Ex-PD's, Mgrs. Jam Airwaves As Consultants
By CLAUDE HALL
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The latest manager to move into consulting is Harvey Glackock, former general manager of WNEW in New York who has long a string of successes with various Metromedia-owned stations. Bill Drake, of course, is undoubtedly the fair-haired consultant of the moment, but many of these people join him. (Continued on page 22)

LAW DEGREE TO W-7'S FRIENDMAN
BURBANK, Calif.—Joel M. Friedman, vice-president in charge of marketing at Warner Bros.-Seven Arts Records, will receive his Bachelor of Laws degree (L.L.B.) this month from the College of Law, University of San Fernando Valley.

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Hansen Launches 99c Bandbooks
CHICAGO — Nightclub orchestras will be featuring more songs popularized on records and may end up making their own "second generation" hit rec- ondorations. Rack jobbers will be selling more sheet music key to chart records. This is the prediction of Charles Hansen's Ben Kaufman, whose firm introduced last week a series of 99-cent books each featuring (Continued on page 39)

Buying & Flu Bugs Bite Key Marts at Christmas
By MIKE GROSS
NEW YORK — Christmas season sales around the country will be hectic this year. A Billboard survey of the New York, Los Angeles and Chicago markets indicated the ups and downs of a holiday sales picture in which the Beatles saved New York, and Ken McCabe knocked out Los Angeles, and prerecorded tapes boosted Chicago.

The two-volume album set of the Beatles led the field for Christmas sales at several of New York's leading department and record stores. David Roth- feld, division merchandising manager of the E. J. Korvette chain, reported that record sales were probably going to end up higher than last Christmas sea- son's. "And sales of the Beatles set are phenomenal,"

Decca's 'Grand Design' for '69
By MIKE GROSS
NEW YORK — Bill Gal- lagher, MCA vice-president in charge of the Decca Division, has mapped out 1969 for an overhaul of the company's dis- tribution system, a buildup of its manufacturing and studio facili- ties, and a revitalization of its artists roster. The blueprint for the coming year marks an end to the transition period that began when Gallagher took over the direction of the label 10 months ago. It's full speed ahead now in all areas.

On the distribution end, Gal- lagher is planning a "total re- construction of Decca's wholly owned branch network." The reshaping of the distribution operation, according to Gal- lager, will be aimed at making the setup more flexible and more aggressive so that it can better meet the demands of an ever-changing market. Gal- lagher will also go after new lines to bring into the Decca distribution fold to supplement the already successful ventures with London Records and Elek- tra Records. Compo, Decca's wholly owned company in Can- ada, will also be adding lines to its distribution operation. In addition to the Decca label, Compo now handles United Artists Records and Scepter, among others.

Expansion Program
The buildup of the manufactur- ing and studio operations in- cludes an expansion program in U. S. as well as Canada. First on Gallagher's agenda is the building of a manufacturing plant on the West Coast. "Not being represented on the Coast with a pressing plant," Gal- lagher said, "makes us sadly lacking in one of the most im- portant distribution markets in (Continued on page 6)

Pint Size Is Sold to TIC
By ELIOT TIEGEL
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Tobin and Cymbal are re- sponsible for the chart single of "Cinnamon" by Derek on the Bang label. The two producers work with groups released on (Continued on page 8)

15 Pubs Slap Pirate Suit on 2 Coast Firms
By BRUCE WEBER
LOS ANGELES — Fifteen music publishers have filed suit in U. S. District Court here against Phoenix Tapes and Hol- lywood Music Programmers for alleged violation of the Federal copyright act.


The defendants are charged with unauthorized duplication of copyright material from 17 sources. "The Glory of Love," by Billy Hill for Shapiro, Bern- (Continued on page 14)

1969 IS THE YEAR OF B.J. THOMAS

Tammie Terrell has a strong solo performance with the current rhythm smash in England. "This Old Heart of Mine," Matown 11308. Sure to be a chart topper, this single is a mover from start to finish.
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Manufactured and Distributed by RCA
Ex-PD's, Mgrs. Jam Airwaves As Consultants

By CLAUDE HALL

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Named as defendants are Christopher Hamlin, Richard Erickson, Patrick Othorn, Edwin Bethune and Robert Pachal, Phoenix Tapes, Hollywood Music Programmers, Inc. and Real Ames and Tony Prince.

The defendants are charged with unauthorized duplication of copyright material from 17 sources: "The Glory of Love," by Billy Hill for Shapiro, Bern...
Lytex Raising Cities Prod. & Mr. Costs

LOS ANGELES - Tetramerization is rating its album list prices to $5.79, effective Wednesday.

Mounting costs in production and manufacturing are responsible for the increase, according to Barrys, executive vice-president. Not included in the price increase are package costs.

The price hike, $4.79 to $5.79 and $11.50 for a double LP, covers tree and postage. The distributor prices will be discounted from the new figures.

The increase also will help offset Tetramerization's promotional expenses, stated Barrys. Tetra's promotion-marketing expenses are running so high that 90 per cent of the label's tapes are being sold at a loss, according to president.

Tetra announced the price policy prior to the release in January and February of three major albums.

The controversial John Lennon-Yoko One album, "Two Virgins," will retail at $5.79, as will Cosby's initial album for his company, to be released Feb. 1.

The company's second double LP, "The Thirteen Court of the King's Tongue," recorded live last year at the hungry i, will list at $11.50. The Kingston package is scheduled for February release.

Para. Films Forms a New Label-Track, Cast, Project LP's Set

LOS ANGELES - Para. Productions has formed a new label, Paramount Records. The name of the new label is the same as the name on one originally associated with jazz in the '30s and '40s and that ABC-Paramount line in the '50s.

Paramount Records will initially release soundtrack, original-motion picture, and album, but not to release albums, so as not to contrast with Dot, the label Paramount has had for several years. Dot is itself undergoing a repertoire expansion.

Arnold Burke, Paramount's music division vice-president, will be in charge of the new label while continuing as Dot's president.

First Product

First product set for Paramount through its domestic World-Wide marketing department is company are two jazz-oriented LP's, the initial collaboration between Count Basie and Kay Starr and a follow-up LP of music from "Mission Impossible."

The first "Mission Impossible" LP of Lou Schiffer's music was released last week as one of the label's major hits. Burke emphasizes that this second LP reflects the special projects nature planned for the new label. There will be in-keeping for 11-year-old Dot Records, Burke said. Rather, Dot will be allowed to build its image in the various fields of pop music, from middle to upper middle.

A number of Dot's executive and sales services will be utilized on the new label, which has been in preparation for over a year. Dot's chief producer, Tom Mack, and executive vice-president, Bintra, and the company's graphics department will be utilized.

Paramount product will go through Dot's international department. A dependence of the new label is the utilization of the Paramount name on a single basis. First time. Paramount. Pictures has been in existence for over 35 years and has released films under the Paramount label for the last 40. The logo for the Paramount label was created by the company's graphics department.

Buck said he is in negotiation for the rights to a number of Broadway musicals. Already formed is Paramount's ties with Alan Jay Lerner for the cast LP for the Lerner and Land's version of the musical, "Coco," starring N.Y., Calif. Los. Press 'Virgins'

LAU GANCEDA - Monarch Records here and the Best Way Prod. have announced the John Lennon-Yoko One album, "Two Virgins," for Tetramerization.

Capitol Records, which has distributed the album in England and Canada, has also waived pressing privileges. To help finance the complete package. Herefore, all Beatles product in the U.S. has been pressed, sold and marketed by Capitol.

Kasenetz-Katz Up 85% in Sales

NEW YORK - Kasenetz-Katz Associates, a record production-publishing-management firm, reported a 85 percent increase in the previous year. The firm's independent labels, Super K Productions, accounted for 25 chart singles, including six gold records, for gross retail sales of $25,000,000.

Cowsill Cut First Live LP at College

LOS ANGELES - The Cow- sills, MGM Records group, recently recorded their first live album at the University of Ill- inois. The LP consists of original Cowsill tunes and a medley of Motown-flavored rhythm and blues tracks. The album will be released in April.

Katharine Hepburn in her first Broadway musical. The play, featuring Andre Previn's music, will open in the fall of 1969. Lerner has also given Para. Records the soundtrack LP from his just completed film musical, "Fannie, Your Vacation.

He and Frederick Loewe created the music for the show in 1951. For the film starring Lee Mar- vin, Lerner and Andre Previn created five new songs.

Capitol Gets "Celebration" Album Rights

NEW YORK - Capitol Rec- ords has acquired the original cast album rights to the upcoming Broadway musical "Celebration." Capitol is already in the Broadway run of the show, which is a sweepstakes this season with "Zorba," which opened recently.

"Celebration," which has book and lyrics by Tom Jones and music by Lee Mockridge, is due to open on Broadway Jan. 22. The four principals in the cast of 16 are Ted Heath, Keith Charles, Michael Glenn, Sammee Tong, and Crawford and Richard Chan- der are the producers.

Jones and Schifrin's musical credits include "I Do! I Do!" and "Tis for You, a production company, "One." The label won its first major single sale for the recording of the left's third album, "Another Lp." Scheduled for release in May is the label's fourth album, "The Furtive Weasel."
Promotion through Angel Records, albums by name artists singing Christmas songs are going well, as are rock, 'n' roll and folk rock albums. He also reported that the record stores were well supplied with Christmas records.

THE FLU - Sometimes you can’t win in the record business. Sony has had to pull off the market the Christmas records of the Four Freshmen and the Four Preps. The illness started at the factory. Sales dropped from $45,000 to $18,000 in the second week of December. This has been more of a problem than the flu and the problems facing our business are not limited to the kind that can be handled by advertising. What is needed is a profit.
"Blood, Sweat & Tears" begins where "Child Is Father to the Man" left off.

"The best American groups—Jefferson Airplane and Blood, Sweat & Tears are two of them—produce substantial music that can be lived with."

The New York Times

"Blood, Sweat & Tears is an eternal jam session."

Rat

"Blood, Sweat & Tears has accomplished what none of the other brass-rock groups has been able to: they've got it together."

Riffs/The Village Voice

"Rock music in a big band format that works."

Eye magazine

The new Blood, Sweat & Tears album is called "Blood, Sweat & Tears" On Columbia Records.
Disney in Latin America

LOS ANGELES — Walt Disney Music has set a three-year program to release records for the Latin market. Records will be dubbed in Mexico to exploit the market, the company said.

Edmund Santos, who has been dubbing Disney films into Spanish for the past 25 years, will do the work. Additional dub-

ers will either be in Buenos Aires, San Pablo or Rio de Janeiro.

Involved will be dubbing exist-

ing Soundtrack Records into Spanish and the creation of new stories for the Latin market.

Under the terms of the expan-

sion program, Latin story booklets and 6-inch and 12-inch LPs plus LP jackets will be printed in the countries where the records are pressed. Three executives will co-ordinate the Latin program: Paul Sammonds, a Disney execu-

tive in Burbank; Anthony Goldberg in New York, and Carlos Bustamante, in Mexico City.

COMMAND TO SHOW PRODUCT

NEW YORK — Command/ Probe Records will make separate presentations at the forthcoming ABC Record Convention in Miami. The meeting will be at Miami Beach's Eden Roc Hotel August 8. Command/Probe is a division of ABC.

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Command/Probe is an independent organization that will do business through the Command/Probe label.

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Decca's 'Grand Design for '69'

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Decca Music head Paul Gelbar has announced that the company's new long-range plan is to upgrade its current recording facili-

ties and facilities and expand the company's market in new areas.

Decca's spending program for the year is projected at $3 million, with the company's total spending for its fiscal year ending June 30, 1969, $10 million.

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Amaretto Lines Up

Fidaro Distributors

LOS ANGELES — Amaretto, the new brand of Italian liqueur, has signed an agreement with Warner Bros. Records to handle distribution of the product.


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Atlantic, GRT Enter Pact

LOS ANGELES — Atlantic Records and GRT have signed a pact to handle promotion of Atlantic records.

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January 4, 1969, Billboard
**GR-1 Wrap-Up Year Of Chess Purchase**

**LOS ANGELES** General Recorded Tape's acquisition of the Chess Checker / Cadet group of record corporations will be completed the week of Dec. 29. The Chess group—19 corporations and 10 distributors—will be acquired for $6.5 million cash and 20,000 shares of General Recorded Tape Corp. stock. Acquisitions involve several separate transactions.

The Chess transaction includes Chess Producing Corp., Mid-West Contemporary Recording Pressing companies and Aristocrats Records.

**Brooks/Sepe**

**Bow Megaphone**

**LOS ANGELES**—Marty Brooks and Tony Sepe have established their own label, a distribution network for the U.S., Canada and Australia. About 25 distributors will handle product in the U.S., while Quality in Canada and Astor Electronics in Australia take care of overseas distribution.

Initial act on the pop-rock label is Dragon Fly, a hard rock band. First album will be "Dragon Fly."

**W-7's Disk, Key Aim in Music Wigs NCC's Bid**

**LOS ANGELES**—National General Corp.'s major aim in the proposed merger with Warner Bros.-Seven Arts is to acquire W-7’s record and music activities.

In a petition to the Federal District Court in New York, National General stated its interest in the merger was to acquire W-7’s music and music activities, including Atlantic Records, acquired by W-7 in October 1967. The estimated value of W-7's $198.3 million total income in fiscal year 1967 came from records and music.

The proposed merger of National General with Warner Bros.-Seven Arts has run into a Justice Department roadblock. The Justice Dept.'s fiat, which followed the merger on antitrust grounds.

In a concession, National General said it would divest itself of the Warner Bros. record distribution-buying firm if the court would permit the merger.

**Pint Size is Sold to TIC**

- **Continued from page 1**

Buddah, Bang, Tower, MGM and RCA.

In the proposed purchase is a management firm and a BMI publishing company, Tobin and Company, New York's Pinetone and Al Martinez, with RCA's Guild and RCA's single "Mary in the Morning." They recently recorded Derek's debut, which follows his "Cinnamon" single.

TIC's first production company, TIC Records, celebrated its first week on June 28 when it bought Mike Proctor's Sidewalk Productions and three recording studios owned by the 23-year-old producers. John Trager, TIC acquired Jim Guercio's Poseidon Productions. One month ago, TIC formed its own entertainment wing as the corporation for all TIC-owned music companies. The label was named president and Bal Fraser executive vice-president of the wing.

Transcontinental Entertainment is TIC's artistic specialty company. TIC/Mercury Music is the repository for all its rock-jazz companies.

The companies to be acquired for TIC stock are Chess and Checker and Cadet record companies, Heavy Music, Inc., and III C Tape Corp.

Chess companies were closed by Alan J. Sayley, TIC president, and Russell Fratocchi, principals of the Chess group. Chess' music and recording interests are not included in the acquisition by TIC.

The group's estimated sales for the 12 months ending Jan. 1, 1970, were $56 million, with pretax earnings expected to be more than $3.5 million.

TIC reported sales of $2,292,780 and earnings of $156,048 for the quarter ended Sept. 28, 1968. This represented an effective 39 cent per share on 400,514 average shares outstanding during the quarter. For TIC's fiscal 1968, ended June 30, the company reported sales of $5,760,942 and earnings of $2,172,248 per share.

The Chess Checker / Cadet group is based in Chicago, with MidSouth Recording Pressing, Inc., Nashville. The group holds tape rights to all Chess recordings, and licenses those rights to other prorercored tape companies.

**A Newsletter Is Launched by Atl.**

**NEW YORK—Atlantic Records last week introduced a monthly newsletter aimed at the progressive rock scene. The newsletter, Under the Logo, will be distributed to more than 50 progressive rock radio stations, college radio stations, the underground press, and the influential reporters and writers on this scene, according to Bob Rolontz, Atlantic's head of advertising and publicity.**

**Sales Record Seen at RCA**

**NEW YORK** Sales for the Radio Corp. of America will top $31 billion for 1968, John J. Saroff, president and chief executive officer. This marks the seventh consecutive year of record-breaking sales and earnings for RCA.

Saroff told the company's 330,000 shareholders that preliminary figures indicated that profits after taxes will surpass $150 million for the first time in the company's history. RCA stock is expected to trade at about $22.35 a share compared with $20.54 in 1967. Saroff explained that during the seven-year period RCA sales have risen 80 per cent and after-tax profits have more than tripled. The figures included RCA's most successful years in consumer products, including color TV, phonographs and black-and-white TV.

**Cont'l Vending Ban Renewed**

**WASHINGTON—The Securities and Exchange Commission (SEC) has renewed its decision suspending Continental Vending Trading, and decided to further extend the over-the-counter suspension. The SEC said it had learned that "the operation of the company is going on by counsel for Continental's trustee in the current court proceeding," and that the outcome is in doubt. Also, the attorney revealed all terms to the SEC. Both the Court and the Continental trustee have indicated that the trading be halted again.

SEC, therefore renewed its suspension in the over-the-counter period ending Dec. 22, in both the stock and debenture classes of Continental. It is probably to continue renewing the suspensions until claims and settlement matters are finalized.

**Seek Delisting Of Seeburg**

**NEW YORK**—The Securities and Exchange Commission will ask to delist Seeburg Corp. from the New York Exchange because of the company's failure to distribute its shares. The Exchange explained that as a result of the termination of a seven-year僧安合同, the company is no longer eligible for New York stock exchange status. The Exchange's governing board normally considers delisting an issue only after a longer period of time than in this case.

Meanwhile, the New York Stock Exchange will suspend trading in the stock of Seeburg Corp. after the market's close Friday (3).

**Yarbrough Files Suit Vs. Everest**

**LOS ANGELES**—Glenn Yarbrough, Warner Bros.-Seven Arts' artist, has filed a $100,000 lawsuit against Everest Enterprises and the Everest Record group in Los Angeles.

Yarbrough seeks to enjoin the sale of his record, "The Best of Glenn Yarbrough," which allegedly contains his name, voice and likeness.

