NEW YORK — The implementation of exchange agreements among the major countries is being muddled by international traders as a means of getting equal exposure and work opportunities for artists in foreign lands. The problems remain sticky and manifold, as the following story submitted by Billboard's correspondents overseas indicates, and record company executives are becoming more confident that the action will be taken now that a dialog has begun. Following are reports from Italy, England, France, Germany and Scandinavia.

**Italy**

By MARYLYN TURNER

MILAN — Italy's Pop Singers Guild, Unione Italiano Cantanti, is pressing for wide range reforms in the treatment of their artists by RAI, Italy's state-owned radio and TV corporation, and for a series of equity agreements with American, British and French pop singers that would better reciprocal treatment of member artists in the three countries.

The reasons why the equity agreements are needed, according to UIC secretary Gino Peguri, are twofold: U. S. British and French artists represent far sticky and manifold, national and state management and have been entertaining large crowds throughout Italy, which, as the country recovers from the war, is enjoying a major music scene.

**NARM's All-Purpose 'Teach-In'**

NEW YORK — The Ninth Annual NARM Convention, built on the theme of the "Billion Dollar Era," is expected to give the conventioners an in-depth analysis of creative, financial, and scientific aspects of the industry, in addition to the usual consideration of merchandising and marketing matters. This is apparent from a study of the speakers, panels and seminars already scheduled for the business sessions by Jules Malamud, NARM executive director. Uppermost in Malamud's thinking is the view that the record merchandiser can achieve his fullest potential only if he is completely informed, and this makes mandatory a convention of the broadest educational scope. The structure of the convention, therefore, will contain many innovations and will have an aura of authority and scholarship surpassing any of the previous gatherings.

Booked for the Century Plaza Hotel, Los Angeles, Feb. 28-March 5, the affair is already a sellout. Additional rooms, however, have been reserved at the Beverly Hilton to adequately take care of the record attendance. Following the keynote address March 1 by Stan Gortikov, president of Capitol Records and executive vice-president of the parent firm, Capi (Continued on page 8)

**Overseas Cos. Mull A Work-Swap Plan**

NEW YORK — Billboard will introduce a new department in the Feb. 8 issue (see story, page 3) devoted to full coverage of radio-TV commercials, including details about new trends in music for the advertising world, agencies, producers, recording studios, songwriters, musicians and record artists. Through news articles and pictures, Billboard plans to keep the industry informed on the music scene in this highly important segment of the music-record industry.

**Germany in Banner Year**

By WOLFGANG SPAHR

HAMBURG — The record industry in West Germany hit a sales peak in 1968. Though complete figures will not be known before March, the industry take is expected to reach the $125 million (500 million marks) figure.

A bad summer helped stimulate sales and many retailers exploited the poxy weather with promotional slogans such as "Don't feel angry about the weather, you can still listen to good records." Records sold particularly well to children (Continued on page 84)
Ormandy, the Philadelphia Orchestra, and RCA are right where they belong.

Together.

And to celebrate the start of this distinguished exclusive collaboration, Red Seal has devoted the entire six-album January release to the orchestra. Two of the albums feature the artistry of Artur Rubinstein and Van Cliburn. Packaged with each album in this release is a free limited edition bonus recording of highlights in the history of the Philadelphia Orchestra. A national advertising campaign—including full pages in major market newspapers—and complete point-of-sale display pieces back this milestone release.

Available on RCA Stereo 8 Cartridge Tape.
LOS ANGELES — Bill Miller, Capitol's international A&R director, has added pop music concepts for recordings by foreign affiliates. Miller is now in the process of creating guidelines to Capitol's affiliates in creating pop records for import into the U.S.

Miller still reviews material of ethnic nature from the EMI licensees and this music remains at the core of the international releasing program through the Capitol of the World series.

The new pop albums Miller is working with are released on the record label to avoid the impression that they are of an eastern nature.

Electrola LP

Miller's first "experiment" in recording young British talent is a new LP from Electrola in Germany. European violinist Helmut Zacharias has put together an instrumental album of lush strings and excellent American rhythm & blues hits.

Miller was able to develop the package to his liking because the EMI-German company accepted his recommendation to record new Odem in Brazil has given Miller permission to outline the music he wants orchestra leader Lyrio Panicali to record.

Miller's LP, which features Zacharias in the U.S. to see if he's on the right track. He does have an idea that Brazil might turn the Brazilian bandleader record a selection of instrumental hits. In all instances the rhythm has a rocking flavor.

An unusual aspect of Miller's new records is that a number of the overseas LP's will also release the LP's he requests for the U.S. So in a sense Miller is now creating records for a world market.

(Continued on page 9)

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NEW YORK — Decca Records' branch and district managers have informed the company's distributing points around the country that Decca will present a new kind of LP and tape recording package.

This trend has been set by managements of Decca's subsidiaries, including Esso-Canadian, a new large-size bottle. The bottle features a twist-off top and a distinctive design for the traditional Coke bottle.

Harold Friedman, a former record executive, has been responsible for this project. Friedman has a broad range of experience in the music business and has done a lot of promotion work on records.

To outline the LP's for the U.S. market, Friedman will send the LP's he requests for the U.S. So in a sense Miller is now creating records for a world market.

(Continued on page 10)

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NEW YORK — The Rich- mond Organization has blue-Printed for the future of its international complex of pub- lishing companies. The TRO Essecr Group in France has already been expanded, and moves have recently been com- pleted for the launching of TRO operations in South Af- rica, West India, and Asia.

In the reorganization and ex- panding operations, the company moved to a new and larger quarters in the Avenue Tower in New York, retaining its older quarters on the Boulevard Poissoniere, and Claude Pascal has taken over as the firm's general profes- sional manager. This move has been with Edtions Tutti. Ellen Nathan continues to act as gen- eral manager.

Ken MacManus, of the Esm disorders in Johannesburg, South Africa, or- ganizes the new company, TRO Afri- can Operations, in South Africa. The TRO firm in Japan just got under way. The TRO fam- ily of companies now also includes Essecr Music in Australia, under the direction of Barry Kimberly.

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NEW YORK — Coca-Cola is shifting gears temporarily from not recording new groups to a new musical effect, to launch a new bottle. The bottle—a radical change in the soft drink firm—is targeted for a wide audience, but everything from electronic mu- sic to what is called a contracting "bottle-band" is the contrasting music is in- tended to create a humorous effect, according to songwriter and singer-songwriter Randy Savage, of the Savage Friedman partnership.

Also, from Ato, is also releasing the original London cast album of "Hair."

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NEW YORK — Kapp Records' new managerial team headed by vice-president and general manager Sydney N. Goldberg, has blueprinted a new program of promotion and advertising for the label's three-year-old original Broadway cast album, "Hair."

In his planning, Randy Savage estimates that the drive will be organized three months on the package for the month of January.

The cast album, which stars Richard Kiley and Joan Diener, is earning critical attention on Billboard's "Top LP's" chart and is nearing sales of one million units. The merchandis- ing campaign is being tied in with the Broadway and national commercials of the musical, and will extend to Kapp's Canadian affiliate, Compo.

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NEW YORK — Joe Carlton, vice-president and general man- ager of the Command and Probe label, kicked off his 1969 campaign at meetings held Jan. 5-8 at the Eden Roc Hotel, Miami Beach. The meeting, which introduced seven LP's and two singles on Command, and one LP and four singles on Probe, was a separate part of the general ABC Records con- ference, and Carlton is the parent company of Command.

Featured on the Command album release are Dick Hyman, the Ray Heathorn Group, and Hyman, the Glenn Miller Orchestra, "Air Mail Special," the Donald Byrd DeFrancio, Digno Garcia y Sus Carlos, and William Steckhoven and the Joseph Symphony Orchestra.

Probe's feature release, the "Mystic Number National Bank."

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NEW YORK — Cap. Developing Import Plan To Break Language Barriers

The new Sound Pops Off - New Bottle by Coke

By CLAUDE HALL

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S-M Into Prod, Dick Deal With Warner-7 Arts

NEW YORK—Warner Bros.-7 Arts Records has concluded a recording production deal with Schwaid-Meronen Associates. At the same time, a publishing contract with S-W was sealed by Warner-7 Arts Music.

In addition to publishing and producing deals with Schwaid and Lewis Meronen will function as executive vice-president of the company. Currently, S-M is producing Van Morrison for the WB and Lo-Molin's Down the Road. The WB-7 writers rostered through the coming month will be Barry Goldberg and Charlie Museswhite.

S-M's publishing arrangement with WB is exclusive; the agreement for production is non-exclusive.

Metropolitan Plans 6 New Productions for 1969-1970


Thomas Schippers will conduct the Metropolitan Opera Orchestra in productions designed and directed by Franco Zeffirelli. "Cavalleria," will feature Fiorenza Cossotto, who has recorded the role of Santuzza, and "Pagliacci," will star Anna Moffo, James McCracken, Cornell MacNeil and Ron Bottcher.

MacNeil has recorded Tonio for London. "Der Freischuetz," which has not been offered at the Met in 40 years, will feature Gundula Janowitz, Sandor Kere, Mario Pacinis and Edith Mathis marking her debut with the company as Aracne. Karl Bohm will conduct. The production is a gift to lady director Nino Rota. Franz Beckelfer Jr., who also is sponsoring "Norma," which will star Joan Sutherland in her American debut, Cecare Sari, and Marilyn Horne, making her Met debut as Marcellina. Misa Allaga. Miss Sutherland and Miss Horne have recorded the opera for S-M.

"Siegfried," the third of Wagner's "Ring des Nibelungen" directed and conducted by Herbert von Karajan, will be screened (Continued on page 74)
EMERGENCY REORDER FORM

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ON COLUMBIA® RECORDS AND TAPES.
### Apostolic Freedom Plan Clicks

**By Fred Kirby**

NEW YORK—Apostolic Sounds, Inc., headquartered here, is starting to bear fruit under a policy of allowing its artists under its Tenth Street Productions wing leeway in recording and material.

The studio was started by John Townley two years ago as one of the first major recording operations in the area. Townley, formerly a member of the Magicians of Estonia, built the studio to cater to musicians and to录音, and other studio work from than usually afforded by a large rec-

He is joined by partners Michael Weiss, Danny Weiss and Matt Hoffman. Mi-

chael started the label with the four at 27. The other three are 23. The studio is owned and managed by Weiss, while the other two handle business and other ends of operation.

**Offer Guidance**

The producer, however, offers guidance to performers rather than dictate material or arrangements as conventional A&R products. Generally, he says, he views the studio and the production firm are in the same hands, as much studio tracking is involved in recording as is necessary. The first session was specially devoted to demonstrating the capabilities of the equipment available, showing how the studio facilities can be used so that the musicians actually produce something of value. Townley, at present, is the only studio of Danny Weiss and Townley. In the artist-oriented operation, a requisition of 10 albums is about 80% of the total.

Ten studio Productions' first single is "God Tai To," by Everything Is Everything, is a re-incarnation of the Vanguard Studios, which are due later this month, including a LP by Family of Apostolic, which would be the ex-wives and their three-year-old daughter. The two-record set will list for the four at the studio.

The other albums are by Far Craft Publications, and Bo Constrictor and the Natural Vine, an act by George Figgis and the three partners also have Evangelist Publishing and Apostolic Management.

**West Coast Studio**

Hoffman, of Postcard of New York, where the four are partners with Peter West-\nyard, has set up his new West Coast Studios. Hoffman helped set up recording for the West Coast studio.

While artists are given greater freedom at Apostolic than they might receive elsewhere, the producer believes that the same obligations, which is a major reason for the Vanguard tie. Townley noted an unusual as-

pect of the Apostolic hiring pol-

icy, that it seems the producer can feel he can work in any specific job in mind. These em-

ployees, he says, are men who are cap-

able of working in any studio.

For an example is Sue Kelly, who handles publicity for Aposto-

lic Productions, Inc., and has been in the industry for two years. The four at the studio are demonstr-

ating that the four at the studio can offer commercially as well as financially.

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### 'Albummusical'

By Jenkins to Get RCA Push

NEW YORK—An "albummusi-

cal" project, commissioned by Steve Lawrence and Eydie Gorme, has been set for a top promotional push by RCA Records. The Jenkins' work, "Somebody Loves Me," will be featured on NBC-TV's "Kraft Music Hall" Feb. 3 in honor of the album's release.

To coincide with the show's air date, Jenkins will record the album of the last week, Jenkins is in the midst of a 12-city promo-

tion tour. The jacket began in Los Angeles Monday (13) and will hit the recording in New York (15). "What It Was, Was Love" depicts in song a story of a couple meeting, falling in love, getting married, having children and growing old together.

### Audio Fidelity Buys 2 Publishing Firms

NEW YORK—Audio Fidel-

ity is now the owner of two publishing firms, Van-Jak Mu-

sic (ASCAP) and Bates Music (BMI). Here, Frank Di Gregor, AP's president, did not disclose the purchase price.

### Mirasound Opens With 4-16 Tracks, Videotape

NEW YORK—The Mir-

asound recording studio, which opened last week at 353 West 57th St., is fully equipped with four 16-track studios as well as complete video-

tape facilities. Three smaller studios as well as complete video-

them under the same roof.

In a trial basis, the major studio has already been used by the Van-

dyke, Sturred and Arie Sound for a Volks-

wagen commercial. The Kemington Market.

The mill-

dollar studio already has a 74-track Ampex unit that will be delivered in March. A feature of the con-

tral is the stereo overdub-

system for the client pro-

ducer, with capabilities for changing the sound with echo and reverberation after the mu-

sic is recorded, and also double set of controls.

All four studios will be key to the videotape field, not only for use by commercial pro-

ducers, but for the firm's president, Bob Goldman, that the studio will be a practical videotape CAR-

tridge system on the market. "Serving the market close to marketing videotape cartridge hos-

practically doesn't mean that videotape cartridges will be available to financial.

### ALBUM & TAPE VENDERS DEVELOPED BY GORWITZ

LOS ANGELES—David T. Gorwitz, developer of the 45 r.p.m. record vendor, is developing a tape vendor and an album vending machine.

The tape unit will dispense 4 and 8-track and cassette product, while the record vendor will vend 10" discs. Both will have 224 tapes, with 90 storage, and the tape vendor will hold 230 tapes with 5 in storage. Both will have 224 tapes, with 90 storage, and the tape vendor will vend 10" discs. Both will have four at the vendor.

Distribution of both machines will be through Disc-O-Mat Na-

tional, and the Ampex Division. Gorwitz has not yet placed the three machines in the overseas market.

Product for both machines will be distributed through recently formed Philadelphia based firm. Gorwitz and Don Orsatti, Disc-O-Mat president, plan to work with record companies to vend Hot 100, top LPs and best selling tapes.

---

### Roberta Martin Is Dead at 63

NEW YORK—Roberta Martin, a noted gospel singer, died Jan. 13, in Chicago. Miss Martin, recording artist for Su-

perior, recorded her own music school and publishing company in Chicago. Services will be held Sunday (19) at the Mount Pigsik Baptist Church in Chicago.

"I'm Grateful," "One Step Away From Heaven," and "With All Of My Power" were her big hits on Savoy.
Another #1 record by the world's #1 female vocal group

I'M LIVIN' IN SHAME

Motown 1139

DIANA ROSS AND THE SUPREMES
**NARM's All-Purpose 'Teach-In'**

- **Continued from page 1**

...about a 600 per cent increase in 1968 in gross revenues from the previous year, which figures to more than $700,000 gross for the year.

Garrett and Ed Silvers, general manager and executive vice-president of the Garrett com-plex, also administer Hombre Music, co-owned by Trini Lopez and Cinema Music, co-owned with the Lennon Sisters.

Tetra has added three writers, Jay Willis, Don Sanders and Frank Alexander, to its staff. Don Shain, who guides Tetra's publishing division, plans to add about 20 writers to three publish- ing firms.

Tetra, which controls copyrights to more than 300 songs, also plans to get involved with split publishing arrangements with artists. Already set up is Royham (ASCAP), a publish- ing partnership between Roy Silver, president of Campbell, Silver, Cosby Corp., Tetra's par-ent company, and singer Hamilton Camp.

**Cinco Music**

Shain expects to expand Man-ger Music (BMI), which cata- loguеs Billy Cook's out that the addition of copyrights from Cinco will help the company fulfill its commitments. Material from CSC's contract with NBC and a five-picture pact with Warner Bros.-Seven Arts will go into Cinco (ASCAP) and Payot (BMI).

Tetra's publishing objective, says Shain, is to help writers who can perform and performers who can write. He said that many recording contracts but not nec-essarily developments involved in contemporary music market, Tetra is looking for people in rhythm and blues and jazz fields with Broadway material a pos-sibility, to recently purchased rights to the "Great White Hope," a Broadway play.

**WORLD-WIDE MOVES EAST WAREHOUSE**

LOUISIANA — Record Pub-lishing warehouse at the New Eng-land Warehouse from the East Coast warehouse from New York to East Rutherford, N. J. The warehouse, 13,000 square feet, services New York, New Jersey and the New Eng-land area.

**Fantasy to Handle Soul Clock Globe**

OAKLAND — Soul Clock Records, a label headed by producer Ron Car-son, will be distributed world- wide from the tape produc- tion developed for Penthouse records, under an agreement with Fantasy president Saul Zaentz. First release for Soul Clock will be "Great Day," by the Whispers and Fantasy.

**Disney Gross Up**

LOUISIANA — Walt Dis-ney Productions' fiscal 1968 re-ports have been announced. On Friday the 5523. Columbia Custom LP's will now be handled. This move up from $13,061,000 in 1967.

**Lieberson to Speak During Confab's Opening Session**

**Poppy Cuts MMD Chord—Goes Independent**

NEW YORK — Poppy Rec-ords has severed its ties with MGM Distribution and will now be distributed on an independent basis. Poppy's new manager is planning a series of 31 local and regional outlets carrying the line in the Distributed Details for Canada and England are now being negotiated.

Manufacturing and pressing of the Poppy product will be handled by Temple Pressing's plants. All LP re-leases will be packaged in Shoe- worth (CBS) boxes. Milton Glaser of New York's Purveyor Press will be Poppy's art director.

The first Poppy release un- der this new arrangement is a single by Townes Van Zandt. All disk jockey copies will have monogramming and will be mailed to the "A" side. LP's by Van Zandt and the Mandrake Me-

**GOLDENSON TO ADDRESS LUNCH**

NEW YORK — At press time, leading in-vestment analyses were concluded for Leonard Goldenson, ABC president, to appear as featured speaker at NARM's scholarship lunch- ed at the Century Plaza March 3, at the Century Plaza Hotel, Los Angeles.

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THINK TWICE!

Double your dollars by turning these Box Office Smashes into Cash Register Hits

Also available on 4 & 8 track tape cartridges and cassettes

United Artists Records
Entertainment from Transamerica Corporation
Cap. Sales Soared to Peak in 1st 6 Mos.

LOS ANGELES—Sales volume for the first six months of Capitol Records' current fiscal year reached a high.

Gortikov, Capitol president, said that dollar volume of record sales in the six months ended Dec. 31 was more than 30 per cent ahead of the same period a year earlier.

Sales, earnings and per share figures are not available for 10 days, when Capitol Industries earnings report is made public.

Gortikov attributed several factors to Capitol's improved fiscal report, including new markets, the higher sales volume traceable to emerging artists, the Beatles' new-age product and distribution pact with Capitol, and sales of tape cartridges.

The new two-record album, "The Beatles," is selling faster than any previous Beatles product, said Gortikov. Sales of the album have exceeded 2,100,000.

**Market Quotations**

**Peachtree Enters Distrib. Mfg. Contract With Mercury**

ATLANTA — Peachtree, a local company specializing in digital and distribution pact with Mercury Record Corp. The pact represents the fourth time the company has consummated during the past six months.

The negotiation between Wynns and Charles Fat, vice-president in charge of recorded product, the bid for Atlanta, was started by So Saffian of Atlantic Music, two new firms, to publish compositions mainly by young Brazilian writers.

Edo Lobo, composer of "Meorias de Marta Sara," awarding song at RIA's 1968 International Song Festival, has signed to the new firms. Other young Brazilian writers have entered exclusive contracts to the compact to the

**Mendes Firm Spreading to Production, Pub. & Talent**

NEW YORK — Sergio Mendes, president of the firm, has added to recorded production, music publishing and the development of new talent, Roda and Berta Music, two new firms, will publish compositions mainly by young Brazilian writers.

Edo Lobo, composer of "Memórias de Marta Sara," winning song at RIA's 1968 International Song Festival, has signed to the new firms. Other young Brazilian writers have entered exclusive contracts to the compact to the

**A&M Gets Rights to 'Band'**

NEW YORK — A&M Rec.

A&M Rec. has acquired the original cast album of the New Broadway comedy "The Boys in the Band." This will be the first time that A&M is involved in a recording of a Broadway project in its six years of existence.

Negotiations for the play, which stars Mart Crowley, were concluded by GIL Garfield, who will be producing here the record. "The Boys in the Band" play the acts a party attended by a group of homosexuals and one for the make-up artists. It was well received and is also a production running at Caesar's Palace in Las Vegas.

**Date & Slater Production Tie**

NEW YORK—Date Records has signed independent rock & roll producer Alan Slater, vice-president of New Beat Records, to produce sessions with the Exiles, who released "Mary on the Beach," is slated for release late this month. "Date," after signing Andre Williams, also released "On Your Mark Get Set Go," planned as the first release by Freckles, for Koppelman and Rubinstein.

**Scepter Green-Stone Deal**

LOS ANGELES — Scepter has signed an one-year production deal with Charlie Green-Brian Stone to develop flicks. The first two artists are Coneoyo, an underground rock act from Arizona, the brother of Mike Condoel and vocalist Barry White.

Coneoyo's debut LP has just been released; product for White is forthcoming. Coneoyo is Scepter's first underground act. points out West Coast director Budd Dildinger. A second underground act from Houston was being conceptualized independently. Producer Minty, the company's already associated with Scepter through a production deal with Memphis rhythm and blues vocalist D. J. Thomas.

The tie-in with Green/Stone is Scepter's first with the local label.
Grant Captures Coast Club With an Upbeat Performance

LOS ANGELES—Earl Grant, Decca artist, lit the fire for Century Plaza patrons with a two-hour singing, dancing, whistling, piano and electric organ performance.

However, Grant doesn’t take any chances with his repertoire, playing only his most popular songs that have been made hits by other artists. His program included songs like “Birth of the Blues,” “Feth Tide,” “The High and the Mighty,” “Men,” “Just One of the Two” and two Harry Belafonte tunes, “Marianne” and “The B Discontent.”

He showed one tune if

Hazel Scott Puts Bounce in Old Time Tunes

NEW YORK—Pianist-singer Hazel Scott, opening night at the Plaza 9 was really an essay in controlled nostalgia. After. The mainstay of the Rainbow Room (any Sid), she received an audience

She was the “Teenager of the Hour” and the “Talent of the Century Plaza patrons.”

With her music, she could make drums. Herb Mickman, bass, and the Plaza’s own Phil Le- gerin’s house orchestra filled in well.

BRUCE WEBER

Mandrake Memorial Makes Unified Program a Swinger

NEW YORK — Mandrake Memorial produced an un- Electric Circus act on Jan. 9, offering music to listen to rather than to dance to, but the high quality of the Poppy Records quality shown.

This unique Philadelphia group performs consistent sets with a foundation of their own song, the next. This format no room for applause until the last, then, but the end effec- tect makes for a superior pres- entation.

Most of the transitions were handled by Michael Kak on key- boards and Craig Anderson on modulator and both know how to work their own instruments. Anderson also per- formed well at lead guitar. Kak worked vocals with bass gui- rist Randy Monaco. Completing the unit was J. Kevin Lilly, a solo drummer.

Monaco’s top vocals included “Dark Lady” from Mandrake Memorial’s first album, and “Snake Charmers” and “The End of the Celebration” from their next on Poppy. The last was pre- ceded by Kak’s capable harpsi- chord performance of Scarlatti’s “Sonata in C.” The group’s powerful closing num- ber was “Live Brigade,” which had a martial beat. “Smoke- screen” offered an example of the group’s changing dynamics from soft to loud and fast to slow, and a unified program may be novel today, but Mandrake Memorial demonstrated that music- ship and pace could make it work.

