EMI, MCA to Stage Meetings at IMIC

NEW YORK — EMI and MCA International are mapping plans to combine the second International Music Industry Conference (IMIC) 2 with their own special company meetings. Philips already has scheduled its own company meeting to be held during the run of IMIC, April 26 to May 2 in Palma de Mallorca, Spain.

EMI will bring in a host of its top executives from around the world to attend the IMIC seminars. The agenda for the EMI company meetings is now being worked out.

MCA International has already booked 35 registrants into IMIC. The representation will be from MCA International's own companies in England and Germany, and from its licensees around the world.

Bill Cosby, for many years the staff booking and management, and recording, formed Communications, president of Polydor, Inc.

Andy Wiswell, in association with Germain and W. Purcell, is forming an independent production firm that will concentrate on producing Broadway original cast albums. The firm, yet unnamed, hopes to serve as a primary record operation for play producers who could then lease rights to record and tape labels. Wiswell, who produced such cast albums.

Wiswell, Purcell Form Co. To Produce B'way Casters

By CLAUDE HALL

NEW YORK — Andy Wiswell, in association with Gerald W. Purcell, is forming an independent production firm that will concentrate on producing Broadway original cast albums. The firm, yet unnamed, hopes to serve as a primary record operation for play producers who could then lease rights to record and tape labels. Wiswell, who produced such cast albums.

U.K. Breaking Out With Indie Fever

LONDON—Despite the continuing decline of single sales, the formation of U.K. independent labels shows no sign of letting up. This year, more independent labels have been launched than ever before—about 50 compared with the 42 new labels registered here in 1968 — and it is perhaps ironical that a shrinking market should still be looking for increased outlets.

In certain cases where specialized product is being handled, existing outlets have in the past proved inadequate, forcing artists and producers to form their own organizations—Richard and Mike Vernon with their Blue Horizon label are a good example.

It would appear that of the smaller labels, those dealing in a specialized field, reggae, jazz, blues ska—whatever it might be—are meeting with considerably more success than the independents who are trying to pitch straight into the commercial pop market in direct competition to their more established counterparts and the majors.

But still the boom continues, with more and more organization.

(Continued on page 8)

Command's Swinging '70

NEW YORK — Command Records moves into the new year with a number of important productions on the planning board. In preparation for this, president Jack Gerstein has signed several artists. One is Linda Bennett, former Miss America from Utah, currently on the air with Reingold commercials.

(Continued on page 12)

Mfrs Face Shaping of New Promo Paths: Schoenbaum

By FRED KIRBY

NEW YORK — Manufacturers not connected with conglomerates have to find new promotion and marketing methods as the number of independent distributors diminishes, according to Jerry Schoenbaum, president of Polydor, Inc.

"Jamboree" Co. Formed

By BILL WILLIAMS

WHEELING, W, Va.—Basic Communications, Inc., parent firm of WWVA here, has formed a subsidiary corporation, Jamboree USA, Inc., which will "develop collateral benefits" for members of the radio show "WWVA Jamboree."

These benefits will include recording, publishing, talent booking, and management, and will be handled by Quentin Welty, for many years the staff booking and management, and recording, formed Communications, president of Polydor, Inc.

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The Stereo 8 Story (December)

[RCA Records advertisements and images]

Stereo 8 Cartridge Tapes

*Manufactured and Distributed by RCA Records
Columbia Wins Ban On Dylan 'Wonder'

By BRUCE WEBER

LOS ANGELES—Bob Dylan and Columbia Records have taken the first legal step in blocking "body surfing," which they feel stems from manufacturing and selling "The Great White Wonder," a double LP, and infringed on at least eight songs. The suit, asserting reharps for tape commercials for Dylan's contract with Columbia Records expires June 30, 1972.