He is seeking exemplary damages of $100,000 and requesting a declaratory judgment and an accounting of profit derived from the sale of the LP.

**Marks' Oldies & Newies Get Hot Recording Action**

**NEW YORK—Several songs in the Edward B. Marks Music catalog have received heavy recent recording activity, including "You're a Better Man Now," "The Breeze and I," New recordings also have appeared on "I'll Say Yes," "There'll Be Some Changes Made," and "Parade of the Wooden Soldiers."

Some recent recording of new disk versions include the Jacques Breit-Rod Mc*"Kouf "If You Give Me Away," "Beside the Seaside," and three Rick Shorter songs on "The Street That Never Sleeps." Also, on "Verite/Forecast. Also receiving action are "Rags and Old Iron," "Original Dixieland Jass Band," and "God Bless the Child."

Among the Latin-American songs gaining new recordings are "Jungle Dums," "El Rancho Grande," "La Menta," "Pulpa De Tamarindo," "Triangulo," and "Los Higos De Mi Carreta."

Several albums have included George M. Cohen songs featured in the Broadway musical "Follies." In the classical field, Marks Music copyright gaining recordings have included Roger Sessions' "Symphony No. 3," and "Violin Concerto," and Francis Thomée's "Bolero Suite," "Overture," and "Rhapsodic Variations."

**Songbook Ready On Iron Butterfly**

**LOS ANGELES—Ten East Coast-Iron Butterfly Publishing Co. will publish the Iron Butterfly songbook "In-a-Gadda-Da-Vida" this month.

The book will contain photos of the Atco Records group, as well as music and lyrics to all songs in the Iron Butterfly's two released albums, "Heavy" and "In-a-Gadda-Da-Vida."
Buck Owens
And His Buckaroos
I've Got You
On My Mind Again

Produced by Ken Nelson

Also available on Reel-to-Reel Tape, 8-Track Cartridge and Cassette
NEW YORK — Three star acts provided a first-class evening at Fillmore East in the first show on Saturday (21) of the last third of four weekend performances. The excitement started with the fine James Cotton Blues Band, continued with a British group, Deep Purple, making its first U. S. tour, and ended with San Francisco’s Creedence Clearwater Revival, featuring John Fogerty, a genuine phenomenon.

But Fogerty, an electric singer and top notch guitarist, wasn’t the only star in these specialties as the first group had the bluesy sound of Cotton on vocals and another top bluesman, Luther Tucker on guitar, and Deep Purple hit with the strong-voiced Rod Evans and an outstanding guitarist in Ritchie Blackmore. Fogerty also snared the evening’s virtuoso honors with Cotton on harmonica and Deep Purple’s exceptional organist Jon Lord.

Musically, the evening had still more to offer as all three groups, despite varied styles, displayed tight musicianship. All had solid drummers in Cotton’s Francis Clay, Deep Purple’s Ian Price, and Creedence’s Doug Clifford, although only Price had an extended solo. The bass guitarist, Bob Anderson, Nicky Semper and Stu Cook, respectively, also were steady as was Tom Fogerty, rhythm guitarist for Creedence Clearwater Revival.

The evening got off on a high note as a jazz instrumental by the Cotton unit, but really heated up when they came out to sing “Every Day I Have the Blues,” followed by “Knock on Wood,” a familiar number in the band’s repertoire. Then, Cotton went slow and bluesy with Jonny Moran Monday Blues. The band, one of the top consistent blues bands around was in excellent form throughout.

When Cotton turned to his harmonica, the virtuosity was staggering, even bringing him to his knees at one point. The group, “The Mule” from their latest Vanguard album. They also have recorded for Verve/Forecast.

Deep Purple’s unique styling continued. This group utilizes rock, blues and even classical elements in its performance. In addition to the hit, “House of the Tetragrammaton” quintet did a job on top numbers of other acts.

The powerful beat of Creedence’s “Tulips from Spain” followed, beginning strong with “Born in a Bayou.” John Fogerty, who also has begun to scream a number, received (Continued on page 12)

For New Writers, B’way Life Is a Cabaret; Kander/Ebb

BY FRED KIRBY

NEW YORK — The climate for new writers on Broadway has become better, according to John Kander and Fred Ebb, writers of such stage hits as “Cabaret” and “Zorba.” The duo cited David Merrick and Harold Prince as producers who are willing to go with new talent.

Also, critics are most receptive to new voices — it’s a very good time to be a new writer and in particular, Ebb commented. Ebb also discounted the cliche about good writers and material being unheard. “Anyone will read and generally hear new material today,” he said.

Nothing taboo

“There are no more taboo subjects” he said, citing shows such as “Cabaret,” “Zorba,” “Man in the Middle,” “Hair,” all successful properties. But, he cautioned, writing for the theater requires dedication.

The rewards for younger writers are greater as they become involved, Ebb noted. “Critics are anxious to see these people work. Musical producers are very interested in new writers.”

Three of the four Kander-Ebb Broadway shows — “Flour, the Red Menace,” “Cabaret” and “Zorba,” have been produced by Prince. The fourth, “The Happy Time,” was produced by Merrick. The collaboration began in 1963 after they were introduced by publisher Tommy Valsano.

Ebb, the lyricist, and Kander, the composer, used the melodic line and lyrics simultaneously. Often, they have specific songs in mind. They, like three of the four principals they envisioned for “Cabaret” — Lott Lenya, Joel Grey and Jack Gilford, appeared in the show. Likewise Herschel Bernardi was pictured as “Zorba.”

FILMS & TV

While their first love is Broadway, Kander and Ebb also would like to work in films and television. “After fifty years of al practically has a hit single,” according to Ebb.

While their Broadway efforts to date have all been adaptations, they agree there should be more original material on Broadway and “We’d like to be part of it.” This is a marvelous field . . . it is far from dead. Look at “Your Own Thing” and “Hair.” While the team is looking forward to its first long vacation after five years of almost ceaseless production, their enthusiasm for their field portends more musicals in their individual style, a style, which closely weaved song to orchestral action, a formula that has resulted in success for the young songwriters.
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and baby, he digs your loving!

Bob Crewe presents:

mitch ryder
and the Spirit Feel

"ring your bell"

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mitch ryder

"baby, i need your loving" and

"theme for mitch"

Breaking Nationally! Call your local Dot distributor for immediate stock.
3 Stars Shine at Fillmore

* Continued from page 10

strong support from his fellow musicians as he turned to "Walk on the Water." Then came two more good selections from the quarter's first Fantasy album. The unit has a sound reminiscent of the early days of rock 'n' roll, but with stronger instrumental work, especially by John Fogerty on guitar. His scream-like style was perfect for their fantasy single of "I Put a Spell on You." The set closed with their big hit, "Suite Q," a powerful extended version in which John Fogerty's guitar virtually sparred. He even made feedback sound musical. He also is expert at extracting a mandolin-like sound from his instrument. He also was strong in the group's encore, "Penthouse Poppa," which will be on the unit's second Fantasy album, a fitting climax to a superior evening.

FRED KIRBY

Torme on Target, But—

LOS ANGELES — Jazz-oriented Mel Torme was slightly off the mark at the Century Plaza's Westside Room Thursday (19).

When he wasn't bothered by Al Jolson's too-brassy violin, his orchestra (Torme should accept the fault here since he arranged the Chubby Checker songs) came over in fine fashion. The charts were inventive (that's Torme's strong suit), but could be toned down to support the singer's subtitled style.

Highlights of the evening were Torme's sensitive treatments of a bossa nova medley ("Girl From Ipanema" and "Corcovado") and a medley from "Porgy and Bess." He sang in French as "La Vie en Rose," played the ukulele and piano and stated his position on world affairs with an antic-war message. "If you've seen the bosna nova medley and the material from Porgy and Bess," which Torme played on the piano, he did well with "Ridin' High," "That Face," "Didn't We?" and "Where Is Love" from "Oliver.

Usually, however, a brassy finish by the orchestra drowned out Torme's efforts.

Naturally, he sang the Christmas standard, "The Christmas Song," which he and Bob Wells wrote in 1944. Because of a one-third-filled house (reviewed Thursday (19) rather than opening night (17), Torme cut his repertoire of 12 songs.

BRUCE WEBER

Perusse Sees Gross of $4 Mil.

NEW YORK — Gerard W. Perusse Associates will book about 250 concerts in 1969 with an anticipated gross of almost $4 million. Gerard W. Perusse, president, said he and Eddy Arnold would be booked for at least 50 concerts each. Other nights also are slated for the Supremes, Bill Cosby, Nancy Wilson, the Baja Marimba Band, Liberace, Phyllis Diller, the Cowills and Vanilla Fudge, among others. Perusse's 231 concerts in 1968 grossed $3,218,250.

Mathis to Open A Six-City Tour


Other January concert dates include Indianapolis (8), Youngstown, Ohio (9), Cleveland (10), Kent (11) and Columbus (12).

In Europe, Mathis will participate in the Bal Pare and Bambi Film Festival in Munich.


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Writers: Any composer or author of copyrighted musical composition who shall have had at least one production of which he has written music recorded in a commercial production for the purpose of publication.

Publishers: Any person, firm, corporation or partnership actively engaged in the music publishing business whose musical publications have been used or distributed on a commercial scale, and who assumes the financial risk involved in the normal publication of musical works.

STANLEY ADAMS, President

American Society of Composers, Authors & Publishers
800 Madison Avenue, New York, N.Y. 10022
5901 Wisconsin Boulevard, Room 408, Beverly Hills, California 90210.
806-12th Avenue South, Suite 309, Nashville, Tennessee.
Readings of contemporary art songs have spotted Miss Collins between the bars and behind the scenes where she can be enjoyed for her talent. At the 1969 Grammy Awards, long-haired evangelist whose compositions of faith and folk poetry have the assurance of a Sunday sermon. Miss Collins rewarded a large audience with her "Bells and Whistles" in a wild musical composition. "Teacher My Teacher," "Song of the Bells" "I Will Remember You" and "The Love of My Life." A fine supporting quartet of musicians, these ably on electric guitar, pianist Michael Sahl, Vince Taylor on electric bass, and Susan Evans on drums, dressed up Miss Collins' performance for a holiday highlight at bright and beautiful Christmas morning. ED OCHO

Talent

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Tony
Tape CARtridge

Dot, 3 Subsides Drop Ampex On 8-Track; Move Out on Own

By ELIOT TIEGEL

LOS ANGELES — Eight-track CARtridges from Dot Records and three of its subsidiary labels will be marketed and distributed through the company's own outlets in 1969. For the past year or so, Ampex handled duplication and distribution, acquiring the capability, Dot will farm out its 8-track packages to several custom duplication specialists, starting with RCA.

World-Wide Distributors will handle the 8-track cartridges from Dot, Stoed, Acta and Paramount Records, a new label being launched by the parent company.

February 182

Dot's move comes at a time when 8-track cartridge sales are down, and the firm has decided to seek new outlets for its product.

GW to Bow 2 New Tuners

LOS ANGELES—GW Electronics will unveil two new CARtridge tuners which will work without batteries, at the automobile accessory show in mid-February at the National Carriage in Chicago.

The company's previous AM and FM radio units which play through a cartridge system, utilize standard nine-volt transistor batteries. The newly designed Mark II multiplex cartridge and the EM-100 tuner receive their power from the car's own electrical system through the antenna leads. Both units are designed to work in all 4- and 8-track car cartridge systems, said Jerry Golden, marketing director for GW and the new North American Electronics.

Nova-Tech, which has specialized in sophisticated types of radio receivers, will itself enter the cartridge industry with an 8-track portable player. This unit, with AC, DC and 12-volt capabilities, will be on display at the automotive industry show.

Milestone Issues Adderley Album

NEW YORK — Milestone Records, jazz label, is releasing a Nat Adderley album, "The Swooners," recorded before Adderley signed with A&M Records. The album was produced by Orrin Keepnews, Milestone general manager, who last week was appointed independent consultant for the Riverside jazz label.

Keepnews said he is readying two albums for Riverside for March release—a Cannonball Adderley Sextet album with Yusef Lateef, and one by the Staple Singers featuring folk material of several Bob Dylan numbers. Also released by Milestone is a Joe Henderson, I.P., "Tetragon."

Ohren Cites Trade Challenges

CHICAGO — Better deliveries from duplicating plants, standardization of shipping containers and more institutional advertising aimed at educating consumers are among the three main challenges facing the tape CARtridge industry in 1969, according to Mort Ohren, vice-president and sales manager of the Tape Distribution Agency.

Ohren said the firm recently moved into a 90,000-square-foot facility here. TDA, which will be shipping cartridges to stores, hopes to institute an electronic data processing (EDP) system, which has outgrown the firm's present building. For the past several years Ohren has been with the company, said he.

"We've even gotten in volume with Allstate Record Distributors, said Ohren, in explaining the emphasis on the distribution of America (TDA). The firm represents about 100 sales offices and is present in all 48 states. The new facility employs 72, Warehouse encompasses 83,000 square feet; office space, 7,000. There are eight loading docks and nine salesgirls handling five wide area telephone service (WATS) lines, Ohren said.

While TDA has 10 sales representatives offices around the country, all shipments are made from here prepaid. Prerecorded tape and playback equipment is sold on a guaranteed basis and returns are accepted freight collect, he said.

Ohren said: "We furnish point-of-purchase displays, advertising allowances and inventory control and have four different types of display cases available."

"These cases range from a floor display holding 500 or 8-track cartridges to a new counter display holding 100 pieces. TDA manufactures its own cases, all featuring the security front design."

"An exception is our recent self-capper carton which is opened in the store for bulk display of 100 pieces. This is a (Continued on page 16)"
Thanx For The Spins On Our Cool New Single!

DESERI - SMOOTH & CREAMY.

JELLY ROLL GUM DROP - GOOD TO BOP TO.

From Our New Hit Album;

“Cruising With Ruben & The Jets.”

BIZARRE

VK10632
when answering ads . . . Say You Saw It in Billboard

Four-Tune Kookies

The new generation is EP. Restless:
Only 12 minutes instead of 120.
Threadybare: The lower half
(where you put in the tape)
is toothless for no-thread loading.
Simple: Only 5 parts,
including the two halves of the case.
Unwashed: Our precision molding
is immaculate. And our EP cassette
enjoys freedom of assembly:
Snap or weld together.

Ohren Cites Trade Challenges

* Continued from page 14

floor display and features tapes
to retail at $3.99 each.*

EDP System

Ohren said TDA's new EDP
system will involve placing four
pieces of information on color-
coded tags affixed to software:

Month shipped, configuration,
recorder number and list price.
The problem of deliveries
from duplicators ranks as the
top headache TDA sees in 1969.
Ohren indicated that more and
more labels will handle their
own duplicating as one way to
solve the problem.
The problem of standardization
of shipping cartons is es-
pecially perplexing in the area of
warehouse planning, according
to Ohren. "Right now we re-
ceive cartons with 6, 10, 12,
25, 30, 40, 52 and 60 pieces
in them. RCA is now shipping in
cartons of 10. Columbia in car-
tons of 30. I wish the labels
could get together."

Ohren is gratified with the
institutional type advertising
firms such as RCA and Lea.
Jet are running. "We need more

of this because too many con-
sumers are still unfamiliar with
the product."

TDA's sales reflect that at
least 70 per cent of prerocorded
tape is being moved through
automotive-type outlets,
and about 15 per cent of all soft
ware is 4-track. The outlet car-
rries no roll-to-reel or Playtape
software and handles Mayfair,
Borge-Warner and Tenna play-
back equipment.

Col. Simulrelease
on 8-Tracks

NEW YORK — Columbia Records
will begin releasing 8-
track tape cartridges simultane-
ously with albums. The simul-
taneous release program will be
kicked off this month with six
8-track cartridges.

It's Columbia's aim to have
dealers take advantage of the
new product with in-store dis-
plays featuring both the tape
and the LP.

The six 8-track cartridges and
LP's feature the Electric Flag,
Johnny Cash, Blood, Sweat and
Tears, Taj Mahal, John Kay
and the Sparrow, and Carl and
Pearl.