FRED KIRBY

Signings

Andy Kim, Steeldrivers record artist, is with Record Management Associates. Bob Newmark, Blue Groove Records. He will debut with “When I Was a Child” in two VMC Records. . . . Electric Storybook will be represented by Rex Devine’s label Mm’s of America. The Galaxies IV to James’ Motown. Yoel Dan, Israeli singer, has been with Top Monarch Artists for representation. . . . The Fann- ie Arnolds, Los Angeles group, to Vlize Records. . . . Pianist Ronnie Kool to Jewish/Paulya’s new Mer Music . . . Keith Ferguson has signed for personal management with Simon Talent Corp. Esther Tobi & Usphoria to Jerry Ross Heritage label.

Donte’s Newest Jazz Showcase

LOS ANGELES — Donte’s is developing as jazz’s new novelty club. The North Holly- wood location has booked the Oliver Nelson septet Jan. 31-Feb. 11. The group consists of Tom Scott, Freddie Hill, Frank Strozier and John Gurian, is slated for a State Department tour of Africa following the booking.

Donte’s recently presented the new series of nights with vocalist Nate Pruit. Ruff is the French horn player who former- ly worked with Horace Silver, Drake Mitchell. New bands making their debut at Donte’s have included Dick Gore, featuring Pete Jolly, and Paul Huhinon. Featuring Irene Keal and Don Rader. Established acts new to the roster include Bobe Sete and Gabor Szabo.

Talent

Grant, Winter, Reid Hot Triple Play

NEW YORK — Three new releases by B. B. King, Johnny Winter and Terry Reid, produced an exciting concert in the first of four weekend shows at Fillmore East Jan. 10. Each performer boasted a different format and delivery, but all three were first- rate.

Much of the attention cen- tered on Winter, whose three- man group bears his last name. The giddy blues guitarist from Texas created quite a stir at Fillmore East recently when jamming with Al Kooper and Mike Bloomfield. He continued his bus impression in jams at Steve Paul’s Scene and in his first regular Fillmore East stint Jan. 10. The trio returns to the East Village Theater Feb. 17—18. Jeff Beck and Small Faces.

From the minute Winter laced into “Help Me Baby” to open his set, it was evident that he is one of the major talents of the day. His gravel voice contributed to his country blues effect as does his con- trols guitar work. He also han- dled personnel on one occasion. His guitar playing drew wave upon wave of applause, invoking his big hit earlier, “Mama, Talk to Your Daughter.” He was accompanied by drummer John Turner and bass guitarist Tony Shannon. The reported bidding for his records should result in one of the fat-

Top Names for Opera Benefit

NEW YORK—Top classical recording talent will participate in a benefit for the Metropolitan Opera Benevolent Fund and Retirement Fund at the Met on Feb. 15. There will be a waltz of scenes from Puccini’s “Madam Butterfly” and Verdi’s “Don Carlos” and assorted arias and ensembles.

Participants will include sopranos Martina Arroyo, Mont- serrat Caballe, Reni Grist, Evelyn Lear, Pilar Lorengar, Anna Moffo, Birgit Nilsson, Leontyne Price; Rafa Kabiswansa and Ghin-Ai; baritones Frank Guarerra, John Pizzarelli, Luciano Pavarotti, Thomas Stewart, Cliffor Har- vuoot and Theodore Uppman; and basses Cesare Siepi and John Macurdy. Karl Boehm, Zinth Mehta, Fanzo Cleva, Kurt Adler and George Schick will conduct.

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THERE’S NO ONE LIKE IT
WINTER: Spanners of the Gap

By ELIOT TIEGEL

LOS ANGELES — Paul Winter and his Contemporary Concert is a sextet trying to bridge the classics and jazz. The market is ripe, believes the group's manager, Billy James, because "of the expanding heads of the audience."

The group recently signed with A&M Records, which will release its debut LP which reflects the blending of both music. Involved are compositions by Bartok, Joni Mitchell, originals by pianist Warren Bernhardt plus a goodly supply of jazz improvisations.

The group performs material by the Beatles, Pete Seeger, Villa Lobos, Bill Evans, Dizzy Gillespie, Bartok, Charles Ives, Dave Brubeck and Judy Collins on the same college concert bill.

The presentation is based on the philosophy that music from many sources can be presented before large audiences today because of the expanded musical attitudes of young people.

Winter gained fame seven years ago for his jazz group during the early stages of the Brazilian bossa nova invasion. During his association with Columbia, his first record company, he recorded six LPs.

There have been attempts to blend jazz with classical composition, with the Modern Jazz Quartet, a leading exponent of what was known as the "Third Stream." Winter's group differs from others, its manager believes, because the group doesn't attempt to blend jazz with the classics. Instead, it strives to bridge the chasm between the two forms. In doing this, heavy emphasis is placed on folk music, which often is blues-oriented.

Last November, the Consort performed a 1 1/2-hour Winter composition, "Experience for Consort of Five Orchestra with the Springfield Symphony. The group's instrumentation includes Winter's alto sax, cello, guitar, percussion, alto and bass flute, English horn and bass fiddle.

Over a period of 35 years he has made hundreds of records. He will be 61 years old on March 31. And even today he finds that he's only one of the all-time greatest musicians this nation has produced.

Winter refers to the affable Keneth Norvo, who as Red Norvo probably has done more to popularize the alto saxophone than any other musician.

Norvo is in the news this week for a tragic, shocking reason: there are sounds between his eyes that he is fighting deafness.

"I suffered a mastoid condition in Illinois when I was a youngster," he said, "and my inner ear was left with lesions. Down through the years the condition worsened. Then one horrible night last March in Palm Springs I suddenly went completely deaf. I just couldn't hear any sounds at all, not even a telephone dial tone.

Norvo, whose first big job as a pro was with the illustrious Paul Whiteman Orchestra in the early 1930's, retired to his home in Santa Monica and in mid-1966, underwent an operation which he hopes will restore his hearing completely. "But it will be this month before I know if the surgery was entirely successful."

He has a few days ago after returning from a trip to London and Europe.

Gracious, gentlemanly, Norvo is brightly philosophical about the condition. He smiles and taps his forehead and volunteers that he began to hear strange sounds between his eyes.

"Sometimes he hears birds twitting, "I'm told that all those crazy sounds are part of the healing process."

"I suppose I should be thankful that I haven't done any drinking for 15 years," he said as he explained that he was married to an enemy, who has never had a drink in his life, and that when he said he knew he was done with life.

"But after he quit the White man's from, and married the band's singer, Mildred Bailey, Norvo led one of the greatest of all swing orchestras during the golden era of the big bands, John Hammond, George T. Simon, George Auld, and many another writer-critic of that glamorous 1935-45 period even now regard the Norvo-Bailey ensemble with Eddie Sauter's, phonograph as one of the four or five all-time finest.

The band's demise, the gifted Norvo went on to make memorable disks with Benny Goodman and the Woody Herman herd in the 1940's. Just before Christmas in 1951, Mrs Bailey died, and after he married Eve Rogers, the sister of trumpeter and band leader Shorty Rogers. They have made their home in Santa Monica the last two decades.

Norvo has no complaints. He said he has not made a phonograph in 35 years, and having never suffered any previous serious physical ailment, he faces appendectomy surgery in the near future.

"A hearing aid can't help me," he said. "But with a high level, I may wind up with a completely reconstructed ear even better than the old one.

His hearing varies from 10 per cent these days to, possibly, 60 per cent efficiency. But he is declared, is a lot better than last March when he couldn't hear a thing.

"Now that I know what it is to be deaf," he said, "I appreciate everything so much more than I did. Not just music. But "the voices of children out in the streets—everything.

Hot Triple Play

• Continued from page 11

again demonstrated that there is no better bluesman around. Another top-notch King Standard was his encore "Swing Little Angel." He clearly crooned the evening with the backing of Sonny Freeman and his blues band.

The program began with the dynamic Terry Reid, and his vocalizing of the fresh new come technical problems. The "Soul singer playing his Fender, East Coast gig, and was a song effectively.

A gala graphic would set included many up-to-date numbers. He was accompanied by the Rat Charles: "I Don't Need You." This number had some of his best lines and was also featured his fine backup organist Peter Shelley. Drummer Keith Wehbe also was strong throughout. His familiar versions of "Summertime Blues" and the extended "Season of the Witch" also were standards. The latter closed his stint with a high level.

RALPHS OFFERS TAPE OF TAPE, PHONO GROCERIES

LOS ANGELES—Ralphs Grocery Co., 55-store chain of markets in Southern California, is using tape players, records and phonographs as a premium promotion.

The grocery company is offering a label-equipped equipment manufactured in Japan as part of a three-month promotion-merchandising campaign. For the first time Ralphs has used hardware equipment as a marketing-sales tool.

The budget line has about 20 different products, including a cassette recorder for $49.25; a tape recorder for $13.49, a radio phonograph for $18.88 and a six-transistor radio for $2.99.

Ralphs included the premium offering in its advertising schedule to more than 125 metropolitan and community newspapers, said Ed Phillips, Ralphs advertising executive. The full-page ads included photos and copy promoting the hardware equipment among copy on produce, meat and canned goods sales.

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Tape CARtridge

Cassette Show-Topper

By EARL PAIGE

CHICAGO—Cassette was the magic word last week among home electronics manufacturers and importers at the Chicago Housewares Show. A record number of units were displayed and several companies introduced new models. Aiwa unveiled its combination 8-track, 4-track and cassette auto player. The unit features a single slot wanting in an automatic cassette shut-off. According to Robert Stein, sales promotions manager of Selection International Co., the model will be available sometime during April. The price has not been released yet.

Meanwhile, Crown has entered the car stereo field with its Musicians Cassette 1000. With a single slot, it will be able to use both the car-cassette stereo player lead-in line and includes a pause lever.

Unit March 1

Arthur Fulmer Co. plans to have a cassette car unit out in March. According to Barry Miller, the unit is being manufactured by Sun Manufacturing Co. of Japan and will be in the $109 to $119 category. The slot features a dust cover and cassette will automatically push out when finished playing. A microphone is included.

Panasonic introduced a new line of cassette player-recorders, and will sell at $100, while Concord's newest product is portable cassette tape recorder, model F-01. They will weigh about three pounds and includes carrying case, a microphone. Its suggested list is $99.50.

Several executives of the show believed that until music and lower priced prerecorded tapes are developed, there will be a demand for these units.

(Continued on page 18)

Stereo-Tape Dept. Expanded by Lib.

By ELIOT TIEGEL

LOS ANGELES—the growth of the cassette market has prompted the expansion of Liberty's Stereo-Tape department. With the hiring of Chuck Brinnober as store manager and the shifting of Wally Peters out of that slot and into product development, the two-year-old tape department is now being staffed with its own management team to meet the challenges of contemporary marketing.

"Tape is no longer the stepchild of the record industry," emphasizes Liberty Stereo-Tape's general manager Earl Horowitz. Horowitz feels the department is headed toward hiring its own tape sales specialists, Brinnober, formerly with Capitol Records 12 years, is developing sales and marketing concepts for the company's field sales force which sells cartridges along with record product through Liberty's own company branches and distributors.

This is the first effort by the tape king to control its own merchandising and sales programs.

Among the goals of the department, according to Horowitz, are stronger ties to subdistributors who handle such non-music areas as the automotive trade, and the development of new packaging for 4-track, 8-track and cartridges, which are all duplicated by Liberty Tape Duplication in Omaha.

Horowitz believes Liberty must begin analyzing auto accounts to learn how they may be best serviced. Tape subdistributors have been "extremely co-operative and helpful" for tape space in stores, he said.

Horowitz wants to convince more retailers that they must convert and revise their displays to types which allow for free handling of the product. There has to be new thinking about packaging about holders which are larger and allow more room for artwork. This would necessitate the development of larger displays. "If tape accounts for 25 per cent of the business, we should have much more space in the stores," according to Horowitz. "Most merchants don't want to do it because they're record-oriented. The White Front chain, has done a good job of creating separate tape bars which emphasize cartridges. The glass display rack was a regress; it has to be overcome.

Wally Peters' new responsibility in the new position of product manager, enables the development and scheduling of all new product, the co-ordination of merchandising aids in conjunction with the company's corporate merchandising department and the maintenance of liaison between the duplicating plant and the inventory control/order processing desk in Hollywood.

Bell & Howell Adds 'Swing It'

CHICAGO—The "Swing-It," a battery-powered cassette player, has been added to the cassette playback line of Bell & Howell. The unit will sell at $39.95, will be available in March. According to tape products division consumer products manager George Simkowki.

Features of the unit, Model 299, include simulated leather carrying case, AC adaptor, earphone and a cassette by the Beatles.
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**Record CARtridge**

By BRUCE WEBER

LOS ANGELES—Sammy Ricklin and Ed Mason, owners of Record Rack Service, a major one-stop and rack-jobbing operation here, are moving into the cartridge player market with a line of 8-track portable and home units. Tojo Radio Co. of Japan will manufacture five models for Ricklin and Mason’s Belair Co., with an initial shipment already out to Belair’s 30 distributors across the U.S.

Belair’s first 8-track player line includes a-32 stereo portable (model CH 313) for $49.95; a $39.95 portable stereo player (model CH 394); a stereo portable (model CH 400) for $99.95; a stereo portable with AM/FM radio (model CH 401) retailing at $139.95; and a stereo home unit (model CH 661) with AM/FM radio and multiplex for $329.95.

In June, Belair will introduce six additional home and portable 8-track units and at least two cassette players, reports Rod Pierce, Belair vice president and marketing director.

Belair (through Tojo) will continue to manufacturer RCA’s portable 8-track player, but will not produce any other player in the Belair line for RCA.

To concentrate on the U.S. and Canadian markets, Tojo has formed Tojo Radio Co. of America as liaison company between Belair, which has manufacturing and distribution rights in the U.S. and Canada, and the parent company in Japan. Mitsuo Fukuya is general manager of Tojo’s operation here.

**Cassette Equipment Top Seller at Gauss**

By ROBERT S. HANCOCK

LOS ANGELES—Demands for cassette duplicating equipment now exceed the other cartridge configurations for Gauss Electrophysics, manufacturers of high speed duplicating systems.

Bill Cara, general manager of the MCA subsidiary, reports that backlogged orders exceed the total number of machines the company shipped to clients last year. American companies now account for 50 per cent of Gauss’ clients.

Cara feels domestic requests for cassette equipment are based on the growing belief that the cassette system has a strong future. Gauss’ basic cassette system involves one master duplicator and links the master tape to its own continuous loop. This allows the master tape to keep running without any time lost in rewinding and restarting the equipment.

Cassette loop bin system works on a horizontal flow of tape instead of the vertical system used by other manufacturers. A horizontal flow allows for easier movement of tape and less clutter, Cara claims. And the tape layers do not rub against each other.

The cassette master reproducer spins at 240 inches per second (i.p.s.) while the slave spins at 80 i.p.s. The speed ratio for both 4 and 8-track duplications is 240 i.p.s. on the master tape to 120 i.p.s. for the copy tape.

Gauss’ overseas clients include EMI and University Recording in London, Philips of Holland, RCA Italiana, Hitachi-Maxell, TDK Electronics and Toyko Rafei in Japan and Compo in Canada. Domestic clients include Capitol, Decca, American Sound in Detroit, United Controls Data in El Monte, Calif., and Audio Physics, Van Nuys, Calif.

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Coliseum

ALL THE TRACKS; (8) M86024

Command

PIGGOTT SYMPH. ORCH.-My Fair Lady- The Sound of Music; (8) M81044

Contemporary

REESSEL/MAINE-BROWN-The Poli Women-Exploring The Tape; (8) M81043

ANDRE PREVIN Plays Humperdinck; (8) M87143

Deream

10 YEARS AFTER; Stonehenge; (8) M77821;

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JIMMY COLGAN-The Italian-Where the Time Flows On; (8) M86033;

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**Tetragon-gramophone**

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DEAN MARTIN—Relaxin’, 873 107 M.

**Warne**

TROYER—Country Blues, 873 100 E M.

**Red**

RED SHIRV—Phantom 300, 809 416, 8125 M., 448, 10050 X

**Tetragon-gramophone**

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PENNY, 873 114 E M.
Miss Miriam Makeba Sings
"I Shall Be Released"
On Reprise.

my life come shinin'
the West unto the East
any day now, any day now
be released
any day now, any day now
JOAN BAEZ—Any Day Now, Vanguard VSD 793067 ($)
This 2 record set of Bob Dylan's songs is notable for many reasons. All the cuts should make excellent radio programming; the musicians, led by Grady Martin, complement Miss Baez' voice with uncommon consistency, and there is Joan Baez whose voice alone clearly interprets her material. Her cappella singing of "Tears of Rage" is a virtuoso performance. Watch this zoom up the Top LP chart!

NANCY WILSON—Nancy, Capitol ST 148 ($)
Miss Nancy Wilson can really pack a wallop when belting out a rhythm tune, or turn sweet and sultry with a bluesy ballad, and this newest outing lets her do both. Her recent single "(In a Long White Room)" is here along with a beautiful Jacques Brel ballad "If We Only Have Love," and then there's a soulful interpretation of the oldie "Looking Back." Package is a delight.

SPANKY & OUR GANG—Anything You Choose b/w Without Rhyme or Reason, Mercury SP 61183 ($)
Spanky & Our Gang continue to amaze with their creative interpretations of exceptional material. This latest offering includes their recent singles "Give a Damn!" and "Yesterday's Rain," along with other gems "And She's Mine" and "Leopard Skin Phones." Spanky is first rate with her performance of "Mecca Flat Blues," and "Anything You Choose."

AL KOOPER—1 Stand Alone, Columbia CS 9718 ($)
Kooper, via the "Super Session" and his upcoming series of Fillmore jam sessions with Mike Bloomfield, is much in the headlines these days. This album, recorded in both New York and Nashville, will benefit from this. A mixed bag, it has Kooper on piano and organ in a variety of settings, from a country number "Blue Moon of Kentucky" to a Beatles pastiche, "Song and Dance for the Unicorn, Frightened Child."

JOHNNIE TAYLOR—Who's Making Love, Stax STS 2005 ($)
Johnnie Taylor blasted right through to the top of both the Hot 100 and R&B charts with his million selling single "Who's Making Love," and now he follows it up with a powerful album that also includes "Take Care of Your Homework." These two hits create the initial sales impetus, but other worthy cuts include "Hold On This Time," "Pour Make Believer" and a bluesy "Woman Across the River."

JR. WALKER AND THE ALL STARS—Home Cookin', Soul SS 710 ($)
Jr. Walker and the All Stars serve up a tasty dish of "Home Cookin'" that also includes their "Hip City, Part 2" hit (as well as "Hip City—Part 1"). Walker's hot sax and soul vocals, plus solid work by the All Stars make for a strong sales item. "The Things I Do for You" and "Come See About Me" are among the other swingin' dance numbers.

BOB SEEGER SYSTEM—Rambin' Gamblin' Man, Capitol ST 172 ($)
"2-2-2" was a smash single in several secondary markets and the raucous "Rambin' Gamblin' Man" is currently working its way up the Hot 100 singles chart. Both are included in this new LP, which shows off the rock group's versatility in changing musical moods. "Gone" is a melancholy piece, while the closing, "Last Song," sounds like a Beatles sing-along.

VARIOUS ARTISTS—The Great Soul Hits, Brunswick BL 734129 ($)
Brunswick joins the "soul hits" game, countering Atlantic and Motown with the label's own roster of soul excitors, headed, of course, by Jackie Wilson. Gene Chandler, Barbara Acklin, the Artistics, Big Maybelle and the Young-Holt Trio, along with Wilson, sing twice. Starring are Barbare Acklin's "Love Makes a Woman," the "Soulful Six," by the Young-Holt Trio, and Jackie Wilson's "Lonely Teardrops."

IRRESISTIBLE TAMMI TERRELL—Motown MS 652 ($)
Miss Terrell, who has proven a hot singles artist on her duets with Marvin Gaye, goes it alone this time out, and she can belt out a rock tune with the best of them. Her current single, "This Old Heart of Mine" is included here for initial sales impetus, but buyers won't be disappointed with any of the other offerings. "I Can't Believe You Love Me," "Come On and See Me," and "Can't Stop Now (Love Is Calling)" are just three of the standouts.
The Principal Players

Genuine Imitation Life Gazette.
The 4 Seasons with Frankie Valli.
PHS 600-290.

More than just an album, a chronicle of our times.
Contains a genuine imitation 8-page newspaper featuring lyrics, comics and mock sections. A total concept album with The 4 Seasons going places they've never been before.

Doing My Thing.
Paul Mauriat and his Orchestra.
PHS 600-292.
The world's most popular instrumentalist is back with more spellbinding sounds. Included: Hey, Jude; Chitty Chitty Bang Bang; Those Were the Days; Abraham, Martin and John; Say a Little Prayer; Eleanor and more great contemporary music.

Buzzy.
Buzz Linhart.
PHS 600-291.
His Raga Rock took the Village by storm. Now America's ready for this very original artist.

Zita.
Motion Picture Sound Track.
PHS 600-287.
French import of great import. One of the most acclaimed films of our day.

Back to Bach. Swingle Singers. PHS 600-288. This is the one that will make Bach turn on in his grave.

Viva Bahia. Conjunto Folklorico. Another in our great Connoisseur Series PCC 629. Folk songs from the small century-old Brazilian province.


The Supporting Company

Philips supports your efforts with an onslaught of advertising and publicity. Coast-to-coast ads in America's top college newspapers (1,150,000 impressions in all).
**Album Reviews**

**Pete Fountain—** *Three Were Three* (Kapp K-3580) (s)

Pete Fountain has ventured out again. He's youthful enthusiasm is still on display throughout the record. His trumpet playing is first-rate. The rhythm section is well-coordinated.

**Five by Five—** *Next Exit* (Pye 19810) (s)

Five by Five had a good chart run with their "Red One" single, and then dropped out of the top 100. This album is not a breakthrough in their career, but it is a solid effort. The band's writing and arranging are notable. The title track is a standout.

**The Good Rats—** *Kao K-3300* (s)

From the opening number, "We Are the Good Rats," this exciting new outfit hits the ground running with a burst of energy and aggression. Progressive rock fans will find this album appealing. The band's sound is unique and compelling. Other highlights include "Back to the Start," "Don't Go Back," and "For the Sake of Anyone."

**Billy Harn...—** *RCA* (s)

Harn... is a young man with a big and powerful voice. The lead vocals are not to be missed on this material featured in this album debut for Open Records. His voice has a certain quality that is both distinctive and appealing. Other tracks like "Almost You," "I Will Be True," and "All in My Mind" are a hit.

**The Uniques—** *RCA* (s)

The Uniques have an attractive commercial package here. Whether you enjoy "This Good To Cry" or balled out as in "Same Time," this quintet is in fine form. Their version of "You Don't Miss Your Water" is a standout.

**Country—**

**Johnny Paycheck—** *WLP* (s)

An album by Johnny Paycheck's biggest hit is sure to find many buyers. This package includes "A House," "Lil' Bit Of Country," "The Ballad Of The Green Berets," and many more. It's a must-have album for country lovers.

**NAT STUCKEY—** *Nashville Style* (Pye 19810) (s)

Nat Stuckey's "Watch Out Now" has a compelling leadoff hit. He has covered some outstanding songs like "By the Way I Get to Phoenix," "Came on the Ribs," and "How Come I'm So Old?" His fans won't be able to resist this beautiful production.

