



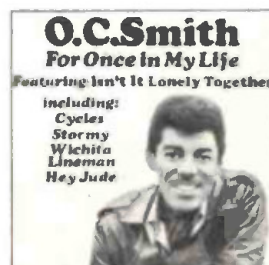
CS 9714/18 10 0522*/14 10 0522†
CQ 1066‡



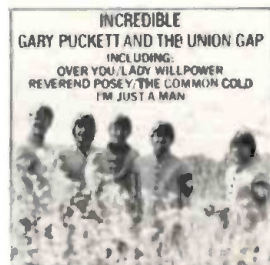
CS 9363/18 10 0132*/14 10 0132†
CQ 1017‡



CS 9757/18 10 0576*/CQ 1082‡



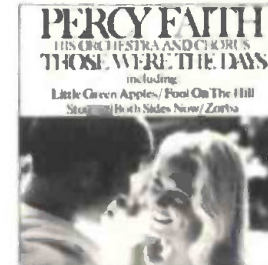
CS 9756/18 10 0580*/14 10 0580†
CQ 1079‡



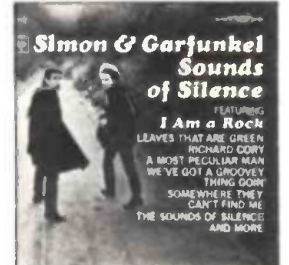
CS 9715/18 10 0538*/14 10 0538†
CQ 1054‡



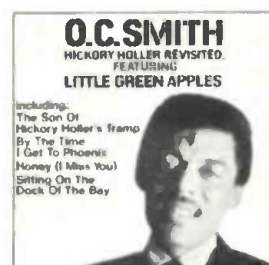
CS 9780/18 10 0624*/14 10 0624†
CQ 1128‡



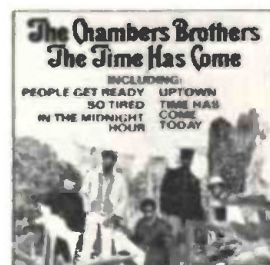
CS 9762/18 10 0586*
14 10 0586†/CQ 1084‡



CS 9269/18 10 0066*/14 10 0066†
CQ 1016‡



CS 9680/18 10 0524*/14 10 0524†
CQ 1088‡



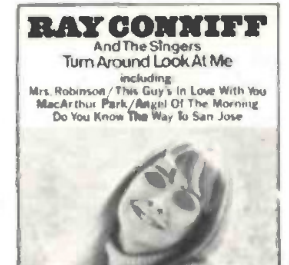
CS 9522/18 10 0376*/14 10 0376†
CQ 1020‡



Z12 44014/Z18 44014*/Z14 44014†
ZQ 1123‡



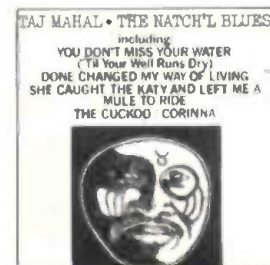
KCS 9700/18 HO 0488*
14 HO 0488†/CQ 1040‡



CS 9712/18 10 0520*/
14 10 0520†/CQ 1051‡



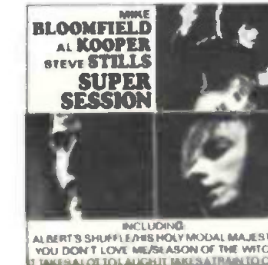
CS 9777/18 10 0612*/14 10 0612†
CQ 1124‡



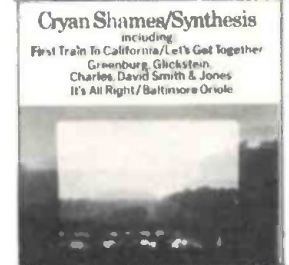
CS 9698/18 10 0554*/14 10 0554†



CS 9696/18 10 0490*/14 10 0490†
CQ 1059‡



CS 9701/18 10 0502*/14 10 0502†
CQ 1075‡



CS 9719/18 10 0560*/14 10 0560†
CQ 1062‡

The albums they're buying are on Columbia Records and Tapes.

NARM Accents Audio-Video Progress

NARM Executives



Jules Malamud
Executive Director



Jack Geldbart
L & F Record Service
President & Director



Amos Hellicher
J. L. Marsh Co.
1st V.P. & Director



Don Ayers
M. R. Basford Co.
2nd V.P. & Director



Jack Grossman
Merco Enterprises
1969 Convention Chairman
Secretary & Director



James Schwartz
Schwartz Bros./District Records
Treasurer & Director



James Tiedjens
National Tape Distributors
Director & Past President



Stanley Jaffe
Consolidated Distributors
Director & Past President



Charles Schlang
Transcontinental Music Corp.
Director



Milton Israeloff
Beacon Record Distributors
Director



Earl Kintner
General Counsel

• Continued from page 1

featured speaker. Dr. Peter Goldmark, president of CBS Laboratories and the inventor of Electronic Video Recording (EVR).

(EVR is a sight and sound system which functions through existing television equipment. The first such device of its kind to be unveiled, EVR in its ultimate stages will permit television viewers to simply insert a pre-recorded cartridge into a TV plug-in unit for programs of their choice.)

Goldmark will brief NARM members on the present developments of EVR and spell out the system's progress into the educational and industrial markets. While no plans have been mapped as of yet for EVR's entry into the consumer market, Goldmark is expected to generalize about how the sight and sound device may effect the record music industry.

"We felt that our membership will be highly receptive to Goldmark's talk on the future," said Jack Geldbart, president of L & F Record Service in Atlanta and current NARM president. "Sales for most of our members have generally been good during the past few months and there are no monumental problems pressing."

Several issues, however, are expected to loudly echo through the halls of the Century Plaza Hotel, where the five-day con-

vention will run through Tuesday (4).

While this convention theoretically is devoted primarily to records, the booming tape CAR-tridge market will command a major percentage of the conclave's time. Of particular concern to many distributors is the changing distribution patterns spurred by record labels moving into their own cartridge duplication and distribution.

With some labels reverting their tape lines to their traditional record distributors, many distributors who had handled a particular label through a duplicator/marketer, will find their source of supply diminishing. This is especially true in regions having a great number of non-exclusive sub-distributors.

Regarding records, several record labels attending the NARM convention are expected to be chastised for their provocative cover illustrations. This is expected to flare up during the "Now Sound" panel discussion, whose panelists include a host of record label presidents and musically creative industryites.

Shade Tree Pub. of 'Lead Me On'

NEW YORK — "Lead Me On," the Capitol single by Bonnie Owens has been erroneously credited to Noma (BMI) on Billboard's "Hot Country Singles" chart. The publisher of the song is Shade Tree Music (BMI).

Gortikov Urges 'Soul Searching'

• Continued from page 1

sponsible voice seeking a fair and legitimate role for the Negro in our related industries."

Although the record business speaks of a billion-dollar era, Gortikov called that phrase more accurately a \$45 million era net-profit-after taxes for the billion-dollar era."

But this billion-dollar era rack jobbers are not as "motivated, opportunistic nor aggressive" as they have been, asserted Gortikov, who suggested that new faces and new ideas be infused into their businesses.

Several Questions

In assessing the success of the rack, Gortikov posed several questions including: How much of their growth was traceable to their individual efforts? How much came from customers own expansion? Who was actually responsible for multiplying the number of outlets in their areas?

In assessing the growth of the rack within the framework of conglomerate acquisitions, Gortikov said the emphasis was on bigness, with several perils inherent in this condition. Gortikov predicted that today's "super rack" would phase into "super colossal," with rack conglomerates already selling three out of every 10 records sold in

the country and two out of every three records moved through rack locations.

The future portends great opportunities for "discovery," Gortikov continued, citing these areas: data processing, systems improvement, telecommunications, vending, tape marketing, incentives to employees, better utilization of existing facility space, air transportation, radio merchandising, promotion, returns reduction.