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JANUARY 4, 1969, BILLBOARD
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Date</th>
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<tbody>
<tr>
<td>WICHITA LINEMAN</td>
<td>Glen Campbell</td>
<td>Capitol 2310 (Karas, ASCAP)</td>
<td>10</td>
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<tr>
<td>I LOVE HOW YOU LOVE ME</td>
<td>Elkie Brooks</td>
<td>Epic 12079 (Street)</td>
<td>10</td>
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<tr>
<td>SCABROUGH FAIR</td>
<td>Sergio Mendes &amp; Brasil '66, A&amp;M 1066 (Charing Cross, BMI)</td>
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<tr>
<td>LO MUCHO QUE TE QUIERO (The Most I Love You)</td>
<td>Max Roach &amp; White Whale 287</td>
<td>7</td>
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<tr>
<td>BOTH SIDES NOW</td>
<td>Sony Cycle 4650W (Squash, BMI)</td>
<td>8</td>
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<td>TILL</td>
<td>Vee Jay, Reposa 0797 (Chappell, ASCAP)</td>
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<tr>
<td>SOULFUL STREET</td>
<td>Tommy Dorsey &amp; His Orchestra, Capitol 2320 (Boume, BMI)</td>
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<td>ABRAHAM, MARTIN &amp; JOHN</td>
<td>Dion, Lesley 3464 (Reprise, BMI)</td>
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<td>FYE GOTTI ME</td>
<td>Tommy Dorsey Jr., Reposa 0799 (Reprise, BMI)</td>
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<td>Cycles</td>
<td>Frank Sinatra, Reposa 0794 (Irvine, BMI)</td>
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<td>MY FAVORITE THINGS</td>
<td>Herb Alpert &amp; The Tijuana Brass, A&amp;M 1001 (Millionaires, ASCAP)</td>
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<td>PUT YOUR HEAD ON MY SHOULDER</td>
<td>Les Lawrence, Capitol 2304 (Sparks, BMI)</td>
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<td>BATTLE HYMN OF THE REPUBLIC</td>
<td>Andy Williams, Columbia 44685 (Public Domain)</td>
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<td>I CAN'T HELP IT IF I'M STILL IN LOVE WITH YOU</td>
<td>Al Martino, Capitol 2305 (Rose, BMI)</td>
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<td>VANCE</td>
<td>Roger Miller, Swans 2197 (Boswell, BMI)</td>
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<td>PROMISES, PROMISES</td>
<td>Darrell Wright, Swans 1223 (Boswell, BMI)</td>
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<td>A MINUTE OF YOUR TIME</td>
<td>Frank Sinatra, Capitol 2388 (Sparks, BMI)</td>
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<td>RAIN IN MY HEART</td>
<td>Frank Sinatra, Reposa 0798 (Reprise, BMI)</td>
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<td>THEY DON'T MAKE LOVE LIKE THEY USED TO</td>
<td>Eddy Arnold, RCA Victor 47-9667 (Tree, BMI)</td>
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<td>EARLY MORNING BLUES &amp; GREENS</td>
<td>Joe Sample, Imperial 3534 (Screen Gems-Columbia, BMI)</td>
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<td>NOT ENOUGH INDIANS</td>
<td>Don Marrin, Reposa 0790 (Fontera, BMI)</td>
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<td>IF I ONLY HAD TIME</td>
<td>Neil Diamond, A&amp;M 1009 (Dickens, BMI)</td>
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<td>AMERICAN BOYS</td>
<td>Petula Clark, Warner Bros.-Seven Arts 7294 (Dickerson, BMI)</td>
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<td>ONLY YOU</td>
<td>Noris Wilson, Swans 2192 (Wildwood, BMI)</td>
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<td>FLYIN' HIGH</td>
<td>Junior Walker &amp; The All Stars-Marinbond Band, A&amp;M 1005 (War-44, BMI)</td>
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<td>SATURDAY NIGHT AT THE WORLD</td>
<td>Mason Williams, Mirtha Music-Seven Arts 7294 (Irvine, BMI)</td>
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<td>STORMY</td>
<td>Claude Jupin, Philips 40574 (Demet, BMI)</td>
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<td>CHITTY CHITTY BANG BANG</td>
<td>Paul Mauriat, Philips 05724 (Tree, BMI)</td>
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<tr>
<td>HUSBANDS &amp; WIVES</td>
<td>Wayne Newton, MGM 14104 (Tree, BMI)</td>
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<td>L.A. BREAKDOWN (And Let Me In)</td>
<td>Jack Jones, RCA 47-9667 (Iebra, ASCAP)</td>
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<td>IN A LONG WHITE ROOM</td>
<td>Nancy Wilson, Capitol 2361 (Marvin, BMI)</td>
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<td>POOR PAPA</td>
<td>Sugar Shoppe, Capitol 2326 (Boarne, BMI)</td>
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<td>KNOWING WHEN TO LEAVE</td>
<td>Michelle Lee &amp; Dave Seis/Morris, ASCAP Columbia 44688</td>
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<td>STAND BY YOUR MAN</td>
<td>Tammy Wynette, Epic 13099 (Stokes, BMI)</td>
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<td>FEELIN'</td>
<td>Martine Marks, RCA 47-9690 (Gallion, BMI)</td>
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<td>KUM BA YAH</td>
<td>Tommy Leonetti, Decca 34241 (Columbia, ASCAP)</td>
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<td>GOODNIGHT MY LOVE</td>
<td>Paul Anka, RCA 47-9648 (Quinlan, BMI)</td>
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<td>IF I ONLY HAD TIME</td>
<td>Jimmy Hunt Singer, Liberty 50693 (Duckworth, BMI)</td>
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<tr>
<td>LIFE IS</td>
<td>Sandy &amp; Young, Capitol 3362 (Softean, BMI)</td>
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</table>
SOUL SAUCE

BEST NEW RECORD OF THE WEEK:
"Fear of Losing You"
PLATTERS (Musician)

By ED OCHS

SOUL SLICES: Aretha Franklin took top honors in Billboard's annual talent edition, winning the top singles artist title, top female artist (over Dionne Warwick) and top r&b singles artist crown (over James Brown). Top new singles artists included last week's chart leaders, while James Brown was named top male artist (over Otis Redding) and the Temptations capped r&b album honors (over Aretha Franklin). The late Van Morrison scored the top jazz artist. Named 1-2-3 as top Hot 100 producers were: Gamble-Huff, Norman Whitfield and Berry Gordy's Motown. The week has announced a new concert policy, effective Jan. 1: They will not appear in concert anywhere unless half the acts on the bill are black. The Rascals recently performed at a Martin Luther King Jr. Memorial and Atlantic is reserving deejays with Aretha Franklin's "My Song..."

WNJW is broadcasting from the steps of Newark's City Hall to promote a drive to accumulate clothing and gifts for the needy. Soul artists contributing their time include Brenda Jo Harris, making smoke with background tracks of "I Can Remember," produced by Ronnie Savy and Sun Productions.

Richie Allen will take a swing at the record field on the Groove Grooves label. That's the slinger sound played last week with Hamilton Productions, an independent firm. Atlantic-Atco is covering the Beatles with soul versions by Arthur Conley's "Oh-La-Di" and Wilson Pickett's "Hey Jude."

"Message From America." And Lorene... Townend penned and produced Dee Darwick's "A Townend CD and "Footloose Fish." Chappell Music is publishing the two Townsend originals.

** **

FILETS OF SOUL: Soul Sauce winds up its first year in the soul business with a similar look! Thanks to the readers and writers who have shaped Soul Sauce into a weekly magazine for r&b. Next year hopes to find Soul Sauce with more news, interviews, opinions and the world of soul. Your mail will continue to serve as the life line of Soul Sauce, so send us your views and keep us wise to the product and artists. Thank you to all the people with England, France and Holland to every corner of America. And if you read Soul Sauce and write to tell us what you can say: Aretha Franklin reads Soul Sauce. Do you...? The Precisions, who formerly on the Doo label, have moved over to Aisco with "Into My Life," ready for release this week. "Original Soul," of course, features the "Message From Maria" and flip side, "Lockin' Back." Heavy play on "Misty Blue."

From theJ

BEST SELLING RHYTHM & BLUES SINGLES

* STAR Performer-LP's registering greatest profitentials upward progress this week.

This Week

Título, Artist, Label, No. & Pop. Chart

1 1 I HEARD IT THROUGH THE GRAPEVINE 6 "\nBobbie Gentry, United Artists

3 2 CLOUD NINE Temptations, Gordy 7081 (jubilee, BMI)

4 FOR ONCE IN MY LIFE 8 Johnny Taylor, Shaw 0000 (Eva, BMI)

5 TOO WEAK TO FIGHT 8 White City, Suicide 1607 (Suicide, BMI)

6 WHO'S MAKING LOVE 12 Jerry Butler, Mercury 72876 (World/BMI)

7 SOULFUL STRUT 14 Mary Wells, Revue 51 (E.M.I./BMI)

8 Bring It On Home To Me 16 Johnnie Taylor, Shaw 0008 (Eva, BMI)

9 ONE NIGHT 18 DeeDee Sharp, Motown 1137 (Motown/ASCAP)

10 See Saw 20 Aretha Franklin, Atlantic 5274 (Atlantic/ASCAP)

11 I'M GONNA MAKE YOU LOVE ME 22 DeeDee Sharp, Motown 1127 (Motown/ASCAP)

12 I GUESS I'M JUST LONELY 24 Marvin Gaye, Tamla 55084 (Tamla/Motown/ASCAP)

13 My Old Flame 24 Johnnie Taylor, Shaw 0009 (Eva, BMI)

14 The Right One 24 Otis Redding, Atco 6594 (Atco/ASCAP)

15 Money (That's What I Want) 25 Martha And The Vandellas, Motown 1186 (Motown/ASCAP)

16 (If) He's Not Your Husband 30 Aretha Franklin, Atlantic 5265 (Atlantic/ASCAP)

17 Respect Me Tonight 32 Johnnie Taylor, Shaw 0007 (Eva, BMI)

18livin' For The Love Of God 32 Archie Bell & Drell, Atlantic 55235 (Atlantic/ASCAP)

19 When I Fall In Love 34 Bobby Womack, Motown 1143 (Motown/ASCAP)

20 Got To Be Some Kind Of Love 36 Dionne Warwick, Atlantic 5374 (Atlantic/ASCAP)

21 You Can Leave Me Alone, But You Can't Leave Me 38 Martha And The Vandellas, Motown 1173 (Motown/ASCAP)

22 Ain't No Woman Like The One I've Got 38 Johnnie Taylor, Shaw 0008 (Eva, BMI)

23 There'll Never Be Another You 41 Roberta Flack, Atlantic 5310 (Atlantic/ASCAP)

24 I'M IN LOVE WITH YOU 43 Martha And The Vandellas, Motown 1186 (Motown/ASCAP)

25 BLACK MEDAL 44 Johnnie Taylor, Shaw 0009 (Eva, BMI)

26 FEEL LIKE MAKING LOVE 44 Don Covay, Kapp 4181 (Kapp/ASCAP)

27 Can't You See 45 Johnnie Taylor, Shaw 0009 (Eva, BMI)

28 You Can Leave Me Alone 46 James Brown, King 5602 (King/ASCAP)

29 IT'S ONLY LOVE 47 Martha And The Vandellas, Motown 1173 (Motown/ASCAP)

30 You Better Put That Card Back In The Mail 49 Johnny Winter, Epic Records (Sony Music), BMI

31 CAN'T STOP LOVING YOU 50 Aretha Franklin, Atlantic 5275 (Atlantic/ASCAP)

32 When I Fall In Love 51 Sharon Jones, Embers 10000 (Embers, BMI)

33 SHE'S THE ONE 52 Johnnie Taylor, Shaw 0008 (Eva, BMI)

34 I'M GONNA MAKE YOU LOVE ME 52 DeeDee Sharp, Motown 1137 (Motown/ASCAP)

35 I'M GONNA MAKE YOU LOVE ME 53 DeeDee Sharp, Motown 1137 (Motown/ASCAP)

36 THE RIGHT ONE 55 Otis Redding, Atco 6594 (Atco/ASCAP)

37 You Can Leave Me Alone, But You Can't Leave Me 58 Aretha Franklin, Atlantic 5265 (Atlantic/ASCAP)

38 I'M GONNA MAKE YOU LOVE ME 59 Aretha Franklin, Atlantic 5265 (Atlantic/ASCAP)

39 FEEL LIKE MAKING LOVE 59 Don Covay, Kapp 4181 (Kapp/ASCAP)

40 BLACK MEDAL 60 Johnnie Taylor, Shaw 0009 (Eva, BMI)

41 YOU CAN'T MAKE ME BELIEVE Again 60 Martha And The Vandellas, Motown 1186 (Motown/ASCAP)

42 CAN'T STOP LOVING YOU 61 Sharon Jones, Embers 10000 (Embers, BMI)

43 I'M GONNA MAKE YOU LOVE ME 62 DeeDee Sharp, Motown 1137 (Motown/ASCAP)

44 THE RIGHT ONE 62 Otis Redding, Atco 6594 (Atco/ASCAP)

45 FEEL LIKE MAKING LOVE 62 Don Covay, Kapp 4181 (Kapp/ASCAP)

46 BLACK MEDAL 62 Johnnie Taylor, Shaw 0009 (Eva, BMI)

47 YOU CAN'T MAKE ME BELIEVE Again 62 Martha And The Vandellas, Motown 1186 (Motown/ASCAP)

48 CAN'T STOP LOVING YOU 62 Sharon Jones, Embers 10000 (Embers, BMI)

49 I'M GONNA MAKE YOU LOVE ME 62 DeeDee Sharp, Motown 1137 (Motown/ASCAP)

50 THE RIGHT ONE 62 Otis Redding, Atco 6594 (Atco/ASCAP)

(Continued on page 46)
Tex Will Begin Foreign Tour

NEW YORK—Soul singer Jo Tex will begin the new year with Caribbean, South American and European tours. A new single, "That's Your Baby," on the Atlantic-distributed Dial label, will be released this week.

Tex leaves New York Tuesday (7) for Trinidad, Nassau, the Bahamas, Venezuela and Surinam. He then flies to London Jan. 17 for four days of major concerts and TV appearances, including spots on "Top of the Pops" and "Lulu's Place" variety programs.

After three days of personal appearances in Sweden, Tex flies to Germany before going to Cannes, where he will be a featured performer at MIDEEM. A series of one-nighters completes the tour.

THE PRECISIONS, formerly on the independent Drew label, sign a recording contract with Atlantic's vice-president in charge of promotion, Henry Allen, seated left. Bill Craig, the group's manager, signs as the Precision's look on. Jerry Greenberg, of Atlantic, also attends the ceremonies.
Demographics Put Focus On Age of Consultant

By CLAUDE HALL

KFI Revamping to Hit 25-49 Bracket

LOS ANGELES — On Jan. 2 KFI will turn into, as program director David Moorhead is stating, "a swinging psychellic pussyfoot." Actually, this is just one of the station's tag lines for promotions; KFI is revamping to make a tightly produced middle-of-the-road format to appeal to the baby boomer age group.

Moorhead said the station would program adult contemporary music — the very best records in both singles and albums that come out. We're going to make KFI sound like a 50,000-watt station everywhere from a little old lady's living room to us going to lift it out of the country.

He has selected a variety of talented line-up, mostly Top 40 and easy listening stations, including Al Loman Jr. and Roger Barkley (a deejay team) who were with KFWB in Los Angeles; Ron Thompson, Robert L. Collins, Jay Lawrence (from WGR in Buffalo), and Mikel Houn (who comes from KLIV in San Jose, Calif.). Bob Arbogast will be doing weekends. All records will be slated for the deejays and production is now at Top 40 in nature. Jingles that KFI will be using are short and usually catchy.

One thing for sure: Moorhead is going to affect the music audience. "The demographics of Top 40 stations are coming way down," WOKY in Milwaukee (his last station), we found it necessary to soften the tempo in the daytime in order to compete. In Los Angeles, we feel that the rock station can have the kids. We want the young adults and adults.

The biggest problem he has had is finding personalities. "There just aren't that many good personalities around. The country has been Drakenized with time and temperature decays."

Marlon, S. C.—WATP

Russ Cotton

Music & Program Director


Chattanooga—WFLI

Mike Scudder

Music Director, Personality


Jacksonville, Fl.—WAPE

Ike Lee


Radio-TV Programming

WNOE Tones Down To Swinging Middle

NEW ORLEANS—WNOE, long-established rocker, has switched to a "swinging middle-of-the-road" format. There was a possibility, he said, that Top 40 stations had "rb'd and psychedlc'd themselves to death. Something has got to come along or Top 40 radio is in trouble. But I just can't see any hope for it today."

WNOE will go after young adults and adults with a personality lineup that includes Jim Stewart, Dan Diamond, and Ken Addison, plus newcomes Jack Clark from KCMO in Kansas City, Brian Har- rigan from WABB in Mobile, and Bill Beal from WMBW in New Orleans. "It's amazing how many kids are looking for a station like this. Not all the music we play is Sinatra and Andy Williams."

Stewart said he spent a lot of time before making the format change listening to WP in Philadelphia and WTRY in Pittsburgh. "But WNOE is different; it doesn't sound like any other station," Stewart said. He said that WNOE production is tight... personalities talk over the top of the records and off the records, but not exclusively. The major change is in the music. We've eliminated all rb-rock and psychedelic records," WNOE had been very close to overcoming WITX in the ratings battle, Stewart said, "But the share of audience we were competing for just wasn't worth it."
THE BEST THING TO HAPPEN IS
"THE WORST THAT COULD HAPPEN"
(FORMERLY "THE MAGIC GARDEN") SCS-92001
SOUND AND PRODUCTION BY BONES HOWE
ARRANGED AND CONDUCTED BY JIM WEBB
EXCLUSIVELY ON SOUL CITY RECORDS

5TH DIMENSION

THE WORST THAT COULD HAPPEN
THE 5th DIMENSION
Miami Beach—WBM-B

Donny Gos
Program/ Music Director, Personality
BP: "Honest to Goodness," North Wind, RCA. BLFP: "Blondie."
RCA: "Fallin' from the Sky."
FLFH: "Father & Son," Bruce. BLFP: "Barefoot Boy."

EASY LISTENING

Andrew Travis, with WZVZ for three years, takes over at the Cleveland progressive rock station.

Jim Kelly, formerly of WAQJ, Wilkinsburg, PA, will be Cramer Haas. I don't know what station Haas worked with last, but he was seen in the lineup on Armed Forces Radio in Saigon. He's not listed at the top or bottom of the lineup on the powerhouse station.

Tom Fowles, Country/Pop Director, John Robin, and Terry McGrew. Al Summers has shifted into the 6-10 a.m. shift on WRIT, Milwaukee, where former

(Continued on page 26)

Demographics Put Focus On Age of Consultant

were continued from No. 1. It positions.

He felt that his greatest success has come with stations already at the bottom because they've got to go for broke. Consultants Frank Ward calls this part of his duties "polishing up the station's sound."

Joseph's advice is not lightly given; he spends long hours and days and weeks performing the most intensive market studies in both people and records. He takes what he considers "audience flow."

This pinpoint just what listener is available and precise. It pinpoints consultant of Commerce studies, agricultural student, student studies, and lengthy discussions with manufacturers and businesses. Finding out that there are more than 10,000 people working in San Juan after midnight Joseph immediately expanded the broadcast hours of WKQX around midnight. (previous visits) this San Juan station was on at midnight. WKQX is the latest achievement of Mike Joseph, a station that combines U. S. hits with Puerto Rican hits to find out just how

many people spoke English, how many spoke Spanish. His research, a phenomenal feat in itself, is just the first step; he also directs every aspect of the station's programming while on the scene. He was Joseph, for example, who hired Jim Hilliard as program director of WFIL in Philadelphia.