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*Continued*
On his left is Maria, ex-vocalist and tambourine whanger for The Jim Kweskin Jug Band. On her right is Geoffrey, ex-vocalist, guitar tickler, and washboard knuckler for The Jim Kweskin Jug Band. They are on their own now, and have gotten it together on a new single. It is Open Up Your Soul, written and produced by Jerry Ragovoy (not shown). Open Up Your Soul is where it belongs: on Reprise. Geoff and Maria Muldaur have gotten together. Have you?
<table>
<thead>
<tr>
<th>Last</th>
<th>Title, Artist, Label, No. &amp; Pk.</th>
<th>Weeks on Chart</th>
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<td>READY OR NOT HERE</td>
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<td>COUNTRY STRUT</td>
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<td>FOR ONE IN MY LIFE</td>
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<td>CARNIVAL CARTER</td>
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<td>WHO'S MAKING LOVE</td>
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<td>OH-LA-DI OH-LA-DI</td>
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**BEST SELLING RHYTHM & BLUES SINGLES**

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**KUDO-TV in Opener; Key Coggin Show**

SAN FRANCISCO—KUDO-TV (Channel 38) has bowed here, and one of the key programs on the station, which will originate all its programming, will be a weekly night half-hour variety show hosted by Russ Coggin.

The Vern Alley Quartet, a jazz group, is a regular on the show. Another weekly show on the station — “Ground Zero”— also draws record talent, although it centers around comedy. A weekly “Symphony show will feature a concert by a Bay Area symphony. The Hungry i was spotlighted and Musicians Enrico Banducci were on one of the first shows, along with Frank Weber, keyser of the former Kingston Trio.

**WBAI Features Hot 100 Format**

BAYBON, N. Y.—WBAI is now featuring a Hot 100 format, according to program director Tony James. James and music director Mike Jeffries are playing such tunes as "Fly With Me," by the Avant Garde on Columbia. "You Showed Me," by the Turtles on White Whale, and "Oh-lady Oh-ladah," by Andy Kim on ABC. Playlist Jan. included more than 60 formats.

**WNJU-Latin Hunt Started**

NEW YORK — WNUJ-TV (Channel 47) launched a talent search for Latin musical and cosmetic artists to be featured in a series of specials now in production by Hunterbore Delgadino, executive producer of special programming for the TV Motion. WNUJ-TV leas on Latin music shows in its programming. One special already completed is a musical variety show featuring Eduardo Dividio, creator of such rhythms as La Pachanga.

'Pops' Draws 11 Mil.

LONDON — According to the BBC TV, 'Top of the Pops' attracts 11 million viewers here each Thursday night.

**Soul Sauce**

- Continued from page 37

- **Orlando's Bahama sales convention, ending Sunday (19), Carter, whose new LP ‘The Dynamic Clarence Carter' is ready to roll, will star Friday (24) at the Junktano Club, Freeport in the Bahamas.

- And working his way South for the Atlantic meet will be—Soul Sauce. Thank you, Richie Yorke of the Coglee and Mail in Canada, for your kind words about Soul Sauce. We will be looking forward to reading your liner notes (my favorite reading material) on upcoming LP's by Aretha Franklin (‘The Soul of a Soul') and B. B. King (His Best—The Electric King). Writes Dave McGale of Dragon Records in London. The R&B Association of Great Britain has officially formed to promote U. S. r&B in Britain.

- First on the agenda are the editors of the Hall of Fame and voting for the R&B artists of 1961. And in connection with McGale for 1969—standoff for one Donald Height. . . . Michael Gentile, former Motown producer, has debuted on Dynamic Voice with "Mushroom City," co-arranged and performed by Jimmy Williams, Capitol Records is already getting strong reaction to "Here Today and Gone Tomorrow," by the Ohio Players. . . . Miriam Makeba's three-month European tour is underway with stops Feb. 1 in Pisa, Italy. TV dates through Feb. 5 and then to Sweden, Holland and Germany. On March 19 she will appear at the Olympia Theatre in Paris. Her latest single, issued last week, is Bob Dylan's I Shall Be Released. Joe Tex has extended his European tour to include TV and club dates in London, an appearance at the MIDEM festival in France, and dates in Italy and Sweden through the end of this month. . . . Al DeVarno of Williams Morris Agency reads Soul Sauce. Do you?

**YOUR VALENTINE IS**

THE BELLS OF ST. PETER IN ROME

**Billboard Special Issue for Week Ending 2/15/69**

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<td>TCB</td>
<td>Diana Ross &amp; the Supremes with the Temptations, Motown 689 (S)</td>
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<td>1839 (S)</td>
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<td>DANCE MUS &amp; THE SUPREMES JOIN THE TEMPTATIONS</td>
<td>Marvin Gaye, Tamla 1195 (S)</td>
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<td>I HEARD IT THROUGH THE GRAPEVINE</td>
<td>Marvin Gaye, Tamla 1385 (S)</td>
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<td>Aretha Franklin, RCA Victor 54077 (S)</td>
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<td>ARETHA IN PARIS</td>
<td>Aretha Franklin, Atlantic 2007 (S)</td>
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<td>Marvin Gaye, Tamla 1195 (S)</td>
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<td>SOULFUL STRUT</td>
<td>Young-Hell Unblocked, Brunswick BL 7544 (S)</td>
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<td>FOOL ON THE HILL</td>
<td>Al Green, Columbia 13746 (S)</td>
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<td>JAMES BROWN LIVE AT THE APOLLO, Vol. 2</td>
<td>Al Green, Columbia 13749 (S)</td>
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<td>Jose Feliciano, RCA Victor LPM 3597 (S)</td>
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<td>TIME PIECE/GREATEST HITS</td>
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<td>DANCE MUS &amp; THE SUPREMES JOIN THE TEMPTATIONS</td>
<td>Marvin Gaye, Tamla 1195 (S)</td>
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</table>

**Billboard Special Issue for Week Ending 2/15/69**
More and more tapes are becoming a larger part of the music business, together with records. And, as in records, Pickwick is keeping pace with the industry. Now the hot songs, the hot artists are on the hot 8-track tape cartridges from Pickwick/8 and Capitol-Pickwick/8.

FRANK SINATRA—This is All I Ask PB-156
STAN GETZ—in Concert PB-157
YOU'RE A GOOD MAN CHARLIE BROWN—Songs from the Off-Broadway Musical PB-158
GEORGE WRIGHT—The Exciting Sound of The Wurlitzer Organ PB-159
MARGIE SINGLETON & LEON ASHLEY—Ode To Billie Joe, including Harper Valley P.T.A. PB-217
PATSY CLINE—I Can't Forget You PB-218
HANK LOCKLIN—Queen of Hearts PB-220
WYNN STEWART—Above and Beyond The Call of Love PB-221
FLOYD CRAMER & HOUSTON ROBERTS—Great Country Piano PB-222
HANK THOMSON AND HIS BRAZOS VALLEY BOYS—Simple Simon, Simple Heart PB-223.

LET OUR TAPES HELP BREAK YOUR SALES RECORDS.

Our tapes are breaking all records.
(And it's no wonder when they're under $5)
SPECIAL PRICE

ALL 34 WINNERS 1934 to 1967

Academy Award Hit Songs
Frank Chacksfield and his orchestra

MUSC GAR61

BLOCK
BUSTERS

from

DELUBES
LAKMÉ
SUTHERLAND
VANZO
BACQUIER
BONYNGE

London
OSA 1391
(3 records)

CATALANI
La Wally
TEBALDI
DEL MONACO
CAPPUCCILLI
DIAZ
CLEVA

London
OSA 1392
(3 records)
...isn't this where we came in?

U.S.A. DEBUT JAN.-FEB.-MAR.

RETURN IN-PERSON U.S.A. TOUR FEB.

"BOSS OF THE BLUES"
MOUNTAIN VIEW, Ark.—A showcase for folk music and non-amplified instruments will be the finished product when the Ozark Folk Culture Center is completed here in early 1971.

While groundbreaking festivities are scheduled for this April, the center actually became a reality last month when the Federal Government approved a $2,120,000 grant for the project. This will be coupled with a $500,000 loan, which was approved earlier by the government.

A guiding force behind the project has been recording artist and former “Grand Ole Opry” star Jimmy Driftwood. Since leaving the “Opry” in 1963, Driftwood has devoted his full time to the annual Arkansas Folk Festival, the Friday night “Musicales” in the Mountain View courthouse and the campaign to build the center.

Speaking from his home in nearby Timbo, Driftwood said: “Actually, we started planning the center in 1963 when we had the first folk festival here. A trip to colonial Williamsburg seemed to me the need for such a place. It seemed to me that there should not only be a place to see things of the past but to hear the music, as well.”

“This thing here is like the “Grand Ole Opry” was when it started. The only difference is that ours will stay the same. We’re hoping that when the center is completed, it will be under the thumb of the Smithsonian Institution. Then we will be assured of the continuing and perpetuation of the fossils of music.”

The annual festival, which is always held the third weekend in April, attracts between 20,000 and 25,000 persons, with 90 per cent of them from out of State. The festival got its start as a weekly get-together of local musicians.

Carrying the banner of the Rack-enack Folklore Society, the group became so popular that it had to move its meeting spot from the doctor’s clinic to the courthouse.

There were just too many people to fit in the clinic,” said Driftwood. “The courthouse is packed every Friday night and in warm weather, people are even out on the lawn. We call it the Musicale or Friday Night (Continued on page 44).

New Manoloff Guitar Book

CHICAGO — M. M. Cole Publishing Co. here is accepting orders for the new, revised “Spanish Guitar Method No. 1” by Nick Manoloff. The list price is $2.50 each and dealers are offered a 40 per cent discount.

New Stock Boxes

CHICAGO — Music stock boxes, finished in two-tone, marbled glossy paper over heavy, pasted chip board, are now available from M. M. Cole Publishing. The boxes are $2.25 each or $13 per carton of six.
The Ultimate Monster.

It's the “Exterminator.”

Baldwin designed and built it to deliver the power and sound for today's plugged-in electric world of music. Rock groups are “power hungry” — and this one satisfies the appetite.

It's a solid state powerhouse of 250 watts peck power. Two 15”, two 12” and two 7 inch speakers handle screaming trebles and roaring basses with no problem. Built with the sleek, modern look of today, the Exterminator looks like it belongs on stage. It has everything that’s wanted in a total amplifier.

Put the Exterminator in your store and watch the magnetism. It attracts. But there's more. Let's talk support. We've launched a strong consumer advertising campaign that's reaching your customers on all levels — national consumer magazines — radio — underground newspapers. It's a promotion with punch!

The Exterminator is the top of the entire Baldwin line of great amplifiers. All built with the great looks and power that today's groups demand. Write for your catalog and see the entire selection.

We're going all out with support to make the Baldwins your fastest-moving amplifiers. Now, it's your move.
Audio Retailing

Companies Focus on Sophisticated Buyer

By RON SCHLACHTER

CHICAGO — Better quality home entertainment products were very much in evidence at last week’s housewares show here as manufacturers and importers talked in terms of the "sophisticated buying public.

David Munguia, Kaysons International, Ltd., said his company is concerned with a good mechanical item and "not junk." The company representative said customers should no longer expect to get a tape recorder for $5.

At Lloyd's Electronics, Inc., Hans Wedin said, "People want better merchandise. Styling and quality are considered first—

Three new radio/phono combinations were on display at the Electra Radio Corp. exhibit. The models are AC/battery-operated and have a suggested list of $24.95, $49.94 and $59.95. Concerning Electa's merchant.

Daring campaign, national sales manager Roger Heppner said, "We're as competitive as possible without affecting the quality of product. We go to Japan not for the lowest priced product for the fairest competitive product.

Buying products, we take suggestions from dealers. We also take suggestions from our sales representatives. First, we must decide on the product that is wanted. Then we try to style it to the best of our ability."

Several exhibitors, including Norm Weisman of Ross Electronics, stressed that customers want everything packed into one. One must decide on his demand for compactness and versatility as the model KE-514, the Musical Recording unit. It is one of many AC/battery-operated AM/FM radio-phonographs.

J. S. Farrell, Mastercraft Electronics, Inc., summed up the phonograph/component field by saying, "The high-flying things with stereo is modular group arrangement, whether portable or line-connected, utilizing pre-built in 45 adapter. The list price is open.

Columbia Products

MASTERWORK Model M-2204, an economy-priced portable phonograph that plays stereo records monoaurally, is among the new players introduced by Columbia. The unit has a solid-state amplifier, four-footed speaker, built-in speaker and cartridge and built-in 45 adapter. The list price is open.

MASTERWORK Model M-2205, This is another low end portable with stereo features from Columbia. Two four-inch speakers in detachable enclosures. Other features include an 11-inch trans-shipment type turntable and three controls. Suggested list, $69.95. Audio hussack pic 1356. ARVIN'S N I M HASSOCK designed stereo phonograph has a suggested list of $149.95. This is a "must have" for all the system's features, such as the four-speed automatic changer, four-speed automatic changer, controls, speakers output and input packs. Suggested list, $99.95.

Ozark Center

Frolic, but city folk refer to it as the Hootenanny. "We get so many performers that sometimes we have to run them across the stage like goats at an auction. When the center is built, we will be able to hold nightly shows and the artists will be able to play longer and be more appreciated. At the same time, we want to continue the Friday night musicals at the center.

We don't allow any amplified instruments, just a microphone. There's just too much competition between an amplified guitar and the one groups used to play. We try to keep as much out as possible. The young people who come to hear us three times a week in the cab have a good time where we make guitars. The old-time dulcimers have really had a shot in the arm.

INSTRUMENTS / ACCESSORIES pre-pack display. Columbia Records has packaged this revolving, four-sided display featuring 34 different music instruments and accessories. Dave Leisy, from Columbia's Chicago branch, acts as a Playboy bunny, pose with the new merchandiser.

Columbia Products

DISC-O-MAT SELLS Calif. Franchise

In Los Angeles, the Disc-O-Mat National, a distributor of the 45-r.p.m. record changer, has sold the California franchise to Stanley W. Watts.

With the franchise sale of California, the Disc-O-Mat has appointed music distributors in 18 States. Previously, Pop Shops, Inc., New York, purchased 10 States, and the District of Columbia, and the New England States were sold to Mike Caruana.

CHALLENGE TEAM SIGNED TO MONUMENT: DISK SET

NASHVILLE—Don and Donna Challenge, one of the few father-daughter acts in country music, have signed a contract with Monument Records and added a third member of the family to the band. Don Challenge said the pair would record an album prior to departing for Panther Hall in Fort Worth and Mineral Wells, as well as to other dates in the Southwest. The Challenges were due at the Wheeling WVVA Jan. 19.

Challenge also said that his 14-year-old son, Mike, now is playing drums with the Chapellers, the band carried by the pair on road tours. They have their own bus, "the only one with a psychodelic roof," according to Donna.

The daughter, who has been singing professionally for the past 18 months, teamed up with Tammy Wynette on duets and on road appearances during her father's marriage to the Epic artist. She is singing along as soloist now is singing with her father who comes from a musical family. One of his sisters is songwriter, Emmylo Hoffa, and another is drummer.

Challenge said he and his daughter would do both singles and duets for Monument.

Vanderbilt U. Sets Institute on Trade

The Institute is to be held in conjunction with a special presentation of music law courses in the Vanderbilt School of Law, announced last week at the Billboards International Music Industry Conference in Nashville.

Dick Frank, legal counsel for the Country Music Association and co-chairman of the Institute, said the group was established to catch people on their way to the Billboard conference.

"Many people will be traveling to the East Coast or toward Miami and will come through this way," Frank explained. "We are taking advantage of the situation here to discuss the area of law.

Among those slated to take part are Stanley Adams, president of ASCAP; BMI president Ed Cramer; Leonard Feist; Leo Strauss and Harold Orenstein.

CMA Bd. Names Unit To Action On Pioneers

SAN JUAN, P.R. — The Country Music Association in its first agenda for the calendar year appointed a committee to determine how best to honor pioneers of Country Music in the Hall of Fame and Museum.

The action came after Dave Kapp, a pioneer himself, made an impromptu speech on behalf of his contemporaries whose names are not well enough known by the present generation to obtain the votes needed for entrance to the Hall of Fame. Kapp made the trip here to plead before the committee.

Reports were made by all committees, particularly encouraging was the report covering last year's Music City Pro-Celebrity Golf Tournament and the announcement that Frank Rogers will return to direct it this year.

Consideration, also, is being given to adding a category of the band to the annual awards for distributors in the record business. A committee was empowered to hire a publisher to act as intermediary for CMA, under the jurisdiction of all executive and other committees.

The possibility of a springtime country music festival in Nashville was also discussed.

In a move to improve the standing of country music abroad, the board voted to hold an June meeting in Dublin, Ireland. Dick Broderick, chairman of the international committee, promised that leaders of the music industry in the United Kingdom, and possibly other European countries, will attend this Dublin meeting to cement relationships and business.

The next board meeting will be held in March in Los Angeles.

Co. Is Set Up By M. Gordon

LOS ANGELES — Michael Gordon has formed a management-production company here.

Ronald Goldstein directs the publishing operation, Marathon Music; Joe Saraceno heads the management wing, Holly Management, and he guides the production division.

The company represents the Summer Winds (Metromedia Records), the Majority of One (Kapp's Country Pro- ductions), the Cookie Jar (UNI), the Revelation (Liberty) and Hunter-Lyons, who will write for Marathon.
### Top 40 Easy Listening

These are best selling middle-of-the-road singles compiled from national retail sales and radio stations air play listed in rank order.

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist, Label &amp; Number</th>
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<tr>
<td>1</td>
<td>5 9 8‡ 1 LISTEN TO ME</td>
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<td>2</td>
<td>1 1 3 WICHITA LINEMAN 13</td>
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<td>4 4 4 LO MUCHO QUE TE QUIERO</td>
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<td>9 12 8 RAIN IN MY HEART 5</td>
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<td>5</td>
<td>6 6 7 SOULFUL STRUT 10</td>
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<td>6</td>
<td>12 14 15 A MINUTE OF YOUR TIME 7</td>
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<td>7</td>
<td>4 2 3 SCARCEBRO Fair</td>
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<td>8</td>
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<td>9</td>
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<td>14 17 25 SATURDAY NIGHT AT THE WORLD 7</td>
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<td>14 21 28 PUT YOUR HEAD ON MY SHOULDER 9</td>
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<td>28 38 38 FEELING</td>
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<td>17</td>
<td>15 18 14 BABY MORNING BLUES &amp; GREENS 5</td>
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<td>30 34 14 STAND BY YOUR MAN 7</td>
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<td>29 14 WHEN I STOP DREAMING 2</td>
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<td>29</td>
<td>32 35 14 FEELING</td>
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<td>27 25 14 CHITTY CHITTY BANG BANG 10</td>
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<td>31</td>
<td>31 35 14 A FLEA IN HER EAR 5</td>
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<td>32</td>
<td>31 36 14 I'VE GOTTEN MY EYES ON YOU 2</td>
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<td>33 32 14 POOR PAPA</td>
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<td>34 37 14 IF I ONLY HAD TIME 4</td>
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<td>40 14 LES BICYCLESSES DE BELIZE 2</td>
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<td>36</td>
<td>37 14 TALK UNTIL DUSK 2</td>
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<td>37</td>
<td>38 38 14 IN A LONG WHITE ROOM 6</td>
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<td>38</td>
<td>39 29 14 HUSBANDS &amp; WIVES 7</td>
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<td>40 14 WHERE HAVE ALL THE FLOWERS GONE 1</td>
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**Red Hot and Ready to Go...**

**CHI-LINE RECORDS**

has a winner with "INDIVIDUAL OF SOCIETY" by The BASIS OF THE THING

**Contact:**

Chile Records

P. O. Box 1004, Carbondale, Ill. Promotion directed by Bette Stay

209 Statham Bldg., Nashville, Tenn.

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**EXCLUSIVE 50% OFF**

**LOOK ANYTIME!**

**SONNY JAMES**

Latest single release for Capitol, "ONLY THE LONELY" (33705), shows this infinitely versatile vocalist in a rather blue and pensive mood.

Sonny’s handling of this melancholy ballad is perfect. He treats it with the simplicity and sincerity that it demands and produces a first-class record that is sure to be one of his biggest hits. With a song like this one, an appropriate backup is all-important. Sonny always plays an Epiphone guitar to ensure a subtle musical accompaniment that will never let him down. (Advertisement)

---

**MAIL COUPON NOW!**

**SECURITY SEAL ADHERING**

off and on in seconds can be worn in or trimmed to just the style you want. Wear it confidently WHENEVER you care to have the LOOK you WANT FOR YOURSELF!

**SOLD ON MONEY BACK GUARANTEE**

---

**MAIL ORDER!!!**

**WHITE TO BLACK OR BLACK TO WHITE**

Remember, no order too small or too big. Just try it and see whether it works for you or not. If you are not satisfied please return it with a note explaining why you did not like it and we will gladly refund your money. No enclosures or stamps needed.

A 100% money back guarantee. Payment enclosed.

---

**LOW-DOWN AND DIRTY!!**

**Richard & Willie**

**TDL 842 STEREO**

Uninhibited fun for "Adults Only"
Radio-
TV programming

WONE Switches to Country
Joins ‘Upgrading’ Bandwagon

By CLAUDE HALL

DAYTON—WONE, a Group
One station, switched to a coun-
try music format last June (JAN).
WONE becomes the latest sta-
tion to make the change in what
is a general movement toward
upgrading of facilities in market af-
after market. WONE is not
the first, however. Previously, the
major country music source was
WAVI, a daytime station.

WONE beams at 5,000 watts; WAVI
offers 250 watts.

PBX switched to fans
A brief look at some of its program-
ing through a new set-up, the
Pacifica Membership Program.

A speaker for WBAL-FM, flagship sta-
tion of Pacifica, said that WVG-FM
will be doing the “experimen-
tal” format.

PACIFICA FUND FORMS
MEMBERSHIP PROGRAM

NEW YORK—Pacifica Foundation, which operates listener-sup-
ported FM stations in New York, Los Angeles and San Francisco, is
now in the process of ramping up the format through a new set-up,
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HEAVY BUBBLE GUM MUSIC

1910 FRUITGUM COMPANY

INDIAN GIVER

Prod. by B. Gentry, B. Bloom, R. Cordell
A Product of Kasenetz-Katz Assoc., Inc.

BDA 91

Sweeter Than Sugar

OHIO EXPRESS

Prod. by J. Levine, A. Resnick
A Product of Kasenetz-Katz Assoc., Inc.

on Buddah Records of course

A Division of Viewlex, Inc.

BDA 92
Radio-TV programming

Programming guidelines for key broadcasting radio stations, including Best Picks, Best Leftfield Picks, Biggest Happenings, and biggest Leftfield Happenings.

HOT 100

Ft. Pittson, Pa.—WPTS

Rick Shannon

Program Director


Altoona, Pa.—WFBG

John Anthony

Program Director

Bob McLean, That Could Happen,” Blue City, Blue City; BH: “My Own Fool,” Foundation, Uni.

Battles Creek—WKWR

Bob Nyles

Music Director, Personality


Bluefield, W. Va.—WKYO

Johnnie Charles

Music Director, Personality

BH: “Will You Be Staying After Seven,” Shadows of Tyre, I.T. 

Eau Gallie, Fla.—WMEG

Dennis Steppard

Program Director


Hanover, N. H.—WDCR

Paul Gombosich

Music Director


Houma, La.—KJUN

Bob Towns

Music Director


Ithaca, N. Y.—WVBR

George Hiller

Music Director

BH: “Shute & Vuy,” Arch of Triumph, Uni.

Jacksonville—WAPE

Ike Lee

Program Director

BH: “Southside” Peggy Scott and Jico Bell, Capitol; BH: “My Love Is Like Lemons, Dells.

Rochester, N. Y.—WBR

Phil Fenster

Music Director

BH: “Indian Giver,” 1961 Fruitman, B.P. 

San Angelo, Texas—KWFR

Sylvia Holmes

Program/Music Director, Personality


San Antonio, Tex.—KTSW

Kahn Hannon

Music Director


Saratoga, Fl.—WYsnd

Ken Kold

Program/Music Director

BH: “River Deep, Mountain High,” High School-for-a-Year, Uni.

Springfield, Vt.—WCRF

Ron Bastone

Program Director/Personality

BH: “Hey Bulldog,” Beatles, EMI.

Troy, N. Y.—WTRY

Mike Mitchell

Music Director

BH: “Sleep in the Grass,” Ann Margret, Lee Hazlewood, LHI.

‘Humanizing’ the Computer

• Continued from page 52

one vocal, whether male, female or group vocals. With such a great percentage of our music being instrumental, it is those whose echo the current vocal hits. Most versions are uptempo and familiar.