In an affidavit, Dylan said the "bootlegged double-LP contain- ing 15 songs" and "were recorded on tape by me about a month after a friend's house, 16 cuts were made from a tape recorded by me in Minneapolis, and 'Living the Blues' was appropriated direct from a TV performance this year." A similar action, instituted in California, by Columbia International Record Corp., Ltd., the Canadian distributor of the LP, was also successful, resulting in the following changes:

1. moved James Brown's, leaving personal personality into the mass album market;

2. reactivated the Federal and Bethlehem labels for the King group of labels;

3. truncated the inactive soul label, Deluxe, from King to the Starday group of companies;

4. reactivated King's interest in the country field, from which it had pulled out;

5. expanded the company into such repertoire areas as jazz, R. B., and country pop and underground;

6. gone on a major talent hunt.

While Starday, formed in 1952, has always been a strong country label, it today encompasses such additional firms as Squirrel (mainly rock 'n' roll) and Deluxe (soul).

Federal Label

King, formed in 1943 as a country label by Cincinnati's Jim King, is today being moved into other than blues areas. There are the Federal label for blues and Bethlehem (formerly owned by ABC) for country and R. B. While its interest is being taken into the rock and jazz idoms. The Dee Fleece Trio, a jazz group that was formed and placed on record there as will other acts.

Starday/King's New York office is headed by vice president Bill Neal, who heads the promotion men headquartered there. There are also promo- men in New York, Cincinnati, and Los Angeles, and a number of representatives in Nashville, with the main office所在地.

The company's six-year old London office—previously involved strictly in publishing activities—is now being given the broadened responsibility for records. A newly hired import production manager, working in conjunction with DGG, the world-wide li- censer for the King group, and London/Decca the world-wide licenser for Starday labels.

We do the company's six-year old New York office, which specializes in their own direct-to-the-public promotion, is headed by Steve Ferrone, Country and Western promotion man headquartered there. There are also promo- men in New York, Cincinnati, and Los Angeles, and a number of representatives in Nashville, with the main office所在地.

The Zephyr Click Spurs Single

NEW YORK—Command Probe chief Joe Carlton and one of his group, Stassi, have signed a management contract with Sunny Le- bowski. The production is being directed by Omma White.

After Stassi's origi- nator of "Promises, Promises," "Belfair, Part I and II" by the Vocal Ma-
nun. "Burland's most successful ventures in the field of mul-

Spot Producer Burland to Buy Label, Straight Ahead

NEW YORK — Sasha Burl- land, who has lined up leading music men in the commercial fields, is launching his record label for RCA Records. First release will be "You Can't Put Lipstick on an Anchor," Part I and II by the Vocal Ma-
nun. Burland's most successful ventures in the field of mul-

'Georgy Girl' to Mark Andy By SG-Col Into B'way Pub

NEW YORK—Screen Gems-Columbia Music will move into a show business area, adding the "Georgy Girl," an upcoming New York opening on Broadway, to its existing repertoire on both radio and television.

The product includes such hits as "Boulevard of Broken Dreams," "Shaving Cream," Mounds candy bars, Skippy Peanut Butter, and Esso.

"Being an old advertising man and having made the record myself in upstate New York before I decide whether to go nationwide distribution," Burland said. Radio stations in the test area will have the record about Jan. 1. Mar-

Seasons to Philip AGAIN

CHICAGO—The Four Seas- ons are returning to the Philips Records fold, resulting in one of the highest priced recording contracts ever issued by the parent Mercury/Reprise Records, according to Irwin Steinberg, president of the Chicago office. A long term contract was negotiated by Stein-

With His Bad Self," "It Funky," and "Ain't Got Nothing to Lose."

The material ranges from a rare recording of Edgar Lee Masters to 34-year-old Robert Kelly. The audio anthology took eight months to record. It features the voices of Gregory Peck, Dorothy Parker, Langston Hughes, Ezra Pound, Robinson Jeffers, George Toik, William Carlos Williams, Mark Van Doren, W.H. Auden, Robert Frost, Delmore Schwartz, T.S. Eliot, Babbette Deutsch, Kenneth Patchen, Louise Bogan, the Bennett brothers, Orson Welles, and Leonce Adams.