The reason Joseph got into consulting was a tremendous chain of successes as national program director of the Founders stations which included KPOA in Honolulu and WSMB in Nashville. He felt that if I could accomplish in ratings and what I had accomplished to get the results but me — why couldn't I do it for myself. He created the programming tag, the "One More Knife with recommending to go after stations. Bill Holmes of Pete also holds Joseph in good steady these days. Whenever someone is asked to send anything new, Joseph felt.

The tight playlist, a cephalic jingles, tight production particulars were tools of the trade of Joseph. He was using golden oldies as an audience builder long before Bill could turn on to a science for his stations.

The biggest danger to any station consultant is that the promotion becomes loose; the deejays ramble on after listening to gimmicks and commercials. And, perhaps, that is also one of the reasons many of these consultants do not work.

Radio TV programming aids

• Continued from page 22

Romé, Ga.—WROM

Johnny Kay

Dee Jay


San Antonio—KTSX

Kahn Haman

Program Director


Saratoga, Fla.—WYN

Ken Kald

Program/ Music Director, Personality


Scranton, Pa.—WSCR

Jim Drucker

Program/ Music Director


Chicago, Ill.—REYN

J. Robert Dark

Program/ Music Director


PROGRESSIVE ROCK

Worcester, Mass.—WORC

Jeff Starr

Program/ Music Director


BLFP: "This Woman Power," Al King, Sia (entire LP).

COUNTRY

Albany, N. Y.—WOKO

Glenn C. (turtle) Lewis

Program/ Music Director, Personality


RHYTHM AND BLUES

Asland, Ky.

Huntington, W. Va.—WTCR

Mike Todd

Program Director


Denver—KDKO

Greg S. Crawford

Program/ Music Director


Miami Beach—WBM-B

Donny Gos
Program/ Music Director, Personality
BP: "Honest to Goodness," North Wind, RCA. BLFP: "Blondie."
RCA: "Fallin' from the Sky."
FLFH: "Father & Son," Bruce. BLFP: "Barefoot Boy."

Circus, Buddah.


Gary Giorgi

Program Manager


Pomona, Calif.—KKAR

Gene Bush

Program Director


San Diego, Calif.—KGOO

Dick Roberts

Program Manager


Spack, Wash.—KXLY

Gary Giorgi

Program Manager


Winnipeg, Man.—CFRW

John Murphy

Program Director


John Rutledge.

The reason WLOF gets such good record service, of course, is that the station is a good test station for records.

Two years ago, WLOF was fifth or sixth in the market. In July 1967, we muske out on both stations. We thought we could do it in six months; it actually took a year. We spent a lot of time in programming consultant Graham Richards was hired. Richards set up a new music policy, changed the rotation of the station, and the station could give more exposure to the very top hits. Hit records, the station played songs three times a week, every other hour; another rotation was every four hours. In this same time, the station would expose many of its strongest new releases. We believe in exposing new product, so new records get a better break than those records just sitting on the middle of the play list.

JANUARY 4, 1969, BILLBOARD
Where the new is now

TOMMY ROE

Spinning strong sales and play with his new hit single. "DIZZY"

ABC 1964
**Vox Jox**

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**Continued from page 24**

Lee Rothman parked. Now I’ve got to find out where Rothman went.

**Fred Kim** has joined KRUX, Phoenix, Arizona, on a part-time basis for a moon-3 p.m. show on the Hot 100 format station. Kim, former program director of KJEQ, Simi Valley, California, most recently was general manager of the Anita Kerr Enterprises in Hollywood.

**KJM**, program director of WPTW, P. O. Box 26, West Palm, N. Y. 12538, needs Hot 100 results. He’s looking for the mid-Hudson Valley station.

Both Nash, now in his third year at WMAN, Charlotte, N. C., also makes appearances on “Super Bowl Music” on WUSN-TV hosted by Linda Stone.

**Moon Mullins**, music director of RCKN, Kansas City, Mo., got a plaque (probably from the SSS International Records) for helping break the Upstairs Valley PTA.

**Bruce Huth** and Dennis Hudson, also of SSSIFA, writes a good column for a section of The Sun American Section, promoting such artists as Sonny and the Sunliners and Sanny B. & Mark—all local artists.

Thompson was promoted to program and music director of WEET, Richmond, Va., He’d been a deejay on the format for the past two years.

**Herman** Mueller, program director of the National Association of Broadcasters, died of a heart attack the week of his trip to his home in Asheville, N. C., he was 50.

**Eddie Dillen**, former host of “Pacific Bandstand” at KEYT-TV, Santa Barbara, Calif., and also NBC-TV in Los Angeles, has joined WTIC, Hartford, Connecticut, in a 6-a.m. slot.

**Jerry Hoffman** has moved to programmer and production man at WPPIFHM, Fort Wayne, Ind.; he’s been named program director, and would like to build up a library with more up-tempo records. Rick Shaw has been promoted to manager of WEOT, Easton, Pa. He’s been program director, but most of the company will remember him from WHK, Cleveland, a couple of years ago.

**Steve King**, 704-255-2167, top 40 position. Good man. Also have four or five other guys who would like to improve themselves, including a minor market program director and personally wanting a larger market. I guess this is as good a chance as any to say that all readers of this column can now have free air space on Radio-TV Mart. Write your own ad! Enclose a stamped, addressed envelope so I can forward results to you ... or you can telephone me two weeks after your ad has run to see what the results are. The jobs we had changed our minds in Radio-TV Mart were just enough to pay for typesetting, but I’m willing to pick up the costs just to help everybody. It’s now YOUR Radio-TV Mart, if you wish.

I’m sort of a non-political type, but here’s something that struck me last week. At KMOR, Salt Lake City, ran for the Utah State House of Representatives in the recent elections—and won. His name: **David Williams of KSDJ, Salt Lake City. Both are country music stations.**

Got to mention that Pete Wilmans, a country artist, is doing a Sunday radio show for WIKO, Albany, N. Y. I used to watch Pete’s TV show up there years ago.

**Jim Donahue**, formerly of East Lansing, Mich., is now working the board at WIBG, Philadelphia. **Dennis Harper and Donnie Gale will be retained in the morning slot.**

**Chuck Danaway** (supposed to be a fine music man always unappreciated by the station), Bob Shon- non and Bob Brand are out. Fred Win- ton had earlier planned to leave for TWR, Mansfield, N. Y. now reads: Barry Gordon, station manager Bill Flinn and Dick Allen, Jo Jack- son does the weekends with Pete Flint and Alan Anderson of WNTC, the Portland State-Clarkson College Station.

**Jim Gallant** is the new program director of WLW, the 30,000-watt, antenna-less station in Cincinnati. Stev Hauflers has resigned to do production work. He’s teaching a course for a position outside of Cincinnati and will change. Gall- ant had been program director and production director of KCRT, Kansas City, Mo.

The lineup at WTCR in Ash- land, Ky.: Program director Mike Todd, Marty Elliot, Gregg Elliott, Wayne Bowman, and Ken Taggart. At WMMI-FM, you’ll find: Program director Pat McCoy, Vic- tor Roe, Dick D’Amico, Nemo, Bill, and John McGhee. The station has eliminated any “sound problem connected with broadcasting stereo records on AM equipment by mix- ing on-the-air.” The deejay has balance controls and can mix the channels to suit himself as the record is played. “Why should we do that to the listener? He has to put up with monaural singles when they’re too loud, stereo albums. I think all records should come in stereo-peak ed.”

**VERMILION: BAN MONAURAL**

**ORLANDO, Fla.—Monaural records should be done away with, says Ver- milion, music director and air person- nel at WLOF. The Top 40 ra- dio show has a record library and can present a “sound problem connected with broadcast stereo records on AM equipment by mix- ing on-the-air.” The deejay has balance controls and can mix the channels to suit himself as the record is played. “Why should you do that to the listener? He has to put up with monaural singles when they’re too loud, stereo albums. I think all records should come in stereo-peak ed.”

**Harper Joins Don Light As a General Manager**

NASHVILLE — The appoint- ment of Herman Harper as general manager of Don Light Talent, Inc., has been an- nounced by Light.

Harper joins the agency after 12 years as bass singer for the Oak Ridge Boys. He also has held managerial positions for the past three years.

Harper now will be responsible for all agency operations, including the three-year-old agency, the first to represent gospel groups both in the U.S. and Canada. The roster includes the Heart Goodfellow Crusaders, the Singing Christmas Rambs, Florida Boys, Steve Jordan and Sammy, and Naomi, Thrasher Brothers, and Wendy Bagwell and the Sunglitters.

Harper is a member of the board of directors of the Gospel Mus- ic Association. He will replace Harper with the quartet and William Golden, a member of the Oak Ridge Boys, will assume managerial duties.

Fox has a long background in gospel music, as a member of the Tennesseeans Quartet and later the Harvesters Quartet of Clinton, N. C. More re- cently he has been employed as sales manager of Olan Mills in Charlotte, N. C. He now plans to make his home here.
NASHVILLE — In a year which saw the building of one new major recording studio, the RCA Victor Building, it was understood that the promise of a third, recording sessions again set new marks in studio use.

It was a year, too, in which an independent studio—Music City Studios—was able to piece with the majors. This studio is open for “everyone but Columbia, Victor, and Decca,” had 1,040 sessions, and is one of these new independent labels now among the established firms.

Monument, which has been using the studio extensively, is in a building program of its own and expects to have its new studios ready within weeks. In addition to its own product, Monument will do considerable custom work.

There is ample need for this. Virtually every studio in the area reports having had to turn away business during 1968. RCA Victor, said one studio manager, that we just couldn’t work the engineers any longer and that was to turn people away. It is still necessary to book studios well in advance.

Some Problems

RCA had some problems, but still managed 1,085 sessions during the year. Cal Everhart, the city’s attorney, says that the company’s studio “A” had to be shut down a few times to deal with a second generation of problems (and at the turn of the year it was about to close down altogether). RCA, the studio were shut down during the WMG “Opry” Birthday celebration in October, to allow all of the artists, production, recording, and engineering mingles with the masses. “RCA had to turn down a lot of custom business because of this,” says Mr. Everhart.

“RCA has to still need a year for more studio space.” RCA long ago has considered the construction of additional space. Decca this year, under the helm of Bill Gallagher, announced its move. In October Gallagher said RCA would construct a $3 million complex here, including studios and administrative offices. The all-purpose building will stand on 16th Avenue, next to Columbia Studios, and containing the proposed Music City Building, another multi-million dollar complex. Gallagher said work would begin right after the first of the year.

Sessions during the period of the early part of the year converting its studio equipment to being stereo. “Most of our product had been monaural in the past,” said Jim Wilson, and “that was by the choice of the buy- er.” But he said it became evident early in 1968 that the tastes were changing, and the conversion was carried out. Now there are catalogs in stereo. Despite the closing down of the studio for that period, Monday still managed some 350 sessions during that period.

(Continued on page 30)

Suit Agreement Clears Way
For Release of Williams Jr.

NASHVILLE — All involved parties in a lawsuit tried in Montgomery, Ala., early in 1969, have now signed an agreement which allows the release of a unique album in January.

The album will contain songs recorded during the generation apart by the father-son team of Hank Williams and Hank Williams Jr. and recorded by the younger Williams on MGM.

According to attorney Richard E. Frackelton, the suit to sign the agreement was March 1st to 1969 that the papers were then filed with the court in Montgomery. The suit deals with a litigation in which a determination was made of material authored by the late singer. The court ruled was in favor of the Acuff-Rose company. It stated, in effect, that lyrics written by Hank Williams in housing at the time of his death were his property. The agreement also states that royalties paid by Acuff-Rose to the Williams interests were correctly computed and properly paid, and that the estate is affiliated with Broadcast Music, Inc.

With the papers signed, Wesley Rose revealed a box full of letters which singer had written before his death. Wesley Rose went through these lyrics, which ranged from song ideas to the songs that were used to second generation of Rose-Williams thus re-created a scene of 20 years ago when the late Fred Rose and Hank Williams reportedly went through a cigar box to select for publication the songs which Williams published.

Young Williams reportedly shows much of his family’s the quality of his father’s talent, with his ability to write songs and foster his father’s talents and ‘develop into a songwriter.

Peters Writes Disk
Tunes at 60% Clip

Wilton Burgess, Faron Young, Pat Boone, Jimmy Dean, Tillie Lopez, Archie Campbell, Lorene Mann, Tammy Wynette, Bobby Lewis, George Morgan, Red Sovine, Carl and Pearl Butler, Jack and Collins, Terrence Brewer, Marion Worth, Jack Green, Hank Locklin, Johnny Duncan, Barbara Jean, Lawanda Lindsey, Bob Lowellson, Bobby Vinton and Buddy Cage.

Until two years ago, a full-time insurance salesman, Peters now has had 110 cuts in that two-year span. After sign- ing as a $25 week part-time songwriter, he came to run Singleton’s publishing firm but later relinquished this role to make his time to writing.

Much in demand by various recording companies because of his ability to write as well as sing, Peters will announce soon a new recording for his new label, per- sonal publishing company.

Bart Will Host a Daily
Country TV Program

NASHVILLE — Teddy Bart, leading Acuff-Rose songwriter and staff vocalist for WMG radio and TV, will host his own country-music TV show, effective today.

Bart replaces Ralph Emery, who will devote full time to radio. Bud Spain first to shine show on WMG and for Cinevox in New York.

Bart soon he planned to make the daily hour-long late afternoon program a “signifi- cant effort.”

The songwriter-singer plans to utilize three recording artist guests a day, and provide a top-flight staff band headed by Bert Lee Cross. This high rated show has been a strong showcase for the industry in the area, and Bart’s plans call for additional emphasis on compactness and style.

Bart, of Johnstown, Pa., has written songs re- corded by such artists as Brenda Lee, Dave Zane, and Oscar on a new label, perhaps a new company he will start himself. He is the producer for their last session, a departure for the comedy team, which uses 15 pieces on the record, the season showing strings and horns.

The Four Guys also have made a change. Bart Lyons, one of the original members of the group, will also be on the other members. The group has had offers to take part in three different records. The Four Guys record for Sign, Space. Worth ended up the year good health, a rarity for the still-very-lucky lady. Del Wood, who in “between labels,” has a week at the Rose Room coming up, after a New Year’s Eve date at an air base near Montgomery, Ala.

Don Law, the successful vet- eran producer, has 17 sessions lined up for January. And, in one (Continued on page 30)
You Can’t Go Wrong With A Gallico Song

THANKS, BILLBOARD, FOR HONORING AL GALILCO MUSIC CORPORATION AS THE NUMBER ONE COUNTRY MUSIC PUBLISHER FOR 1968.

MY THANKS ALSO TO THE ARTISTS, WRITERS AND RECORD PRODUCERS WHO HELPED MAKE US TOPS WITH THEIR RECORDS.

We Wish Everyone A Most Happy, Healthy And Prosperous New Year.

Gratefully,
Al Gallico

AL GALILCO MUSIC CORP.
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New York, N. Y. 10019
(212) 582-1368

NASHVILLE OFFICE
812 Sixteenth Ave., South
Nashville, Tenn.
Norris Wilson, Mgr.

Billboard SPECIAL SURVEY for the Week Ending 1/4/69

<table>
<thead>
<tr>
<th>Hot Country Singles</th>
<th>This Week</th>
<th>Last Week</th>
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<tbody>
<tr>
<td>STAR Performer—LP’s registering greatest proportionate week-to-week progress this week.</td>
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</table>