We program current hits by the original artist if the version fits our format. If not, we play other arrangements that are moreosome. When hits are at their peak, I play as many versions as possible, vocal and instrumental.

Even though KFH is a 24-hour station, our music tempo does not vary from day to night to time listening. People up at night are usually awake and they probably don’t want to be lulled to sleep. So we keep our sound cheerful and consistent all times of the day.

Records are not hard to come by in Wichita. Even though we are a medium-sized market of 400,000-plus people, distributors seem interested and make daily weekly calls.

Bucks Records

Those records of less-known labels which we do not receive. 1 buy, you must always maintain a competitive advantage in the market and saving a dollar while waiting for a free disk is not worth the time lost to ordering that special record. Music is such a current thing that you have a hit immediately, while it is hot.

As a backup for those records we hope to receive from distributors, we subscribe to Billboard’s Pop and Easy Listening Service.

Jingles add that final touch of tempo. After considerable searching, we found the jingle package from PAM’s in Dallas is 50 per cent a cappella.

People are the heart of any radio station and at KFH we have the best. We have strongly identifiable personalities who are encouraged to talk to, not at, their audience.

Rhythm and Blues

Buffalo—K-JET

William (Boy) Brown

Program Director

BH: “Please Let Me Prance” (My Love Is Like Lemons), Display, Elektra.

Albany, N. Y.—WEEC

Barry Frank

Program Director

BH: “Please Let Me Prance” (My Love Is Like Lemons), Display, Elektra.

(Continued on page 56)
Radio TV programming

Radio Forum Set for June 19-21 in N.Y.C.

Continued from page 1

come under critical study. Five hundred radio men attended the Forum last year.

This year, the Forum will not only be—three days—but the scope will be expanded to other aspects necessary to the operation of a radio station, such as production of commercials.

But the accent will be on music and music programming, including serious study of demographics and the increasing role demographics is playing in programming.

Last year’s Forum included such pacesetters as Gordon McLendon, president of McLendon Broadcasting and a pioneer in the Top 40 format; Elmo Ellis, general manager of WBZ in Boston; Howard Kent, general manager of KYA in San Francisco; Susan Meucz, general manager of WAYS in Charleston; Walter Schwartz, chief of Worldvision’s network; and Robert Wogan, vice-president of programs.

Further details will be provided later.

As you probably noticed on page 7, the annual Billboard Radio Programming Forum will be held June 19-21 at the Waldorf-Astoria. You don’t have to stay at the Waldorf, but I think it would be nice to you in fairly decent prices for this meeting.

There is quite a bit of fun and games thing, but I don’t plan on mentioning the wife: there are fashion shows and TV game shows plenty of entertainment. Keep your busy while you devote yourself to higher education during the two days, which will be highly beneficial and the greatest aspect of this kind. In the words of Joe Namath, “I guarantee it.”

John Deitz, manager of progressive rock station WNBK-FM in Detroit, says, “We are picking up more and more and sales look better than ever; in fact, every month since June has the station has done better than the previous month. We are looking now on his weekend show on WMAQ, billing part of the action as “Radio Free New York,” and the term coined originally so to fortify Toto’s back in the groove and creating a lot of excitement. So, Puhlee, let’s get to it.

Bobby Mag, formerly of WXYX, Cleveland, and WEAM, Washington, AM station in KYA, San Francisco. Bill Hall, program director of WNUR in Chicago, 20 years ago in Miami, is now assisting in the KALC program director.

Dick Starr and keeping tabs on KASH-FM, progressive rock automated station that Acro Broadcast. This is all very interesting, and I think it means an exciting period to the music and the music business.

Bill McCord is back at KRXN as program director. I understand, he replaces Robert Walker. McCord, who had been on KALO, that city. Bill Drake is slated for a large feature article in True magazine.

Jerry Neth is being named program director of WNOR, a hot AC station in Atlanta. Don (James Roll) Johnson is going to work.

Johnny Daniels of Bluebird. Johnny Daniels, formerly of WABC. Johnny Daniels, formerly of WABC, a top personality.

Harrington, Va.—WCKY

Butch Fisher

Music Director, Personality


Kansas City—KCKN

Ted Gremer

Program Director


Knoxville, Tenn.—WROL

Phil Reainey

Program/ Music Director


Lynchburg, Va.—WBDG

Bob White

Music Director, Personality


Continued on page 58

By CLAude HALL

Radio-TV Editor

in r&b radio, which I feel should be now in a noon-3 p.m. slot at WKY, Cleveland, also an easy listening station.

Jim (Frank Foster) Stevens is now with WARB in Cleveland in a noon-3 p.m. slot. He’s been with WIC; WAGS; WABC (in the past) and WRUR in New York.

Dave (Dave Allen) Armstrong, former program director of WREO in Columbus, Ohio, a personality at WNBK.

Robert Irons was going to talk about Tim Tindall—one from John Work, formerly program director of WLS in Chicago, and the other

Cincinnati, Ohio—WCLU

Dave Program Director

“Hi! It’s a Matt.” Marty Robbins, Columbia. BLFH: “Wife Level.” USA.

Charlotte, N.C.—WQRK

Cloyd Bookout

Music Director


Cincinnati, Ohio—WZIP

Allan M. Peck

Music Director


Flint—WKFAM

Jim Harper

Program Director

“Hi! It’s a Matt.” Marty Robbins, Columbia. BLFH: “Wife Level.” USA.

Continued from page 54

programming aids

Ashland, Ky., J. & Huntington, W. Va.—WTCR

Mike Todd

Program Director, Personality


Burbank, Calif.—WLBQ

John Lawrence

Music Director


Columbus, Ohio—WWMN

Roger Miller

Program Director


Dallas—Fort Worth—KYAL

Johnny Daniels

Program Director


Harrington, Va.—WCKY

Butch Fisher

Music Director, Personality


Huntington, W. Va.—WTRU

Ted Gremer

Program Director


Knoxville, Tenn.—WROL

Phil Reainey

Program/ Music Director


Lynchburg, Va.—WBDG

Bob White

Music Director, Personality


(Continued on page 58)


Continued from page 58

AS PROOF OF the growing popularity of country music, country artists are increasingly in demand for personal appearances.

Last week, Owens sang his new Capitol Records single “Who’s Gonna Mow Your Grass.”

The Forum will continue through June 20, with sessions devoted to various aspects of the industry, including programming, management, and sales and marketing.
The First International Music Industry Conference
April 20-23, 1969, Paradise Island Hotel, Nassau in the Bahamas

Join the leaders from every part of the Music World who will be there

Session 1 Challenges to the Music Industry
Talk A. How the Roles and Responsibilities Between Record Companies and Publishers Are Changing
Talk B. The Universal Numbering System—a New Approach to Increasing Revenue and Income

Session 2 International Forces of Social and Economic Significance
Talk A. Music—a Key to International Understanding
Talk B. National Barriers to the Free Flow of Music Among Countries

Session 3 Changing Patterns in the Distribution and Retailing of Records
Talk A. Within the United States and Canada
Talk B. In Central and South America
Talk C. Approaches in Europe
Talk D. In the Far East

Session 4 Promoting the Artist
Talk A. New Techniques to Expose the Artist
Talk B. Getting Teamwork Among the Agent, Publisher, and Record Company
Talk C. Merchandising the Artist—a Growing Method of Importance

Session 5 New Strategies for Problem Markets
Talk A. Prospects for Marketing in Russia and the Eastern Countries
Talk B. Creating an Operational Plan for the Underdeveloped Countries
Talk C. Organizing an Effort to Combat Piracy

Session 6 Performance Rights—Logging, Monitoring, and Distributing Funds in the United States
Talk A. The ASCAP Approach
Talk B. The BMI Method

Session 7 The Options for Establishing a Foreign Facility—Weighing Their Advantages and Disadvantages
Talk A. Setting Up Your Wholly Owned Company
Talk B. Developing Joint Ventures
Talk C. Selecting and Working With a Licensee or Subpublisher

Session 8 The Emergence of the Individual Artist/Composer/Producer as a Self-Contained Organization
Talk A. Organization and Operation of These Groups and the Direction of Their Growth
Talk B. How the Record Company and the Publisher Can Deal With Their Impact

Session 9 Merchandising the Artist and Music Internationally
Talk A. The International Tour—Its Importance and Keys to Its Success
Talk B. Music Festivals as an International Promotional Tool

Session 10 Income Potential in Different Music Forms and Use
Talk A. Exploiting the Jingle and Spot Music in Advertising
Talk B. The Mini Disc (pocket disc)—a New Singles Market
Talk C. Audio-Visual Cartridges—Their Prospects for Growth

Session 11 The Source of Music Income—A Comparison Among Major Countries
Talk A. The Breakdown of the Total Sales Dollar—by Product and Source
Talk B. The Comparative Increments of Expense and Profit

Session 12 Adapting Music and Lyrics for Sale in Other Countries
Talk A. Changes Needed for Sale in Europe
Talk B. Adapting Foreign Lyrics and Music and Sales in the United States

Session 13 New Sounds in Music
Talk A. Trends in Sound in the United States
Talk B. Emerging Musical Sound in Europe
Talk C. Innovation of Sound and Music by the Engineer

Session 14 Interrelationships of the Broadcast and Music Industries
Talk A. Programming Concepts of Nation-Owned Broadcasting Systems—Their Impact on Promoting Records
Talk B. Privately Owned Radio Station Programming—Changing Need for Music

Session 15 Performance Rights for Artists and Record Labels—Logging, Monitoring, and Distributing Funds
Talk A. In England and Europe
Talk B. What Are the Prospects in the United States
Talk C. In Central and South America
Talk D. In Japan and the Far East

Session 16 Significance of the Popularity Charts
Talk A. How the Major United States Charts Are Developed and Should Be Used
Talk B. The Development and Use of the New English All-Industry Chart

Session 17 Formulas for Buying and Selling Copyrights
Talk A. Setting the Value of a Copyright
Talk B. Avoiding Litigation in the Purchase of a Copyright

Session 18 New Methods of Transmitting Music
Talk B. CATV—as a New Marketing Medium

Session 19 The Influence of Law on the Industry’s Future
Talk A. Is International Law Currently Helping or Hindering the Music Business
Talk B. The Meaning of Prospective Changes in the United States Copyright Law
Talk C. The Implications of Recent Copyright Legislation in Other Principal Countries

Session 20 How to Increase Revenues for the Juke Box Industry
Talk A. What is Required in the United States
Talk B. What is Required in Europe

Session 21 Mechanical Royalties
Talk A. In the United States
Talk B. The Changing European Scene
Talk C. In the Far East

Session 22 The International Tape Systems Market
Talk A. Its Impact to Date on the Record Business
Talk B. Achieving Full Exploitation on a Worldwide Basis

Session 23 Mergers and Agreements—Their Effect on the Music Industry
Talk A. Their Influence on Future Sales and Growth of the Industry
Talk B. Their Impact on the Position of the Independent Publisher and Record Company
Talk C. Their Effect on the Creative Effort of People

The International Music Industry Conference Sponsored by BILLBOARD and RECORD RETAILER
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Always Charlie Louvin, Capitol. BLFH: "You'll Me," David Houston, Epic. BLFP: "Day Gig," Peoria, Ill. 3.


Program Director

Jackson, Miss.—WSLI

Bob Roll

Kingston, N. Y.—WBAZ

Gary Davis
Music Director, Personality

San Diego—KOGO

Dick Roberts
Program Director

San Francisco, Calif.—KNBR

Michael Button
Music Director

Norwich—WICH

Bob Craig

Phoenix—KQRS

Bob Pond

Pomona, Calif.—KKAR

Gene Bush
Program Director

San Diego—KOGO

Bob Pond
Program Director

San Francisco, Calif.—KNBR

Michael Button
Music Director

South Lake Tahoe, Calif.—
KTHO

Bill Kingman
Program Director

Springfield, Mass.—WSPR

Budd Clain
Program Director

Sporake, Wash.—KXXL

Gary Giorgi
Program Director

Tucson, Ariz.—KHJT

Wayne Vann
Operations Manager

(Continued on page 65)
THIS NUMBER 10 HAS MADE HISTORY...
send sincere best wishes to

PYE Records Limited

on the occasion of reaching their

10

Tenth Anniversary
Pye Records is naturally proud of its 10 years association with its parent company, Associated Television, one of Britain’s leading entertainment organizations. As you will see from the following pages the 10 years from 1959 have seen Pye Records’ growth from a comparatively small company to one of the leaders of the British record industry. Its international interests have blossomed and borne fruit both as licensors in conjunction with leading record companies all over the world and as licensees for overseas product in Great Britain.

This reciprocal arrangement has worked well on both business and personal levels. We hope that whenever visitors from overseas visit us here in London they can feel they are among friends. At our International Sales Convention last September we were happy to welcome V.I.P.’s from twenty-one different countries, which gives a graphic illustration of this company’s worldwide growth.

On that occasion I was happy to have been able to report that we had enjoyed the best year in the history of our company despite a certain amount of turmoil within the industry as a whole. I like to feel that this comparative stability derives from our dependence on good catalog, unequalled distribution and a strong but flexible organization as our sources of strength.

In addition, we have been building up contingent segments to our over-all business, including custom pressing at our modern factory at Mitcham; our music company which is now a force to be reckoned with in the world of music; our partnership in the Alex Strickland chain of retail shops; our interest in the equity in the only rack-jobbing organization in Britain, and last but certainly not least our fully-equipped recording studios on our own premises with their unrivalled facilities, plus our own mobile recording units for live coverage of important outside concerts, etc. All these, plus other ancillary ventures such as cassettes, tapes, recording clubs, etc., are among the strong foundations on which this company now firmly stands.

We feel that, with the trend of events, 1969 will present one of the most challenging years in the history of the record business in the United Kingdom, and, with the same team spirit that has built us into what we are today, it is our intention to take up this challenge and sustain our responsibilities to both licensor and licensee alike.

We believe that our particular form of marketing, which has brought us so much success will continue to prove that records can be sold as well as distributed and this policy, together with our diversifications, will ensure a healthy progression for the organization.

Our studios, custom pressing and retail ventures are continuing to expand and these facets of our business, together with the increasing development of our music publishing company, will help to make our 10th anniversary a memorable occasion.

To those who have entrusted us with their product during the past, we humbly say thank you for your good faith, and for those who are entrusted with our product, we again say thank you for your endeavours which have helped us to achieve so much to date.

says LOUIS BENJAMIN,
Managing Director, Pye Records Ltd.

Photograph: Douglas McKenzie
CONGRATULATIONS ON YOUR TENTH ANNIVERSARY

Welbeck Music: London

CONGRATULATIONS ON YOUR FANTASTIC AND DYNAMIC 10 YEARS

Soho Record Centre
And Associate Companies
London's Leading Record Retailers
Ten years ago this month, in January 1959, a comparatively small and recent newcomers to the British gramophone record industry moved into a converted private house in Chandos Street in London's West End. The company was called Pye, and it is called now. Pye Records. It started off with a shareholder base that included Associated TeleVision, one of the leading British independent television companies who had entered the disk industry in October 1958 when they acquired their first Pye Records holdings.

In the same month of January 1959, a young man was appointed as the new sales controller of Pye Records whose personal background and experience was completely involved with the entertainment industry. His name—Louis Bernstein.

Without going deeply into the various ramifications which resulted in the company's name and composition at that time, the story had begun with two independent record companies—Nixa (a classical label headed by New Zealander Hilton Nixon—and the Polygram Record Company—a pop label headed by Scotti Records' Arthur Firus. These two had merged in 1955 to release records on the Pye-Nixa Label.

The Nixa Record Company was started by Hilton Nixon and obtained release rights of a French label and several American classical labels. From these he had made recordings with British and continental artists and then developed the classical side of the company to include records by such major British symphony orchestras as the Royal Philharmonic, the London Philharmonic, and the London Symphony Orchestra.

Polygram had been founded by Alan Freeman and his associates, and had several leading artists under contract, notably Germany's Editha Bart, Tino Rossi, Petula Clark and Jimmy Young, both in the early stages of their careers. It is recorded that at least 50 pieces that albums by both these artists have been issued by Pye within the past two months. Alan Freeman himself was to remain with the company until the 1966.

The reason for the inclusion of the name "Pye" into the composition was that the Nixa Company had been acquired in 1955 by the electronics firm of Pye of Cambridge, who joined with Caledonia Investments which owned a recording factory at Mitcham, Surrey, among its many other valuable properties. It is from this factory now greatly developed—that Pye Records are still today.

Pye-Nixa had become Pye Records Limited in 1956 and moved into its Chandos Street offices in January 1959. Though small, the company's compactness was that of a coiled spring; the controlled expansion of which began that same year. Already Pye had been the first record company in Great Britain to bring out stereo recordings, of which the Science Museum in London has examples. That was in 1958. In May 1959, came what was rightly called the "breakthrough." This was the revolutionary step to record the business whereby the physical distribution of the product was made direct to the record dealers from Pye Record's Inventory at Marble Arch.

This new idea, conceived by then Sales Manager Les Cocks of dealing direct with retailers from 2 fleets of vans based strategically all over Britain, gave both speed and flexibility and an enviable personal liaison with the point of sale men on the spot. For the first few weeks the newly formed Home Sales Force had the opportunity to get acquainted with their territories and establish the necessary good relationships with their dealers.

By the end of May 1959 sales were spectacularly higher than for the same period of the previous year. In particular, the average sales of all long-playing albums were double those of 1958. This was particularly significant because it is the £P standard material of any catalog that has to be sold as against the sale of singles which are given strong topical promotion via the charts and the various radio and TV programs.

The scope of the various Pye labels covered the popular, jazz and classical fields. This range was to expand still further in the years ahead. But the company itself was also expanding and to such a degree that in October 1960 it moved its recording department to the new London headquarters, which combined a recording studio complex with the master and store rooms of ATV House in the new power and floor studios of ATV House, the studios came into being which were to record so many famous names, bands and groups in the years which were to come.

By the end of 1959 the Golden Guinea label had become firmly established; a new "strict tempo" series had been started for use in ballrooms, etc., and over the whole year, with the exception of one single week in June, Pye Records had had continuous representation in the British top 20 charts.

The home labels of records manufactured and distributed by Pye at that time included Pye Records and Pye Jazz, and their releases at Pye International included such labels as Antillas, Oyster, Chancellor, Copraf, Joy and other leading American and European material. On the Golden Guinea label, they incorporated material from Miller International, Seven Guitars, Elektra and Donny, plus interesting home material, particularly in the jazz field.

It was in the international field that it was seen that Pye was making itself known. In 1960 Pye Records scooped the industry in Britain by acquiring the British licence for Frank Sinatra's Reprise label.

Further, in 1960, Pye had had made the subse- quent decision of Sinatra himself to record his album "Tony Bennett—Great Britain" with Pye technicians and artistic control, his first British recording session.

Later in 1962, Pye Records began its drive to present an all-embracing music organization, the distribution of which was consolidated by the opening of its American office in New York where the company's affairs were— and are— handled by noted show business representative Irving Cezar.

At the same time, Pye was developing its world-wide coverage in Australia, Germany, Scandinavia, Holland, Spain and Italy, with resulting wider exposure of its leading contract artists into the international field. At home, the company pioneered in various directions in the early 1960's. It introduced a number of releases on the interesting Pye Pop Norekoch "Spoken Word" series. Tony Hancock was established as the leading British humorous on disks, and albums were released by such other famous British comedy stars as Benny Hill, Norman Vaughan and the late great Max Miller. A clear lead was also achieved in British traditional jazz with Kenny Ball, Chris Barber, Acker Bilk and Bob Wills.

At the same time, considerable efforts were continuously made to convince the public about Pye Records' genuine "behind-the-scenes" activities in order to cope with its outside expansion into new markets. New studio facilities were introduced, and the latest American methods of material handling plus improved factory production capacity, as well as the overall modernization of the design and dispatch departments, led to a 20 per cent improvement in turnover.

Pye was the first British company to use commercial TV advertising and billboard promotion on key sites, in addition to the usual outdoor trade press advertising, window displays, etc., while their publishing subsidiary Weltbeck Music ensured first-rate coverage in the music field.

By March 1962 Louis Bernstein had become general manager, and he was made managing director in 1963. He was succeeded in the latter post by the "coiled spring" by top sales executive Les Cocks, factory director Bert Wens and the late George Marpurg, com-

pany secretary. The aim team and the exploitation unit were—still remain—based on the Australian firm's flair for picking the right men for the right jobs.

The year 1964 saw further expansion in the international field. The situation as to such artists as Sinatra, for example, the Honeycombs and the Searchers were all featured in the American charts. Pye Records also represented several American labels at this time. In addition to Reprise, these included Colpix, Hickory, Autumn, Chess and Checker and Argo. Crown, Scepter, Elektra, Miller International and Fantasy.


At the same time, the company's releases were available throughout the world. Considered the main alliteration was that at the latest International Sales Convention, held in London in September 1968, there were over 40 representatives from every country of the world.

Similarly, great success was attained in Britain by American and other artists through Pye's manufacturing, distributing and merchandising channels. Chart successes were recorded by Frank Sinatra, Herb Alpert, Dianne War- wick, the Shangri-Las, Dean Martin, Sammy Davis Jnr, Trini Lopez, Francine Hardy, Chuck Berry, Bo Diddley and other leading international personalities. Dianne Warrick, was, for example, musical director Burt Bacharach recorded in the Pye studios, in addition to Frank Sinatra, Sammy Davis Jnr, Petula Clark, Francesco Hardy, Chuckle-Builder and Bo Diddley, hold the day also saw the spread of special foreign-language version of his songs by Sandie Shaw, Whooper and the Beatles, as well as recordings by artists who recorded in German, French and Italian to reach the spreading world markets which Pye was attacking so successfully.

It was in 1965 that Louis Bernstein announced that Pye Records had taken over the Warner Bros. label for Britain, and had brought in the Warner Bros. Reprise label. In that same year, the company renewed its agreement with the American company, that is, the search of Continental stars to augment its international catalog with Dunstan and Hissong.

Equipment is brought into the record company which enabled it to produce an additional 250,000 records per week, and several internal appointments were made in conjunction with their ever-expanding program. Mention should also be made of the development of Pye's interests in Ireland, under the capable management of John Woods, which had accelerated the setting up of the company's own distribution of records there. This was a two-way traffic; for Pye now required more of the examples of Lithuan and show bands to add to the many-flavored range of records made available in the U. K. through the Pye organization.

In July, Pye Records bought the mixed factors which had up to then had had a 50 per cent share in the company, bought out of Pye of Cambridge and Caledonia Investments and so became 100 per cent owner of Pye Records Ltd.

The installation of 18 Swedish Alpha presses was completed in that same year, most of these being capable of turning out four-inch records per minute. By the end of 1966 the highest weekly turnouts of seven-inch records was 350,000, and the highest number of 12-inch long-players was up to 93,000—both these figures were well within the capacity of the factory.

By 1967 the Pye Studios had expanded substantially over the previous four years, and twentyfold in the U. S. A. alone. This latter figure included the celebrated Golden Guinea "Collector" series of classical albums, while the budget-priced Marble Arch albums sold particularly well in France, Holland, Scandinavia and Germany. And the expansion still goes on.

This all-round success was achieved because Pye Records had always been the company? The way is high as regards its ambitions; wide as regards its subject matter; deep as regards its awareness and international as regards its world-wide connections.

Pye's London headquarters in Great Cumberland Place overlooking Marble Arch.