The package was produced by Dr. Arthur Luce Klein, Spoken Arts executive, and edited by Paul Kresh, vice president.


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Mail Order Mtr Promotions Answer? By EARL PAIGE

CHICAGO — The so-called “promotion vacuum” resulting from the recent efforts of some record manufacturers to include direct mail ordering as an all-out promotion effort is having no effect on record sales. This view is supported by Dick Schory although his newly formed Ovation Records will use mail order in a slightly different manner. Ovation, a broadly based record producing, artist management and music publishing label, will use records through independent record companies. Stereophonic Tapes has the tape rights.

“It’s difficult to decide which way the collision is going in discussing record distribution arrangements. We could have gone with either of two independent distributors instead.” He said many of the independent distributors he has dealt with in the past have beencommercially bankrupt and Dick Schory and his Per-асusion Pops Orchestra are the only major artists he is signing up for Ovation. Ovation will become involved with national record promotions, too, which is where the mail order plan fits in.

Schory’s music publishing firm, Creative Music, has long been entrenched in the music business. It has recorded over two new producers on two new piano soloists, a beginning artist to be booked in Europe, both utilizing audio/visual equipment. Ova- tion Records will be the first to take advantage of the fact that “Ludwig Drummer” Apollo has enjoyed a wide world circulation of over 3,000,000 in nearly 4,000 music stores and is used extensively in colleges and other social recording facilities in every direction,” Schory explained. Schory edits the publications.

Creative Music (ASCAP), Streetview Music (BMI), Gray- sic publishing firm, will market the tape rights. RCA Records, where he has served as vice president, “Your Own Thing,” and “Hello, Stranger,” are his first project as an independent producer. "Your Own Thing," and "Hello, Stranger," were recorded while he was head music consultant and "Groove" series and had top selling albums such as “Music for Barroom and Home.” His chief engineer at RCA, Ron Steele, is a partner in the new venture.

Ovation will release four al-bums immediately and plans to have 20 releases in 1970. Ovation Records will be connected with Bill Galagher, vice president, and a division of Gulf & Western. Wiswell will resign shortly from RCA Records, where he has been a staff producer. During his RCA career, 10 of his albums have gone gold. He was nominated for four Grammy Awards and has recorded over 1,000 songs ranging from Perry Como, Nat King Cole and Kate Smith to Les Paul & Mary Ford.

Wiswell will produce "Coco" starting Dec. 28. The musical features Katherine Hepburn. The Wiswell and Purcell production firm will also engage in other record areas besides Broadway albums.

Wiswell announced that his association with RCA Records has been a successful and pleasant one and “only the desire to expand our interests” prompted him to change. Purcell is conferring with the best producers of forthcoming Broadway shows. Purcell said the Wiswell firm and PUR cell Records will be in business in a few months—take them out of the highly speculative Broadway producing field. But Wiswell will also be devoting a large part of his time to producing records by established artists and developing and producing new talent.

Wiswell and Purcell hope to eliminate the necessity of record labels bidding for cast albums rights and “risking millions of dollars on the success or failure of a Broadway show.”

“Why are we proposing,” said Purcell, “is that Broadway show producers, through the Wiswell firm, will produce and sell their own cast albums. Then the Broadway producer will have the choice of rights for records, tape CAR- tridges and cassettes, and for- warding the music to a post- production period. This way, the Broadway producer stands to benefit much more financially if the show is a hit.

The day of record companies bidding for Broadway cast albums is fading. Purcell said, “Record companies can’t back financing for his show through ordinary channels, then perhaps his show doesn’t deserve to be produced.”

Purcell and Wiswell are now meeting with several producers of forthcoming Broadway shows. Purcell said the Wiswell firm and PUR cell Records will be in business in a few months—take them out of the highly speculative Broadway producing field. But Wiswell will also be devoting a large part of his time to producing records by established artists and developing and producing new talent.