Billboard Award

10 DADDY SANG BASS
Johnny Cash, Columbia 4-44689 (Decca of Cash, BMI)

2 WICHITA LINE DANCE
Terry Wainwright, Blue 45995 (Bell, BMI)

3 I TAKE A LOT OF PRIDE IN WHAT I AM
Johnny Paycheck, Columbia 21891 (Blue, BMI)

4 YOUR SQOOL IN ON THE WESTWIND
Skeeter Davis, Decca 23292 (Skeeter Davis, BMI)

5 WHEN THE GRASS GROWS OVER ME
Geoff Love, RCA Victor 47-9457 (Skeeter Davis, BMI)

6 SMOKEY THE BEAR
Merle Haggard, Decca 23284 (Buckaroo, BMI)

7 THE CARROLL COUNTY ACCIDENT
Marty Robbins, RCA Victor 47-9457 (Warner, BMI)

8 Born to Be With You
Roy Orbison, Capitol 14-44689 (Mercury, BMI)

9 Stand by Your Man
Terry Wainwright, Blue 45995 (Bell, BMI)

10 YOUR LIVES
Marty Robbins, RCA Victor 47-9457 (Skeeter Davis, BMI)

11 The Ballad of Forty Dollars
Tom T. Hall, Mercury 72868 (Newkey, BMI)

12 They Don’t Make Love Like They Used To
Eddy Arnold, RCA Victor 47-9457 (Toni, BMI)

13 I’ve Got You on My Mind Again
Jack Owens, Blue 45995 (Bell, BMI)

14 PLEASE LET ME PROVE (My Love for You)
J.W. Jones & Ted Bachman, Capitol 2330 (Blue Book, BMI)

15 WHERE LOVE USED TO LIVE
Dwight Yoakam, RCA Victor 47-9457 (Skeeter Davis, BMI)

16 My Mind
Jim Howard, Decca 23247 (Stallion, BMI)

26 The Girl Most Likely
Loretta Lynn, RCA Victor 47-9457 (Warner, BMI)

30 F L A T T E R Y WILL GET YOU EVERYWHERE
The Whites, Capitol 23198 (Blue Book, BMI)

21 I Want One
J. Reba, Cotillion 17168 (Toni, BMI)

28 Woman Without Love
Johnny Darrell, United Artists 50481 (PolyGram, BMI)

21 The Town That Broke My Heart
Bobby Bare, RCA Victor 47-9457 (Newkey, BMI)

50 Kay Walker, RCA Victor 47-9457 (Toni, BMI)

14 Ballad of Two Brothers
Waylon Jennings, RCA Victor 47-9457 (Blue Book, BMI)

21 Age of Worry
Billy Walker, Monument 2308 (Blue Book, BMI)

31 Vince Gilmer, Smash 2197 (Rossi-Cooper, BMI)

26 In the Good Old Days (When Times Were Bad)
Darrell, Decca 47-9457 (Blue Book, BMI)

43 Until My Dreams Come True
Gene Watson, Decca 47-9457 (Blue Book, BMI)

12 Little Arrows
Lee Lee, Decca 33290 (Stallion, BMI)

35 Bring Me Sunshine
Willie Nelson, RCA Victor 47-9457 (RCA-Pye, BMI)

34 What Are Those Things (With Big Black Wings)
Charlie Louvin, Capitol 2320 (Blue Book, BMI)

32 Ever Changing Mind
Ronnie Dunn, RCA Victor 47-9457 (Blue Book, BMI)

13 Plastic Saddle
Don Stelle, RCA Victor 47-9457 (Blue Book, BMI)

53 Don’t Need Me (I’m Dreamin’)
Sarah Nelson, Decca 23294 (Peer, BMI)

22 Hammer & Nails
Jerry Lee Lewis, RCA Victor 47-9457 (RCA, BMI)

51 Hold Me Tight
Terry Wainwright, Decca 46431 (Decca of Cash, BMI)

36 I Walk Alone
Narvel Felts, Columbia 46433 (Decca of Cash, BMI)

75 Darling You Know I Wouldn’t Lie
The Daily Special, Decca 47-9457 (Blue Book, BMI)

57 Name of the Game Is Love
Herb Snow, RCA 47-9457 (Decca, BMI)

49 Strings
Wynette Stewart, Capitol 2241 (Blue Book, BMI)

45 You Touch My Heart
David Byrnes, Columbia 44689 (Galileo, BMI)

41 Angry Words
Shelton Jackson, Columbia 44689 (Galileo, BMI)

42 Let the Chips Fall
Charmie Pride, RCA Victor 47-9457 (Blue Book, BMI)

46 Livin’ on Lovin’
Stan Whitten, Imperial 55077 (Four Star, BMI)

44 Less of Me
Bobby Gentry & Glen Campbell, Capitol 2314 (Blue Book, BMI)

50 Longest Beer of the Night
Jim Ed Brown, RCA Victor 47-9457 (Greenwood, BMI)

46 She Wears My Ring
Roy Price, Columbia 44689 (Mercury, BMI)

45 — My Special Prayer
Archie Campbell & Lonna Mann, RCA 9067 (Blue Book, BMI)

58 To Make Love Sweeter for You
Jerry Lee Lewis, Decca 47-9457 (Blue Book, BMI)

60 Goodtime Charlie
Don Henry, United Artists 30474 (Prestige, BMI)

56 He’s Got More Love in His Little Finger
Billio Squares, Capitol 2321 (Allroads, BMI)

55 I Wish I Were Your Friend
Randy Jackson & Billy Walker, Capitol 23385 (Blue Book, BMI)

62 Who’s Julie
Howlin Wolf, Capitol 23198 (Blue Book, BMI)

63 Each and Every Part of Me
Billy Lewis, United Artists 4674 (Decca, BMI)

63 Please Take Me Back
Jim Tuller, RCA 9067 (Blue Book, BMI)

67 I Never Got Over You
Butterfly, Columbia 46433 (Blue Book, BMI)

56 Feed Me One More Lie
Mary Taylor, Dot 17168 (Blue Book, BMI)

56 Faded Love and Winter Roses
Carl Smith, Columbia 44689 (Mercury, BMI)

56 Too Bad to Say I’m Sorry
Morris Dunn, MGM 1407 (Dusty, BMI)

56 It Don’t Mean a Thing to Me
Kerry Price, Boone 1088 (Pamper, BMI)

59 Walking Midnight Road
Jima Stavens, Columbia 44695 (Dropout, BMI)

59 I Am the Boy
Buddy Holly, Columbia 46408 (House of Cash, BMI)

62 Sing They Fixed the Band Director (At Murphy High)
Linda Marshall, Mercury 72875 (Mercury, BMI)

63 Every Time
Johnnie Reed, Dot 2322 (Pamper, BMI)

69 Who Loves Who
The Henders, Atlantic & Robert, Columbia 44675 (Green Grass, BMI)

69 — Your Sweet Love Lifted Me
Bobby Barnett, Columbia 44740 (Toni, BMI)

67 Little Green Apples
Don Fardon, Capitol 44723 (Capitol, BMI)

67 Eye to Eye
Karin Venlo, Monument 19-1066 (Fonon, BMI)

67 Restless
Cindy Frank, Columbia 44723 (Columbia, BMI)

67 Song for Jenny
Ed Bruce, Monument 118 (Pamper, BMI)

71 Sugar Cane County
Morton Brown, Columbia 44799 (Fonon, BMI)

74 Bring Love Back into Our World
Sh. Phillips, RCA Victor 47-9457 (Blue Book, BMI)

73 If I’m Gonna Sink
Johnny Paycheck, Little Big Star 0052 (Mercury, BMI)

72 The Better Taste
Jimmie Davis, RCA 47-9457 (Mercury, BMI)

71 Tonight We’re Calling it a Day
Hugh X. Lewis, Kapp 953 (Wilderness, BMI)

January 4, 1969, BILLBOARD
a new year, a new hit

CHARLIE LOUVIN
has a new smash hit!
'WHAT ARE THOSE THINGS?'

YOU'LL ENJOY THESE NEW CHARLIE LOUVIN CAPITOL ALBUMS

ST2958 ST142

Equipment Furnished THE CHARLIE LOUVIN SHOW by SUNN MUSICAL EQUIPMENT COMPANY

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CONTACT EARL & GERRY OWENES, L & O TALENT PRODUCTIONS AC 615, 244-3738—AND—244-3739
### Billboard Hot Country LP's

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
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<tbody>
<tr>
<td>WICHITA LINEMAN</td>
<td>Glen Campbell</td>
<td>Capitol</td>
<td>12</td>
</tr>
<tr>
<td>I WALK ALONE</td>
<td>Webb, Columbus</td>
<td>Columbia</td>
<td>15</td>
</tr>
<tr>
<td>BOBBIE GENTRY &amp; GLEN CAMPBELL</td>
<td>Capitol</td>
<td>13</td>
<td></td>
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<tr>
<td>MAMA TRIED</td>
<td>Willie Nelson</td>
<td>Columbia</td>
<td>15</td>
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<tr>
<td>HARPER VALLEY P.T.A.</td>
<td>Roy Orbison</td>
<td>Capitol</td>
<td>14</td>
</tr>
<tr>
<td>JOHNNY CASH AT FOLSOM PRISON</td>
<td>Columbia (No Logo)</td>
<td>30</td>
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<tr>
<td>GENTLE ON MY MIND</td>
<td>Del Reeves</td>
<td>Capitol</td>
<td>66</td>
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<tr>
<td>BY YOUR BELOVED</td>
<td>Del Reeves</td>
<td>Capitol</td>
<td>8</td>
</tr>
<tr>
<td>LORIETTE PERRY'S GREATEST HITS</td>
<td>Castle (No Logo)</td>
<td>27</td>
<td></td>
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<tr>
<td>JIM REEVES ON STAGE</td>
<td>RCA Victor LSP 4041 (M)</td>
<td>9</td>
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</tr>
<tr>
<td>SONGS OF PRIDE... CHARLEY THAT IS</td>
<td>Charly Pride</td>
<td>RCA Victor LPM 4541 (M)</td>
<td>16</td>
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<tr>
<td>HONEY IN MY HOLE</td>
<td>Charlie Goldston, United Artists UAL 3642 (M)</td>
<td>RCA Victor LPM 4542 (M)</td>
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<tr>
<td>BEST OF EDDY ARNOLD</td>
<td>RCA Victor LSP 3845 (M)</td>
<td>8</td>
<td></td>
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<tr>
<td>THE ROMANTIC WORLD OF EDDY ARNOLD</td>
<td>RCA Victor LPM 4009 (M)</td>
<td>11</td>
<td></td>
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<tr>
<td>J.R. (IT'S ALRIGHT)</td>
<td>Glen Campbell</td>
<td>Capitol</td>
<td>23</td>
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<tr>
<td>JUST THE TWO OF US</td>
<td>Artie Kane, Lena, Forten, RCA Victor LPM 4009 (M)</td>
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<tr>
<td>GOLD TO GO</td>
<td>Del Reeves</td>
<td>RCA Victor LSP 4041 (M)</td>
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<td>SOUTHERN TOUCH</td>
<td>Ronnie Hawkins &amp; the Bears</td>
<td>Capitol</td>
<td>4</td>
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<tr>
<td>NEXT IN LINE</td>
<td>Conway Twitty</td>
<td>Decca DL 70063 (S)</td>
<td>12</td>
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<tr>
<td>BLUE RIBBON BOUND</td>
<td>Various Artists, Capitol TSP 2609 (S)</td>
<td>14</td>
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<tr>
<td>ANOTHER TIME, ANOTHER DAY</td>
<td>Blackwell &amp; Tipton</td>
<td>RCA Victor LPM 4009 (M)</td>
<td>30</td>
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<tr>
<td>HEY LITTLE ONE</td>
<td>Glen Campbell</td>
<td>Capitol LSP 1078 (M), ST 2678 (S)</td>
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<tr>
<td>A NEW PLACE IN THE SUN</td>
<td>Glen Campbell</td>
<td>Capitol</td>
<td>34</td>
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<tr>
<td>LOVE TAKES CARE OF ME</td>
<td>Bill Owens</td>
<td>RCA Victor LSP 4009 (M)</td>
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<tr>
<td>UNDO THE RIGHT</td>
<td>Bobby Vee</td>
<td>RCA Victor LPS 4009 (M)</td>
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<td>SUNSHINE AND RAIN</td>
<td>Carole Smith</td>
<td>RCA Victor LPS 4009 (M)</td>
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<tr>
<td>LOOKING AT THE WORLD THROUGH A WINDSHIELD</td>
<td>Glen Campbell</td>
<td>Capitol</td>
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<tr>
<td>HAPPY STREET</td>
<td>Melba Montgomery</td>
<td>Imperial</td>
<td>28</td>
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<tr>
<td>SWEET CHILD OF SUNSHINE</td>
<td>Jerry Wallace, Liberty LST 7397 (S)</td>
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<td>MACARTHUR PARK</td>
<td>Fred Howard, RCA Victor LPS 4009 (M)</td>
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<tr>
<td>NASHVILLE AIRPLANE</td>
<td>Port &amp; Sparks, Columbia</td>
<td>CS 941 (S)</td>
<td>33</td>
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<tr>
<td>LITTLE ARROWS</td>
<td>Grady Gaines</td>
<td>Decca DL 70074 (S)</td>
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<tr>
<td>COMING ON STRONG</td>
<td>Ken Swenson, Capitol</td>
<td>SLP 10103 (M)</td>
<td>7</td>
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<tr>
<td>NASHVILLE BRASS PLAY THE NASHVILLE SOUND</td>
<td>RCA Victor LPS 4009 (M)</td>
<td>7</td>
<td></td>
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<tr>
<td>NASHVILLE SOUND</td>
<td>Johnny Cash</td>
<td>Capitol</td>
<td>6</td>
</tr>
<tr>
<td>HEAVEN TO HEEBIE JEEBIE</td>
<td>Webb, Columbia</td>
<td>CBS 941 (S)</td>
<td>44</td>
</tr>
<tr>
<td>WHITE FENCES AND EVERGREEN TREES</td>
<td>Ferlin Husky, Capitol</td>
<td>45</td>
<td></td>
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### Country Music

#### Nashville Scene

- **continued from page 27**
- **Nashville Year.** "The rate of recording actually was up over a year ago," Wilson said. He expects this to carry over into the new year. A good bit of the r&b work formerly done here now will be done in Cincinnati, where the King Studios, acquired by Stanley, have TV-truck equipment. This will not lessen the number of sessions in Nashville, only allow more concentration on the country and pop product.

Bradley's Barn also saw the first part of the year installing a new sound system, so the sessions were slow starting. Then they picked up and remained steady. The end of the year, Jerry Bradley had counted 775 sessions there. He expects this number to top the 1,000 mark easily in 1969, with things going at full capacity. The Barn, which was the subject of a pop album title this year, is located in Wilson County some 20 miles from Nashville.

#### Sessions at Peak as Studio Building 'Swings'

- **continued from page 27**
- **Nashville** The pop album industry has come into its own in recent years. With the growth of television, the music business has become something more than a recording enterprise. The Nashville sessions have been growing industry.

### Singcord Signs Miss Tennessee

**NASHVILLE**—Miss Tennessee, Brenda Jour Seal, has signed a contract with the Singcord Corp., distributor for Zondervan Publishing House, and will do an album of the "top 10 sacred songs.

**Jack Day, Singcord vice-president, said the songs were selected in a non-demonstrational evangelistic poll, and will include such standards as "Amazing Grace" and "Old Rugged Cross."

Miss Seal, who was one of the 10 finalists of the Miss America Pageant, was previously recorded, but had specialized in gospel music.
Jukeboxes Need Wide Variety of Product

By BENN OLLMAN

The modern one-stop realizes that jukebox operators require programming information and product that cuts across every category of recorded music. This is the view of Stu Glassman, general manager, Downtowner Radio Doctors in Milwaukee where the firm’s two outlets service about 200 operators in Wisconsin and Upper Michigan.

“One-Stops no longer think in terms of specialized ‘juke box records,’ Music operators buy basically the same records as the retail customer who walks into our store off the street. A typical order shipped to one of our operators accounts up in Northern Wisconsin, for example, might include the wholesale spread from rock ’n’ roll, polka, country and western to a Bob Dylan number.”

“Too many one-stops only attempt to stock the latest hit number, and that’s where the big, fast turnover is found. Many will tell you that if they didn’t have to burden their shelves with the slower-moving merchandise the one-stop business would be great.”

Success in cultivating a following among jukebox operators, which does not hinge on price cutting, according to Glassman, who formed his one-stop in 1947. Prices must be reasonably competitive and in tune. But even more important, he said, are complete inventories, prompt shipments and a keen trend.

(Continued on page 35)

Rosen Party
Set Jan. 5

PHILADELPHIA — David Rosen, Inc., is ushering in the new year with a Preview Party at the exclusive C.R. Club, 810 South Darden Street, Sunday, Jan. 5. Festivities will start at 1 p.m. and continue until 6 p.m. Rosen, may be nowInternational, Inc., distributor, extended the open invitation to the trade throughout the entire coverage area of Upper Pennsylvana, Southern New Jersey, Delaware, Eastern Maryland, including Baltimore and Washington. In addition to the usual compliment of food and drink, there will be music and dancing, favors for everybody, door prizes and guest celebrities.

(Continued on page 32)

MOA Assists Trade Groups

By EARL PAIGE

CHICAGO — The majority of queries received by Music Operators of America (MOA) concern organizing associations, according to President Howard Ellis. Georgia operators are about to organize, as is a new group recently formed in Oregon. MOA’s recent “Link Letter” described the steps for setting up trade groups.

“More people from all segments of the industry are becoming aware of this need to feel that some kind of organization is necessary,” Ellis said.

Ellis, a veteran organizer of trade groups and a long-time leader of Coin Operated Industries of Nebraska, suggests that “some one person or a few dedicated people have to take the lead.”

Other suggestions:

Schedule an organization meeting promptly and elect a temporary chairman and secretary.

Establish membership eligibility and charter membership. Form committees to draft bylaws, present slate of permanent officers and schedule a second meeting to formally organize the group.

Operators may write MOA for their most recent “Link Letter” at 228 N. LaSalle Street, Chicago 60601.

Monument Believes In Stereo Singles

By RON SCHLACHTER

HENDERSONVILLE, Tenn. — About a third of all singles produced by Monument Records here are now stereo, according to vice-president Jack Kirby. “We’ve been planning it about a year ago and are planning to increase our production in the coming year,” said Kirby. “This will be for the benefit of both jukebox operators and FM stations, because we feel stereo singles increase our airplay.”

“I won’t say how much we will increase our production in the coming year. It will depend on the type of record. For example, in a country single there’s not much demand for stereo. However, with a Boots Randolph single, that’s a different story. Let’s just say we definitely hope to expand.”

“I feel there is a definite demand for stereo singles and stereo product at the jukebox level. This would be basically good.

(Continued on page 32)

What’s Playing?

A weekly programming profile of current and oldie selections from locations around the country.

Buchanan, Mich., Location: Adult (Over 30)-Tavern

FRANK FABIANO, programer, Fabiano Amusement Co.

Current releases:

“Alone Together” & “Mary and John,” Dion, Laurie-5344.

“Sittin’ on a Hot Tin Roof,” Judy Collins, Elek-ino-5599.


Oldies:

“Release Me,” Engelbert Humperdink.

(These and More) Tell Me Good-Bye,” Eddie Arnold.

(Continued on page 32)

Deadwood, S. D., Location: Adult (Over 30)-Lounge

PATRICIA TUCKER, manager, Black Hills Novelty Co.

Current releases:

“Tell Him,” Vouge, Reprise-0178.


Oldies:

“Sentimental Me,” Bobby Vinton.

“Release Me,” Engelbert Humperdink.

(Continued on page 32)

Post Mortem: Christmas 45’s Out Too Late


“I record companies should start releasing Christmas singles much earlier in the year there is a lot of radio stations in our case, to receive extensive jukebox exposure.”

“By the time Christmas singles get into distribution in quantity, it’s too late to talk a lot of operators into buying them for jukebox plays,” Elkis said. “There’s not enough of any Christmas singles to create a big interest, and every year we have a local problem. The stations don’t start buying them until—”

(Continued on page 32)

The Bluebook

Valuation of Used & Reconditioned Coin Machines

Jan. 4, 1969

The following average valuations, based on quotations obtained from selected, franchised distributors in key markets throughout the U.S., are published only for the purpose of indicating general trends. The averages are unfit for application to any specific buyer-seller situation.