Hits or Returns

The thorny subject of returns motivated Gortikov to suggest the NARM and the Record Industry Assn. of America (RIAA) meet independently to develop objectives and methodology for reducing returns. Then these two bodies should meet and establish a working plan built on a combination of their ideas, possibly including hiring outside management consultants and analysts, hiring a college to study the problem, running industry-wide contests, running controlled pilot research projects.

Gortikov continued: "NARM should spring from being convention specialists to becoming experts in research and development. NARM could be the experimental and study de-

(Continued on page 90)

Billion Dollar Era



Stanley M. Gortikov
President, Capitol Records, Inc.
Keynote Speaker



Dr. Peter C. Goldmark
President, CBS Laboratories
Featured Speaker



Leonard H. Goldenson
President, American Broadcasting Co., Inc.
Speaker, NARM Scholarship Awards Luncheon



Joseph B. Smith
General Manager, Warner Bros. Records
"Radio Promotion" Speaker



Morris Baumstein
Advertising Director, Columbia Records
Speaker, "Radio, TV, and Newspaper Advertising"



Mortimer Berl
J. K. Lasser Co.
Workshop Leader

Low-Down and Dirty!!!

our wildest album yet!

FUNNIER THAN REDD FOX

LOW-DOWN AND DIRTY

BOLDER THAN HATTIE NOEL



Richard & Willie

DTL 842
STEREO

Uninhibited fun for "Adults Only"



ADULTS ONLY

DTL 840
REDD FOX

Daring · Spicy · Red Hot
The latest and greatest

OTHER BEST SELLING HITS!



DTL 838	DTL 219	DTL 829	DTL 835	DTL 212
DTL 809	DTL 273	DTL 293	DTL 828	DTL 266
DTL 804	DTL 815	DTL 274	DTL 833	DTL 290
DTL 801	DTL 826	DTL 836	DTL 234	DTL 294
DTL 808	DTL 279	DTL 249	DTL 830	DTL 232
DTL 825	DTL 837	DTL 823	DTL 01	DTL 270
DTL 834	DTL 253	DTL 238	DTL 824	DTL 827
DTL 298	DTL 820	DTL 239	DTL 259	DTL 283
DTL 814	DTL 812	DTL 234, DTL 220, DTL 227, DTL 234 & DTL 245	DTL 250	DTL 839

Dooto is selling better and growing bigger!

RECORDS · CARTRIDGES · CASSETTES

DOOTO RECORDS

13440 South Central Avenue / Los Angeles, California 90059

5 + 1 "STOCK-UP" DEAL!

ASK YOUR DISTRIBUTOR FOR OUR EXPANDED CATALOG!

'NOW SOUND' PANEL



Clive J. Davis
President, Columbia Records
Moderator



Ahmet Ertegun
President, Atlantic Records
Speaker



Don Kirshner
Panelist



Jac Holzman
President, Elektra Records
Panelist



Roy Silver
President, Campbell-Silver-Cosby
Panelist



Roger Hall
Manager, RCA Red Seal & R
Panelist



Burt Bacharach, Composer and
Hal David, lyricist
Panelists



Lee Hazlewood
President, LHI Records
Panelist



Jimmy Bowen
President, Amos Productions
"Now Sound" Panelist



Jimmy Webb
Composer and Producer
"Now Sound" Panelist

Entertainers Add Pleasure To Business

EACH LUNCHEON, cocktail reception and dinner will be sponsored by an associate member record label or tape cartridge duplicator/marketer. The dinners' sponsors also will present an evening of entertainment featuring their top recording artists. In addition, special entertainment is planned for the Saturday ladies' brunch.



Bill Cosby
Tetragrammaton Records



Blood, Sweat and Tears
Columbia Records



O. C. Smith
Columbia Records



Jose Feliciano
RCA Records



Ken Murray and his "Hollywood Stars" will entertain ladies at the NARM Convention.

Heilicher Bids For Price Hike

Continued from page 1

ity of the record industry achieving a dollar volume of two billion by 1975. He added: "The manufacturers went from \$4.79 to \$4.98, thereby giving us the entire... all of us, to make the most of an industry that has been good to us, should take advantage of a rising market. The consumer is oriented to this kind of thinking."

It is known that many wholesalers agree with Heilicher's philosophy and plan to initiate price increases Saturday (1). Other wholesalers have already followed the Heilicher pattern and have increased their prices. One in the Metropolitan area here stated that he felt his current increases were not quite sufficient. "Our old price on albums listing at \$4.98 was \$2.50 to our customers; we have gone up to \$2.60, but feel the price should be \$2.62. Our price on albums listing at \$5.98 was \$3.00 we have gone up to \$3.10, but feel the price should be pegged at \$3.14.

'Soul Searching'

Continued from page 89

partment of each of your companies."

In explaining his concept of the NARM member, Gortikov did not call him a rack jobber in the record business. Instead he said: "Your business is to market pleasure, you create excitement, you promote customers, you expand business volume, and profit. That is the real posture of which you may be proud."



NOW APPEARING ON MUNTZ CARTRIDGES IN 1969

BUCK OWENS

JIMI HENDRIX EXPERIENCE

FRANK SINATRA

BILL COSBY

GLEN CAMPBELL

Dean Martin

THE BEATLES

THE DOORS

MEMO FROM ED MICHEL:
 Sitting there on a Monday morning looking at the Charts? (*)
 So were we.
 Then we started counting.
 Five out of the top five are available right now from Muntz on 4-track.
 But, then, so are six out of the top ten.
 Not to mention 13 out of the top 25.
 And 44 of the top 100, and 80 from the whole chart thing.
 Okay?
 Eighteen of those chart occupants carry the RIAA seal for having sold a million dollars worth of product at the manufacturer level.
 Twenty-four of them carry stars. That's the register of heavy upward movement.
 The thing is, none of them carry NA in the 4-track column.
 What we're trying to say is that when you order from Muntz, you get fill. The hits are available. Right now.
 Muntz stocks it to you.
 Let us ask you a question . . .
 Are you looking at the charts?
 Now ask yourself this . . .
 Are you seeing NA's in the 4-track column?
 Are your cartridges getting shipped?
 Call Ed Michel (213) 989-5000 and he'll be happy to give you the names of lots of our record company friends who don't have to worry about that.

*Billboard TOP LP's for week ending February 8, 1969.

Judy Collins

THE TURTLES

DIANA ROSS & THE SUPREMES

MUNTZ STEREO-PAK INC.
 NOT AFFILIATED WITH MUNTZ TV

7715 DENSMORE AVENUE
 VAN NUYS, CALIFORNIA 91406

SCHEDULE
1969 NARM CONVENTION
 February 28 thru March 4
 Century Plaza Hotel, Los Angeles

FRIDAY, FEBRUARY 28

10:00 AM - 5 PM CONVENTION REGISTRATION
 California Lounge

7:00 PM - 8:30 PM PRESIDENTIAL WELCOMING COCKTAIL RECEPTION
 California Lounge
 Host: CAPITOL RECORDS

8:30 PM DINNER AND ENTERTAINMENT
 Los Angeles Room
 Host: RCA RECORDS

SATURDAY, MARCH 1

7:45 AM - 8:45 AM BREAKFAST
 Santa Monica Room

9:00 AM BUSINESS SESSION
 Beverly Hills Room

"BILLION DOLLAR ERA"

Chairman of the Day _____ Jack Grossman
Convention Chairman

Invocation _____ Amos Heilicher
1st Vice President, NARM

President's Welcome _____ Jack J. Goldbart
President, NARM

Keynote Address _____ Stanley M. Gortikov
President, Capitol Records, Inc.