Music Complex Launched By Songwriter Jim Duncan

HOUSTON — Songwriter Jimmy Duncan, noted for such tunes as “Don’t Go Cryin’,” and “String-A-Long,” has launched a new music complex.

Rock’n’Roll Revival Show In 5-City Tour

NEW YORK — The five-city tour of The Rock’n’Roll Revival Show, presented by Music Bu- sic Production Consultants Inc., has been extended to include an appearance at MPC President Richard Nader. In Syracuse, Dec. 27, the show will be one of the air by WNDR, WKWB will boost the Dec. 29 show in Buffalo, who will cover the focus on attention Dec. 30. A Montreal show is scheduled for Dec. 31 and other cities will include Bill Haley & the Comets, Chuck Berry, the Beatles and the Four Seasons. The Shirelles, Gary (U.S.) Bonds and, the Animals, will also be on the bill.

This way, the Broadway

More Stations Join Sound Search Drive

NEW YORK — More than 130 Top 40 radio stations coast-to-coast have volunteered to be talent in Billboard’s Search for a New Sound of the year at the finals in Washington at the end of the month. The Search will be held Feb. 1. More stations are being sought.


All of these stations and 70 more from across the U.S. to small markets, will be heard today to find the next recording talent in their areas. Some of the stations will be chosen to produce the next local groups and sending the best station winners to re- cord new groups in their own studios and featuring lo- cal talent, according to the judges. The best songs will be con- sidered for inclusion on the albums to be released to the best groups to enter in the national contest. The tapes in the Search for a New Sound will be judged by Billboard. The formal ad- vice will be given the best groups across the nation and they will be asked to open a recording studio to come up with a better, more-commercial rec- ording. The Search, conducted by Billboard and the Tea Council of the U.S., will judge the 50 tapes and announce the winners to the finals in Washington at the end of the month for the en- penses for the recording studio of the 50 groups and the six winners. The remaining 44 tapes will be paid by the Tea Coun- cil of the U.S., which will give the groups $150 each. The Tea Council will pay the expenses for the representative from the station entering the Sweepstakes and their expenses to Washington to intro- duce the groups and to judge the finals. A select panel of government officials, press, and record com- panies will judge the finalists to judge the six winners. Prize tape recording contracts, television appearances, and further details for the Search, are available from Billboard. Contact Claude Hall, Billboard.
HOW DO YOU FOLLOW A "SUPER SESSION"?

Al Kooper.
Backs Up Dylan.
A founder of Blues Project.
Forms Blood, Sweat and Tears. Then the famous Kooper/Bloomfield/Stills "Super Session."
"You Never Know Who Your Friends Are"—Al by himself—and now "Kooper Session."
Al Kooper doing four "songs" on one side, and then "jams" on the other side with one of his "discoveries"...

Shuggie Otis.
Son of Johnny Otis, one of the finest R&B musicians.
Being around a man like that taught Shuggie about guitar... blues/traditional/old-time slide/straight/R&B/gospel/poo/rock/... all tight and fine. And versatile. He's already cut two albums of his own and just finished backing Frank Zappa. And perhaps the most remarkable of all—Shuggie is fifteen years old.

"Kooper Session."
Al Kooper kicking out the jams and jamming with Shuggie.
Free-form excitement on a round record.

On Columbia
NASVILLE—About 20 percent of the country and country-western record business believes Shelby Singleton, president of MCA, Inc., the nation’s largest independent record company, is using kickbacks to buy into the international and plantation records. And this desperately is hurting the singles business. “We’re beginning to find out just how extensive the bootlegging situation is,” said one executive, “and we just set up our own warehouse and now we know it’s being diverted from distributors’ sources.” Previously, Singleton’s returns were checked in by Columbia Records.