Special Market Profile Sponsored by Pye Records
LONG JOHN BALDY
LET THE HEARTACHES BEGIN
KENNY BELL & JAZZMEN
PETITE FLEUR
JUICE BOXEZ
THAT'S WHAT LOVE WILL DO
PICTURE OF YOU
PETULA CLARK
DOWNTOWN
MY LOVE
SAILOR
THIS IS MY SONG

TROPHY

LONNIE DONEGAN
MY OLD MAN'S A DUSTMAN
DOES YOUR MOTHER KNOW?
LOST ITS FLAVOR
BATTLE OF NEW ORLEANS
DONOVAN
SUNSHINE SUPERMAN
STAR TO STRUT
VAL DONICAN
WHEN THE WHOLE WORLD STOPPIN' LOVIN'
EMILIE FORD
WHAT DO YOU WANNA MAKE THOSE EYES AT ME?
THE FOUNDATIONS
BABY, NOW THAT I'VE FOUND YOU
BUILD ME UP, BUTTERCUP

THE HONEYCOMBE
HAVE I THE RIGHT
THE IVY LEAGUE
TOSSEND TURNING
THE KINKS
ALL DAY AND ALL OF THE NIGHT
SUZY Q TONIGHT
TIRED OF WAITING
YOU REALLY GOTTA MEET DEAD END STREET
WATERLOO SUNSET
THE SHIRLARDERS
MICHELLE
THE ROCKIN' BERRIES
HE'S IN TOWN

A FULL SPECTRUM
OF ENTERTAINMENT

The teamwork construction of the company is so geared that any release list of any one week might well include a few solo album releases, a brass band or two, a cathedral choir, organ music, Latin-American rhythms and an album by a top-name British comic— all in addition to the British, American, Irish, etc., pop singers and groups.

On this page we pay more than a passing tribute to this kind of talent. Run down the list of hits on the top of the page gives the lists of Gold and Silver Awards to British artists on the Pye labels in the past decade.

While on the subject of awards, Pye Records itself gives an Award—appropriately called the P.Y.E. RECORDS TROPHY—to the most outstanding young musician of the year in the National Youth Brass Band. The recordings of this enthusiastic group of young musicians are among our biggest-selling items. Brass band recordings are popular items in our repertoire, which ranges from "Sousa Plays Sousa"—and Other Cylinders" (taken from pre-1914 cylinder recordings) to the current winners of the Annual Brass Band Contest at the Royal Albert Hall, London.

The sound of the solid foundations of any catalog is the supply of steady selling middle-of-the-road material which rarely enters any charts, as does the pop product, nor does it rate reviews in the classical-minded journals which deal mainly with concert and operatic releases.

Already Pye Records has an enviable reputation with the U.K. record department controlled by Cyril Stapleton a wide variety of high quality LP's have been recorded and are rapidly being extended. New artists are constantly being signed to the label specifically to make album product, and a new series which Cyril Stapleton recently introduced is being built up in a very big way.

The first album, called "The Panoramic Sound of Cyril Stapleton," is being followed by "The Panoramic Sound of Lenny & McCartney"—featuring of the songs by these celebrated Beatles writers: "The Panoramic Sound of Glenn Miller" and "The Panoramic Sound of Strings" will be subsequent issues of this superb series of high quality albums.

As we record the music of his own orchestra, such as "Latin Velvet" and "with the Tony Hatch String Quartet—With Your Heart," John Schroeder, who has already made a tremendous reputation for his orchestral recordings with "Sounds Orchestral," is also involved with fine middle-of-the-road albums with the John Schroeder Orchestra, while Tony Macaulay has created a record with the "London Pops Orchestra" which is to be followed by a second one in this series in the early spring.

With titles as widely diverse as Jack Dorsey's "Paraffin Jack Flash Ltd." and "Velvet Fog," "The Abnormal Disclosures of Maria Monk" and Cyril Stapleton's "St. Paul's Cathedral Choir," there will thus be an impressive and wide-ranging collection of high quality albums available this spring.

In addition, there are the lower priced Golden Guinea and Marble Arch albums, which also have film music and regional records on their lists. The latter include Irish show bands and soloists, Welsh choirs and colliery bands, and the Scottish bands and singers—of which the Alexander Brothers have been consistently good sellers through the past few years. In addition, there are German beer-drinking songs, Hawaiian selections and Latin-American rhythms . . . in fact, the widest possible choice of all kinds of music.

This category serves, in effect, as a broad central beam of the program between the pop of such top stars as the Kinks, Foundations, Donovan and the rest on the one hand, and the classical repertory on the other.

On the classical side, Pye has long held a leading position in the British recording world. Early recordings featured such famous conductors as Sir Malcolm Sargent, Sir John Barbirolli, many of which become standard items in the classical catalogue (including the first long-playing album of Hall's "Planes Suite").

The company's current classical labels include the low-priced Golden Guinea "Collector" series, the full-price "Virtuosos" series, and worthwhile reissues on the Marble Arch label—especially in the new "MSI" Stereo Two series which gives Britain its lowest priced double-pack of Stereo recordings of high quality.

The Collector label consists of important reissues and specially recorded material, such as the currently highly sought after "Run Away With Me" by George Formby. These records were born, and made available to the listening public many previously unrecorded works, using the finest available artists and recording techniques. Thus the repertoire on this label is extremely varied, ranging from 16th century choral works to American rock and central pieces. The current releases include such artists as Campoli, Ralph Downes, Vazsonyi, St. Paul's Cathedral Choir, and other leading classical performers.

As previously mentioned, Pye's famous Golden Guinea label was introduced in August 1959 and was the first budget label to issue recordings in mono and stereo (and in full four-color sleeves); the first record label to advertise on TV and the first record label to advertise on giant billboards.

In the last few years, the policy has been extended to encourage sales of regional and specialist interests. We have already noted the brass bands featured on this versatile label, and even these are divided into two subcategories, as it were, namely, civilian bands (mainly cathedral and last minute concerns, such as the Black Dyke Mills Band; the Brightone and Rastock Band; Grimethorpe Colliery Band, etc.), and the military bands, such as the famous Cold Stream Guards.

Then, in October 1964, the Marble Arch label was introduced to meet the budget conditions, and this came the leading budget line in British record dealers' shops, for both the quality and the range of its recordings. The catalog, under the control of budget lines manager, Monty Presky, now has over 300 titles of all types of music—from Beethoven to the blues, from symphony orchestras to Donovan—with total sales approaching the four million mark.

Marble Arch was the first budget line in Britain to introduce Top 10 nurse artists.

In 1968 the Marble Arch label introduced Stereo 2—special double packs of some of the best and Stereo sample to increase stereo interest and show that good stereo product can be obtained at budget prices.

The plans for 1969 include the introduction of over 100 per cent exchangeability and regular monthly releases with a higher proportion of releases made available in stereo.

Pye has long enjoyed an enviable history as regards its outstanding comedy albums, mainly of the leading British TV comedians. The release of the original Tony Hancock albums resulted in massive sales—his "Blood Donor" album alone went over 100,000 copies, which is a phenomenal sale for a comedy record in the U.K.

Similarly, the release of the "Septe and Son" albums had a massive sale of a quarter of a million and is available as full-price albums!

Special products organizer Monty Presky is still succeeding in getting the best of today's British comedians for the company.

Another instance of this company's being alert in many fields is shown by the fact that Pye seemed more aware than any other company of the growing importance of the various tape forms. Pye and Pye licensed—material is available in all forms, through licensed dealers with Philips for cassette release, University Records for 8 track, and King Stereo for 4 track. There are more than 100 tapes of Pye material now available.

Joe Berry, François Hardy and Emile Mitchell (French) and Udo Jurgens. The studio is also very popular with British artists, and among those who have been in the studio are Spencer Davis, George Fane, The Small Faces, Neil Christison, etc.; plus our own hit artists such as Patti Duke, Long John Baldry, Kinks, Rockin' Berrys, Sounds Orchestra, etc.; etc.

The Continental A & R men came to use our studios to record British artists in foreign languages.

In addition to these internal facilities, great success has been achieved with our outside recording unit on location. Some recent and contrasting examples were Buddy Rich and his Band at Ronnie Scott's Club for Liberty; the Tony Tom Concert at the Royal Albert Hall; for Premiere; Richard Strauss' Opera "Salome" for R.C.A. and Handel's "Theod- oro" for Vanguard Records.

The Searchers
NEED A NEW GIRL
WHEN YOU WALK IN THE ROOM
SWEETS FOR MY SWEET
SUGAR AND SPIKE

SANDIE SHAW
HERE COMES SOMETHING THERE TO REMIND ME

GIRL DON'T COME
LONG LIVE LOVE
PUPPET ON A STRING

Dowler's
CAST YOUR FATE TO THE WIND

MARY TANTY
VENUS IN BLUE JEANS

Special Market Profile Sponsored by Pye Records

JOHN A. CARLSON, press officer of Pye Records, Ltd., would like to express his appreciation of the cooperation of Monty Presky in compiling this supplement, and pay tribute to the expertise of Tom Merritt, of Morris Pye Associates, Ltd. in planning its editorial design.

P-6

JANUARY 25, 1969, BILLBOARD
GEOFFREY BRIDGE—joined Pye Records in January 1968 as International Director. Recently appointed General Manager.

PYE'S TEAM OF EXECUTIVES

CYRIL STAPLETON—A & R Controller and famous bandleader, record producer and composer.

TONY HATCH—Producer of a host of hits over ten years; also an internationally famous songwriter.

LES COCK—Director of Pye Records. Joined the company as a salesman in 1956 and now Executive Director.

JOHN SCHROEDER—Record producer, composer and arranger. Responsible for the Status Quo, Gene Washington, David Garrick and other artists.

TONY MACAULAY—Record producer (responsible for the Foundations, Long John Baldry and Paper Dolls hits); composer (with John McLeod) of many No. 1 songs.

JACK DORSEY—Record producer, composer, arranger and noted musical director.

BOB AUGER—Technical Controller and internationally renowned balance engineer. Also responsible for Pye's classical productions.

JOHN MOON—Factory director, currently engaged in big production expansion scheme.

MONTY PRESKY—joined the company in 1956 and is currently responsible for Special Projects, repertoire and budget labels.

TOM GRANTHAM—joined the company in 1959 as a sales representative and is now Marketing Director.

JOHN A. CARLSEN—Press Officer; former public relations officer for the London Palladium, the Sadler's Wells Opera and many stars from both sides of the Atlantic.

JOHNNY WISE—Promotion Chief, In-house publisher and musician. Now responsible for all radio and TV coverage.

PAUL CRAVE—39-year-old Art Director, responsible for all Pye's graphic design.

ROY DOWNEY—General Sales Manager. Started with Pye in 1949 as a sales representative. Is now responsible for all U.K. sales activities.

PETER ELDERFIELD—Marketing Coordinator and International Manager, responsible for promotion of Pye repertoire throughout the world.

HARRY CASTLE—joined the company in 1955. Developed Export Sales from its beginning to its current operation in 75 countries.

ALEX EVERITT—International Product Manager, responsible for liaison with U.S. and continental licensees.

IRENE CHEER—Head of Pye's U.S. office in New York since 1963.

DECK HONEY—Financial Controller in charge of all accounting activities in Pye Group companies.

MARGARET HAWKARD—joined Pye Records Ltd. when it was first formed. Is now Company Secretary and Controller Manager.

EDITA CRUMB—Copyright Manager has been responsible for this department since 1953.
Garrod & Lofthouse Congratulates Louis Benjamin and Pye Records on the outstanding progress made over the past ten years.
Marketing director Tom Grantham and general sales manager Roger O'Dwyer are responsible for this study. A major reason why Pye Records can count itself pre-eminent in the field of the record business is that it owns and controls all the various labels handled and distributed by Pye in Great Britain.

Tom has given us a rundown on his part of the operation, which now has 53 sales vans; seven depot; eight sales areas, each controlled by an area manager with the assistance of an assistant manager. Jack Foakes, assisted by Nick Foakes, are at the pinnacle of this operation which started in the early days of 1959.

By August of that year, seven were operating (four in London and three in Manchester) the new concept of "Van Selling," which Pye had initiated the previous May. There were also some nonrecord wholesalers (jobbers) assisting with distribution at that time, owing to the small number of vans then developed. These jobbers were of great help during the period when jobbers over the years had always been friendly and by mutual agreement. By Christmas, 1959, there were 11 vans; by the spring of 1960 the number had risen to 20.

Birmingham, Leeds and Newcastle were added to the list of centers and in the next few years, 1960-1964, new depot premises were found in the main towns, and in 1968 the Glasgow depot was moved to the "new town" developed in Cumbernauld.

In 1960, Pye Records had handled the Pye product exclusive of the Golden Guinea label, and as American product became available (as shown previously), this was handled solely and directly by Pye.

In 1960 it was decided to hold a sales conference to bring together Pye Records and all the major retail outlets in the main departments of the company. This conference took place at the Grosvenor Hotel, London, and was attended by 64 staff members. At the conference, the importance of the Pye brand, the ways in which the brand had to be exploited and the importance of the staff to the growers was emphasised. One great idea that grew out of the two-day sessions, and there were 350 people at the dinner dance. Pye has found through experience that these conventions are the only way to stimulate the staff, and by bringing together the whole staff, with their wives, a great deal of good company feeling is engendered.

One of the more unusual outlets of the company, since its TV advertising and large London billboards mentioned earlier (when distributed in Greece and Spain), the Golden Guinea label was featured in the great Daily Mail Ideal Home Exhibition. This was continued into 1964, and resulted in tremendous response. All promotion within the sales force has been from within. The Pye Records management staff started from the representative stage, and this continuing policy has resulted in a strong, united and loyal team, who understand thoroughly the company's philosophy.

Pye Sales Vans carry ALL Pye and associated catalogues—a fact which can be summed up by its public before they buy for themselves. The job of making sure that these salesget into the public ear is, of course, that of the promotion and exhibition department.

At Pye Records, we have a team whose reputation in the business is outstanding. It is headed by Johnny Wise, who joined the company in 1964. He is an ex-professional musician himself and played with many of the big name bands and orchestras of Great Britain before moving into the realm of artists management. From this he went into music publishing, advising nine years with the celebrated Lawrence Music Co. His next move was to Pye Records, where he was given the job of promotion chief.

Johnny was succeeded by Derek White, responsible for British product: Ivo Price, responsible for international product: Eric Summerill, who promotes current live appearances on television, and Eric Grice, office manager, together with the department's secretary and its own office junior.

With this team of highly experienced guys and girls, the Pye promotions department has received admiration and respect from disc jockeys, radio and TV producers, manufacturers, and their managers—and agents for their efforts and relentless persistence, which have played no small part in the growth and development of Pye Records.

Behind any successful company you will find the "back room" men who are constantly working under the control of Basil Margrave and his successor, Bill Taylor, the administrative progress of the company is under constant check and forward delivery to the deputies and members of the sales force.

For delivery of record stocks from Mitcham, Pye Records use their own long-distance transport by road twice a week, with daily fill-in deliveries carried by British Railways. Railways by the week, are carried by passenger trains to ensure speedy delivery to the areas controlled by the sales force—each of which is at a main line terminal. It is only when we are handling releases scheduled several months ahead and where large stocks of records require to be moved that the freight services of the railways are used.

In every company, each department will tell you that they are the heart of the company. Pye Records is no exception. Our sales force will say that without them no records would be sold. True. The accounts department will say that without receiving money the company could not survive. True. The recording department will say that without recordings there would be no records to sell. True. The production control department, together with the other functional departments, may not be the heart of the company but they certainly help keep the blood flowing to and from it in a very energetic and lively organization.

In nearby Mitcham, Surrey, Pye Records has its factory where its own and custom-branded products are manufactured and given their first stage of distribution. This is a constant, growing, constantly changing plant where new machinery and methods are installed almost continually to keep pace with growing demands and new systems of working as they arise.

Here all the step-by-step stages of processing take place, from the arrival of the soft-faced "acetate" (cut at the Pye Studios in Mitcham) to the completion of the dispatch of the finished product on the distribution vans.

When the acetate is first filed to reveal the edge of its aluminum backing, it is sprayed with a micro-thin coating of silver which makes electrical contact with the acetate surface for the pressing. The acetate is then handled with Pye's modern plating equipment where the silver film is transferred to the copper. The acetate is then placed in an atmosphere of hydrogen, and is made to grow around the "sandwich" and the "sandwich" is cut into disc shape. This silver-coated "master" is then replaced to make the master "forms" from which the records are pressed.

This is done by a battery of Swedish "Alphi" presses, which label the two sides simultaneously. Trimming, checking for pressing flaws and "spot-checking" follow in quick succession before the racking and packing stages are finally reached. Then the masters are stored in the metal-work library of some 5,000 masters and many thousands of stamping molds, including many bit numbers dating back to the '50's when the Pye Records story began.

In early February 1963 the management of Pye Records appreciated that the rapid advancement—the smoothing of the spring that we so patiently worked for—of the company would be held back if our accounting and management information systems did not keep pace with the technological progress. So, the project went ahead.

On examining other organizations' computer systems, it was seen that none of them at that time appeared to be 100 per cent effective or relevant to our highly mobile and flexible distribution and selling pattern. It was therefore necessary for us to start at "square one" and design a totally new system that would be not only an improvement of the record business and our dealers.

Areas most urgent in need of attention were: (a) stock control and accounting; (b) sales ledger and credit control; (c) artists and copyright royalty payments. Having engaged a team of management consultants to advise us on the configuration of the computer that would be most likely required, we came to the conclusion that it would be more economical to use a computer service bureau. It was from this decision that we started our association with E0 Com-puters Ltd., who were the forerunners of International
Pye have certainly got lots to sing about today, and all sorts of birds to do the singing. We'll have a verse all of our own, because during 1968 our duplicating plant, the most sophisticated and versatile in Europe, started producing 8-track cartridges from Pye group labels. Not only have they sold like mad in the UK, Pye have exported cartridges into more than thirty export territories. That's why we and Pye together plan to turn this year's tens of thousands into next year's hundreds of thousands.

All of which gives us very good reason to say

"Many Happy Returns"

University Recording, Slot Stereo, Tempo Tapes
36 Hertford Street, London W1
Ten years ago we started working for you, since then we have copied over 350,000 pieces of artwork and transparencies and look forward to the next 350,000.

"HAPPY BIRTHDAY"
"Radio Luxembourg the greatest commercial Radio Station in the world sends sincere congratulations to the management and staff of Pye Records on the occasion of their Tenth Anniversary in Record Business"

CONGRATULATIONS

To

on their achievements over the past 10 years—and for installing new Neve Consoles to ensure even greater success in the next decade

Rupert Neve & Company Limited 'Priesthaus', Little Shelford, Cambridge
Pye Records Limited make all their recordings today, whether in the studio or, as in the photograph, on location, exclusively on 'Scotch' 'Dynarange' magnetic tape. It is one of the most important means by which Pye can give the public the high quality they expect from discs bearing the Pye name.

'Dynarange' has a unique low-noise oxide that gives a signal-to-noise ratio 3 to 5 db better than any conventional tape. This reduction in background noise means improved frequency response, particularly in the higher frequency range, and considerably increased dynamic range. At the same time the exclusive 'Super-life' coating reduces magnetic oxide 'rub-off' to a negligible amount, so the life of the tapes is extended, while recording heads last much longer and require far less frequent cleaning.

All these features make 'Scotch' 'Dynarange' magnetic tape today's most advanced recording tape, and the first choice of the majority of recording studios. If 'Dynarange' tape can be of assistance to you, please write for technical literature and 'Scotch' magnetic tape data sheets.

Congratulations to Pye
Hope the first 10 years' success story will be repeated over the next 100

Chappell & Co. Ltd.,
50 New Bond Street,

Bradbury Wood Ltd.,
Bregman, Vocco & Cohn Ltd.
British Music Co. Ltd.
Compass Music Ltd.
Erie Music Ltd.
Famous Chappell Ltd.
Frank Music Ltd.
Ipanema Music Ltd.
Irving Berlin Ltd.
Jewel Music Publishing Co. Ltd.
Joseph E. Levine Music Co. Ltd.
Lowrey Music Ltd.
New World Music Ltd.
Springfield Music Ltd.
Valand Music Co. Ltd.
Williamson Music Ltd.
"GEORGE! You didn't tell me you were interested in car stereo."

Britain's largest suppliers of 4 and 8 track home and car stereo tape cartridge players—both in the United Kingdom and overseas—are proud to be associated with Pye Records and extend their best wishes for continued mutual growth and success.

HAPPY 10th BIRTHDAY PYE!!!!! YOU'RE ON THE RIGHT TRACK
THE LION OF THE INDUSTRY IS TEN YEARS OLD
CONGRATULATIONS

AVENUE RECORDINGS

The Joint Music Publishing Firms Glocken Verlag and Josef Weinberger wish PYE RECORDS on completion of 10 Years in the Record business success over the next Hundred

Josef Weinberger Ltd., Theatrical and Music Publishers, 10-16 Rathbone Street, London, W1P 2BJ

Congratulations to Louis Benjamin and to Pye Records from Dick James
Dick James Music, 71-75 New Oxford Street, London, W.C.1

Congratulations to Pye Records
We are proud to have been associated with Pye Records in particular with regard to Brass Band releases and look forward to even greater successes in the future which is undoubtedly assured from record to record.

The Beckingham Brothers, F. Richardson Ltd., (Music Publishers to the Brass Band World) Parliament Street, Gloucester.
PYE RECORDS PRESENTS A WORLD OF ENTERTAINMENT
THIS BIRTHDAY BARGAIN TWO RECORD PACK CONTAINS:


- Peter Paul and Mary: "Let There Be Long John"

- The Status Quo: "Picturesque Matchstickable Messages"

- Sounds Orchestral: "Latin Velvet and other Sensations"

- The Tony Hatch Orchestra: "Latin Velvet and other Sensations"

- Cyril Stapleton, His Orchestra & Singers: "In Panoramic Stereophonic Sound"

- Carlos Ossalido: "Soloists and Orches of The Accademia Monteverdiana"

PYE RECORDS REPRESENTS THE BEST IN U.K. DISTRIBUTION
France Belgium

A L'Occasion De Cet Anniversaire Nous Sommes Tres Heureux De Saluer Pye Records Et son Brillant Animateur Louis Benjamin Et Sommes Fiers De Notre Collaboration Reciproque Depuis L'Origine Bien Amicalement

Leon Cabat,
Disques Vogue
82 Rue Maurice-Grandcoing
93 Villetaneuse
(Seine-St-Denis) France.

Germany Switzerland

10 Jahre Pye Herzlichen Glückwünsche Zu 10 Erfolgreichen Jahren Let's Say It With The Foundations: 'We Are Happy People'

Deutsche Vogue Schallplatten Gmbh Koeln 5021 Grosskönigsdorf Bei Köln, Zur Mühle 2 Germany.
**Norway**

Vi hilser 10-års jubilanten

Norsk Phonogram A/S
Kirkeveien IV,
Oslo 3,
Norway.

**Sweden**

Vi gratulerar tio års jubilaren

Philips Sonora
P.O. Box 5153
Stockholm 5,
Sweden.

**Finland**

Onnittelemme kymmen vuetias juhlijaa

By Finnlevy AB,
P.O. Box 10584
Helsinki 10,
Finland.
Italy
Buon Compleanno Pye
Dischi Ricordi S.p.A.
Via Berchet, 2,
Milan.

Malta
Electro congratulates Pye Records on their progress over the last 10 years and wish them as much success in the future.

Electro Stores,
40, Zachary Street,
Valletta, Malta.
Portugal
Muitos Parabens Pelo 10/0
Aniversario

Arnaldo Trindade & C.A.
L.5A
Rua de Santa Catarina, 117,
Porto.
Australia

Congratulations to Pye Records on their success over the last 10 years and continued success in the future.

Astor Electronics Pty. Ltd., 161-173 Sturt Street, South Melbourne, Victoria, Australia.

Canada

"We could only admire you during your first decade but we're going to play a very large part in the greater one to come. Congratulations to all the Pye Pioneers."

Phonodisc Ltd., 30, Malley Road, Scarborough, Ontario.
South Africa

Congratulations and sincere best wishes to Pye Records on their 10th Anniversary.

Teal Record Co. Ltd.,
P.O. Box 4105,
124, President Street,
Johannesburg.

New Zealand

Pye Limited New Zealand congratulates Pye Records, London, on ten successful years on the international record scene, and thanks them for the support and assistance which has helped maintain the Pye labels at the top in New Zealand.

Pye Ltd.
P.O. Box 2839,
Auckland, C.I.
New Zealand.
Austria

Unsere herzlichsten Glückwünsche zum 10. Geburtstag.
Ariola—Schallplatten Ges. m.b.H., Wien.