Featured Speaker _____ Dr. Peter C. Goldmark
President, CBS Laboratories

Presentation of Presidential Award _____ Jack J. Goldbart
President, NARM

"The Now Sound"

Panel Discussion _____

Moderator: Clive J. Davis
President, Columbia Records

Speaker: Ahmet Ertegun
President, Atlantic Records

"The Now Sound Then"

Panelists

Burt Bacharach <small>Composer and Producer</small>	Ahmet Ertegun <small>President, Atlantic Records</small>	Jac Holzman <small>President, Elektra Records</small>
Jimmy Bowen <small>President, Amos Productions</small>	Roger Hall <small>Mgr., RCA Red Seal A & B</small>	Don Kirshner <small>President, Don Kirshner Entertainment</small>
Hal David <small>Lyricist and Producer</small>	Lee Hazlewood <small>President, LHM Records</small>	Roy Silver <small>President, Campbell - Silver - Cosby</small>
	Jimmy Webb <small>Composer and Producer</small>	

Ladies Brunch and Entertainment
 11:00 AM Santa Monica Room
 Host: RANWOOD RECORDS

12:15 PM REGULAR MEMBERS LUNCHEON - MEETING
 Westside Room

2:30 PM PERSON TO PERSON CONFERENCES
 California Drive

Pacific Palisades Room TAPE PRODUCT DISPLAYS
 Brentwood Room EXHIBIT BOOTH AREA

7:00 PM - 8:30 PM COCKTAIL RECEPTION
 Plaza Level (outdoors) Host: DECCA RECORDS

SUNDAY, MARCH 2

7:45 AM - 8:45 AM BREAKFAST
 Santa Monica Room

9:00 AM PERSON TO PERSON CONFERENCES
 California Drive

Pacific Palisades Room TAPE PRODUCT DISPLAYS
 Brentwood Room EXHIBIT BOOTH AREA

12:15 PM THIRD ANNUAL NARM SCHOLARSHIP AWARDS LUNCHEON
 Los Angeles Room
 Host: ABC RECORDS

2:30 PM PERSON TO PERSON CONFERENCES
 California Drive

Pacific Palisades Room TAPE PRODUCT DISPLAYS
 Brentwood Room EXHIBIT BOOTH AREA

7:00 PM - 8:30 PM COCKTAIL RECEPTION
 Host: A & M RECORDS

8:30 PM DINNER AND ENTERTAINMENT
 Host: TETRAGRAMMATON RECORDS

MONDAY, MARCH 3

7:45 AM - 8:45 AM BREAKFAST

9:00 AM - 12:05 PM WORKSHOPS

Session I. 9:00 AM - 10:30 AM
 Session II. 10:35 AM - 12:05 PM

Each workshop session will be given twice.

"CONSUMER COMMUNICATION: USING THE MASS MEDIA"

Westwood Room

Chairman _____ James Shipley
President, Main Line Cleveland

SPEAKERS

Radio Promotion _____ Joseph B. Smith
General Manager, Warner Bros. Records

Radio, TV, and Newspaper Advertising _____ Morris Baumstein
Advertising Director, Columbia Records

In-Store Promotion _____ William Hall
Vice President, Transcontinental Music Corp.

**"GO PUBLIC, MERGE, OR STAY PRIVATE?
 HOW TO BE HAPPY - ANY WAY!"**

Encino Room

Conducted by _____ Mortimer Berl
J. K. Lasser and Company

An overview of the pros and cons of going public, merging, or staying private . . . and a step-by-step explanation of how to:

- Increase and keep more executive take-home pay
- Use the stock of your Corporation to minimize the impact of taxes
- Convert the stock in your Corporation into cash at Capital Gain rates

Chairman _____ Earl W. Kintner
Agent, Fox, Kintner, Plotkin, and Kahn

"TAPE TALK"

Executive Suites - Mezzanine Floor

A series of round table discussions on the subjects relative to the tape and tape cartridge industry. Each session will be given twice.

"Control of Returns and Defective Product; Abuses At All Levels of Distribution" _____ Herbert Hershfield
Sales Manager, General Recorded Tape

"Plus Profits In Reel-To-Reel and Blank Tape" _____ J. A. Rubinstein
National Sales Manager, Stereotape Div. Greentree Electronics

"Effective In-Store Merchandising of Tapes" _____ E. O. Welker
Manager, Recorded Tape Merchandising, RCA Records

"The Credibility Gap: Purchase Order Through Delivery" _____ Roger Brown
Special Products Sales Manager, Capitol Records

"Innovations in Packaging and Display" _____ Earl Horwitz
General Manager, Liberty Stereo Tapes

"Playback Equipment" _____ James Gall
Vice President, Lear Jet Stereo

12:15 PM LUNCHEON

Santa Monica Room

LADIES BEVERLY HILLS SHOPPING TRIP
 and
 LUNCHEON-FASHION SHOW,
 Beverly Wilshire Hotel
 Bus leaves Century Plaza at 10:00 AM
 Luncheon at 12:30 PM
 Host: GENERAL RECORDED TAPE

1:30 PM PERSON TO PERSON CONFERENCES
 California Drive

Pacific Palisades Room TAPE PRODUCT DISPLAYS
 Brentwood Room EXHIBIT BOOTH AREA

7:00 PM - 8:30 PM COCKTAIL RECEPTION
 California Lounge
 Host: NORTH AMERICAN LEISURE CORP.

8:30 PM DINNER AND ENTERTAINMENT
 Los Angeles Room
 Host: COLUMBIA RECORDS

TUESDAY, MARCH 4

7:45 AM - 9:45 AM WORKSHOP REPORT BREAKFAST
 Santa Monica Room

10:00 AM - 1:00 PM PERSON TO PERSON CONFERENCES
 California Drive

Pacific Palisades Room TAPE PRODUCT DISPLAYS
 Brentwood Room EXHIBIT BOOTH AREA

7:00 PM - 8:30 PM NARM AWARDS COCKTAIL RECEPTION
 Host: ATLANTIC RECORDS

8:30 PM NARM AWARDS BANQUET

Installation of Officers
 Presentation of 1968 NARM Awards
 Master of Ceremonies: Steve Allen

The Fifth Dimension
 The James Brown Revue

Dorati New D.C. Conductor

WASHINGTON — Antal Dorati has been named to succeed Howard Mitchell as conductor of the Washington National Symphony beginning in 1970-1971, when Mitchell retires to the status of principal guest conductor.

Dorati, one of the most-recorded conductors in history, was music director of the Dallas Symphony from 1945 to 1949 and the Minneapolis Symphony from 1949 to 1960. He also was chief conductor of the BBC Symphony for several years.

Most of Dorati's recordings appear on Mercury, but he also has recorded on London, Epic, RCA and Victrola. For the last,

Monument Disk With Hawaiian Steel Guitar

NASHVILLE — Monument Records has premiered another recording first here with the release of "The Polynesian Suite." It's the first orchestral composition featuring the authentic Hawaiian steel guitar.

Written by Boudleaux Bryant, the LP features the steel playing of Jerry Byrd, and depicts the many moods of Hawaii.

The recording's premiere was held with week-long festivities, including a press party at the city's newest restaurant, the Mahimahi. The Polynesian restaurant is managed by Jerry Glaser, a radio executive.

Each person attending received an autographed copy of "The Polynesian Suite." Byrd and Bryant then were hosted on a live TV show telecast from the restaurant the following day.

The album was recorded in Mexico.

he appears with the Stockholm Philharmonic, where Dorati currently is chief conductor. He is expected to retain this post.

The unanimous proposal by the National's Board of Directors is for Dorati to conduct at least 10 weeks here in 1970-1971, with an increased schedule the following season.

Petrucci, Atwell Goes Mobile

BOSTON—A 16-track mobile recording facility has been introduced by Petrucci & Atwell, Inc., recording studios here. The facility, which can travel by truck or air, features a 32-input console, 16 channels of Dolby noise reduction equipment, and closed-circuit television monitoring.