“We can easily tell the bootlegging situation is bad,” according to one executive, “because we’re getting the singles that are coming from the dealers, so it’s difficult to pin down.” These dealers are not the primary source of the product. Bootlegging has always been a problem, but it seems to be getting worse. Singleton feels bootlegging exploded when the government took the excise tax off records. “This left the field wide open to be bootlegged because the laws against bootlegging vary from state to state. The government to put the excise tax back on records it a help.” And, he said, this situation is worsening, yet, there should be a bill introduced in Congress to stop it.

“Some retailers are taking the record in both the record and the tape cartridge,” according to an industry executive. “They really hit you on the name acts,” he said. “And there are others bootlegging hurting singles sales. For example, the tight money situation has made it very difficult for the distributor doesn’t have enough money to promote a lot of singles, so they are sticking basically to albums, which you know is a much smaller margin. His high kickbackers are carrying only 40-50 titles in single catalogs while a lot of singles today is the jukebox operator and, frankly, operators are crying because they can’t get enough good singles. They have small amounts of money available to them for the one-stop. Because the one-stop is offering them only whatever singles they feel they can deal on from the record companies. And those are the singles that would make the jukebox operator the most money.”

The conglomerate situation is also hurting singles sales. Single said, “You can’t have a major corporation own a major corporation now have to consider their bottom line.” This affects the whole thinking of the record company, he said. It stifles the creativity of the firm, he added.

Another factor affecting the singles business is the ratio of money that is getting paid to the major companies to singles. “I have 23 albums on my book in New York,” he said, “but it isn’t selling too well. Yet, the fatality rate of singles is high. Fifty percent of the albums I have on my book are more than a year old, but I throw away 50 percent of the singles we produce before releasing them. I don’t think one of 20 singles released by most record companies make money.”

Robert Harris named controller, Mignon Harley director, of the new international department, and John Smith statistician, working in market research at Stax Volt Records. In addition, Annie Moore has been appointed assistant New York director, and Deanie Parker. Harris is a former member of the Department of Internal Revenue and will have two new accountants, Pearlie Biles and Mary Hunter working with him. Smith is a former member of the State Department, Washington, and also taught high school social studies. Dean is a recent Memphis State University graduate, Harley, who will service the label’s foreign licenses, was hired from Paramount Records.

Russ Miller named vice president and head of West Coast operations for Elektra. With the company since 1967, Miller was formerly general manager of its affiliated publishing company, Paradox Music, and has acted as producer. Before Elektra he was with Bob Crewe’s Saturday Music. — David C. Watts appointed vice president-finance. He was previously vice president-finance of President productions, a Los Angeles corporation. Watts is a former western regional manager, Litton Industries. — Stratis A. Simon named manager, advertising and promotion, RCA Record Club. Previously, Simon was a former manager, Tatham and Weisb and was former chief advertising at Grey and Chairman. He is a previous manager, director mail promotion for the RCA Record Club.

Gus Savalas appointed product manager, West Coast operations, CBS Records. He was formerly with MCA as West Coast sales and promotion manager for Kapp and Decca. — Matthew Mathews named manager, West Coast operations, New York, Argentina, and Canada. Mathews was formerly manager, West Coast operations, New York, and Argentina, and was formerly manager, West Coast operations, New York, Argentina, and Canada.

Glenn Tompkins named director of advertising and publicity, Roulette Records. A former national Negro press contact man with United Artists Pictures, he has been a professional musician and manager. He is also a former internationa lFamous Agency in a general executive capacity. He is a former director of business affairs for CBS Television Network and Cinema Center Films. — Herb Gordon is field director — not national director — of LP promotion and sales, Buddh Records. Joe Fields is national director. — John S. Boyers appointed chief engineer for research and development with Liberty Tape Distributing Inc. He is a previous vice president, engineering for the communications division, Telsec Corp. — Terry Barter transferred to the Chicago promotion branch of Decca. — Charles Slack, Lou. — Paul Jenkins joined Ham mond Organ Co. as district sales manager for northern California.