Jukeboxes

Rock-Ola

45’s, Grand Pala, 160 Sel., $45.00 200 Sel., $25.00

45’s, Grand Pala, 150 Sel., $35.00 200 Sel., $25.00

(Continued on page 32)

HAMBURG—The Seeburg Gem, and its ability to reproduce sound accurately, was a highlight of a recent showing of the new phonograph at Seeburg here. At the presentation was George Gilbert, president, Seeburg International.

Gilbert also pointed out Seeburg’s new universal column speakers, which are auxiliary units this year, and can be positioned on walls or in other areas to increase the stereo separation of the Gem.

(Continued on page 32)
Christmas 45's Out Too Late

Continued from page 31

playing Christmas music until just a few days before Christmas.

Elkins said he'd like to see the record companies release Christmas product in October.

The lack of good Christmas hits creates and annual pre-Christmas slump for Elkins.

"There are two weeks before the holiday when business drops to nothing," he said. "Operators put their out their Christmas records and 'Silver Bells' — and buy absolutely nothing for those two weeks. We might as well take a vacation. Business picks up the week before Christmas where operators start buying to replace the five or six Christmas singles they'll be taking off after the holiday."

According to Elkins, most of his customers program Christmas singles for traditional reasons only. "They say they don't get much play," he said. "This would change if we could get good Christmas product early enough to sell the operators on it and get the fresh material out on the boxes."

Elkins reported moderate success with only one Christmas single in 1968, "Christmas Shopping" by Buck Owens.

The monument executes an addition of sound to every location which is not well-suited for stereo. "Unless a record company system and location lend themselves to stereo, then no distinction can be made," Elkins said. "Worrying about stereo in a bowling alley is rather ridiculous. However, a fine restaurant is a different story. I'd say 30 per cent of the locations would be conducive to stereo sound."

Does 'Switch' Aid Jukeboxes

Continued from page 31

publishers, writers and even artists can no longer say to an adman, "If you can't put the song out as a single, put it in an album."

An album is like a motion picture. Everything has to fit.

It would be a mistake to assume, of course, that this thesis precludes excerpting singles from these albums. The taxonomic and mutating fact remains: producers who work with the same standards and artists are thinking, producing, promoting and selling LP's, while the entire industry's variety of jukebox singles remains serious.

In making record men aware of this problem, it is recommended that those programmers write to Jack Gold directly with the suggestion that one or two singles be released from the new Barbra Streisand album in the manner of "My Man," as Columbia says, was "forced from the 'Funny Girl' sound-track LP."

The address: Mr. Jack Gold; A&R Vice-President; Columbia Records; 51-1070 Second Street; New York, N. Y. 10019.

Rowe Expands in Canada

TORONTO — Rowe International, Inc., is studying the possibility of producing jukeboxes, can-vending and other products here, following the purchase of Hawker-Siddeley, Ltd. Rowe, a subsidiary of Triangle Industries, Inc., recently opened two major Canadian distributors.

More Albums From Garwin

CHICAGO — Garwin Sales has added Little LP's from ABC, Coral, Decca, Ram and Scepter.

Artists include Louis Armstrong, the O'Keeffes, Pete Fountain, Wilma Burgess, the Whoopee John Orchestra, Glen Gray and the Casa Loma Band, the Duke of Dixieland, Roy Anthony, and Dionne Warwick.

SPECIALS! COMPLETE, AS IS

ROCK-OLA MFG. CO.
800 N. KEDZIE AVE. CHICAGO, ILLINOIS 60621

when answering ads...
Say You Saw It in Billboard

CHRISTMAS 45S BELIEVED IN STEREO SINGLES
Continued from page 31

music. We received numerous comments from operators at the recent MGM show in Chicago that they wanted more stereo singles.

"As more and more locations receive stereo equipment, the stereo single should be an important segment of the industry. In years to come, the whole industry will be stereo-oriented, and the demand will be for its psychedelic music."

"As far as some record companies are holding back with stereo singles, Kirby had this explanation:"

"One main thing is the additional expense of parts and packaging. We're building two separate inventories on each single.

"The Monument executive also realizes that not every location in well-suited for stereo."

Bally for Top Earnings, Everywhere

BUY Bally Coin Machines

in every type of location everywhere

SPECIALS! COMPLETE, AS IS

ROWE 137 HOT FOOD COINMASTER...$75
ROWE 121 PASTRY...75
ROWE 147 ALL-PURPOSE (4x4 H.P.)...100
ROWE 14 AMBASSADOR, COINMASTER, 40x40s...40
ROWE 14 AMBASSADOR, ALL COIN...70
ROWE 77 CANDY, 5c CHANGE...125
ROWE 535 Single Cup Coffee...45

Write for complete 1969 Catalog of Phonographs, Vending and Games.

Established 1924

Cubs:
ATLAS MUSIC COMPANY

2212 N. WESTERN AVE., CHICAGO, ILL. 60647. Alabama 6-5001

ROCK-OLA MFG. CO.
800 N. KEDZIE AVENUE CHICAGO, ILLINOIS 60621

when answering ads...
Say You Saw It in Billboard
Watch for a major breakthrough in music merchandising.

Rowe AMI introduces a music miracle in this magazine next week.
Voucher, Payment by Check Impresses Location Owners

CLEARWATER, Fla.—Using vouchers at collection time, paying commissions by check and mailing locations a six-month recap has helped B. L. Broadwell here gain better cooperation from location owners. The Florida operator claims that location owners are more impressed with the amount of income generated when it is spelled out for them three times.

"Many location owners are inclined to be cautious with an operator's bulk machines," he said. "They want a call in for bids when there has been heavier use than usual and often leave the machines out on the driveway after closing hours at night without protection. The only way in which we can get an owner's cooperation, we have found, is to impress him with the fact that the bulk vending machines are paying a good part of his operating costs, or adding to his over-all profits substantially, depending upon how he wants to look at it.

"With our voucher system the location owner is familiarized with the amount involved more than once. He sees the figure when he signs the voucher, again when he receives the check, and a third time when we send him a recap on total earnings every six months."

"If the amounts are substantial, and they usually are, because we use six-head stands in busy locations and service stations, the total amount won't be forgotten. We can count on him to put the machines out where customers can see them most easily to keep pace with change convenient."

Broadwell recalled one instance where he had placed two six-head stands in a busy service station and from almost the very first (Continued on page 35).

New Equipment

Tests being conducted by Americor Corp., in Seattle have shown that customers, by a 2 to 1 margin, prefer to buy records from the above prototype machine rather than from a counter merchandiser. The newly designed machine has a capacity of 75 records in each of the 10 sections. The records, 4 inches in diameter, are 33 1/3 r.p.m. and retail for 60 cents. Americor has not decided on the distribution setup of either the vendor or records nor has it established the price of the above unit, pending completion of the test marketing.

Coming Events


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 new Victor—

MARK 1 (4)
Truly built for Business. A high profit "space-saver."—with Beaver added charms, perfect for centers, service stations and greater profits. Also, coin mechanism for two quarters and half dollars available. Parts for all model Beavers available.

C. V. (Bill) Mitchell, President
VENDOR
MFRS., INC.

Super 77 in stock, 10c-25c, 15c-50c, 17c-25c capsules

when answering ads... Say You Saw It in Billboard
Jukeboxes Need Wide Variety of Product

Operators know that our two stores get the quickest and surest response to all the new release.

Glassman explained, "We feel we are far ahead of our competition because we also have a direct relationship with the manufacturers. This gives us the advantage of being immediately able to spot the records that are breaking. Our operators come to us to learn what they should be putting on the boxes."

Glassman pointed out that the company sees itself as a fighter for the jukebox operators. "They are two elements in the industry, however, that he views as divisive and destructive: (1) location owners who feel they must own and operate their own jukeboxes, and (2) operators or distributors who persist in selling equipment directly to locations."

"I may be selfish in this view," he explained, "but I am convinced that the operator alone must be able to think like a jukebox operator. Glassman added, "This calls for a high degree of empathy and knowledge of the coin-operated industry."

"You can't be much help to the jukebox trade as if you are only a 'cherry picker.' I feel it is our duty to the operators to have the whole wide spectrum of record merchandise in stock when they want it—oldies, standards, and the new breaking numbers—along with the hit items. Our strongest boast is that we can fill 100 per cent of each operator's order record."

About one-quarter of the operators who deal with the company, according to Glassman, do not operate with the Third Street Radio Doctors, have never set foot in either store. They order via the mail, and see the major accounts through their orders; the stores will accept phone calls from operators.

The operators need to stay abreast of the new hit tunes, is paralleled by their demand for standards and oldies, Glassman said. "One of our operators, for example, has a standing order with us for any new hit tune in the Sing Along records that we can get for him. There just aren't many to be had, but we are proud to have come to Columbia Records about this, but it hasn't helped."

Glassman jumped on the Little LP bandwagon at the outset. The store does not carry direct display bins for all categories in Little LP merchandising. "We handle the Little LP's, like all other hit records. This has sold countless thousands of them for us through the jukebox channels."

Glassman takes a bright future for the jukebox industry and the one-step sale of its needs. "Its growth, he is convinced, is guaranteed by the population explosion which is creating a tremendous need for recreational facilities catering to the public's leisure habits."

This year marks the 40th anniversary of Radio Doctors. It was founded in 1929 by Louis Glassman, Stu's father, still active in the firm's operation. Another brother, El, is the Third Street Radio Doctors store.
Now a Wurlitzer 160

To make
Your 160 Selection
Wall box locations
more profitable

Wurlitzer is now offering a 160 selection version of its fabulous, high-earning AMERICANA III phonograph. While the 200 selection AMERICANA III will out-earn any phonograph on the market, the 160 selection version offers its own distinct, economic values to the operator with 160 selection wall box locations.

No need to remove the present wall boxes. No rewiring. No investment in new wall boxes. And no question that the superior beauty and sound of this Wurlitzer AMERICANA III will make it a Blue Chip Investment for YOU.
**Musical Instruments**

**Need Cited for Guitar In Public Education**

By RON SCHLACHTER

CHICAGO—"Guitar has got to go into public schools, especially for stage band," said Kaufman.

This comment, from Ben Kaufman of Charles H. Hansen, was one of many made here at the recent Midwest National Band and Orchestra Clinic concerning the merits of guitar in music education.

The cost of instruments often may dictate who can be in music programs and which instruments can be played," said Kaufman. "No child should be denied the opportunity of music education, and if the school can provide low-cost instruments, such as the guitar, then the situation will improve."

Steven Goeel teaches in the Chicago suburb of Addison and concerning the guitar, he said: "In the classroom, the guitar would be a distinct advantage over the piano. A lot of people in general music don't have a serviceable piano available. The guitar could be learned quite easy as an accomplishment instrument. I've heard too many people massacre the piano."

The mother of the guitar is holding the instrument back. I don't think enough people are aware that it can be used. They just think of the twanging sound. With music education, they're always a day late and a dollar short. I would use guitar (Continued on page 41)

**Wide Use of Popular Songs Aim of New Hansen Series**

- Continued from page 1

The series, called "5-Way Hansen Series," feature music that is described as "very functional, easy to sight read and with a strong melody line." The books are designed for dance bands, rhythm and blues, pop, rock and roll groups and pep bands.

Shown here for the first time at the Midwest National Band & Orchestra Clinic, the books' originator, Kaufman, said one immediate benefit of the series will be seen in the nightclub orchestra field.

"Up until now it has been very difficult for orchestras to hire arrangers for popular songs that the orchestra may only play a limited number of times. Now, an orchestra can have 12 songs ready for all members of the orchestra for 90 cents."

Making the same point, only differently, Chicago band leader Peter Palmer, said: "We had a request for "Harper Valley PTA" the other night and had to turn it down. We've never put the tune in our library. Now, we have it in this Hansen book and for $11 we can have 11 more songs."

"We haven't been able to pay an arranger $50 for a song we may only use a few times during the week," Palmer said.

Instruments featured in the books: trumpets (3); trombones (2); saxophones (5); guitars (3); and single sheets for first alto; second tenor; third alt; fourth baritone; lead, rhythm and bass guitar; drum; bass; vocal-conductor, and piano.


"The books have great impetus, says Palmer, and arrangers for popular music will be working with rock jobbers and dealers to make sure they take full advantage of display techniques and other marketing advice to offer," Kaufman said.

**Premier Yearbook**

CHICAGO—Premier Drums is now measuring its tom-toms in inches instead of centimeters. This change affects the company's 8-12 tom-ton, model 442, 16-16, model 446, and 16-20, model 436.

**Hammond Modulator Introduced**

CHICAGO — A reed sound modulator that can authentically duplicate an "unlimited" number of musical instruments was unveiled here last week by Innovex Music Industries. The unit, which folds into its own carrying case, will be shown to music dealers at the May 12-15 American Music Dealers Industry Exhibit in Las Vegas, according to Innovex merchandising supervisor, Don Younger.

"At this point, we're merely trying to feel out the reaction to the unit," said Younger, who explained that the modulator excited much interest among music instructors attending the Midwest National Band & Orchestra Clinic here last week. No price or distribution policy has been announced, he said.

An example of the unit's capability was demonstrated when a repeat button and a tenor sax button was depressed to yield the sound of a banjo. By humming into a microphone, another instrument, many other instruments can be simulated. The unit works in conjunction with an amplifier and a speaker. The modulator is also a public address unit.

There are 19 push buttons on the rear board, each a voice, tremolo, dyna mute, fuzz, bass, saxophone, tuba, bass, clarinet, bassoon, English horn, tenor, natural horn, oboe and soprano horn. Eight sliding bars are designed into the top of the unit.

**LOW-COST BASS**, suitable for music students, is now available from St. Louis Music Supply Co., Inc. The unit is manufactured by Ballou Musical Instruments, New Castle, Del., and is priced to sell at $190.

**Best Selling Folios**

**Best-Selling Folios—Vocal Collections**

(Alphabetically)

**Title** (Publisher)

Bacharach/David Songbook (Cimena)

Beatles-Harmoni (Cont.)

Paul Simon Songbook-best of Simon & Garfunkel (Plymouth)

Bookends—Simon & Garfunkel (Plymouth)

Glen Campbell Deluxe Song Album (Hansen)

Glen Campbell Deluxe Souvenir Album (Hansen)

Jefferson Airplane (Music Sales)

Meet the turtles (Big Three)

Dona Ross & the Supremes Greatest Hits (Big Three)

temptations greatest hits (Big Three)

Time/Peace—Rascals Greatest Hits (Big Three)

With My Love—Vocal Editions (Big Three)

OAKLAND, Calif.—Clay Blackwell is an electronics repairman whose company, Amplifier Repair Service, has expanded into the creation of devices for rock musicians. During the past two years, Blackwell has repaired instruments for 300 bands, he claims.

He often checks out band equipment before and after a concert and if anything happens on the road, he is often called in preference to local repairman. His customer range from local club bands to Jefferson Airplane, the Grateful Dead, Quicksilver Messenger Service, James Cotton, Country Joe and the Fish, Blue Cheer, Cream, Scrattein and the Youngbloods.

"It took me almost a year to pick up how the bands like their equipment to work," he said.

Blackwell has invented an array of electronic gadgetry devices for rock musicians. Most of them he doesn't even have a name for; a few are just about ready to go, says the market, like his tone sustaining device, which will be manufactured by Howard Hammond, San Francisco.

Blackwell has guitar tuners that can be built into or plugged into an amplifier; they tune guitarists to match the other instruments in the band. They are calibrated to a true E for guitar or G for bass. The tuners will be pre-routed for different local use and, Blackwell expects them to be available soon.

Blackwell has contrived a 100-watt power boost, which he uses with four Allux speakers, that plugs into any external speaker jack.

"Any amp will drive it at a continuous 100 watts," he said. It has been tried out with good (Continued on page 41)
NANCIE WILSON CASHES IN ON PERSONALIZED SERVICE

ORLANDO, Fla. — A background as a social worker might seem an odd one for a successful record retailer, but in the case of Nancie Wilson, owner of Nancie's Records here, it has been a real asset.

Only 24 years old, Miss Wilson operates a full scale record dealership in the Edgewater suburb of Orlando, and for a highly unusual twist, it is a lease arrangement in Decor, a psychedelic supply center in the Colonial Shopping Center on the other side of the city.

For the past year, Miss Wilson's merchandising operations have been slanted at teen-agers and "politically naive" as both of her locations are located close to either major high school or colleges in the area, as well as "young married" residential developments.

ON entering a competitive record market, the young Miss Wilson resolved that her price-orient- ed "big volume" record-dealer- ships would simply be more personalized, understanding ser- vice, and that's where her previ- ous social worker experience has come in handy.

"I treat record customers like adults," she said, "whether he may be an elementary school student who has saved up 200 pennies to buy an album or a young adult who gives me a special order for everything which a particular artist has recorded.

"Teenagers today have become accustomed to being treated as harbingers of trouble, and a source of alarm. When they encounter someone who is sympathetic with their interests, will sit down and discuss their record choices with them, they are highly enthused. My idea has been simply to make certain that my young customers like me, and go on from there. I spend a lot of time with teen-agers and sub-teenagers, but I sell a lot of records too."

The counseling which Miss Wilson extends to her young customers is much appreciated by parents, particularly when she scolds a youngster going with- out a job in order to buy a fa- vorite record, which happens time and time again. Selling many 45 singles, and with prob- ably the local area's largest volume of single record sales, Miss Wilson is patient and under- standing with young customers who do not have the cash to carry a record to school, bought at noon, only to break it with breakage. She packages each such record carefully against breakage or else puts it on the shelf in an envelope with the young customer's name, suggesting that he pick it up after school.