Petrucci & Atwell opened their first Boston studio two years ago. The studio specializes in master recordings for such labels as Reprise, Atlantic and Elektra.

Mantovani Drive

• Continued from page 3

pop clicks as "Those Were the Days," "Theme From Chitty Chitty Bang Bang," "Both Sides Now" and "By the Time I Get to Phoenix." This latest album marks his 49th LP for London. All 48 previous LP releases continue active in the catalog and all have been on the best-selling LP charts.

Mantovani recently concluded his 13th annual cross-country tour of the U. S., and has already been signed for another extensive tour of the country beginning in September. The tour will run through the first week of December.

Yesteryear's Hits

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's charts at that time.

POP SINGLES—10 Years Ago March 9, 1959

1. Venus—Frankie Avalon (Chancellor)
2. Charlie Brown—Coasters (Atco)
3. Stagger Lee—Lloyd Price (ABC-Paramount)
4. Donna—Ritchie Valens (De-Fi)
5. Alvin's Harmonica—David Seville & Chipmunks (Liberty)
6. I've Had It—Bell Notes (Time)
7. It's Just a Matter of Time—Brook Benton (Mercury)
8. Petite Fleur—Chris Barber's Jazz Band (Laurie)
9. I Cried a Tear—LaVern Baker (Atlantic)
10. 16 Candles—Crests (Coed)

POP LP's—5 Years Ago March 7, 1964

1. Meet the Beatles—(Capitol)
2. Introducing the Beatles—(Vee Jay)
3. Money in the Horn—Al Hirt (RCA Victor)
4. In the Wind—Peter, Paul & Mary (Warner Bros.)
5. The Singing Nun—(Philips)
6. Yesterday's Love Songs—Today's Blues—Nancy Wilson (Capitol)
7. Charade—Henry Mancini & His Orch. (RCA Victor)
8. Hello, Dolly!—Original Cast (RCA Victor)
9. The Wonderful World of Andy Williams—(Columbia)
10. There! I've Said It Again—Bobby Vinton (Epic)

Yesteryear's Country Hits

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the Country field 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

COUNTRY SINGLES— 5 Years Ago March 7, 1964

1. Saginaw, Michigan—Lefty Frizzell (Columbia)
2. B.J. the O.J.—Stonewall Jackson (Columbia)
3. Welcome to My World—Jim Reeves (RCA Victor)
4. Begging to You—Marty Robbins (Columbia)
5. Five Little Fingers—Bill Anderson (Decca)
6. Love's Gonna Live Here—Buck Owens (Capitol)
7. Understand Your Man—Johnny Cash (Columbia)
8. Molly—Eddy Arnold (RCA Victor)
9. Before I'm Over You—Loretta Lynn (Decca)
10. Your Heart Turned Left (And I Was on the Right)—George Jones (United Artists)

COUNTRY SINGLES— 10 Years Ago March 9, 1959

1. Don't Take Your Guns to Town—Johnny Cash (Columbia)
2. When It's Springtime in Alaska—Johnny Horton (Columbia)
3. Who Cares—Don Gibson (RCA Victor)
4. Billy Bayou—Jim Reeves (RCA Victor)
5. Come Walk With Me—Wilma Lee & Stonewall Jackson (Decca)
6. Country Music Is Here to Stay—Simon Crum (Capitol)
7. Life to Go—Stonewall Jackson (Columbia)
8. Which One Is to Blame—Wilburn Brothers (Decca)
9. I've Run Out of Tomorrows—Hank Thompson (Capitol)
10. Gotta Travel On—Billy Grammar (Monument)

MARCH 8, 1969, BILLBOARD

Every tape duplicator is entitled to Audio Magnetics' PRL-21, the Compact Cassette that is really made to the North American Philips specifications.



PRL-21 21" PRE-LEADERED COMPACT CASSETTE

Compact Cassette

It's all there. In America's finest Compact Cassette. Made to the specifications of North American Philips (after all, they spent many years and millions of dollars on research) and nothing is left out. Special felt from Italy for the pressure pads; high fatigue endurance bryllium copper pressure pad springs; a highly permeable metal with low hysteresis loss for the recording head shield; anti-magnetic lubricants for the wafer pads; and many more.

Because we pay constant attention to the smallest details and maintain rigid quality control, we deliver to you a non-jamming, trouble-free cassette. And the price is still competitive.



AUDIO MAGNETICS CORPORATION

The Magnetic Tape Merchandisers

14600 So. Broadway • P.O. Box 140 • Gardena, Calif. 90247 • Phone: (213) 321-6841 • Cable Magtape

Spotlight Singles

NUMBER OF
SINGLES REVIEWED

THIS WEEK
114

LAST WEEK
134

*This record is predicted to reach the TOP 40 EASY LISTENING Chart

TOP 20 POP SPOTLIGHT

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

DIANA ROSS & THE SUPREMES & THE TEMPTATIONS—I'LL TRY SOMETHING NEW

(Prod. F. Wilson & D. Richards) (Writer: Robinson) (Jobete, BMI)—Following up their dueling on the smash "I'm Gonna Make You Love Me," this blockbuster Smokey Robinson swinger will fast meet the sales and chart position of their initial giant. Wild sound and production. Flip: "The Way You Do the Things You Do" (Jobete, BMI). Motown 1142

BOOKER T. & THE M.G.'S—TIME IS TIGHT

(Prod. B. T. Jones) (Writers: Dunn-Jones-Jackson-Cropper) (East/Memphis, BMI)—This potent, driving instrumental should prove their all time greatest hit. Their "Wang 'Em High" went Top Ten and so will this infectious rhythm item from the film "Up Tight," which Booker T. scored. Flip offers his vocal work and also deserves attention. Flip: "Johnny I Love You" (East/Memphis, BMI). Stax 0028

SAM & DAVE—BORN AGAIN

(Prod. David Porter & Isaac Hayes) (Writers: Porter-Hayes) (Birdes/Walden, ASCAP)—Here's a sure fire sales and chart topper for their recent "Soul Sister, Brown Sugar" hit. This swinger with an infectious beat and vocal workout has much more to offer than the recent hit. Flip: "Get It" (Birdes/Walden, ASCAP). Atlantic 2608

GARY PUCKETT & UNION GAP—DON'T GIVE IN TO HIM

(Prod. Jerry Fuller) (Writer: Usher) (Four Star, BMI)—Chalk up another top winner for the group that has four straight Top Twenty items to their credit thus far. More driving emotional ballad material, this time penned by Gary Usher and given another first rate vocal workout. Flip: "Could I" (Vlva-Blackwood, BMI). Columbia 4-4478B

*ELVIS PRESLEY—MEMORIES

(Writers: Strange-Davis) (Gladys, ASCAP)—He hit hard and fast with his "If I Can Dream" smash, and now this ballad beauty, also from his TV special, has all that potential and more. Fits all programming and it's Presley at his ballad best. Flip is a well done rhythm ballad from his forthcoming film "Charro." Flip: "Charro" (Gladys, ASCAP) RCA 47-9731

*PAUL ANKA—IN THE STILL OF THE NIGHT

(Prod. Don Costa Prod.) (Writer: Parris) (Cherio, BMI)—Anka returned to the disk scene with solid sales impact with "Goodnight My Love," which came close to the Top Twenty. This powerful follow-up, a smooth updating of the Five Satins' hit of the fifties, will take him right up to the top this time out. Flip: "Pickin' Up the Pieces" (Beresford, BMI). RCA 74-0126

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

DEEP PURPLE—THE BIRD HAS FLOWN

(Prod. Derek Lawrence) (Writers: Lord-Blackmore-Evans) (Ganja, ASCAP)—Back with more drive and potency than their recent "River Deep, Mountain High" success, this one has much of the sales potential of the "Mush" smash. Strong entry. Flip: "Emmaretta" (Ganja, ASCAP). Tetragrammaton 1519