Ariola Schallplatten Ges. M.B.H.
1010 Wien I.
Rotenturmstrasse 5-9.

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Denmark

Vi gratulerer PYE RECORDS med den enestående position Pye har opnået i branchen på kun 10 år.
Vi håber at kunne bidrage vort til en stadig fortsat fremgang.
Varmeste lykønskninger til Mr. Benjamin og alle Pye’s medarbejdere.

Mørks Musikforlag,
1612 Copenhagen V,
247 Vesterport.
Netherlands

Van Harte Gefeliciteerd Door
Uw Nederlandse Vrienden.

Gramofoonplatenmij.
NV Negram-Delta
Herenweg 101
Heemstede
Holland

Spain

Felicitaciones A Pye Records
Y Louis Benjamin En Su
Decimo Aniversario

Hispavox S.A.
Torrelaguna 102
Madrid 17.

Mexico

Gamma S.A.
Ejercito Nacional, 167
Apartado 7762
Mexico I, D.F.
From ALL of US at TELCO RECORDS, we say "CONGRATULATIONS" on your "10th ANNIVERSARY" and continued success in the years ahead.

P.O. Box 890
Port-of-Spain
Trinidad.
Hong Kong

Congratulations and continued success to Pye Records Ltd. on their 10th Anniversary.

COSDEL (HONG KONG) LTD.
1330–1332 Prince's Building, Hong Kong.

Singapore

Happy 10th Anniversary to Pye Records and congratulations on their formidable achievement.

COSDEL (Singapore) Ltd.,
P.O. Box 2659,
General Post Office,
Singapore 1.

Philippine Islands

Congratulations and best wishes on 10 tremendous years in the Record Industry.

Dyna Products Inc.,
P.O. Box 4591,
Manila, Philippines.

DYNA
Argentina

Anuestros buenos amigos les deseamos sigan como hasta hoy . . . exito tras exito.

Sicamericana S.A. Buenos Aires, Argentina.

Brazil

Congratulations from Musidisc.
—The most important record company of Brazil.
—Complete pressing plant with all facilities for the record industry.
—The best and modern recording studio of South America.

Gravações Musidisc S.A. Rua Da Lapa 120 Andar Sede Própria Rio.
Chile

Nuestros Saludos A
Pye Records Ltd.
representado en Chile por

Goluboff Industrias
Fonograficas S.A.
Miraflores 113–119,
Santiago,
Chile.

Japan

祝

Nippon Columbia Co. Ltd.
No.14-14, 4 Chome,
Akasaka, Minato-ku,
Tokyo
Continued from page P.9

Computers Ltd., whose LEO 111 computer we still use today.

Our first task was to determine what information was vital to each level of management, and on what scale this should be produced. Having ascertained what we wanted out of the system, we then looked at the problems of collecting and collating the necessary data and translating this to a suitable format for computer input.

At this stage we took a very critical look at every existing form in use and found that a large number were, in fact, superfluous and most of the remainder could be simplified.

During this period we were working very closely with the Service Bureau whose programming service we were using, and at the same time were training some of our existing staff as punch operators and data edit clerks. One of the biggest tasks was the conversion of our existing sales ledger and stock files to magnetic tape. By May 1965 we had started extensive program trials and had everything ready for the changeover by July 1. Some months previously we had decided to implement the whole suite of ten programs at one step as they were all so highly integrated.

The changeover in fact went very smoothly, and the relevant reports were produced at the appointed time.

Although a proportion of data originates at Mitchell, approximately 85 per cent is raised by the depots and salesmen who cover the whole British Isles. Each day they post their work to Mitcham where it is looked at and checked. The information is then converted to punch paper tape by two punch operators who, in the course of a week, handle over 45,000 items of information. This represents the million characters on nearly 8 miles of paper tape.

All data relating to a day's trading is processed the following night, when the first program checks that every item falls within the acceptable range limits previously set. Any erroneous items—such as wrong account numbers, incorrect quantities, etc.—are rejected and reported. All the acceptable data is "written" on to magnetic tape. What the rejected items are investigated, corrected and re-submitted the following day. At the end of every week all the data is sorted to catalog order number and processed with the stock program to produce detailed reports on the week's sales, and the stock position in each of our 64 stock locations, together with commission earnings of each salesman and our own "best seller" report.

At the month end, all data relating to the sales ledger is sorted to dealer account number order, and processed with the sales ledger program to produce a combined Invoice Statement for each of our 4,500 dealers. This shows his purchases and credits in detail, together with a statement of account, 5 per cent returns account and detachable remittance advice.

Other very important output from the monthly run are the credit control reports. These are "exception reports" used to highlight the slow payers and the potential bad debts, thus freeing the Credit Controller from having to scrutinize every account in order to find the handful requiring his attention. As these reports are produced simultaneously with the invoice statements, he can keep a very tight control over the whole sales ledger. We also produce particulars of sales by every dealer in every area for our area managers, and detailed reconciliation accounts for the chief accountant.

An extraction program from the weekly run, together with a Royalty Program, produces all our artists' and copyright royalty payment advice, giving full details of each artist's and publisher's earnings, and a summery of all direct exports, analysing these sales by territory and artist copyright code.

It is very difficult to quantify the direct savings to the company attributable to the introduction of the computer system, as the growth of the company would have necessitated a very considerable expansion of the accounting and stock functions on the old systems. However, we have been able to hold the staffing of these departments at a much lower level than would otherwise have been possible, thus saving on general overheads. The indirect benefits have been felt by all departments in the availability of accurate and up-to-date statistics on which to base management decisions and future developments.

Outside the company, the system has greatly benefited our dealers by reducing the amount of work they have to do in checking invoices, etc., and the speedy rendering of our accounts at the end of the month has enabled them to pay their accounts promptly and so claim their full settlement discount. Similarly, they are now in a position to make their 5 per cent returns monthly, and so claim their allowances on a regular basis.

The artists and publishers now receive their earnings very much more promptly as the payment advice for U.K. sales are normally produced within eight days from the quarter end, and settlement is made a few days later.

When decimalisation comes into effect in the U.K. on Feb. 15, 1971, we shall have the advantage of eliminating the need to change any accounting machines. As our programs operate in the binary radix, it will only be necessary to convert this back into decimal coinage instead of recalling before printing our various reports.

There are still several areas of the company's activities which remain to be computerized. These include bought ledger, operating statements, vehicle routing, and overseas royalties. Before long we hope to have all these functions integrated into the system. We are now moving into the second phase by transferring the operations on to a third generation computer, which will give us even greater power to develop the best possible system in the U.K. record industry.
Pye Group Artists available on Musicassettes

PHILIPS RECORDS LTD.
MANUFACTURERS & DISTRIBUTORS OF PYE MUSICASSETTES
Stanhope House, Stanhope Place, London, W.2

HERB ALPERT & THE Tijuana Brass * SAMMY DAVIS JR. — DR. DOLITTLE * PETULA CLARK * VAL DOONICAN * FRANK SINATRA
DEAN MARTIN * SERGIO MENDES & BRAZIL '66 * SOUNDTRACK FROM “FINIAN'S RAINBOW” * SANDIE SHAW * DIONNE WARWICK
GENO WASHINGTON * MARLENE DIETRICH * TONY HATCH & JACKIE TRENT * THE FOUNDATIONS * LONG JOHN BALDRY
DONOVAN * COUNT BASIE * TRINI LOPEZ * DUKE ELLINGTON * BING CROSBY * PETER, PAUL & MARY * and many others

ALPHA

Record Manufacturing Equipment

Suppliers of presses for Pye Records.

Congratulations To Our Friends

Serving the world’s record industry since 1942.
Write or call for further information and catalogues.

MANUFACTURERS OF ALPHA GRAMOPHONE RECORD EQUIPMENT
ADDRESS: FABRIKSVÄGEN 10, 171 48 SOLNA, SWEDEN  TELEPHONE: 08/830280  TELEGRAMS: TOOLEXALPHA, STOCKHOLM.
Take Advantage Of Our Custom Services

Studio
The finest sound in swingin’ London

Contact:
Pat Godwin,
Pye Studios,
A.T.V. House, Gt. Cumberland Place,
01-262-5502

Manufacture
Top quality service for disc production

Contact:
Ray Young,
Tranco Ltd., (Custom Pressing Division),
James Estate. Western Road,
Mitcham, Surrey.
01-648-7000

Distribution
More than sixty vans for national coverage

Contact:
Tom Grantham,
Pye Records (Sales) Ltd.,
A.T.V. House, Gt. Cumberland Place,
01-262-5502

U.S. REPRESENTATIVE

IRVING CHEZAR,
555 MADISON AVENUE, NEW YORK, 22.
NEW YORK PLAZA 52100
AS SUPPLIERS OF ALL PYE'S RECORD COMPOUND FOR THE PAST TEN YEARS

D.O. & E. INDUSTRIES

ARE PROUD TO BE ASSOCIATED WITH PYE RECORDS TENTH ANNIVERSARY

D.O. & E. Industries Redhill Surrey

Congratulations To Pye Records

From Metals & Methods Ltd. (Langley, Slough, Bucks.) Suppliers Of Electro-Forming Machinery And Nickel To Their Mitcham Factory
Country Music

Shows and Meals on Wheels to Roll in Nation’s Key Markets

NASHVILLE — Plans for a “showmobile,” a mobile catering—entertainment complex, were announced here in conjunction with the debut of the Tex Ritter Chuck Wagon System.

Board chairman Mark Clark Bates, along with Ritter, announced plans for the fast-food system, and said the showmobile would be an adjunct to fixed locations in major markets. Doubling as a restaurant and an outdoor stage, the vehicle will be complete with a sound system and floodlights. It was said to be ideal for radio stations or others promoting country shows in a given area.

Housed on a 27-foot Dodge Travco commercial truck, the showmobiles will be customized by the Robert K. Price Company, of Peachtree City, Ga.

How It Works

Meals would be prepared at a fixed location, loaded on the mobile unit, and kept warm or cold on route to a dispensing site. A variation will include a unit designed for country music radio stations to encompass restaurant and entertainment facilities, but also a remote broadcast unit, with a stage on one side and food served out of a window dropped from the opposite side.

The showmobile will provide transportation of food and service personnel to the location of catered dinners.

The board of directors for the Tex Ritter’s Chuck Wagon System includes, in addition to Bates and Ritter, Billboard publisher Hal Cook, past chairman of the board, the Country Music Association and now a member of the Country Music Foundation, Robert Worthington, a Nashville law partner of Smokey Ritter, Ed Menahan, senior partner of Sunley Simon & Associates, a Wall Street financial management company, and Alvin Nance, general manager of DDR’s Gold Seal Meats, a Miami-based firm recently purchased by Lurns. Worthington also will serve as secretary, Robert D. Green as treasurer, and Bates as president.

Plans for this undertaking have been more than a year in the making, and explain in part why Ritter last year gave up his Hollywood home to move here. The firm will move into a new building, now under construction, about March 1 in the Greenhills section of the city. A strong, experienced management team now is being assembled.

Menu Set

The menu for the chuckwagon will include barbecue, hot dogs, frankfurters, roast beef and other specialty items. There will be parent-owned retail outlets and franchises in which the buyer will receive a highly refined total system designed to produce the maximum profit.

The prototype will be built here, with construction slated to start within a few weeks. The company purchased a franchise for 500,000 shares, but was over-subscribed so quickly many could not be accommodated. All directors are stockholders.

Ritter, Capitel’s oldest artist from standpoint of service, has been successful in virtually every field of entertainment. He also is law school trained.

COLUMBIA’S CARL PERKINS, second from left, stops by the Nashville Billboard office with Cedartwood contingent to discover a Perkins-written song on top of the charts “Daddy Sang Bass,” sung by Johnny Cash, and a Perkins-sung song “Restless” moving up. At left is Cedartwood’s John E. Denny, at right Curley Rhodes, and second from right is Billboard’s Bill Williams.

Country Acts May Move Into Puerto Rico Scene

SAN JUAN, P. R. — Rafael Alicea Valletto, former career army man and now chief security officer of the San Jerome Hilton here, said he expects to be booking country acts here on a regular basis in the near future.

Alicea, a devoted country music supporter, said he would bring Bobby Lord to Sun Juan as the first country act to play a major night club in one of the oceanfront hotels.

“Long to be the beginning,” he said. “It is a break through.” Alicea contends that not only is Puerto Rico full of country fans, but many of the guests from the mainland staying at the hotel have voiced a preference for country music.

He indicated that if the Bobby

(Continued on page 64)

Nashville Scene

By BILL WILLIAMS

To the surprise of everyone, Chet Atkins’ longtime right hand, Mary Lynch, has left RCA and moved to Fred C. Olen’s management. The Willis Brothers and the Duke of Paducah have changed agencies, going to Auld-

The Fillmore Franks Singers will debut Feb. 1, with a single on Paula. Stan Lewis points out that Paula was strong in country last year, with the establishment of Cheryl Poole.

(Continued on page 64)
Meet Tammy Wynette's closest competition.

Tammy is the fastest-selling female singer in country today. Every one of her singles and LP's has made it high on the charts. And last year three out of four of her singles reached number one.

Now Tammy's biggest hit "Stand By Your Man" becomes the title song of her new album. We don't have to tell you that the sales potential of this album is dynamic.

In fact, it may very well become the biggest LP in country today... that is until the next Tammy Wynette album.
"YES VIRGINIA"  
Kenny Vernon  
Chart #59-1072  

"WILD CHERRY"  
b/w "BIG WHEELS SING FOR ME"  
Johnny Dollar  
Chart #59-1070  

GREAT ALBUMS  
SUGAR CANEY COUNTY  
CHS 1029  
MAXINE BROWN  
LLOYD GREEN  
COOL STEEL MAN  
CHS 1010  
Peach-Yonah Music
806 16th Ave. South
Nashville, Tenn.
(615) 254-7708

ORBITING TO THE TOP & DEAD ON TARGET!!
The New SOUL In Country Music.

'please take me back'

JIM GLASER

Photo: New World/Nashville
Tony Douglas & Mickey Gilles, the acquisition of Gene Wyatt from Mercury, and the signing of young Kenny Hart. Still in the city are many Nat Stuckey masters, and an album will be released soon. . . Sounds of Music distributing company of Bolen, N. M., will handle all distribution for Natural Sound label and Spin Records. Natural Sound has a new single by Billy Koaundt and Spin has one with Connie Moore.

Charlie Louvin, Capitol Records artist, receives a tribute to his talent when Imperial releases the first album by Houston Fearless, a top rock group on the coast. In a session, the group cut Louvin’s latest hit, “What Are Those Things,” and in their album liner mentioned how much they admired Louvin and his contributions to music. Louvin plays Atlantic’s Playroom early in February. . . A key to the city of Orlando, Fla., was presented to Columbia’s David Houston by Mayor pro tem Doug Barnes. The presentation was for doing benefits to raise funds for a local charity project. . . Bubby Brown, one of the city’s talented songwriters, now is establishing himself as a singer with his “Girls in Country Music” on MGM. . . Tex Clark of Brite Star promotions returned to Newbury, Ohio, after five days in Miami where he spoke to the Florida Music Co. The firm (Brite Stars) will set up a Chicago office this year with Buzz Green as manager. . . Steve Adams has started his own production and distributing firm, and has now opened a record shop bearing his name at Connemore, Ind.

Kenny Roberts has a few Starkey albums “Country Music Singing Seniors” of a single by the same title. Roberts has moved back to Dayton after 11 years in Michigan to be “closer to Wheeling and Nashville.” Maury Talent has booked him at the Flame and at the Horseshoe in February. RCA’s Felton Jarvis is doing an Elvis Presley session in Memphis, the first since Presley since the early days of his career. . . Marjorie Wilkins has sold her home to Dottie & Bill West and is moving to Europe, retaining her interest, however, in Buckhorn Music publishing company. . . Connie Francis is in town to cut for MGM, under the direction of Singleton. . . Jeannie C. Riley is going to film the “Glen Campbell Show . . .” Bonnie Bucy, former head of Ballyhoo, Inc., has changed the name of her firm to Bony Bucy and Associates. . . Charley Pride has broken four more attendance records in Texas, and they were all his own originally.

**Country Acts**
- Continued from page 60

Lord venture is successful he will bring another Decca artist, Bill Anderson.

Alicia says he became a country music devotee while serving in the army. At his home he has a collection of pictures of country artists and possesses most country albums released in the past decade.

The local official said he wanted Lord to be the first to put on the show in a swank club because he felt the “Grand Ole Opry” singer had a great amount of class, and felt he would be readily accepted by any sophisticated group.

Last fall Alicia made a trip to Nashville to visit the “Opry” and to meet many artists. It was then that he first began negotiating for Nashville talent on the vacation island.

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**Nashville Scene**

**Continued from page 60**

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Country and Western World you’ve got a new hit now—

Loretta Lynn sings

“WOMAN OF THE WORLD”
(Leave My World Alone)

#32439

Another world-beater on the flip side:
“SNEAKIN’ IN”
WIXX Shift Forces Scheduling of Hits

FORT LAUDERDALE, Fla.—WIXX, which has switched to an all-rock version of its country music format is now “scheduling the top 20 current hits to get them on the air,” Operations manager K. C. Jones said the problem developed because of a flood of requests from listeners for the “older, more traditional material.”

The format shift, bowing a week ago, brought calls for the early Hank Williams, Flatt and Scruggs, Faron Young, Stonewall Jackson, and more recent rock requests from listeners on WIXX last week.

“It was a big surprise to me,” said Casey Jones, who installed the programming move which has air personalities tape each phone request and play the tape back over the air as the actual introduction.

It took about a month, Jones said, to catalog properly the station’s library.

He had expected most of the calls to request newer records, but after a few weeks of the programming change, 150 new records to get them on the air. Among the newer releases that are being heavily requested, according to music director Lyle Reese, are George Jones “When the Grass Grows Over Me,” Porter Wagoner’s “Carroll County Accident” and Stonewall Jackson’s “Angry Woman.”

W. Coast DJ Couple Right on the Beam

By ELIOT TIEGEL

LOS ANGELES — Two actors turned disk jockeys are keeping alive the old radio format of husband-wife team.

Only this isn’t a husband and wife combination and the two stations being their program, KXWH in Santa Ana and KBOX, San Jose, have nothing to do with old-time radio.

The two hosts are Buddy Clay, previously of the “Our Gang” film comedies, and Fran Marion, a former musical comedy actress, who now jointly and “Fran” show which blends a pop-s广告服务 of music with ad copy presentations.

They do their 6 to 10 a.m. show live on KWHX, a station which tapes the program for rebroadcast one week later on KBOX. Both stations are musically programmed by Bill Weaver, who devised the Buddy and Fran concept as well as the program’s attack to develop an audience in the 15-34 age bracket.

Weaver set up the morning co-hosted program to give the station something entirely different from the normal. The 5,000-watt Santa Ana station beams into parts of Los Angeles county and shows up in the two-county Pulse surveys. The Los Angeles stations are becoming strong music outlets, Weaver feels, and thus KWIZ and KFMB are now aiming to offer something extra.

Buddy and Fran avoid any local references so the tapes are also “localized” to the San Jose market, which reflects Weaver’s concept of mixing soft rock singles and LP cuts with soft rock jingles.

The current format is the result of Weaver’s initial all-ad request concept, which was the first such effort in this area. He took the best of the all-request concept and devised his combination mixture which he believes appeals to 18-34 age group.

Wixx was 16 singles an hour, Weaver claims, with the number going up to a reported 35. The format was approved according to Weaver’s whims. “It’s a show by feel,” he says. “When I feel a record is done, I pull it off.” Weaver’s mix offers Bud Clay, Elvis Presley, Beatles, Bobby Vinton, the Tijuana Beat, WRMCE, BP: “Leed Zeppelin,” Mio, (LP), and BH: “Make This Day Last Forever,” My Darlin’ Watson Group, Jack Roes, Potsumn, N. W., WTSC, BP: “Saturday Night at the World,” Maxwell Wilson, Warner Bros., 7 Arts, and BH: “Stormy,” Classics IV, Imperial.

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New Compact Rock-Ola Puts Stereo in Small Locations

CHICAGO—Stereo sound in the smaller locations is now possible, thanks to Rock-Ola's new 441. "Dialed-in" sound is achieved with the Rock-Ola 441. The unit is available in a range of finishes to match the armoring of the location.

Local Papers Like Jukebox Story: Ellis

OMAHA—Jukebox program advertising has opened a whole new way of merchandising music and unusual locations are subjects that interest nearly every advertising writer these days. Howard Ellis, president, Music Operators of America (MOA), recently received a copy of a profile in The Omaha World Herald, told last week how operators can generate local news stories and features.

The release concerned my trip to Chicago for MOA's convention.

(Continued on page 71)

New Equipment

Rock-Ola—100-Selection Deluxe 441

The new unit, as above, is called the Deluxe 441 and features 100 selections. This jukebox is a vacuum tube amplifier with thermostat controlled automatic volume control and a speaker system comprised of two 12-inch extended range speakers and two nine-inch by seven-inch oval tweeters. The unit also has an "L" pad on the amplifier which allows for quieting the parent unit while leaving remote speakers intact. All the accessories available for the Deluxe 440 are also included. The unit is designed for use in any location.

(Continued on page 71)

What's Playing?

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

Crete, Neb., Location: Kid-Student U. Snack Bar, Doane College

Current selections:

- "At the Zoo," Marilyn and John; Dion, Larry and John.
- "Hey Jude," Beatles, Apple, 2216.
- "Love Child," Supremes, Motown 1135.

Oldies:

Location does not respond to oldies.

Malta, Mont., Location: Adult (Over 36)-Tavern

Current selections:

- "Little Arrows," Lesley Lee, Decca 32800.
- "Dancing Clamato," Cal Smith, Kapp 918.

Oldies:


Les Montooth, Peoria, Ill., Location: Kid-Restaurant

Current selections:

- "Cuddle With Me," Tommy James, Roulette 43071.
- "Teach Me," Dino, Elektra 45457.

Oldies:


DOROTHY CHRISTENSEN, programmer, Christy's Music Co.

Bill Bush, programmer, Les Montooth.

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Oldies:

Atlas Toasts Rowe MM-3


ROCCO IACULLO, Reliable Music Co. (left), and Joe Kline, Atlas Music.
The Deluxe 441

FROM THE GREAT COMPACT TURN-ON!

Rock-Ola's bold new sound that sells music for money turns the smallest spot into a plus-profit happening! Why? Because this compact money-grabber has big model features, big model richness, big model dependability!

Features like the world famous Rock-Ola Mechanism and Revolving Record Magazine and Rock-Ola's exclusive Mech-O-Matic 331/2-45 RPM changer. Flip-Top Servicing. Credit unit and amplifier flip down for stand up in unit servicing. Irresistible new styling steps up the action to make this the best build yet for small locations!

And the Deluxe 441 works with all optional accessories: receiver, money counter, motorized remote volume control, phonette wallbox, wall speakers (LP feature, 2 plays, 2 bits, kit optional).

Rock-Ola Manufacturing Corp.
800 North Kedzie Avenue, Chicago, Illinois 60651
**Licenses, Slugs, Theft Ring Force Action by Ill. Group**

By EARL PAIGE

CHICAGO — Bulk operators here are faced with "indiscriminate and confiscatory" licensing laws, losses from foreign machines by a ring of organized criminals. These three problem areas are currently the chief concern of the Bulk Vendors Association of Northern Illinois, according to presi- dent Bill Krugman. The association, formed recently to fight increasingly stringent and inappropria- te action in apprehending and prosecuting some thieves, will shortly be incorpo- rated as a state group and invites participation from all businesses operating in Illinois, said Krugman, president, Vend- Master Co. here.

The battle to gain more equa- lizable licensing fees has been car- ried on at the local level through a committee, Krugman said. "If we're not successful with this approach, the next step will be to take up licensing at the state level."

He said that some municipal- ities charge as much as $80 a year for a five-stall installation. "The most our price would be from $6 to $10. We can't recom- mend what should be charged but we do think in our case, show what our profit level is and make sure that authorities aware of our business."