Steps such as these introduce a lot of extra goodwill. Quite often a parent who has been somewhat irked because of hav- ing to drive several blocks from the school to pick up a record bought at noon is thoroughly en- thusiastic when Miss Wilson ex- plains why, and isn't backward about expressing appreciation.

Most of the young Florida dealer's promotion is in the form of spot announcements during the Top-40 program on a disk- jockey show on WLOF. An- other valuable source of good- will has been the fact that she takes many special orders and follows through on each to make sure that the customer gets the records he wants.

1968 CONSUMER SALES TO EXCEED $5 BILLION

WASHINGTON — Total consumer electronics sales, including domestic factory sales and imports, will exceed $5 billion in 1968, according to the Electronic Industries Association (EIA) Consumer Products Division.

This represents a 10 per cent increase from 1967, sales by domestic manu- facturers will reach about $4.5 billion.

The EIA reports that holiday season sales, which extend into the new year, appear strong and will be concentrated in the areas of color television, cas- sette and cartridge tape equip- ment, compact stereo systems and clock radios.

According to the report, mar- ket consumption of tape equip- ment can be expected to exceed 6 million units in the 1968 total market. About 25 per cent will be in open reel units in the 1968 tape-reel units and the remainder will be concentrated in the medium and low cost tape recorders.

Phonographs are enjoying a marked increase in 1968, up 5 per cent over 1967, and will exceed 6 million units. High- wattage compact phonographs are the new trend in sales in this category.

Meanwhile, radio, whose to- tal U. S. market has amounted to more than 40 million units per your past three years, will match this in 1968, with sales up 5 per cent. Auto radios are leading with a 19 per cent gain, transistor port- ables steady with table and clock sets off about 10 per cent over 1967. Portable units con- tinue to more than double the table and clock categories com- bined.

Shure Awaits Moving Date

PHOENIX—Shure Electroni- ccs of Arizona, Inc., a wholly owned subsidiary of Shure Bros., Inc., has broken ground here for a new assembly plant to be located at the intersection of 21 Avenue and Cheryl Drive.

The new plant will house a product assembly operation and a warehousing facility, which the company has maintained in Phoenix for approximately two years in separate, leased loca- tions. All of the approximately 125 persons presently employed by Shure in Phoenix will move to the new building when it is completed early next spring.

The 34,000-square-foot plant will occupy 63,400 square feet, with approx- imately 52,000 square feet devoted to production and 8,000 square feet to personnel facilities. While the balance of space will be occupied by ad- ministrative offices, the build- ing site allows for ultimate ex- pansion of the plant to 170,000 square feet. A 60,000 square foot employee parking lot will be provided adjacent to the building.

NEW SILO STORE

PHILADELPHIA — The Silo Discount Center chain has opened a new store here in sub- burban Bryn Mawr, which now numbers 20 stores throughout the Northeast. The store, added hi-fi equipment to its line of console and portable phono- graphs. The store handles such names as Harman-Kardon, Scott, Fisher, Sony, Concord, Pilot and Panasonic.

MARTEL'S NEW UHER 4400 has four recording/playback speeds, multiple power sources, including flashlight battery, rechargeable battery, car battery and house power. It has a 3-microphone/cut- time records, broadcasts and with microphones, and the capability to serve as a relay unit, using amplifiers and speakers other than those provided with the unit. The unit weighs 71/2 pounds.

FACTORY-TO-YOU means better, faster service on domestic & supplies; needles, spindles, Power Points, NEW CASSETTE tape cartridges, head cleaners, accessories, etc. shipped direct-to-you from our new, modern plant (near Chicago). Write for free catalog, mail order forms and sales plan information.

**Audio Retailing**
Los Angeles

Leonard Freeman Productions has purchased the rights to the story of Hawaiian composer Kai Lee. Freeman is executive producer of the television series "Hawaii Five-O." Ricky Landy will prepare the program for the fourth annual Academy of Country & Western Awards Show. March 3 at the Hollywood Palladium. Don Rickles has recorded his second W-7 album, using a press conference format to add humor and things.

Billy Strange will score a TV pilot for Minnie Pearl, using lyricist Scott Davis on the main songs.

Film Doings: Mary Hopkins will release from "Kum, Rebel, Run" for Paramount. It was cowritten by Ebbie Bernstein and Don Black and is being described as the title song for "The Modest Touch" for Cinema 1. Meanwhile, the numerous rooms of the downtown Sports Arena are being covered.

ATLANTA, N. Z.

APRA Scroll winner (for best composition of the year) Dave Jordan has recorded 12 of his compositions for the new group the Falcons. The Falcons have finished working on P&D liners, Himalaya and Orana, and will start Auckland nightclub engagements.

Overseas artists Herb Alpert and Ralph Harris appeared with local talent Alton Durbin, Yolande Gunson, Jim McNab and Brendan Dugan on TV New Year spectacular.

Singer-guitarist Vinao has returned to singing after a three-year break.

Bob Klein of Capitol indicated he was interested in local artists and is considering releasing "Days of Plenty," by the Avengers in U.S. About to start a U.K.

Radiator, courtesy John Horne has recorded an album of New Zealand songs for his manager Joe Brown's label. School teacher turned singer Warren Lambert has recorded his first single, "Try to Remember," for Allied International.

Liverpool import Tommy Aldersey has a pre single released, "Who Could Be Loving You." Zola has released "Sitting in the Park." Liverpool, England, group Dallus Four. Top 20 chart, produced by NZBC, shows that more than 50 per cent of top records are by local artists, including Alton Durbin, Four Feathers, Simple images, Avengers, Larvis Reeds and Hi Revving Band.

Calif. Repairman: Calm from page 39

results by Saintrain and It's a Beautiful Day.

Then there's the special fuzz that gives "any attack or tone you want" and the special 200-watt amplifier he built for guitarist Harvey Mandel.

"It's got tones that nobody's ever heard through an amplifier," said Blackwell.

Guitar Education: Continued from page 39

but I don't make the decisions at my school.

Another Chicago area teacher, Joe Favero of Waukegan, agreed that it is difficult to get the guitar into the schools.

"We don't have the time right now, but in the past few times I'd like to bring someone in to teach it."

WELLSFORD, N. Z.

Glen Campbell sings "I May Kiss Jack," drawn from Bobbie Gentry's "Fancy." Royce Hall, Thursday 14.

GLEN CAMPBELL'S "GLEN CAMPBELL'S GREATEST HITS" DRAWN FROM HIS LAST RECORDING - "GLEN CAMPBELL'S LATEST HIT." LA MEETING.エンゲルベルト・ハンプデンック and the Cowsills. Gentry (9).

"Dean Martin..."

i..."

occasion.

Ralph Edwards, the Cowsills, Gene Palumbo, John Davidson, and others have been working with talent managers for nationwide release and publicity, for Golden, 630. 270, Buena Vista. Los Angeles, Calif.

MARTI'S WANTED-NEW SOUL REC.

Talent wanted, new soul record: ex-dancer Euell Johnson, box number and address. Must be self-reliant. Send for brochure.

STEPS OF LAUGHTER: DAILY. READER WANTED. DO YOU WANT TO BE A PUBLISHER? JOIN BILLBOARD MOVIES AND TELEVISIONS. WANTED: TAPES. LARGEST SELECTION OF 8 TRACK TAPES UNDER ONE ROOF. TAPES.odal.ott

3. For the right party, send your name, address and

4. Check the heading under which you want your ad placed:

5. Display classified ad: $1.23; 45's for 32f


LOCATION AND RECOGNITION are important merchandising ingredients in the experience of a record. Palumbo, owner of the Music Center of Clearwater, Fla., in order to obtain the location he wanted, Palumbo bought a house home down near the downtown area and built his store in front of it. Meanwhile, the numerous rooms in the house provide excellent studio facilities.

January 4, 1969, Billboard

CLASSIFIED MART

DISTRIBUTING SERVICES

 ATTENTION RECORD OUTLETS: WE have the largest selection of 45 rpm albums and singles. Special rates for all."any attack or tone you want," and the special 200-watt amplifier he built for guitarist Harvey Mandel.

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Guitar Education: Continued from page 39

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HOLLYWOOD—Angel Records reports success with its policy of releasing pre-stereo recordings in mono as well as stereo versions only. Brown Meggs, vice-president, international, of RCA Records, in an interview with Capitol and Angel, explained that Superior Quality Sound has invented a new monaural tape line which can be played on any stereo tape machine. The tape is silver in color and is a four-track tape that can be played on one track. The stereo side was created by recording on the left and right sides of the tape. When the tape is played back, the left and right channels are automatically mixed to create a mono sound. The tape is designed to sound as good as a mono record, but with the added benefit of stereo reverb and ambiance.

R.C.A. also has the Chicago Symphony, whose new conductor, will be William Steinberg next season. He will continue as music director of the Pittsburgh Symphony, and will make his debut with the Chicago Symphony in Dec. 1969. The concert will be presented by the Chicago Symphony Orchestra, and will feature works by Stravinsky and Ravel. Among the major U.S. orchestras, several directors are the Philharmonic with the departure of Max Rudolf and the New York Philharmonic with the resignation of Howard Mitchell, its principal conductor. (Continued on page 43)

CONCERT REVIEW
N.Y. Symphony Impressively In Bow With Light Show

NEW YORK — The Symphony of New York got off on an auspicious start in its debut program at Carnegie Hall on Dec. 19. In an imaginative concert, the new orchestra, which was ably conducted by its music director and principal conductor, was considered the fine stage for a fine orchestra.

The orchestra's Music Advisory Committee consists of Pablo Casals, Oliver Danzler of the Boston Symphony Orchestra, and the Trojanas, with the BBC Symphony. (Continued on page 43)

SOCIETY GETS NAL SUPPORT
NEW YORK — Business support for the New York Orchestral Society, which produces the Symphony of New York, has increased, and this week the society announced that it has received a $5,000 grant to be used to strengthen the organization's education program, including light show, dance, and narration.

The group for the evening was a performance of two excerpts from Vaughan Williams' “Sinfonia Antartica” and without pause by that composer's “Symphonie Fantastique.” Both pieces employed light show, and the Joshua Light Show, whose home base is Fillmore East, brightened the music's effect with a topnotch well-syncronized tasteful presentation.

FRED KIRBY
JANUARY 4, 1969, BILLBOARD
Wild’s Key: Brilliance

NEW YORK — Earl Wild’s brilliant virtuosity was breath- taking in performances of Schumann’s Piano Concerto No. 1 with Erich Leinsdorf and the Boston Sym- phony at Symphony Hall on Dec. 20. The 19th-century show- piece hasn’t had an extended slow section.

Wild, one of America’s foremost piano virtuosos, was in complete control of the fiend-ishly difficult music. He was given a six-hour warm-up, just in case of a Schenkerian dedicated second movement is in a similarity in the skill required to perform both composers. Wild’s recent recording of Schumann’s Piano Concerto on Vanguard’s Cardinal line.

Leinsdorf lead the superb Boston Symphony Orchestra expertly and the orchestra played magnificently. The ensemble also shone in the opening overture to Rossini’s ‘L’Italiana in Algeri’ scenes from Pro- kofiev’s “Romeo and Juliet.” Leinsdorf and Wild have recorded the latter for RCA.

FRED KIRBY

Classical Notes

Seymour Goldberg will be violin soloist and conductor with the Seattle Symphony Orchestra Thursday (2), Friday (3) and Saturday (6). Violinist Erick Friedman will replace Wild for soloist. The CBS radio network will broadcast the concerts as a sequel to Wild’s solo program with Aldo Antioni and Malvina Santori in Chicago last week (27) for showing early next year.

The program will feature Beethoven, Schubert, Mozart, Elgar and a complete cycle of the violin sonatas by Tchaikovsky’s “Concerto No. 1” at the latter concert. Tenor Jan Peerce has signed with Hawthorne Books for the publication of his autobiography. He will collaborate with Roy Newsholme, pianist, and Bachman will be soloist with Milton Katims and the Washington Symphony Thursday (7) and Tuesday (10) and in New York’s Philharmonic Hall Thursday, (11).

FRED KIRBY

Angel Schedules

Continued from page 42

Westerville, Ohio on Jan. 17. He makes his New Year debut with the Philharmonic under Neeme Jarvy. Igor Oistrakh performs a program of concertos for violin, opus 37 by Mieczyslaw Weinberg and pieces with Dennis Rahoast- devetzky, Robert Sill, Arthur Rubinstein, Piano Arcadio, orchestra, also on Melodia.

Angel has released the complete Shostakovich string quartets performed by the Borodin with the disc the three LP packages. Angel offers a有名目 program at the New York Philharmonic under Leonard Bernstein. Tchaikovsky,柴可夫斯基, and a new pressing by the Festival Singers of the Detroit Operatic Society. The conductor, conductor of the Detroit Opera House in Cleveland, has held position since 1962, for the first two years of his Chicago career. During this time he will conduct at least 10 of the orchestra’s possible 30 subscription weeks. He will con- continue to three Canadian tours: The conductor, conductor of the Chicago Opera, will open the 1969-1970 Chicago season. He will lead eight weeks each season. In addition to his conducting, he also mentors prominently for the Chicago post. He is the Los Angeles, harmon, and Antal Dorati, and for Con- sider the head conductor of the Chicago Symphony Orchestra. The Chicago Symphony Orchestra’s concertmaster was appointed from 1916.

The Cincinnati Symphony records for Decca. Other major American orchestras recording at present include the Utah Sym- phony on Vanguard and the Buffalo Philharmonic, which has released three albums on Elek- "s Tonight" on the album and the Future Classic Music

Two European Firms Eye Disk Pact

---Continued from page 42---

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MEXICO CITY—Capitol Records is constructing a record pressing plant in Mexico City to prepare the formal opening in March. Discos Capitol De Mexico, American-owned and operated, will be the label, has been using pressing facilities owned by its competitors. The new facility is located several miles from the company's executive offices. Capitol has moved its record stock into the factory location which will serve as a Warehouse facility. The facility will press singles, EP's and LP's utilizing equipment designed by Capitol's own engineering department in St. Louis, Missouri. This equipment includes extruder machines which feed the vinyl mix into the presses automatically. One dozen machines will comprise the first pressing line, with one operator able to work two machines. The building has enough space for expansion into tape cartridge duplication. Rapomonq, president of the record company, was responsible for hiring Maria Wilson as plant manager. Wilson, in the record business eight years, recently spent several weeks in Capitol's Los Angeles factory familiarizing himself with plant design and operation. A number of Capitol's U.S. based engineers will fly here to setup the machine.

HOLD BACK UP-GROUP SPLIT; BREAK FRIENDLY

HONOLULU—Entertainer Don Ho and his back-up group, the Alis, have split following a contract dispute between Ho and Duke Kahanamoku's Waikiki club where both Ho and the group have been performing for several years. The break up is a friendly one, both Ho and the Alis report. Ho was involved in the contract dispute in November, and left the club. Meanwhile, the Alis continued to perform and when Ho returned to work at Kahanamoku, they decided to break up on their own. Alis member and spokesman, Rudy Aquino, said: "We'll go on a brief vacation, then start a new show. We have had several offers to work and we will definitely open at a Waikiki club early in 1969.

At a Recent POLYDOR Press conference in Hamburg, Germany, with the label's best setting sound, Carter Landreth, a 12-year-old singer Heinie, who is too young to appear on stage or TV in Holland, will perform. Also performing will be with gold disks (for sales exceeding 250,000 on his "Trumpet a Promenade" album) will be represented by newly appointed Canadian national promotion director for Polydor, Lori Bruner and Billboard columnist, Ritchie Yorke, far left.

IFPI MEET JAN. 16-19

HELSEINIGI—The next council meeting of the International Federation of Phonographic Industry will be held in Helsinki Jan. 16-19 and presided over by chairman Roger Lindberg, managing director of Music Fazer.

Monument's Plan On Simulreleases

LONDON—Certain product to be issued by Monument in 1969 will have simultaneous release in Europe as part of the company's continuing policy of making its contract more widely known abroad. Additional negotiations are under way for European tours by Tony Joe White and White Randolph in February. Preliminary arrangements were completed by Monument international vice-president Bob Weisz during a swing through Britain, Germany, Switzerland and France. Weisz was also interested in obtaining L.P. and single product to European licenses. Through the Arthur Hoews office, Weiss is arranging for a European tour by Tony Joe White, beginning in Germany in March and continuing into France, Spain, Italy, and Scandinavia. In France, Barry is planning to record an album by Weiss in English but aimed specifically at the French market. Barry is also compiling a special album of selected Monument rock hits sales formula which has enjoyed remarkable success in France with Italian and other foreign labels. Represented labels. Artists featured will include Joe Simon, the Dynamic Seven, and Ella Washington.

To coincide with Boots Randolph mountain in the States, Weiss arranged a transatlantic promotion tour for Randolph in Britain and a number of other European countries. During his trip Weiss also visited the various European offices of those countries.

From the Music City of the World

AMSTERDAM

Phonogram is recording the Dutch production of "Man of La Mancha" for release in February. The work, which has been recorded country with the decision not to invest in a factory there at this time. The manufacturing plant has been Puerto Rico because producing existing machinery in the Caribbean Islands and a liberal corporate tax structure.

VIA VIENNA

The Jinn Hendrix Experience, Polydor, is booked for an appearance in the Netherlands, while Polydor has declined to produce a Van Halen "for America" Zach's LP in its original nude sleeve but has fixed it with a more suitable cover. Advance order for the Beatles' latest album topped 4,000. Gilfe (Electro) and Richard Anthony (Electro) were booked by the Netherlands for a tour in the "Gogoscope" TV show. Capitol is releasing next month an album of Austrian folk songs by the music of the Almabury, Diana Ross and the Supremes scored a triumph with their concert appearance in Vienna. CBS Austria has kapital to distribute the Ger- man label Marx Musik in Austria. Contractor Arnold and singer Brian, who has made many honorary members of the Vienna State Opera, the Netherlands Symphony Orchestra, conducted by Richard Anthony, has signed to Austrian Radio Verona, which is producing a daily two-hour program for Radio Popolare di Valies, which has signed to produce similar programs in 1969.