CHER—YOURS UNTIL TOMORROW

(Prod. Sonny Bono) (Writers: Loffin-King) (Screen Gems-Columbia, BMI)—Her move to the Atco label proves a powerful hot chart contender with an updating of the Goffin-King ballad material. Loaded with sales appeal, this should prove a big one. Flip: "The Thought of Loving You" (Luvlin/Golden Egg, BMI). Atco 6658

PAT BOONE—JULY YOU'RE A WOMAN

(Prod. Jerry Yester & Zal Yanovsky) (Writer Stewart) (Great Montana, BMI)—Penned by ex-Kingston Trio member, John Stewart, this folk rhythm item gives Boone a whole new commercial sound right in today's selling bag. Much of the appeal and rhythm of "Gentle on My Mind" here. Strong debut for Boone on the hot label. Flip: "Break My Mind" (Windward Side, BMI). Tetragrammaton 1516

RAY STEVENS—GITARZAN

(Prod. Fred Foster, Ray Stevens & Jim Malloy) (Writers: Stevens-Everette) (Ahab, BMI)—Back in his hilarious "Ahab the Arab" bag, this wild and original story of Tarzan should hit with solid sales impact and spiral up the Hot 100 chart. Could easily prove a left field giant. Loaded with laughs. Flip: (No Information Available). Monument 1131

BOBBY WOMACK—I LEFT MY HEART IN SAN FRANCISCO

(Prod. Chips Moman) (Writers: Cory-Cross) (General, ASCAP)—The dynamic Womack takes Tony Bennett classic and rocks it and walls it for all it's worth. Will hit both the Hot 100 and r&b charts with solid sales impact. Flip: "Love, the Time Is Now" (Asa, ASCAP). Minit 32059

*EDDY ARNOLD—PLEASE DON'T GO

(Prod. Chet Atkins) (Writers: Sigman-Bracchi-D'Amzi) (Robbins, ASCAP)—Moving ballad beauty set to the haunting melody of the "Barcarolle" from Offenbach's "Tales of Hoffman," and it all adds up to a most commercial entry for Arnold. Strong item. Flip: "Heaven Below" (Vlva, BMI). RCA 74-0120

NINO TEMPO & APRIL STEVENS—YESTERDAY I HEARD THE RAIN (Esta Tarde Vi Llover)

(Prod. Nino Tempo) (Writers: Less-Manzanero) (Dunbar, BMI)—Their first for Bell is a change of pace item for the duo. An infectious rhythm ballad performed in both Spanish and English should prove a big chart winner for them. Flip: "Did We or Didn't We" (MRC, BMI). Bell 769

PETER SARSTEDT—WHERE DO YOU GO TO (My Lovely)

(Prod. Ray Singer) (Writer: Sarstedt) (Unart, BMI)—Currently riding high on the British chart, this fascinating folk-flavored material and performance have much of that sales potency and chart action for the U.S. market. Watch out for this one... it could easily go all the way. Flip: (No Information Available). World Pacific 77911

*SUPER CIRCUS—EMBRASSEZ-MOI

(Prod. J. Levine & A. Resnick) (Writers: Levine-Martine, Jr.) (Peanut Butter/Kaskat, BMI)—Here's a catchy rhythm item loaded with sales appeal for all ages with much of the flavor of "Milord" and "Those Were the Days." This left fielder could break through for an out and out smash. Flip: "Mrs. Green" (Kaskat, BMI). Buddah 90

*J & K—BETWIXT AND BETWEEN

(Prod. Creed Taylor) (Writer: Dorsey) (Tree, BMI)—Infectious swinger from the trombone giants Kai Winding and J. J. Johnson and they're backed by a beat and lush strings loaded with commercial appeal for today's market. A programming and discotheque must that will prove a sales winner. A bow to Winding for the exceptional arrangement. Flip: "Wichita Lineman" (Canopy, ASCAP). A&M 1035

HUMAN BEINZ—THIS LITTLE GIRL OF MINE

(Prod. Lex De Azevedo) (Writer: Charles) (Mill & Range, BMI)—The Ray Charles classic gets an updating right in today's bag and it moves and rocks from start to finish. A hot chart item loaded with discotheque appeal. Flip: "I've Got to Keep on Pushin'" (Carpenter, BMI). Capitol 2431

ISLEY BROTHERS—IT'S YOUR THING

(Prod. R. Isley-O. Isley-R. Isley) (Writers: Isley-Isley-Isley) (Brothers Three, BMI)—A blues blockbuster loaded with excitement and a wild vocal workout. Rocker on the new label, part of Buddah, should prove a hot sales item, both r&b and pop. Flip: (No Information Available). T Neck 901

SPECIAL AMERICAN SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

*RED SKELTON—The Pledge of Allegiance (Valentina, ASCAP)—Taken from his TV program of Jan. 14, this moving and compelling Skelton review of the Pledge of Allegiance is deserving of attention at the radio and dealer level and could easily prove a left field sales giant. Brilliant performance. Columbia 4-44798

*PAUL MAURIAT & HIS ORCH.—Hey Jude (Writers: Lennon-McCartney) (Maclen, BMI)—The creative arranger has much of the sale potency here of his phenomenal "Love Is Blue." The Beatles' classic is given a lush commercial treatment for all programming which should be followed by hefty sales. Philips 40594

*RICHARD HARRIS—One of the Nicer Things (Prod. Jimmy Webb) (Writer: Webb) (Canopy, ASCAP)—A poignant ballad from the pen of Jimmy Webb and another compelling reading by the film star. Much play and sales potential here. Gunhill 4185

TRASH—Road to Nowhere (Prod. Tony Meehan) (Writers: Goffin-King) (Screen Gems-Columbia, BMI)—Scottish group, now making chart noise in England, has a raucous rocker here with much sales potential from both underground and Top 40 exposure. Strong debut. Apple 4671

KING CURTIS & KINGPINS—Games People Play (Prod. Arif Mardin & King Curtis) (Writer: South) (Lowery, BMI)—A winning instrumental treatment of the Joe South hit is loaded with discotheque and sales potential. Atco 6664

*NICK DeCARO & ORCH.—Happy Heart (Prod. Tommy Lipuma & Nick DeCaro) (Writers: Rae-Last) (Miller, ASCAP)—The arranger-producer made a considerable chart dent with his "If I Only Had Time," and this infectious rhythm instrumental offers still more play and sales potential. A&M 1037

*SANDIE SHAW—Monsieur Dupont (Writers: Callender-Bruhn-Funkel) (Big Top Records, BMI)—In her move to RCA, the British hit maker comes up with a winner in this compelling and infectious rhythm item with much chart potential. RCA 74-0118

BARDS—Tunesmith (Prod. Jerden Music) (Writer: Webb) (Rivers, BMI)—New group out of the Seattle area come on strong with a Jim Webb rhythm item that should fast establish the group as hot disk sellers. Strong commercial entry. Parrot 337

JETHRO TULL—Love Story (Prod. Chrysalis Prod.) (Writer: Anderson) (Cool Water, BMI)—Currently riding the LP chart with his initial album entry, Tull has a piledriver in this raucous rocker that should fast put him in the singles sales race. Reprise 0815

*DON CHERRY—Whippoorwill (Prod. Steve Ponico) (Writer: Spurlock) (Cedarwood, BMI)—A ballad beauty with a top Cherry performance offers much for programming with sales to follow. Monument 1130

*JOHN O. LOUDERMILK—Brown Girl (Prod. Chet Atkins) (Writers: Loudermilk) (Acuff-Rose, BMI)—Poignant Loudermilk story concerning an interracial marriage that could prove an important chart item. Top performance of the well-written material. RCA 74-0121