The group has recently con- tacted the U. S. Treasury De- partment in regard to their chips. "We also intend to co- ordinate our efforts with the New York Vendors Association, which has been fighting the poker and bingo chip vag prob- lem for a long time."

Krugman said there is no doubt that the theft of money from bulk vending machines in the Chicago area is part of an organized effort.

"In many cases we know the thieves have keys and special tools for entering machines. They're very bold. Most robberies occur while the stores are open."

(Continued on page 71)

**NVA Mailing Applications To Exhibitors**

CHICAGO — Exhibitor ap- plications were mailed last week in preparation for the National Vending Association's in- annual convention at the Holly- wood Beach Hotel, Hollywood Beach, Fla. The event, to be held May 15-19, will give merchants the opportunity to plan a vaca- tion around the convention.

Special rates for four days prior to the event and four days afterwards are being arranged. Rates will be set up on the Mod- ified American plan, which in- cludes rooms, breakfast and din- ner.

Reservations are to be made through NVA here and reserva- tion cards will be mailed shortly, according to executive secretary Jane Zeman.

Chairman of the convention is Rolfe Lobeli, who is currently in Florida. Other chairmen are Margaret Kelly, Penny King, president of the Law- York Hotel, and Mar- Goldstein, Oak Manufacturing, workshop; Carmen DiAngelo, Florida Amusement & Mingle Association, Port-O-Call, Tierre, Verde Island, St. Peters- burg.

May 16-17—New Jersey Auto- matic Merchandising Council, Holiday Inn, Atlantic City.


**Coming Events**

- **Continued from page 68**
  April 18-19 — Wisconsin Auto- matic Merchandising Council, Bi- lota Forum, Great Bay.
  May 1-4 — Illinois Automatic Merchandising Council, Lake Lawn Lodge, Delavan, Wis.
  May 15-19 — Florida Amusement & Mingle Association, Port-O-Call, Tierre, Verde Island, St. Peters-

**Fast...Fresh Factory To You**

- Mike: Jack Steel Beans, Midget Light or Dark Hard Shell 29
- Junior Peanut, Huckle Shell 30
- Imperial Cornman 35
- Ideal Rich Futsuts 25
- Imperial Cornman 35
- Chocolate Poptakes 25¢ M. T. Pops
- Jebly Beans, Midget 35
- General Peanuts 40
- Virginia Peanuts 40
- Old Navy Beans 40
- Frontier Butters 25
- Vendors Mixed Nuts 40
- Victory Mixture 40
- Tob Gum

**Victor's New 77 Special Extra Capacity Top...**

It holds 30 more v-2 capsules. Can be installed on your present 77s, or purchased with your 77 machines

Only $4.50 each

Includes new center rod.

See your distributor for information or write us direct.

**Schoenbach Co.**

Manufacturers Representative Widespread Coverage

**MACHINES**

- We Have 25c Ti- TANS, MACHINES AND MERCHANDISE IN STOCK

**HOT-HOT**

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**Schoenbach Co.**

6701-13 West Grand Ave.

**Victor Vending Corp.**

5701-13 West Grand Ave.

**Predict '69 to Be 'Highly Competitive'**

CHICAGO — Steady expan- sion, more volume and careful scrutiny of the market are predicted if bulk operators are to survive the coming year. The present trend toward more frugal buying on the part of operators and consumer awareness of the "inflationary squeeze" will make the new year "highly competitive."

Penny gum, which still repre- sents 55 cents of the dollars bulk operators take in, is expected to be more expensive. "The government may be forced to change the type of coin we climb with," said the president.

Kantor is not overly enthusi- astic about concentrating more in the center capsule merchandise as a way to offset the recent price raises of penny gum. "You have to try out all good quality gum that your cost becomes prohibi- tive. We feel that 8 and 10 cents it represents too large a percentage," he said.

Rising commissions are an- other problem operators can look forward to, Kantor believes, but he said this was not so much a re- sult of location demands. "Too many locations are becoming nervous and offer higher commissions."

Operators forget to com- mercially analyze their total opera- tion and just look at the cash flow. When they need funds for expansion they run to the sup- plier and obtain more and more credit.

"This year, more than ever, operators must adopt new meth- ods of control and inventory con- trol and be able to move in the direction where there is more profit."

Kantor said he expects to ex- pand and concentrate on gener- ating more volume. He does not foresee a greater shift to edible items.

(Continued on page 71)
PHILADELPHIA

Over 600 people attended the recent day-long 1969 Preview Party sponsored by David Rosen, Inc. In addition to the hundreds of operators from throughout the area, city officials, factory executives and newspapermen were in attendance. Rowe executives on hand included John Meyer, vice-president of product engineering; Ray Tabor, vice-president of marketing; James Abato, director of service engineering; Art Speigel, special service engineer; Louis DiPalma, field engineer; Clint Shockey, regional sales manager, and W. J. Molinax, regional sales manager.

New PhonoVue Film Pairing

WHIPPANY, N. J.—New pairings of PhonoVue films and recordings from Rowe Internationa...
3 BIG

THE IRISH ROVERS

LILY THE PINK
C/W MRS. CRANDALL'S BOARDINGHOUSE
NUMBER 1 IN ENGLAND

MRS. CRANDALL'S BOARDINGHOUSE
NUMBER 1 IN THE U.S.A. AS "SOULFUL STRUT"

AM I THE SAME GIRL
C/W BE BY MY SIDE

BARBARA ACKLIN

NUMBER 1 INTERNATIONALLY

EARL GRANT

IF I ONLY HAD TIME
C/W IT WAS A VERY GOOD YEAR

S
Avant Garde Series is Off to a Flying Start

NEW YORK — Deutsche Grammophon’s Avant Garde Series is off to a strong start with three albums of varying materials. The strongest of these is “Karlheinz Stockhausen set, which utilizes five different combinations of instruments and voices to create a skein of sound. The release are a charming and unusual musical composition and a choral LP.

The packages of the new series are of similar color with one color section comprising most of the cover and set in the upper right-hand of the cover (the Stockhausen set contains shades of blue). Under the DGG logo on the upper right-hand corner is “avant garde” in large letters.

Stockhausen supervised and produced the recordings of his intricate works and is one of the conductors in each. In “Gruppen” for three orchestras, the Cologne Radio Symphony is divided into three sections with Bruhno Maderna and Michael Gielen as the other conductors. “Carre” for five orchestras and choirs and choirs. Here the divided orchestra and chorus of the Berliner Radio, Hamburg are “Mauricio Kagel, Andrej Markowitsch, Giechen and Stockhausen. This piece is a masterful conception.

First disc recordings by well-known contemporary composers.

Westminster

NEW YORK — Westminster Records is introducing Spanish tenor Pedro Cavazos to U.S. consumers this month with an operatic aria album obtained from his operatic career and many operas. He is a noted master of bel canto and is one of the most versatile tenors in the world.

The Tiptop Trio performs sonatas for violin, cello, and voice. The repertoire includes works by Mozart, Beethoven, Schubert, and Brahms.

Quartet has a Mozart-Beethoven-Rimsky-Korsakov set. Franz Schubert’s “Impromptu” is included on this disc.

The production is being sponsored by Francis Goelet.

Miss Darre in Fine Concert

NEW YORK—Jeanne-Darre, a French star with an international reputation, has recently been given a new role: as soloist in Saint-Saëns’ “Piano Concerto No. 2” with the American Symphony Orchestra at Carnegie Hall on Monday (13). Miss Darre’s performance has been described as a remarkable achievement.

The conductor, Edward van der Elsken, has praised Miss Darre’s musicianship and her deep feeling for music. He has called her a brilliant performer and an excellent musician.

The program also includes a concerto by Saint-Saëns and a symphony by Dvorak.
Ormandy, the Philadelphia Orchestra, and RCA are right where they belong.

Together.

And to celebrate the start of this distinguished exclusive collaboration, Red Seal has devoted the entire six-album January release to the orchestra. Two of the albums feature the artistry of Artur Rubinstein and Van Cliburn. Packaged with each album in this release is a free limited edition bonus recording of highlights in the history of the Philadelphia Orchestra. A national advertising campaign—including full pages in major market newspapers—and complete point-of-sale display pieces back this milestone release.

Available on RCA Stereo 8 Cartridge Tape.
Thanks for a wonderful year
THE RASCALS

Management Sid Bernstein
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The charts tell the story—Billboard has THE CHARTS

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Our cassettes all play the same tune... PROFITS.
Lawyers: Advantages Not the Thing

By GEORGEY LINK

SAN FRANCISCO — This city contains many good rock musicians. Brian Rohan and Richard Hedges, believe the nation, have been haggling for having demanded large contract advances is unjustified.

"No one knows what has been demanding huge advances," Rohan said. "The emphasis now is on the contracts of the contracts. We are more interested in the contracts Parliament of good production and a fair royalty rate." Rohan said we are not asking for big advances, agreed Hedges, "but the market conditions have changed and we’re in a strong bargaining position a year ago."

Rohan, lawyer for 50 groups — 21 of which have signed contracts, including the Grateful Dead, Blue Cheer and the Judds. Lest you think that the huge advances everybody’s getting.

Both Dunhill and Telgrammatton Records have refused to offer any more deals. They are not interested in investing in promotion and production.

More Important

"Other things in the contract are more temperamental," said Hedges, "such as independent producers for the bands and making sure the groups get to keep all copyrights on their own material.

The people said the groups are willing to forgo big frontline money for more "live" promotion. With the ABC and NBC contracts, discographies and diversities — and that’s why we’re taking this route. They don’t want to be pushed through the studio.

Rohan said, for demanding big advances stems mainly from contracts offered by a few groups in late 1967 and early 1968 when record companies began to tune in on the garage acts.

QuickSilver Messenger Service (Frazer, Miller Band (Columbia) and multi Maritime (Columbia) at that time were getting incentives of $350,000 and more.

The only contract for large sales rise. They are not sure how to sell their records, they are not sure how to sell the ideas of Hedges.

The best of PETE JOLLY — Massey (Tenn. 6114) 20

Rohans is hit with a ball with a wide range of instruments. The HI-LO LP, printed equally. The things that go with a wide range of instruments. The HI-LO LP, printed equally. The things that go with a wide range of instruments. The HI-LO LP, printed equally. The things that go with a wide range of instruments. The HI-LO LP, printed equally. The things that go with a wide range of instruments. The HI-LO LP, printed equally. The things that go with a wide range of instruments. The HI-LO LP, printed equally. The things that go with a wide range of instruments. The HI-LO LP, printed equally. The things that go with a wide range of instruments. The HI-LO LP, printed equally.

NERD MILLER — Does the Thing, Atlantic (San. 2023) 29

Mr. Adler is back and some letters are added to the Qantas. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record. It is a hit record.

K-K ‘Redifring’ Fruitgram & Express Along New Tracks

NEW YORK — The 1910 Fruitgram & Express, along with the Ohio Express are undergoing a "redifring" process by Jerry Kasenetz and Jeffery Katz, the producers who "redifring" in general for the Ohio Express.

The redifring includes additional personnel, new stage acts and a new style of music for the two groups, both of whom have turned in million-selling singles under Kasenetz and Katz. The two groups share the "redifring" name and are billed as "Two Sides Of..." which features them energizing and under- colored studio bands.

Record Plant to Build Coast Unit

NEW YORK—Record Plant, a nine-month-old midtown studio recording complex, has announced plans for the building of an operation in Los Angeles. It is expected that the new studio facilities will be ready by the spring.

The Record Plant is having a competition board designed. The board will be installed in late 1969.
of the tears that I hide
and it tears me apart
cause I keep them inside
I can't get away
from the sound of
Rain In My Heart
Europe too is going Stereo 8

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Morandi, 'Raining' Take Canzonissima

MILAN—The winning artist in the 1968 edition of Canzonissima, the annual song contest held in conjunction with Italy's annual Music Festival, was Gianni Morandi (RCA), with 213,404 points. The top prize of S500,000 was awarded for the song "Scende la Pigna." The annual event, sponsored by RAI, the Italian radio and TV corporation, is considered one of Italy's most prestigious springboards for national and international careers. Morandi's win marked his second consecutive victory in the contest, having won in 1967 with the song "Scende la Pigna" (It's Raining).

The competition ended Jan. 6.

Second, with less than half the points, was Claudia Vittis (Fonti-Cetra), 224,67 points, singing "Povero Guerre" (Poor Heart).

He was followed by Al Bano (EMI-Italiana), 99,72 points, with "Vivere" (Mondial), and Gianna Giordani (di Musica) with "Ragazzo Come Te" (If I Fall in Love With a Boy Like You). Party Peavy (RCA), 36,76 points, took third place with "Tripoli 1969," and Caterina Caselli (Gigi), 46,36 points, with "I Carnevali." Since the Finalissima phase of Canzonissima started, four of the final six songs have entered the Top 15 of the Italian charts: "Scende la Pigna." No. 4; "Tripoli 1969," No. 3, "Carnevale." No. 13, and "Mattino." No. 15.

Hosts for the 1968 series of Canzonissima broadcasts were PDU artist Mina, actor Walter Chiari, and comic Paolo Panelli. Forty-eight songs were included, three foreign artists, Shirley Bas- (United Artists), U. K.; An- (NPA) andhandley, and four back-up "Rocky Rapids" (Durium), U. S., participated in this release, which consisted of five rounds: first song (eight broadcasts of six singers each), current song hits (three broadcasts of eight singers each), unproduced songs (two broadcasts of six singers each), the semi-finals and Finalissima (one broadcast each in which the six semi-finalists represented). Elimination of participants was determined by postcard votes sent in by mail. The three winners of the ver- dicit of three specialists, with the exception of the semi-finals, were already known. The ver- dict was chosen by five panelists of 25 jurists in 20 local RAI stations.

NANCY WILSON with Augusto Marasago, director of the Brazil International Festival of Popular Song. Miss Wilson will be a U. S. representative on the Festival jury this year.

Top Writers Of Mexico

MEXICO CITY—Mexico's top songwriting team, El Compay Tejeda, won the 1968 royalty contest sponsored by the Society of Authors and Composers of Music (SNAMES). The group emerged from the 1968 competition with a total of 35,667,320 pesos. El Compay Tejeda's win was attributed to their hit song "Me Ilusionaron," which reached No. 1 on the national charts.

Sales Upsurge At Nor-Disc

OSLO—Nor-Disc's sales in 1968 were up 34 per cent over 1967, according to the company's managing director, Tito Johannessen. The main reason for the increase," said Johannessen, is the widening range of LP ma- terial that is being released. Best sellers through the year were albums by B. J. Thomas, Tom Jones and Engelbert Humper- dink, A&M artists Herb Alpert and the Tijuana Brass, and the Counts. Mike Paine is now the only Bob Bogle. ROGER BASS

SAN FRANCISCO

The Bach Aria Group presented its first concert here in six years Jan. 9. Vic Reiner, Rudi Matas, Lloyd Butz, and Herb Alpert played the Circle Star in the Tenderloin District with Shub Woof, Freddie Hart, Tommy Collins and Rose Mazzara. On January 1, 1968, the Group played its first show at the Winterland Ballroom. They have since become one of the hottest groups in the country. They have been described as the "city's hottest group." Their recent album, "Circus," created quite a stir among fans of all ages.

Holland's Top Tunes Listed

AMSTERDAM—Top song in Holland from the week ending Jan. 23 was "Holland van Zuid," by Jan Asking. The song has been a popular hit in the Netherlands for several months.

The Family Dog played its first show at Winterland Ballroom. They have since become one of the hottest groups in the country. They have been described as the "city's hottest group." Their recent album, "Circus," created quite a stir among fans of all ages.

YOUR VALENTINE IS

A WILD COUNT BASE BLAST

40 Songs'Will Vie In Rio's Song Contest

RIO DE JANEIRO—Forty- four songs have been selected for the competition, state-directed Song Contest. Performances from the popular Music Council of the Image and Sound Museum will select 19 songs for the final, when the songs are presented at the Joao Cupertino Theater. Feb. 2-6. Final will be held at the Maracanazinho Stadium, Feb. 8.

First prize, and the Lamart- tine Babi Trophy, is worth $5,000 to the writer. Second prize is worth S750; the third- prize winner receives S500. The competition is open to all artists with original material, including works from current events, including Dr. Barbara's heart transplant operation, Revolution and war are not included.

Companies are promoting car- nival songs quickly, and manufacturers are urged to pay attention to their plants during February, when the usual month-long vaca- tion.
EMICAN TAKEOVER OF SHERMAN RESULTS IN STRONGER ORGANIZATION

**ELECTRIC & MUSICAL INDUSTRIES (CANADA) LTD.** EMICAN has announced that it has purchased all of the outstanding shares of Sherman Enterprises Limited. EMICAN, based in Toronto, Ontario, is a subsidiary of Capitol Industries Inc.

Sherman Enterprises, with its head office Ottawa, Ontario, has been controlled by Mr. Alex Sherman, its President and founder; Mr. Arnold Gosewich, General Manager and Treasurer; Mr. Allan Sherman, Vice-President. The Shermans and Mr. Gosewich will remain with the operation in executive capacities.

EMICAN currently has a nation-wide rack jobbing organization engaged in the distribution of phonograph records, tapes, and other related products. Sherman Enterprises has a similar rack jobbing operation covering Eastern Canada and in addition has a record retail chain of 14 outlets in Ontario and Quebec. The EMICAN distribution network will now include the Sherman distribution facilities located in Ottawa and Moncton, New Brunswick.

Mr. R. M. Plumb, Vice-President of EMICAN, summarized his comments on the acquisition as follows:

"The pooling of talents and resources that result from this agreement will do much to broaden the scope of, and strengthen the operation of EMICAN. It will give the former owners of Sherman Enterprises and their employees an opportunity to grow within a much larger organization."
Thanks to Canadian Radio Stations for discovering this National Smash Hit

Heading for Number One in Canada

“STAR CROSSED LOVERS”

BY Neil Sedaka
Cat. No. SGC 005X

Special thanks to Frank Gould of radio station CFOX for making “Star Crossed Lovers” number one in Montreal and for being the first station in Canada to break this great hit.

Congratulations to ARETHA FRANKLIN from Quality Records Canada for being chosen number one female vocalist of 1968, currently on the singles charts with a double sided smash.

“SEE SAW” c/w “MY SONG”

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TELEPHONE 658-5511-2 3 4 5
OSLO—Arne Bendiksen, top publisher of 1968 in Norway, according to Billboard's 1969 Record Talent Edition, will attend a Sonet meeting in Nice after MIDEM.

Bendiksen arrived in Cannes from London, where he attended the Transatlantic sales convention with Dag Huregquist, managing director of Sonet, Stockholm, and Karl Emil Knudsen, managing director of Dansk Grammophon, Copenhagen.

Meanwhile, Bendiksen bought "Car Driver" for Norway from Sweden. The song will be recorded for Triola by Kjell Grunning. Benn Borg will record "When the Snow Is on the Roses" for Triola. Bendiksen acquired Norwegian rights with Dansk Grammophon.

JOHANNESBURG — Gold disk awards—for South African sales exceeding 25,000—were recently awarded to Dan Hill for "Soulful's Electronic 6" (RPM), and Sam Sklar for "Dance Date '68" (Teal).

Hore Cancels Date

JOHANNESBURG — New Zealand country singer John Denver has canceled the remaining four weeks of his 10-week South African tour. Hore records for the newly formed A i R label, distributed by the Gallo group.

BENDIKSEN TO SONET PARLEY

'68 Banner Year for W. German Industry

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Viruses Bugs Humperdinck in His South African Concert

JOHANNESBURG—A stomach virus infection hit British singer Engelbert Humperdinck during his Jan. 3 concert here —part of his South African tour. The singer broke down in the middle of his third number.

Police were called to control the crowd demanding money back from the manager of the Civic Theater.

Both performances the following night were canceled. The infection affected Humperdinck's voice.

During the rest of his fourweek South African tour—which began here Dec. 30—the singer was enjoying good business.

Promoting the tour are the Queensland Brothers, also appearing at the Pallti Page Show, which opens here Monday (27).

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International News Reports

CBS ARTIST Tony Bennett, left, is welcomed by Australian Record Company executives Ray Bull, center, general sales manager, and A. W. T. Smith, managing director.

From The Music Capitals of the World

TOKYO—Deca country star Conway Twitty will appear at Tokyo's Honeymoon Tavern Jan. 31-Feb. 1...UNI's Neil Diamond will appear at the University of Windsor, Feb. 2...Al Mair, field promotion manager for Compex, reported that Dionne Warwick's "Promises, Promises." LP Scepter has reached the largest initial order yet on a Windsor album.

Five Man Electrical Band's "I Never Rain In Maple Lane" has broken out in radio charts throughout Canada, Montreal, Ottawa, Toronto, and Calgary, and at least two U.S. stations reported Capital national promotion chief Bert Renka, of "Group Four," that an album is expected to reach Canada's gold disk status soon.

Four Seasons played the University of Waterloo, Thursday (30). Veteran U. K. singer David Whitfield appeared at the Royal York, for one-nighter, Jan. 18.

Wayne Faro and the Schmutz Brothers opened a two-week engagement at the Alex, Toronto, Thursday (30). Tony Bennett starts a week date at the Montreal Playhouse, Thursday (1). Two Columbia Italian artists, Gigliola Cincotti and Cinzia Castelli, appeared recently at the Maple Leaf Gardens, HUM FM and Montreal radio stations broadcast the Beatles' film, "Magical Mystery Tour," at the O'Keefe Center. Also featured were Warren Zevon and local singer Robert McBrine, of Gomeshin, as well as Barbra Cabby, to be set for the O'Keefe Center in March.

Canadian Talent Library has released "Max Mucho Loco," an album by Lucio Bandin, including three of his compositions. The RCI, now has 142 radio stations on its list. From Montreal, Liberty label manager Dave Doucette opened the release of 27 cassettes and 12-track tape recordings, including products by Johnny Rivers, Sandy Nelson and the Ventures.

Quality Execs At Atl. Meet

MONTREAL—Three executive of quality Records attended the Atlantic Records convention in Nassau, the Bahamas. Both Burt Winter and Karel Manek have continued as competing record companies but will have common accounts department.

In addition to Philips, Phonogram also represents CBC and Radio-Canada.

CBS ARTIST Tony Bennett, left, is welcomed by Australian Record Company executives Ray Bull, center, general sales manager, and A. W. T. Smith, managing director.

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Mexico Gets 'Hair' Album

MEXICO CITY—Orecon Records will release "Hair," although the production in Acapulco was closed following its premiere and the 17 foreign actors in the cast of which 12 were Americans, had not been granted permission to work in Mexico, but were in the country organizing promotions.

In immigration authorities pointed out the foreigners in the cast, of which 12 were Americans, had not been granted permission to work in Mexico, but were in the country organizing promotions.

SEGOVIA IN CANADA TOUR

TORONTO—As a part of a short Canadian tour, guitarist Andres Segovia will appear at Maple Leaf Gardens, Saturday (31). The Deca recording artist appears at the Centennial Hall, London, Ont., on Monday (2D). Compo, which distributes Decca in Canada, is tying in with the visit and organizing in-store promotions.

Phonogram of Norway Moves

OSLO—Nork Phonogram AS has been given its debut between 19, Oslo 3, but retains its original telephone number — (02) 69.20.02. The new house also houses A/S Nor-Disc, and the two companies will combine their two operations.

To facilitate this, the company arranged with A/S Musik-Distribution (MuDi) headed up by Per Fredtland. Now, Nork Phonogram ships company in Norway, and Nor-Disc, the Deutsche Grammophon house, will continue as competing record companies but will have common accounts department.

In addition to Philips, Phonogram also represents CBC and Pye and Nor-Disc handles Decca, Barclay and the Swedish label, Metronome.

Toronto Maple Leafs' Wayne Gretzky, right, is mobbed by fans as he arrives for the Leafs' game against the New York Islanders, Thursday (31). Gordie Howe, to the far left, is the only Leaf who hasn't been mobbed this season.

Howard Mandelbaum has started a twice-monthly music paper, Spirit.

Top selling single and album in Canada at present is "These Eyes" and "Wheelchaired Sex" by Guess (RCA). . Polydor released the London cast recording of "Hair" (produced by Norrie Paramor) on Monday (2D). Archie Macdonell, press officer for the Guess Who, visited Montreal to promote the group's "These Eyes" single, a U. K. hit.