Sal Iucitla promoted from director of sales and promotion to president of Forward Records. He has been with the company eight months. . . . Nashville writer Larry Arnett joined the editorial staff of Penthouse Publicity, Nashville one-stop promotion and publicity firm. He is a former editor of the Pulaski (Tennessee) Citizen. — Milton B. Kaye appointed manager, marketing and administration, Liberty Tape Distributing assistant and night supervisor with Western Records. — Eddie Rosenblatt named vice president and general manager of Talent Association of America. — . . . Edward Motokane and Louis K. Warden appointed senior vice presidents at Craig Corp. — Deborah Lyons appointed coordinator of publicity and advertising, Metromedia Records. She was previously employed by CBS, Frank Lynden has been signed to the professional department of United Artists music group. Lynden, a writer.

(Continued on page 67)
CAN'T YOU HEAR THE MUSIC PLAY

The RUSTIX
New Single
CAN'T YOU HEAR THE MUSIC PLAY
R-5011
From Their Chart Album
BEDLAM
Due to the Holiday printing schedule, Billboard ad deadlines now in effect are:

December 27 issue— closes Tuesday, December 16
January 3 issue— closes Monday, December 22
January 10 issue— closes Monday, December 29
DECEMBER RELEASE

BRAD SWANSON

LOVE MAKES THE WORLD GO 'ROUND

LP, 9002; 8 TRACK, TH8-9002; CASSETTE, THC-9002

A WINNER
FOR ALL SEASONS

BRAD SWANSON

AND HIS WHISPERING ORGAN SOUND

AMERICA'S NO. 1 ORGANIST

EXCLUSIVELY ON THUNDERBIRD RECORDS

OTHER BRAD SWANSON WINNING LP'S

THE WHISPERING SOUND
OF BRAD SWANSON
LP, 9001; 8 TRACK, TH8-9001; CASSETTE, THC-9001

PEG OF MY HEART
LP, 9002; 8 TRACK, TH8-9002; CASSETTE, THC-9002

THOSE WERE THE DAYS
LP, 9003; 8 TRACK, TH8-9003; CASSETTE, THC-9003

QUENTIN'S THEME
LP, 9004; 8 TRACK, TH8-9004; CASSETTE, THC-9004

FOR A FREE SAMPLE OF BRAD SWANSON'S NEW LP, WRITE TO: STEVE BRODIE, THUNDERBIRD RECORDS
c/o MASTERS RELEASING INC., 1790 MAIN STREET, BUFFALO, NEW YORK 14209 (716) 882-0427, 882-7056
The first Canadian release for all Firebird product in Canada.

Free

Immediate shipping:
ing

music publishing, motion pic-

NEW YORK - Firebird

10
DECEMBER 20, 1969, BILLBOARD

New York, N. Y. 10036

Say You Saw It in

16 years of experience in all areas of copyright, A & R product management and mu-

Willam Wordsworth

Doors of Perception

Woodstock was man's most peaceful use of atomic energy, for

rock's electro-technological drama fosters and encourages unifica-

vision, as well as recording a culture in books, theater and movies, and

and into tomorrow, before the moon is either wholly ours or theirs-

Media, in the wrong hands,

the world. When these ratios change, men change." (Marshall McLu-

Plant's West Coast branch in Los Angeles.

But before the lights go out, before you pass out of my sight

and into tomorrow, before the moon is either wholly ours or theirs—

Christmas and a Happy New Year.

TOM WILSON, left, record producer, and wife, right, chat with Russ

Miller, Elektra Records executive, at recent opening of The Record

Plant's west Coast branch in Los Angeles.

Distinguished Music Publisher

seeks the services of

EXPERIENCED AS WELL AS PROGRESSIVE

GENERAL PROFESSIONAL MANAGER

Opportunity for imaginative work

in all phases of publishing industry.