C & THE SHELLS—You Are the Circus (Prod. Garry Sherman) (Writers: Williams Jr., Cotillion/Williams, BMI)—Driving blues ballad backed by a strong beat that should prove a hot chart item and hit with sales impact. Cotillion 44024

ERMA FRANKLIN—Gotta Find Me a Lover (Prod. Carl Davis & Eugene Record) (Writers: Record-Davis) (Dakar/BRC, BMI)—With her move to the Brunswick label, the dynamic performer has a mover in this raucous blues swinger that never quits. Equal appeal for both the r&b and pop charts. Brunswick 55403

*DOWNTOWN COLLECTION—Washington Square (Prod. Milah) (Writers: Goldstein-Shire) (Showboat, ASCAP)—The Village Stompers' hit of the past gets an updating right in today's selling market loaded with teen appeal as well as Easy Listening. Strong debut of group and label based in N. Y. C. Strobe 351

BUCHANAN BROTHERS—Medicine Man (Part I) (Prod. Cashman, Pistilli & West) (Writers: Cashman-Pistilli-West) (Sandbox, ASCAP)—Wild rocker

TOP 20 COUNTRY

COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

DAVE DUDLEY—ONE MORE MILE

(Prod. Jerry Kennedy) (Writer: Hall) (Newkeys, BMI)—His follow-up to his Top Ten winner, "Please Let Me Prove," is a potent Tom T. Hall rhythm, road traveling item and one of Dudley's finest. This one can't miss putting him right up the chart again and fast. Flip: "Angel" (Newkeys, BMI). Mercury 72902

SLIM WHITEMAN—MY HAPPINESS

(Prod. Scott Turner) (Writers: Peterson-Berganlino) (Happiness, ASCAP)—The ballad beauty pop classic is updated by Whitman and producer Scott Turner and the exceptional treatment should fast prove a top chart item. Strong sales entry. Flip: "Promises" (Chappell, ASCAP). Imperial 66358

JOHNNY BUSH—YOU GAVE ME A MOUNTAIN

(Mojave, BMI)—The Frankie Laine pop hit is given a potent country treatment by Bush, currently riding the chart with "Each Time." This one should take him right to the top. Flip: "Back From the Wine" Stop 257

JOHNNY CARVER—SWEET WINE

(Prod. Scott Turner) (Writer: Griff) (Blue Echo, BMI)—A clever rhythm item, penned by Ray Griff, serves as a powerful follow-up and sales topper for Carver's recent "Hold Me Tight" hit. This one will put him right up on top. Flip: (No information available). Imperial 66361

JEAN SHEPARD—I'M TIED AROUND YOUR FINGER

(Prod. Kelso Herston) (Writers: Jones-Jones) (Window, BMI)—A poignant and compelling ballad performance that will bring Miss Shepard to a high spot on the country chart in short order. One of her most potent entries in some time. Flip: "You're Calling Me Sweetheart Again" (Central, BMI). Capitol 2425

CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

KITTY WELLS—Guilty Street (Wells, BMI). DECCA 32455
BILLY GRAMMER—The Hour of Separation (Newkeys, BMI). MERCURY 72893
CARL VAUGHN—You Gave Me a Mountain (Harvey Mojave, BMI). MONUMENT 1132
CHARLIE "SUGARTIME" PHILLIPS—Your Going Is Coming (Smokey, SESAC). K-ARK 874
CARMOL TAYLOR—Sugar Creek Bottom (Rise/Aim, BMI). SPAR 30006

TOP 20 R&B

R&B

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

MOMENTS—SUNDAY

(Gambi, BMI)—With equal and potent sales appeal for both pop and r&b, this wailing blues ballad performance is loaded with the same potential that brought their "Not on the Outside" high on the charts. Strong entry. Flip: (No information available). Stang 5085

AD LIBS—GIVING UP

(Prod. Van McCoy) (Writer: McCoy) (Trio, BMI)—Both pop and r&b charts should be hit hard and fast with this powerful and driving ballad reading. Emotional material penned by Van McCoy is well performed by the group on the N. Y. C.-based label. Flip: "Appreciation" (McCoy/T.M., BMI). Share 104

ANN PEEBLES—WALK AWAY

(Prod. W. Mitchell & G. Miller) (Writer: Sain) (Salco/Chevis, BMI)—Powerful new stylist comes on strong with this initial outing that should soar up the r&b chart and move right over to the pop charts as well. Top ballad material and a wild wailing vocal workout. Flip: "I Can't Let You Go" (Salco/Jec, BMI). Hi 2157

CHART

Spotlights Predicted to reach the R&B SINGLES Chart

THE O'JAYS—That's Alright (Suave, BMI). BELL 770
125th STREET CANDY STORE—Loving You Is so Very Hard to Do (Fli-Mos, BMI). UPTITE 0010
RALPH "SOUL" JACKSON—Sunshine of Your Love (Dratleaf, BMI). ATLANTIC 2593
TINA BRITT—Sookie, Sookie (Eat/Memphis/Cotillion, BMI). VEEP 1298
NEW CONCEPTS—Over the Rainbow (Feist, ASCAP). PHILIPS 40570
TONY DIAMOND—You Mean Everything to Me (Wally Roker, BMI). CAPITOL 2418

loaded with teen sales appeal should make chart noise rapidly and establish the strong new group. Powerful beat and vocal workout. Event 3302

*BALTIMORE & OHIO MARCHING BAND—Topsy Gypsy (Prod. Joey Day & Alan Dischel) (Writers: Day-Dischel) (Power House Josie, ASCAP)—Infectious rhythm item that could easily catch on fast and prove a left field giant. Jubilee 5644

BARDEN—July, You're a Woman (Prod. Ray Ruff) (Writer: Stewart) (Great Montana, BMI)—The John Stewart folk ballad is delivered in a top vocal workout with much play and sales appeal. Dot 17208

ALICE CLARK—You Hit Me (Right Where It Hurt Me) (Prod. G. Kerr & V. Kerr) (Writers: Kerr-May-Valvano) (Jobete, BMI)—The first of the Gerry Purcell Productions for the label is a potent and driving rocker with a good new sound that should make a chart dent the first time out. Warner Bros.-Seven Arts 7270

JOE BARRY—Always (Prod. Fred F. Carter) (Writer: Berlin) (Berlin, ASCAP)—The Irving Berlin evergreen takes on a whole new flavor in this raucous, swinging arrangement with a wild, wailing vocal workout. Much sales appeal here. Nugget 1034

B. & THE OSCARS—Mush (Prod. Buchman) (Writer: South) (Lowery, BMI)—The Deep Purple hit of last year gets a powerful and swinging instrumental going over which is loaded with dance and sales appeal. Infectious sound and beat from the Baltimore-based label. Gullford 102



Steed Records
Distributed Nationally
by Dot Records
A Division of
Paramount Pictures
Corporation



From Hit...To Hit...To Hit...To Hit...

Andy Kim

“Tricia Tell Your Daddy”

...he's everybody's Daddy for awhile...

Steed 715
Produced by Jeff Barry

Call your local Dot Distributor for immediate stock!

2 Newman Songs Adapted for Movie Animation by W-7 Arts

LOS ANGELES—Two songs by Randy Newman are being adapted for an animated short for theater showing around the country.

The utilization of the motion picture short, rather than the exploitation film for TV dance and variety shows, is based on Warner Bros.-Seven Arts producer Lenny Waronker's belief that an untapped area for exploiting albums he works on is through movie houses.

Oscar-winning animators Jim Muracami and Fred Wolf are working on the storyboards for Newman's two songs, "Davey the Fat Boy" and "Laughin' Boy." Both songs are culled from Newman's debut album on Reprise, the W-7 company.

Newman's songs are appropriate for animated cartooning because of the way the composer

uses characters to tell his stories. The blending of the two songs will run the film up to six minutes. "There is definitely a market for music shorts," Waronker said, "provided it's the right type of musical product and what's being said correlates to today."