Disco jockey news: Jack Horngren has left CKFR, Winnipeg, Bruce Stein has joined CKSI, London, and Phil McElroy has moved from CKCY to CKFM in Toronto. Wayne Greenol of CHQ, N. Tonawanda and Bob Livingston, CHIN, Toronto, have both joined CKTS, in Sherbrooke, Que.
**From The Music Capital of the World**

*Continued from page 81*

**January 31**

Set for Thursday, January 26, 1966, at Madison Square Garden, New York City, will be the world premiere of the new ballet "Butterfly and James Cotton." The Orchestra Red, which will be conducted by the noted composer and conductor Charles Blackwell.

In a letter to the New York Times, Sir Arthur Bliss, author of the music for the ballet, wrote: "I am very much looking forward to the performance of my ballet in New York." The ballet is scheduled to open on January 31 and will run for three weeks.

In other musical news, the latest single by the Irish group U2, titled "Sunday, Bloody Sunday," has been released to critical acclaim. The group, which includes Bono, The Edge, Adam Clayton, and Larry Mullen Jr., has been gaining popularity in the United States with their unique blend of rock and soul.

In Brussels, the Belgian government has announced plans to build a new opera house in the city center. The project, which is expected to cost over $100 million, will be funded by a combination of public and private resources. Construction is scheduled to begin next year and is expected to be completed in 2022.

**February 1**

The latest single by The Rolling Stones, titled "Paint It Black," has climbed to the top of the charts in the United States and the United Kingdom. The song, which was written by Mick Jagger and Keith Richards, has been praised for its catchy melody and powerful guitar work. The Stones are currently on tour in Europe and are expected to release a new album later this year.

In other musical news, the French singer Juliette Greco has released her latest album, "Les Chansons de Juliette." The album, which features a mix of French and international songs, has been well received by critics and fans alike.

**February 2**

The Dutch group The Cardigans have announced plans to release their new album, "First Day of May," later this year. The album, which features a mix of rock, pop, and electronic elements, is expected to be a commercial success.

In other news, the New York Philharmonic has announced that conductor James Levine will be returning to the orchestra after a two-year hiatus. Levine, who is one of the most celebrated conductors of our time, has been recovering from a serious illness.

**February 3**

The British rock band Led Zeppelin has announced that they will be releasing a new album, "The Heaven and Hell," later this year. The album, which features a mix of heavy metal and blues elements, is expected to be a commercial success.

In other musical news, the Nigerian group Fela Kuti has announced plans to release a new album, "R.L.O.M.," later this year. The album, which features a mix of Afrobeat and reggae elements, is expected to be a commercial success.

**February 4**

The Australian group The Triffids have announced plans to release a new album, "The Getaway," later this year. The album, which features a mix of punk and alternative elements, is expected to be a commercial success.

In other musical news, the American rock band The Doors have announced plans to release a new album, "The End," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

**February 5**

The British rock band The Who have announced plans to release a new album, "Who Are You," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

In other musical news, the American rock band The Band has announced plans to release a new album, "The Last Waltz," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

**February 6**

The British rock band The Rolling Stones have announced plans to release a new album, "Exile on Main Street," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

In other musical news, the American rock band The Grateful Dead have announced plans to release a new album, "Aoxomoxoa," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

**February 7**

The American rock band The Eagles have announced plans to release a new album, "Hotel California," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

In other musical news, the American rock band The Doors have announced plans to release a new album, "Waiting for the Sun," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

**February 8**

The American rock band The Who have announced plans to release a new album, "Who's Next," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

In other musical news, the American rock band The Band has announced plans to release a new album, "The Last Waltz," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

**February 9**

The British rock band The Yardbirds have announced plans to release a new album, "The Yardbirds," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

In other musical news, the American rock band The Doors have announced plans to release a new album, "Waiting for the Sun," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

**February 10**

The American rock band The Eagles have announced plans to release a new album, "Hotel California," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

In other musical news, the American rock band The Band has announced plans to release a new album, "The Last Waltz," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

**February 11**

The British rock band The Who have announced plans to release a new album, "Who's Next," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

In other musical news, the American rock band The Band has announced plans to release a new album, "The Last Waltz," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

**February 12**

The American rock band The Eagles have announced plans to release a new album, "Hotel California," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

In other musical news, the American rock band The Doors have announced plans to release a new album, "Waiting for the Sun," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

**February 13**

The British rock band The Who have announced plans to release a new album, "Who's Next," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

In other musical news, the American rock band The Band has announced plans to release a new album, "The Last Waltz," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

**February 14**

The American rock band The Eagles have announced plans to release a new album, "Hotel California," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

In other musical news, the American rock band The Doors have announced plans to release a new album, "Waiting for the Sun," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

**February 15**

The British rock band The Who have announced plans to release a new album, "Who's Next," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.

In other musical news, the American rock band The Band has announced plans to release a new album, "The Last Waltz," later this year. The album, which features a mix of rock and roll and garage elements, is expected to be a commercial success.
From The Music Capitals of the World

16th January 1968 was a celebration. We're glad you're with us for our second

**Continued from page 85**

Cellet's new company will also handle the publication, introduction of a new record production company which has been called the Jack, Radio 1 disc jockey. Campbell- Cellet's new record manager is John Read, who has been with the company for over seven years.

Monique Per, president of Peer Southern, was here earlier this week to see MDEIM. Monique Per was accompanied by the company's international professional manager, Alt. MDEIM, Peer Southern will hold a meeting for all European branch managers at Cannes.

Epic's new label manager in the U.S. is Chet Miller. Miller had been here last week. Millikin is based at the offices of CBS. He will liaison between Epic acts and independent record producers. Millikin will also scout for British talent to record for Epic.

The product, which includes Snap and the Family Stone and the Chambers Brothers is issued here on the CBS Direction label.

The Swedish Sonet label distributed here through Transatlantic has secured a deal with this American Takoma label. Among the new records to be issued on the label is John Fahey. Sonet has also set up production offices in Stockholm and Umea, Jurgens and composer Francis J. Lak. Both deals are for select works.

Derek Sinclair, the former marketing manager of Rank Wharf- dale will join Campbell-Cellet, joining the WRC in London as marketing manager. Sinclair was previously the managing director of A & M in the U.S.

The DJM label will be introduced to London by a new male singer. Dick James son, Stephen, will be in charge of the label, and he had formerly worked with DJM executive Dennis Berger to handle promotion. Composer Zak Laurence will be the musical director for DJM.

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**International News Reports**

**Norway Alters Rules for Euro**

OSLO — The rules governing the selection of the song to represent Norway in this year's Eurovision Song Contest in Madrid on March 30 have been changed to avoid the secrecy of previous years which has given rise to suspicion of collusion.

The names of the composers and lyricists will be announced this year as soon as the songs have been selected for the national final and composers will be allowed to discuss their songs with arrangers, conductor and artists so as to achieve the best possible interpretation.

The competition is open to all as in previous years, but previous winners have received a special invitation to compete again. Composers entering songs include Arne Bendiksen, Kjell Karlsen, toe and Dag Kris- toftersen, Georg Elgaaen and Sigurd Jansen.

The finals of the national contest will be staged March 1.

**New Conducting Dates for Dumont**

ZURICH — After a guest appearance at the Southwest German radio station in Kaisers- lauten, Swiss conductor Cedric Dumont will conduct at the Bavarian Radio station in Munich in February and will conduct at a symphony concert at Strasbourg, France, in March.

Dumont, who was at MIDEM as head of light entertain- ment and light music for the German radio program in Munich and as an owner of the Edition Coda music publishing company, will also conduct in Munich next month for talks on a musical he has been commissioned to write. He is also set to record a new album and is writing the music for an Israeli TV series.

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**PRAGUE HOLDS ROCKFEST AFTER DELAY BY CRISIS**

PRAGUE — The second International Rock Fest is the result of a crisis. The music festival in the Czech Republic, which was scheduled for August but postponed because of the summer crisis, was held here Dec. 22-23.

Festival organizers had planned two evening concerts in the Lucerna Hall and the Lupa Hall, which attract few fans who still defend the house of the Czech Repub- lic. The two concerts were held in the same hall which was closed and police had to disperse the crowd with tear gas. However, the audience remained quiet and had been invo- ced during the psychic performance of the Prague group, the Primates, who make up smoke and pyrotechnic show, a special show which was delivered to the British group, the Nice, to the Dutch group, Caby and the Blizzard, and to a group from Sweden, the Lindas and the Mark Men.

The concert featured Czech rock groups from all parts of the country and proved that rock music has a wide following in Czechoslovakia. Both Czech rock companies, Super- sound and the Omen, recorded their various groups live at the festival and each company will issue an album of the performances.

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**Action Records**

**Singles**

- **NATIONAL BREAKOUTS**
  - I'M LIVIN' IN SHAME
    - Gioia Reade of the Supremes, Motown 139
  - **ROUQ MARY**
    - Credence Clearwater Revival, Fantasy 619
  - DAVE IT UP OR TURN IT LOOSE
    - James Brown (James Brown's, King Records)
  - **REGIONAL BREAKOUTS**
    - TIME OF THE SEASON
      - Zombies, Darie 122B (Motown, EMI)
    - POT SMOKER & SASSARAS
      - Rubby Poppy, International Artists 128
    - **NEW ACTION LP'S**
      - C. W. FIELDS
        - Slow須 3 (C. W. Fields)
      - TOUCH
        - Galilean D 51004 (Watermark)
      - PACIFIC GAS & ELECTRIC
        - Get On R 701 (Pacific Gas & Electric)
      - F.A.T.
        - Power P 701 (F.A.T.)
      - THE DICK JAMES & THE SONGDEES
        - Coward and Coward 42022 (Bullseye)
      - TOM JOHNSTON & THE AYRSTAFF
        - Peacemaker P 71023 (Ode)
      - 1910 FREEDOMS
        - Goody Goody Gumdrops
        - Budweiser 5002 (Budweiser)

- **DUSA LISTS**

- **BEST SELLERS**


- by Bobby Goldsboro, Ellie Green- wich, Dave Dee & Group, Vinc- Everett, Spencer Davis Group, Jerry Wallace, the Cowboys and the New Colony Six. Among Home of the Sadas, the successful disks last year are Bobby Goldsboro's "Honey," Ellie Greenwich's "No- Hobey," and Paul Mauriat's "Love Is Blue."

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**The Greatest Love**

(Will psychedelic love forever?)

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

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**January 25, 1969, BILLBOARD**
**ARGENTINA**

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<td>Olga Toulon</td>
<td>&quot;REMEMBER ME&quot;</td>
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<td>Ruben Rada</td>
<td>&quot;LA CANTA NADIE&quot;</td>
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<td>Argentina</td>
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<td>Vera</td>
<td>&quot;DAS LIEBE&quot;</td>
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<td>&quot;MICH KOSTET&quot;</td>
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<td>Austria</td>
<td>Helene Steiner</td>
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HUGH MASEKELA
is creating a sales
'RIOT'
UNI 55102

BREAKING POP

IT'S HAPPENING AT UNI

UNIVERSAL CITY RECORDS - A DIVISION OF MCA INC.
**Spotlight Singles**

**Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart**

**WEBB PIERCE—IF I HAD LAST NIGHT TO LIVE OVER**
(Writer: Pierce-Penn) (Emgold, BMI)—LMY—"Smarter Night" took him way up the country chart and this compelling and jazzy ballad will meet with equal play and sales impact. Flip: "Tea Time" (Hoss, BMI). Decca 79248

**DOTTIE WEST & DON GIBSON—RINGS OF GOLD**
(Prod. Chet Atkins & Danny Davis) (Writer: Thomas) (Acuff-Rose, BMI)—Their first chart debut will not leave any of the chart. This rhythmic ballad with a good lyric line is performed in top style and will certainly rack chart all day long. Flip potential as well. Flip: "Final Examination" (Tree, BMI). RCA 67-9175

**HANK WILLIAMS JR.—A BABY AGAIN**
(Prod. Jim Venetian) (Writer: Whelchel) (Whelchel, ASCAP)—Following up "The Way He Makes Me Feel" with another blackbottom in this rhythm item set in two tempos and gives a top blues vocal workout. Strong Sales All Material. Flip: "Sworn Across A Tear" (Whelchel, BMI). MGM 14024

**NAT STUCKEY—JOE & MABEL'S 12TH STREET BAR & GRILL/LOVING YOU**
(Prod. Fuller Family) (Writer: Byrnes) (Holland, ASCAP)—B.L.M.—Looman has a rhythm winner here that could take him all the way to the top. Fast paced with good lyric line is delivered in a top manner. Sales will follow. RCA 67-9190

**Chart Predicted to reach the HOT COUNTRY SINGLES Chart**

**CAROLE WALKER—Randy-Take Season** (Blue Crest, BMI). EPIC 5-10426

**MAC CURTIS—The Friendly City (Crest, BMI). EPIC 5-10428

**WILLIE, NUNES—Forgetting (De Capo, BMI). Blue Echo, BMI)

**CLYDE SMOKE—I Run Out The Road Of Love (Fad, Selec) CHART 1569

**LINDA ROBERTSON—Many A Night (RCA, BMI). RCA 7573

**HANK MARLTON—Goodbye Is Over (RCA, BMI). RCA 9793

**KIRK HARRIS—Disorientation (Acme, BMI). CHART 1568

**R&B SINGLES**

**Spotlights Predicted to reach the top 20 of the HOT R&B SINGLES Chart**

**LOWELL FULSON—LOVING TOUCH**
(Writer: Fulson-Fayson) (Moderat/Buch, BMI)—Pulsating blues raker, this will get him high on the chart. Strong commercial entry. Flip: "Price for Love" (Wodden/ Budget). Decca 5905

**SUGAR & SPICE—IN LOVE FOREVER**
(Prod. Guy Davis) (Writer: Draper) (Abbeys, ASCAP)—The producer of the bicuits, Guy Draper, comes up with another powerful discovery in this boy and girl item that they have equal sales potential for both pop and R&B Knapp 973

**CHART Predicted to reach the R&B SINGLES Chart**

**SOLON MIRO—Up Tight Good Woman** (Boo, BMI). BLS 799

**BART WASHINGTON— starts (Atlantic-Last ) BMI. BLS 24

**SOMEBODY ELSE IS LOVING MY BABY (Cassian, BMI). ATLANTIC 5992

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.
A Tiny Tim You've Never Heard Before!

Fast becoming the biggest single of his career...

GREAT BALLS OF FIRE
R 0802

FROM HIS NEW BEST SELLING REPRISE ALBUM

TINY TIM'S 2ND ALBUM

PRODUCED BY RICHARD PERRY
<table>
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<td>ORIGINAL CAST — Man of La Mancha Kapp XL 4005 (M); KS 5055 (S)</td>
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<td>SOUNDBOOK — The Good, the Bad and the Ugly Decca DL 1745 (M); DL 72173 (S)</td>
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<td>BOBBY VINTON — I Love How You Love Me Capitol S 2955 (M); DL 6829 (S)</td>
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<td>STEVEN WONDER — For Once in My Life Capitol S 2955 (M); DL 74951 (S)</td>
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<td>MONKEYS — The Birds, the Bees and the Monsters Elektra CDS 9007 (M); 90107 (S)</td>
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<td>MARVIN GAYE &amp; TAMMI TERRELL — You All I Need Tamla 15324 (M); V 2077 (S)</td>
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| Top Artist Seller of the Week — DEAN MARTIN — Greatest Hits, Vol. 2 | Kapp K 8403 (M); KS 4030 (S) |

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| Top Country Seller | COLUMBIA CS 914 (M); DH 215 (S) |
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| Top RCA Victor Seller of the Week | RAY CHARLES — I Can't Stop Loving You | Imperial S 2311 (M); DL 7250 (S) |
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| Top Fantasy Seller | CAPITOL C 1614 (M); CT 1614 (S) |
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"CRIMSON AND CLOVER"

TOMMY JAMES AND THE SHONDELLS

A special thanks to all the DJ's out there.

KRIZ—Phoenix, Arizona; Rich (Mutha) Robbins: "Heavy! Very Heavy."
KLIF—Dallas, Texas; Jim Tabor: "A sensational smash! No doubt."
KQV—Pittsburgh, Penn.; Chuck Brinkman: "His freedom of expression is one of the most refreshing experiences in modern music today, both commercially and professionally."
WRIT—Milwaukee, Wisconsin; Tex Myer: "I have more requests on the album cut on 'Crimson and Clover' than the single."
KILT—Houston, Texas; Bill Young: "I was pleasantly surprised. Much more creative than ever before."
WKY—Oklahoma City, Oklahoma: "I think it has got to be one of the best albums in 1969. Great sound."
WFUN—Miami, Florida; Mike Harvey: "It adds a new dimension to what people thought Tommy James and the Shondells were capable of."
KENO—Las Vegas, Nevada; Jack Daniels: "Unbelievable—got to be one of the albums of the year."
WORD—Spartanburg, South Carolina; Bob Kanada: "It's a new bag. He's never really displayed what he could do before."
WPTR—Albany, New York; John Wagner: "It's a bag that Tommy and the Shondells should have been on a long time ago. It's fantastic."
WSAI—Cincinnati, Ohio; George Burns: "I like it!"
WQAN—Miami, Florida; Jim Dunlap: "On the way to work one morning I was driving on the shoulder—I heard the new Tommy James album and drove right on the road."

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Dear Mom & Daddy,

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Love,

George
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**Billboard**

**TOP LP'S**

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<tr>
<td>ARTIST – Title – Label &amp; Number</td>
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</table>
Concerning "these inequities," UIC's parent entertainment guilds, CISAS, has written letters to the corresponding guilds in the U.S., the U.K. and France suggesting that talks concerning "these inequities" begin as soon as possible.

"If we don't get at least an indication of good will from the three guilds," said Peguri, "we will put pressure on the organizers of the San Remo Festival to cut back the number of foreign artists allowed to participate.

Festival organizer Ezio Radaelli, not available for comment, had stated earlier the formation of the San Remo gang would take into account the UIC requests.

**England**

By MURRAY BENGESSEY

LONDON — The engagement of foreign artists in the U.K. is dependent on the issue of a working permit by the Department of Employment & Productivity, acting on the recommendation of the Musicians' Union in the case of musicians and of Equity in the case of other categories of entertainment personnel.

Where foreign musicians are concerned, and this includes pop groups, theater companies and actors, they must have working permits to play in Britain on an exchange basis, except in certain special cases. This means that if a promoter in Britain wishes to stage concerts by an Italian pop group, he has first to find an equipoise of engagements in Italy for a British group. Both contracts are then sent to the Union and a working permit is applied for.

It has long been a complaint of constituents of the European countries that their artists do not have the same opportunities to perform in Britain as are enjoyed on the continent by British groups.

Yet there is no embargo on the employment of foreign artists and musicians in Britain; the only limiting factor on the exposure of continental artists in the U.K. is the reluctance of promoters to book relatively unknown continental acts.

Some continental countries—such as Belgium and Sweden—operate the same exchange system in the case of musicians as exist in Britain and America. Logically enough, it is difficult to see how these countries could not operate this system which object most vigorously to its application. Spanish impresario Alain Milhaud points out that in recent years there have been Spanish TV appearances by such British artists as Tom Jones, David McWilliams, Engelbert Humperdinck, the Small Faces and the Moody Blues. "There is no way that you will ever go wrong by performing in Spain," he says. "But I recently brought my group, Los Pop Top, to Britain and all they were allowed to do was one taped TV program. In Spain no working permit is required for TV appearances."

**France**

By MICHAEL WAY

PARIS—Regulations for foreign artists appearing on the stage or in TV programs in France are similar to those affecting any foreign worker. Artists working in this division of the Foreign Ministry, the regulations are not particularly severe, although an artist wishing to remain in France for a long period must obtain a residence permit and a working permit.

A cultural division spokesman said that at present the national French radio and TV network, which is financed chiefly by domestic and not by American and British music, although this did not influence the ruling, he added that few people realized that groups such as the Small Faces or Adamo were Belgian nationals working almost permanently in England.

Although no exchange agreement is in force regarding the employment of French artists, the Paris Musicians' Union is steadfast in its efforts to enforce statutory limitations on the numbers of foreign musicians allowed to perform by law, orchestras are not allowed to have more than 10 per cent of foreign musicians.

**Germany**

BY WOLFGANG SPAHR

BERLIN—Foreign artists and musicians have no trouble in obtaining working permits in Germany. As personal managers in the U.S., Britain and France, they have flocked to Germany for stage and TV appearances. "Yet," said one singer, "we are not allowed to work in Britain on our own account. In Germany impresarios are unable to help secure foreign engagements for German artists because they would then be acting in the capacity of personal managers. "This law is a terrible handicap to German show business," said a prominent German artist manager Stefan van Baranoski. "No wonder the British and Americans are seeking to prohibit the employment of foreign artists until such time as German artists are given the same freedom to perform in other countries."

**Scandinavia**

BY ESPEN ERIKSEN

OSLO—The head of the Norwegian Musicians' Union, John Brodbeck, said it was not too easy for foreign musicians to obtain a permit to work in Norway.

In Denmark and Sweden, however, the governments have taken steps to restrict the entrance of foreign artists. In Denmark, the government has exercised a quota system by which any club owner wishing to book foreign musicians for nine months is allowed to book only one foreign artist.

Alternatively, a foreign group can obtain a permit from the Ministry provided that a Danish group is engaged in the same billing. In both Denmark and Sweden the intention is to allow foreign artists to perform, but not to take work away from native artists. Top international artists are not generally considered to be in competition with native talent, but lesser known foreign artists are subject to tighter restrictions.

In Norway the number of foreign musicians working is high. In the last three years, more than 2,000 foreign musicians have toured Norway in recent years and 80 per cent of the resident orchestras and restaurant musicians are foreign artists.

Applications for foreign artists to appear in Norway are considered by a department of the foreign office which refers the applications to the Musicians' Union and to the Hotel and Restaurant Association. As a rule, working permits are granted without difficulty but occasionally researchers require a permit to work on the grounds, for example, of lack of musical qualifications.

Top international foreign artists consistently obtain working permits, but TV appearances are normally granted a working permit, although the artists have come and gone before the permit limitations have been completed.

Despite the emergence of a barrage of inequities, Capito's African music only counts for 1.2 per cent of total income in the World Music. Miller is aware of this discrepancy and plans this year to increase this by 50 per cent to meet America's needs.

Miller wants the Africans to perform their native rhythms and sounds, not copy the standard American music.

Miller believes record buyers have started to listen to African music, suggests that the program of importing foreign music is still valid.

**Metromedia Lists Stock, $ Dividend**

NEW YORK — Metromedia, which operates record and music publishing divisions, declared a regular quarterly dividend of 12 cents per common share and a 2 per cent per share. The stock sold yesterday at 107.882 shares of common stock.

**CLUB REVIEW**

Peggy March in A Sophisticated and Sensual Show

NEW YORK—Peggy March, who tours as a hit artist in Germany, Italy and Japan, opened at the Capablanca on Thursday (16), where there is no language difficulty—only an occasional word.

The RCA artist has long since shed the "Little Peggy March" tag which was used in her sophisticated act, all singing and little between-tone chatter.

Her show is the deliberately tuneless, unaccompanied comedy number, for which she appeared dressed in an overweight fur coat, but after this was removed, revealing a silver mini dress, she sang quality material, ranging from "Something's Comin' On a Saturday Day." "Al Da Li," a San Remo festival winner, was the only indication "Miss March works in caba-

**Executive Turntable**

**Comedy Book**

*Continued from page 11*

appendix with additional notes on every musical written by the man about whom he's earmarked for discussion.

It's a concise and lucid tome that show buffs will find delightfully dry, and reactors will find heavily detailed. A. S. Barnes & Co. of New York.

MIKE GROSS
Thanks to all for helping to make "Hey Jude" the song of the year in Billboard

Congratulations to JOHN and PAUL and THE BEATLES and PRODUCER GEORGE MARTIN
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(January)

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