The First International Carnival Festival will be held at Scheveningen Jan. 23-28, 1969.
MARSÉLIES — La Compagnie Européenne du Disque (CED), an affiliate of Barclay Records, is planning to launch 28-year-old French clarinetist Jean-Christian Michel in its international market beginning with the Common Market countries this spring.

A London-based visit for Michel this year is being negotiated and he may also appear in Bel- fast, Northern Ireland.

Agerian-born Michel has, in relatively short time, made an impact in France where his fol-

lowing has almost a religious fervor—a phenomenon encour-
aged by an organist who plays only in churches, using an organ in his quartet and claims to be inspired in writing his music by passages from the Bible.

Michel appeared last month for a week at the 13th century St. Victor Church where, each night, the 1,000-seater church was packed to capacity. Extra seats were placed throughout the altar.

A hallmark feature of Michel's church concerts is that the audi-

ence sits facing away from the music in order to avoid any clutter of church organ loft.

This year Michel is booked for church performances in Brussels, Genoa and Cologne, and in March will make eight weeks of appearances in Paris. On this occasion CED will invite teams from France, Germany, and Italy to see him perform.

Beattles, Jones, Aretha Top Finish Poll

Helsinki — Beatles, Tom Jones, Aretha Franklin and Sergio Mendes, the top international artists of 1965, according to a poll results recently pub-

lished by the Finnish music radio station "Yleisradion "Maailmanmusiikki".

Winners in the main categories of the poll were:

International: Top female singer: Aretha Franklin (Atlantic); Top male singer: Tom Jones (Decca); Top album: The Beatles (Apple). Top musician: Eric Clapton (Polydor); Top personality: Arthur Brown (Track); Top song: "Sunshine of Your Love" by Cream (Polydor).

National: Top female singer: Anka (Top voice album: Top male singer: Kirkia Babiitsin (Scandia); Top group: Soulet (Scandia); Top personality: Kirkia Babiitsin (Scandia); Top single: "Jugend" by Thurek (Acetone); Top radio album: "Danny" by Danny (Scandia).

Vargas Opens Theater Site

BUENOS AIRES — A concert by Mexican singer Pedro Vargas at the Teatro Coliseo, a huge new amphitheater, being constructed at the outskirts of the city on reclaimed ground from the Plate River.

Although Vargas is not primarily for concerts, the city will be seeking to capitalize on the amphitheater is completed which will hold 15,000.

Alpert, Mendes Arrive in Brazil

RIO DE JANEIRO—Herb Alpert arrived in Brazil with Brazilian sausage, Sergio Mendes. The object of their visit is vaca-

tioning and shopping for some new Brazilian songs for record-

ings. Alpert is scheduled to record the Baden Powell song from the film "Le Cercueil" for the release. Jack Denton, former head of Francis Day and Hunter in London, has been accorded the rare honor for an Englishman of being accorded a four-day performance of the Villa of Paris. Festival will again launch the 14th annual performance of the French chart typic, pro-

duced by Marie Laforé (Festival) will tour Canada Feb. 27-March 1.

MICHAIL WAY

AUSTRALIA — Czech singer Karel Gott will tour Australia in March. He is accompanied by his wife, Eva, who is a Folk singer in Prague. The tour is being promoted by his management company.

MISSOURI - LONDON — The New World's most famous jazz man, Louis Armstrong, will appear at the London Palladium on March 13. His concert will be accompanied by his six-piece jazz orchestra, with which he is touring the United States.

Festival Launches New Breakthrough in the Music of the World

MIPACHUCA, El Salvador — Graciela Soteilo will release an album early next year in the U.S. by Decca.

In Mexico, the Festival Records Latin American branch has signed a new Mexican band, Los Vientos Magicos, to be released on the label.

In addition, Festival has signed a new act, Sinikka Sokka, to be released on the label. The band, which is from Finland, has recorded songs in Finnish and English.

Festival is also working on a new album by the Danish group, Scandinavian Northwind. The group, which is from Scandinavia, will be released on the label.

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By RITCHIE YORKE

This is a fact that cannot be over-emphasized. The Canadian government, through the Canadian Radio and Television Commission, is now considering legislation of Canadian radio stations to enforce a fixed percentage of local content. Canada already has such a ruling where TV is concerned. To hold a license in Canada, TV stations must agree to program at least 55 per cent Canadian material, 35 per cent French commonwealth content. This ruling has done much to boost local talent on TV.

The possibility of radio legislation is causing a storm of protest among members of the Canadian Association of Broadcasters (CAB).

They fear loss of ratings and therefore revenue, if they are forced to play local programs. Canadian radio stations do list Canadian records, radio stations, in general, supporting the minimum of domestic talent. This has had, as a result, an effect on the Canadian recording industry. And, up until now the people concerned with the Canadian recording industry have not often been heard.

The CAB has been formed recently by the Association of Canadian Music Producers, they will have a spokesman.

Chaiman of the standing committee is Richard Morris, a well-known Canadian composer, whose recent albums, "Last Call" and "The Government-sponsored Film project," have brought him a contract with Canadian Radio and Television commission, which proposed the ACTRA brief, which proposed the minimum of local content and programming on domestic radio and television.

“The most of our members are companies rather than individual artists, such as Eastern Studios, Quartet Productions, Hallmark Studios, Sound Canada, Nimbus Nine Records. Our committee consists of Harold Clark, Jack Macleod, Brian Closson, and Brian Chafer and myself. We are all amazed that there has been any recording industry in Canada. Most of us are in this to play radio stations to program more Canadian records, and therefore, we feel that the CAB is a fine proposition for people to produce them.

“Who are we worried?”

“We are also very worried about the state of the live music industry, which is being cut because we are depending far too much on money from recording commercials, and that is just too slender a thread to hang onto. Any recession in industry would mean an awful lot of people below the bread line here in Canada.

“And we, as music producers, are interdependent on those musicians. If they leave Canada, because of no work, there’ll be no way that any sort of music can be produced here. Everybody’s very worried about this.”

“Canadian radio and television stations, because of the record companies proposed legislation to the CRTC that Canada has a group of people who are producing awards—not local, but international awards—for commercial productions. We have the talent and it must be given opportunities.

“A lot of the trouble is that we don’t have, and can’t encourage, the right amount of capital. There will be no export industry until we have a home market. You have to get that to establish a launching pad for foreign markets.

“On the legislation issue, our members don’t all agree on this approach to create an industry. We’re about 75 per cent for it. There is no more money here to be done, but the problem is how.

“We have plans if it does come. We are going to set up distribution centres in the country, and in U. S. cities, where our radio stations over- lung such as Detroit, where the public will be able to buy the current Canadian productions. This will enable smaller industries to spring up, and get easy distribution until they’re strong enough to get out and do their own. But no one will be able to say they can’t get this or that Canadian record.

“Concerning the recent developments in the copyright bill, and the threat of record companies collecting performance fees from radio stations, Morris commented: “It wasn’t exactly in our interests. Anyway, no one expects it to come off. I know the record companies proposed to spend a lot of what they got in on producing records here, but we don’t trust them due to past performances on the Canadian talent scene. Everyone is being very short-sighted about this issue.

“The future is looking bright for all of us. Pierre Jeneau of the CRTC said the other day he’s going to get together with broadcasters in the spring to discuss the quality and content of Canadian programming.

“It really is a matter of time. I’ll tell you one thing though. This is the last battle to be fought out by Canadian talent on Canadian soil. If they lose this, who’ll be staying around to fight the situation any further?”
**HITS OF THE WORLD**

### ARTARINA

(Country: Argentina) *Feature from 4 to 9)*

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<tr>
<th>Country</th>
<th>Name</th>
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<tbody>
<tr>
<td>Argentina</td>
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### BRITAIN

(Country: United Kingdom) *Feature from 10 to 14)*

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<td>Quick Joey</td>
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<td>Turtles-Carlin Albatross</td>
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<td>Teenage Tomatoes-Derby Day</td>
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### JAPAN

(Country: Japan) *Feature from 40 to 42)*

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<td>Kikusuke Ichikawa</td>
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<td>Tatsurou Nozawa</td>
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<td>Hiromitsu Ichikawa</td>
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(Country: Denmark) *Feature from 49 to 50)*

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<td>Vejlanger-Gite (HMV)</td>
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<td>Vels Vel Sol Geen</td>
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### MALAYSIA

(Country: Malaysia) *Feature from 57 to 58)*

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<td>With a Little Help From My Friends</td>
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### PORTUGAL

(Country: Portugal) *Feature from 67 to 68)*

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### NETHERLANDS

(Country: Netherlands) *Feature from 75 to 78)*

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<td>ELOISE-Berry Ryan (MGM)</td>
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<td>LEA-Cats (Imperial)</td>
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<td>Battle Hymn of the Celestials</td>
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### NEW ZEALAND

(Country: New Zealand) *Feature from 87 to 89)*

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### SOUTH AFRICA

(Country: South Africa) *Feature from 114 to 115)*

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### SPAIN

(Country: Spain) *Feature from 124 to 125)*

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### SWEDEN

(Country: Sweden) *Feature from 134 to 135)*

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### SWITZERLAND

(Country: Switzerland) *Feature from 144 to 145)*

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<td>Hard to Handle-Dia</td>
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This prediction is not valid. The document contains a record of music releases and does not contain any predictive information.
Lightning Strikes Twice

...FIRST...

“"I Can’t Stop Loving You""

...JUST RELEASED...

“"WHEN I STOP DREAMING""

ABC #11170

-Ray Charles-

— ANOTHER HIT FROM —

 tattoRosé

PUBLICATIONS, INCORPORATED
HOT 100—A TO Z—(Publisher-License)
Tom Jones...
the world's most exciting talent!

See him on
the first big TV
special of 1969
"THIS IS TOM JONES"
(ABC Network Jan. 9)

Near him on this great new LP
<table>
<thead>
<tr>
<th>RIAA Million Dollar LP</th>
<th>Star Performer</th>
<th>Tape Packages Available</th>
<th>S-Track</th>
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<td>BEATLES</td>
<td>A&amp;M SP 101 (5)</td>
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<td>GLEN CAMPBELL</td>
<td>Wichita Lineup</td>
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<td>STEPPENWOLF</td>
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<td>SERGEI MENDELS &amp; BRASIL '66—Foot on the Hill A&amp;M SP 4160 (5)</td>
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<td>DIANA ROSS &amp; THE SUPREMES JOIN THE TEMPTATIONS</td>
<td>Motown WS 679 (5)</td>
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<td>BIG BROTHER &amp; THE HOLDING COMPANY — Cheap Thrills Columbia (M)</td>
<td>KCS 9790 (5)</td>
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<td>JUDY COLLINS — Nightflowers (M) Trackin the Wind, EKS 7470 (5)</td>
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<td>IRON BUTTERFLY</td>
<td>In a Gadda Da Vida Al Ektar, MD 2302 (5)</td>
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<td>RASCALS—Time Peace/Greatest Hits Motown (M)</td>
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<td>ROLLING STONES—Beggars' Banquet London SLP 537 (5)</td>
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<td>15 SOUNDTRACK—Funky Girl Columbia EKS 33235 (5)</td>
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<td>CREAM—Wreaths of Fire Atlantic SD 2700 (5)</td>
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<td>O. C. SMITH—Hickey Holler Renteited Columbia (M)</td>
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<td>GARY PUCKETT &amp; THE UNION GAP—Incredible Columbia CL 7915 (5)</td>
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<td>BOBBIE GENTRY &amp; GLEN CAMPBELL</td>
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<td>SIMON &amp; GARFUNKEL—Bookends Columbia KC 9227 (5)</td>
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<td>DONOVON—Hardy Gurdy Man RCA Victor LPM 3967 (5)</td>
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<td>JIMI HENDRIX EXPERIENCE—Are You Experienced? Reprise (M)</td>
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<td>CHEECH &amp; CHONG—The Time Has Come Columbia CL 2722 (5)</td>
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<td>GLEN CAMPBELL—By the Time I Get to Phoenix Columbia (M)</td>
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<td>RICHARD HARRIS—The Yard Went On Forever Donhill DOU 0024 (5)</td>
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<td>SOUNDTRACK—The Graduate Columbia (M)</td>
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<td>BARBARA STREISAND—a Happening in Central Park Columbia CL 9710 (5)</td>
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<td>ANDY WILLIAMS—Here Columbia (M)</td>
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<td>COLD PILL—The Blues Liberty LS 27200 (5)</td>
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<td>ENGELBERT HUMPERDINCK—Man Without Love Parlophone PAS 1022 (5)</td>
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<td>JEANNE C. RILEY—Harbor Valley P.T.A. Mountain PLP 1 (5)</td>
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<td>STEVE MILLER BAND—Sailor Epic (M)</td>
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<td>HOLLER ALPERT &amp; THE TIJUANA BRASS—Brass of the Beat A&amp;M (M)</td>
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<td>SIMON &amp; GARFUNKEL—Parsley, Sage, Rosemary &amp; Thyme Columbia CL 3963 (5)</td>
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<td>VOGUES—Turn Around, Look at Me Reprise RS 6243 (5)</td>
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<td>SERGIO MENDES &amp; BRASIL '66—Look Around A&amp;M SP 4157 (5)</td>
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**TOP LP's**

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

For Week Ending January 4, 1969

Awarded RIAA seal for sales of 1 million dollars at manufacturer's retail. RIAA seal available and optional to all manufacturers.
The Ohio Express — Cheesy, Cheesy, Buddha 80505 ($)

Here comes the Ohio Express with their second high-chart winning album, "Cheesy."...Cheesy was a strong follow-up to their first big hit, "Foolin'," released in 1970. This album, like its predecessor, aims to capture the essence of the group's personality, blending catchy hooks with a hint of country rock influence. Fans of the Ohio Express will no doubt enjoy the energetic sound that makes "Cheesy" a standout release.

Pim-Pam-Pum-Pum — J. Lee, Giants, Jukebox International ($)

This album by J. Lee, Giants, Jukebox International is not to be missed. It features vibrant, up-tempo tracks that will keep you dancing. With each song, the group showcases its dynamic range, making this album a must-have for fans looking for a lively and engaging listen.

JAPAN

TETSUYA SATO — Perpetual Motion, Buddha 80502 ($)

Tetsuya Sato, a prominent Japanese artist, introduces his latest work with "Perpetual Motion." This album marks his return to the international stage, offering a blend of traditional Japanese sounds with modern influences. Expect a journey through the beautiful melodies that define his unique musical style.


country

JERRY LEE LEWIS — She Still Cares About Love's Left Of Me, Sire 56712 ($)

Jerry Lee Lewis can do no wrong in the eyes of his fans. "She Still Cares About Love's Left Of Me," released in 1967, is another testament to his enduring talent. With its heartfelt lyrics andLewis's signature piano style, this album is a true reflection of his musical journey.

AUTRY INNAM — Ballad of Two Brothers, Epic BIC 26428 ($)

Based upon his current hit single, "Ballad of Two Brothers," Autry Innam's album offers a powerful reflection of the loss of his life and the stories he tells in his songs. The album is a compelling tribute to his musical legacy and his ability to connect with listeners through his poignant compositions.


country

5 STAR ALBUM

Billboard Album Reviews

SOUNDTRACK

Soundtrack — Janis, ABC 5 4022 ($)

This soundtrack for Janis Joplin's biographical film "Janis," released in 1975, captures the spirit of the iconic singer's life and music. With its mix of classic rock and soul tracks, it pays homage to Janis Joplin, celebrating her impact on music history.


country

DON JOHNSON'S BROTHERS — There Stands the Glass, Reprise 260 ($)

Don Johnson's Brothers is a band that offers a fresh perspective on country music. Their album "There Stands the Glass" introduces listeners to their unique blend of traditional and contemporary sounds, making it a refreshing addition to the genre.


country

4 STAR ALBUM

Soundtrack — Candy, ABC 5 2750 ($)

This soundtrack to the film "Candy" explores a variety of themes through its songs, offering a diverse listening experience. With its mix of pop, rock, and soul, it complements the movie's narrative and captures the essence of its characters.


country

JAZZ

Sassy Sommers — Man Sassy Somers, Epic 1043 ($)

Sassy Sommers delivers a powerful performance with "Man Sassy Somers." This album showcases her jazz mastery, delivering a collection of songs that highlight her skill and passion for the genre.


country

LOW PRICE

THE WONDERFUL KING FAMILY — Harmony, Mercury 51295 ($)

The Wonderful King Family's "Harmony" features a blend of folk and pop influences. Their harmonies and melodies create a soothing musical experience, making it an enjoyable listen.


country

CLASSICAL

Tchaikovsky: Symphony No. 4 (London Symphony Orchestra, Philips 909 0007-1)

Dvořák: American Quartet/Budden, String Quartet in E-Flat Quartet-Hall

Brass Quartet No. 1 (Schumann: Quartet No. 1 — Quartetta, Philips 909 0008-1)

FLAMENCO SONGS AND CYCLES — Begoña / Del Tajo / Various Artists, Deutsche Grammophon 404 ($)

LOW PRICE

CLASSICAL

ROCK & ROLL

Road Howard at Judson Hall, Epic 1056 ($)

Ska-Rockers: Various Artists, Epic 1045 ($)

BLUE SKY

VARIOUS ARTISTS — East Coast Blues 1926-1935, Faber 7-1023

GOSPEL

Rev. W.L. Jones — Black and Proud, J & W, Rev. W.L. Jones, Epic 1045 ($)

CHILDREN'S

The Do-Re-Mi Children's Choir ~ Choral Classic, CBS 5227 ($)

INTERNATIONAL

Los Populares — Atel. El Fun, Kent, Jukebox International 1045 ($)

JAZZ

Sonny Simmons — Man Sassy Somers, Epic 1043 ($)

JANUARY 4, 1969, BILLBOARD