Waronker says the amount of money to be made from licensing music to a film animator is very minimal, "but for a record company that's not the point; the point is that it's another means of exposure."

Waronker doesn't believe in song films for TV because the ones he's seen are all stereotyped. "Besides, those films are only good for a group which has a hit record. If you don't have a hit group, it doesn't mean anything to have kids run-

ning at the camera in slow motion."

Waronker takes his interest in the visual medium one step further: he has begun approaching album projects like they were a movie. He is the producer and he has a director. The system works for him because he is not a musician, and so he assigns the role of communicating technically with the musicians to his arranger, who becomes the director.

Waronker has co-produced two projects under this arrangement. The first, an avant-garde country single by Val Valentine, was co-produced by Van Dyke Parks, an artist he records. The second record involves the Everly Brothers, with Jack Hitzsche and Ry Gooder sharing producer credits. Waronker splits his royalty fee with his co-producer.

"My job as the producer," Waronker explains, "is to find the artist and the right material and to be at the session to tell the performers if it sounds right. The arranger has more technical know-how and he can get a point across to the musicians a whole lot easier."

VMC Adding Promo Men for Release Plan

LOS ANGELES—VMC Records has added six promotion men to handle the 15-20 albums and 40 singles the company will release this year.

Steve Vail, VMC president, also will add 10-15 artists to the label's 12-act roster, including recently signed singers Duke Baxter, Hal Frazier and Dennis Doyle and three rock groups, the Pacific Ocean, Eastfield Meadows and the Morning Sun, which includes Danny Thomas' son Tony.

Joining the promotion staff are George Russell and Tony Richland, both operating on the West Coast; Ed Penny, Boston; Bobby Holladay, Nashville; Gary Sites, Miami, and Pete Wright, Chicago.

Vail plans expanding his publishing division, Vail (ASCAP) and VSAV (BMI), by hiring a publishing director and several songwriters. Baxter and Doyle also will write for VMC.

Vail has formed a personal management wing, with Duke Baxter and Eastfield Meadows, the initial acts under contract. Drew Middleman directs the management division.

WOKY, Purcell Set A Milwaukee Fest

MILWAUKEE — WOKY, Top 40 station here, is teaming with Gerard W. Purcell Associates to launch a Milwaukee Pop Festival. WOKY general manager Richard D. Casper said the first event will be held June 22 at the Milwaukee County Stadium.

WOKY program director George Wilson is co-ordinating the event with record companies, department stores, merchants and city officials. Proceeds will go to underprivileged children.

Executive Turntable

• Continued from page 4

Fred Ware to his staff for the Southern region and Harry Coombs for the East Coast region. Ware has been with ABC Records, Southern region; Coombs had been manager of the Ramsey Lewis office in Chicago. . . . Roulette Records has added Jon Matthews, former music director and assistant program director at KDWB in Minneapolis, as Southwest regional promotion manager; Mike Kelly, previously general professional manager of Botanic Records, has also been named a regional promotion manager of Roulette.

★ ★ ★

Triangle Industries Inc., which recently acquired a minority interest in Victor Products Corp. of Hagerstown, Md., has elected William Harper president of Victor and Harry Martin executive vice-president. Other Victor officers are Alvin Schaffer, vice-president and general manager; Robert Schlesinger, vice-president of manufacturing; Clarence Vaughn, vice-president of marketing; Jerome Marcus, treasurer; P. C. Hockman, secretary and assistant treasurer, and Marvin Chaban, assistant secretary and general counsel. Carl Menger, chairman and president of Triangle, is chairman of the Victor board. William Disisto has been elected vice-president and controller of Rowe International, another subsidiary of Triangle Industries; he'd been controller of Triangle Conduit and Cable Co.

★ ★ ★

At North American Leisure, Al Goodman has been named general manager; he'd been production manager at 20th Century-Fox Records; Eugene V. Liposki has been appointed director of manufacturing; he'd been in the same position at International Tape Cartridge Corp.; Jack Francis was named director of music; he'd been general manager of MRE of America. . . . Billy Fields has joined the Sid Bernstein organization to develop new talent; he'd operated his own management firm. . . . Skye Records has appointed Joe Petralia as director of national sales and promotion; he'd been an independent artists representative for such artists as Tony Bennett and Lainie Kazan.

★ ★ ★

Blair Weille will operate the foreign and production departments of Stereo Dimension Records, New York; he'd handled tape productions for ABC Records. . . . Robert C. Randall has been named sales representative for Audio Magnetics, New York. . . . Jerry Lippman, regional sales manager, has resigned at California Auto Radio, auto player manufacturer. . . . Lawrence G. Handy joins General Recorder Tape as corporate director of industrial relations. Handy had been administrator for Bechtel Corp., San Francisco. . . . Eddie Ray promoted to a&r vice-president at Tower. He has been a&r director since joining the label in 1964. Prior to joining Tower he was with Imperial for nine years. . . . Mike Ross has retired as general merchandising manager of the home entertainment division of Decca. He has been living in Los Angeles since 1954 when he shifted there from New York. Howard Kaye, his assistant, takes over as his administrative duties.

★ ★ ★

Jerry Allison has been named professional manager of Russell-Cason West, Studio City, Calif.—the first West Coast outlet for the publishing and production activities of Bobby Russell and Buzz Cason. Allison, a writer, is former leader and drummer with the Crickets. . . . Harold Komisar has been named staff assistant, marketing, at Decca; he'll report to Tony Martell, marketing director of Decca; he'd been product manager of original cast and sound-track albums at Columbia Records. . . . Dennis Murphy has been named national director of publicity for Elektra Records; he'd been with the CBC in Toronto. . . . Madlyne Altshuler has resigned as publicity and advertising director of Vanguard Records to get married and move to California.

★ ★ ★

Vinny Testa has resigned as vice-president of Community Productions. . . . Gerry Dubin has been named director of Underground Promotion and publicity at MGM Record, replacing Phil Morris, who has resigned. Dubin had been doing promotion for MGM's pop labels.

★ ★ ★

Ron Newman, former national album and tape CARtridge director for Motown Records, has been named general manager of Stereodyne Canada. Before joining Motown, Newman had been national sales manager of Phonodisc.

Kapp Gets Track Of Newley Film

NEW YORK—The sound-track rights to Anthony Newley's Universal film "Can Heironymus Merkin Ever Forget Mercy Humppe and Find True Happiness?" have been acquired by Kapp Records with a mid-March release planned.

Newley, who composed the score, stars in the movie with Joan Collins. Lyrics are by Herbert Kretzmer. Newley also has a Kapp single with songs from the film: "I'm All I Need" and "When You Gotta Go."

Saner & Schwartz On Promo Tours

LOS ANGELES—Chris Saner, vice-president for marketing, sales and production for Rama Rama and Remember Records, is on a two-week East Coast promotion trip, while Red Schwartz, general manager, is touring the West Coast. Saner and Schwartz are promoting Rama Rama singles and albums by Year 2000 and Hot Soup, a Rama Rama single by Invictus, and a Remember single by Vince Edwards. An Edwards album also is on tap as is an album by Freeway.



IMPERIAL RECORDS promotes Jimmie and Vella Cameron's debut album, "Heartbeat" on a Foster and Kleiser billboard on Los Angeles Sunset Strip. Flanking the recording artists are manager and co-producer Robert Appere and Liberty/UA national advertising director Derek Church.

A&R Man, Writer South, Moves Into Singing Orbit

LOS ANGELES—Joe South has extended his activities in the record business from songwriter to vocalist.

He is represented as a singer by: "Games People Play," on Capitol; and as writer with "These Are Not My People," by Johnny River on Imperial; "The Greatest Love," by Dorsey Burnett on Liberty; "Rose Garden," by the Malibus on White Whale; "Don't Throw Your

Love to the Wind," by Ray Whitley on 1-2-3, and "All My Hard Times," by the Epics on Capitol.

All South's songs are published by Lowery Music, a BMI firm. South also works for Bill Lowery's Atlanta-based production company, which releases product through Capitol.

South's message song, "These Are Not My People" is attracting airplay here with KHJ playing the track from his "Introspect" LP. "Games" has been receiving varied record covers: Boots Randolph has cut an instrumental version. Donald Height has put it in a rhythm and blues vein and Freddie Weller has gone country with the song.

With the success of South's vocalizing, the attention is now focused on his own performances, rather than on his a&r work. The 23-year-old singer was given a 14-minute spotlight on the "Smothers Brothers" CBS-TV show Feb. 23, his first national TV exposure.

Pocketdisc Test

• Continued from page 1

merchandisers in order to test a side-by-side approach.

In the consumer survey that was conducted, it was determined that in the first 90 days, the average respondent had already bought six Pocketdiscs and intended to buy over 13 Pocketdiscs in the next six months. The average age of the respondents was 13.5 years, and 68 per cent of them were girls.

IMIC Getting Multiple Play

• Continued from page 1

Hotel, Paradise Island, Nassau, in the Bahamas.

Among the record companies already registered with five or more participants are the CBS group, which covers Columbia, Epic and CBS International; Capitol, Motown, Monument, Warner Bros.-7 Arts, and Shelby Singleton, Inc. On the music publishing front, Edwin H. Morris has booked four registrants.

The action for IMIC is expanding on the international level as well. Inquiries have come in from the U.S.S.R. and Yugoslavia. Expressing interest in the Conference from the U.S.S.R. is I. N. Preferansky, assistant to the Commercial Counsellor of the Embassy of the U.S.S.R. Armando Moreno, general secretary of the Federation for International Festivals, represented Yugoslavia.

Boone cannot live on bread alone.



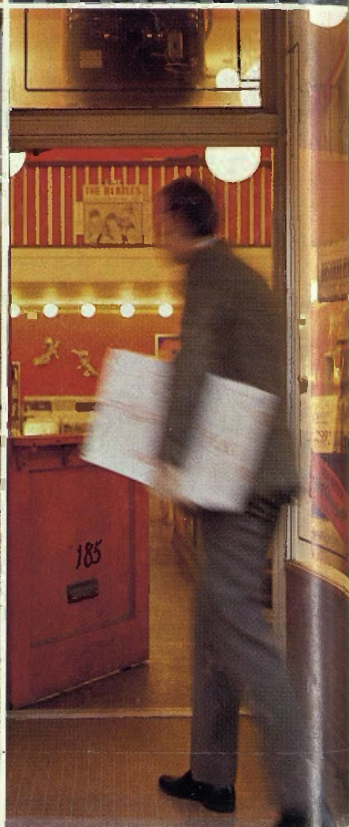
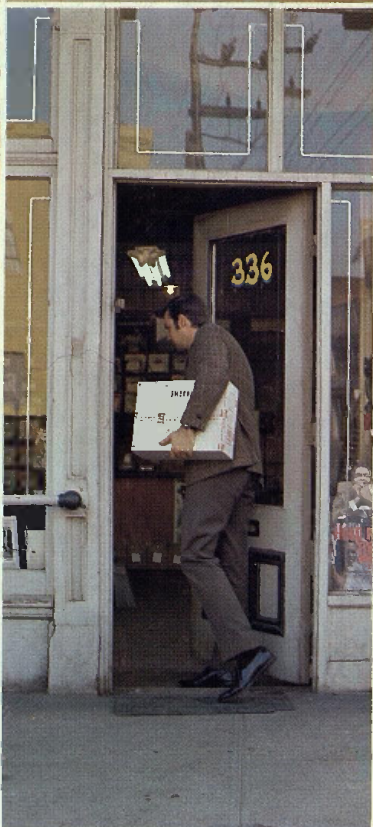
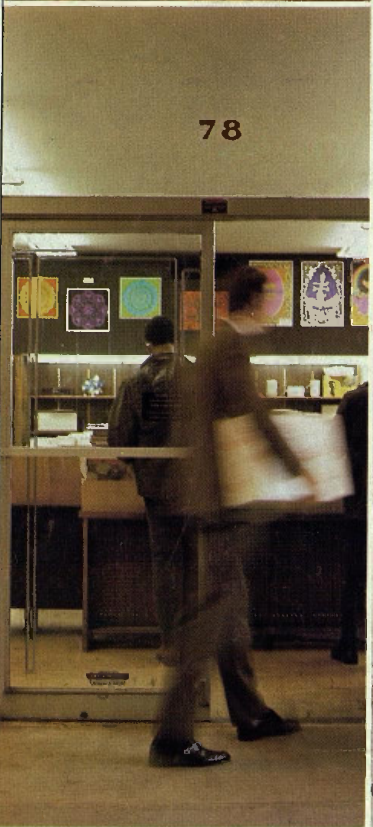
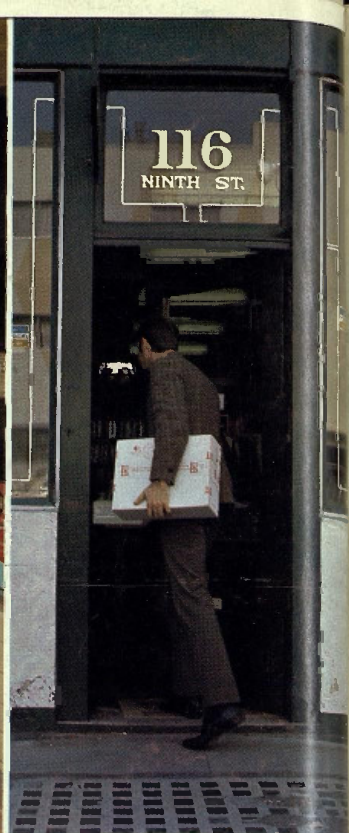
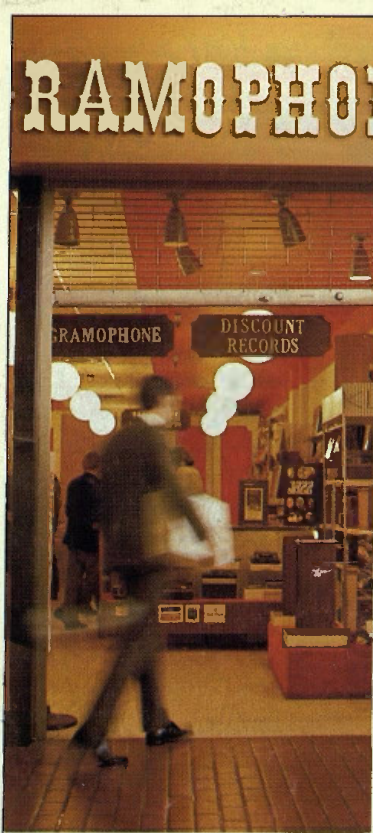
To the tune of 50 million records, Pat Boone is one of the industry's all-time money-makers.

"But," he tells us, "I want to do the stuff they'd never let me do before."

We've heard it and we're coming with it. It's Big.

Another million records can't hurt Pat's record.
And, we can always use the bread. Can't you?

"July, You're A Woman" on Tetragrammaton.



HOW MANY RACKS COULD A RACK JOBBER JOB IF A RACK JOBBER COULD JOB RACKS?

Ever think of how much valuable time you waste worrying about missing orders and late deliveries?

At GRT, we work harder to make a rack jobber's job easier. Our Service Department makes sure rack jobbers get the hot tapes before they cool off. They'll even call a jobber when there's a tape that's just about to take off.

We take care of rack jobbers at GRT. And they take care of us. And that's a big part of what makes the great tapes great.

THE GREAT TAPES