Box 760
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New York, N. Y. 10036

MIN NI
THE INCREDIBLE AND UNPREDICTABLE
SLY AND THE FAMILY STONE

THANK YOU
FALETTIME BE MICE ELF AGIN
EVERYBODY IS A STAR
S-10550
A NEW DOUBLE-SIDED HIT
for RCA, will be involved in a unique project making use of the Moog synthesizer's applica-
tion to vocals. Walter Sear, Com-
mmand records engineer, Moog, and Carlton have been experi-
menting along these lines. Miss Bennett's first album, which will also contain non-Moog cuts, is expected to be released in sev-
eral months.

In January, Command will release an album by Dick Hy-
man on the Baldwin Electric Piano. This instrument was used by Lorin Hollander for classical material. Hyman will do a 40-
minute concerto, using a 5-man rock-jazz orchestra. Carlton explained: "It's a com-

duction to vocals. Walter Sear, Com-

eral months.

and Carlton, have been exper-
mmand

also contain non-Moog cuts,

mfortable album targeted for the

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bination

Clonal解释ed:"It'sa com-

cusing with two black groups to

rion, the Mission has been work-

aration, the Mission has been work-

2. LITTLE DRUMMER BOY -Harry Simeone Chorale, 20th Cen-
tury-Fox T 3610

pros on their records and performances, they work and live in a St. Louis ghetto. The five-man group also write

ave produced a monthly audio-
nder the direction of Jim Owens.

chs will do in the studios of Television

produc-


ational. As a switch, he will

thering them in their career, the

ers, a label distributed by GWP

in Atlanta under the operation of Jim Owen.

is hopeful of doing some Command recordings with

Johnny Carson, and his Com-
mmand contract makes this pos-
sible if Carson and Severinson

can work it out.

Plays for the show call for

ntly of mainstreams

in Atlanta under

orl's, frequent appear-

ances will also be made by a

band of players called "The

Lower Chattahooche Drama

Guild."

pos, TITLE -Artist, Label & Number

1. MERRY CHRISTMAS — Andy Williams, Columbia CS 9220
2. JIM NABORS' CHRISTMAS ALBUM — Columbia CS 9531
3. HANDEL: MESSIAH — Various Artists/Philadelphia Orch., Commandy, Columbia MS 607
4. THAT CHRISTMAS FEELING — Glen Campbell, Capitol ST 2978
5. ELVIS' CHRISTMAS ALBUM — Elvis Presley, RCA Victor LST 1951
6. THE TIME YOUR LOVE FOR CHRISTMAS — Johnny Mathis, Columbia CS 9923
7. MERRY CHRISTMAS — Bing Crosby, Decca DL 78128
8. CHRISTMAS WITH MAHALIA — Mahalia Jackson, Columbia CS 9927
9. HERB ALPERT & THE TIJUANA BRASS CHRISTMAS ALBUM — A&M SP 4166
10. SINATRA FAMILY WISHES YOU A MERRY CHRISTMAS — Capitol ST 1026
11. CHRISTMAS SONG — Nat King Cole, Capitol SW 1967
12. CHRISTMAS WITH CHET ATKINS — RCA Victor LSP 2423
13. ALL I WANT FOR CHRISTMAS — Jackie Gleason, Capitol STBB 346

Below is a list of the best-selling LP's and singles to date. As the sales of Christmas product increase, so too will the number of best-selling LP's and singles reported in these special charts -in accord-

December 20, 1969, BILLBOARD

12
Watchwords For The 70's

To everything (turn, turn, turn)
There is a season (turn, turn, turn)
And a time for every purpose under heaven.

A time to be born, a time to die;
A time to plant, a time to reap;
A time to kill, a time to heal;
A time to laugh, a time to weep.

To everything (turn, turn, turn)
There is a season (turn, turn, turn)
And a time for every purpose under heaven.

A time to build up, a time to break down;
A time to dance, a time to mourn;
A time to cast away stones,
A time to gather stones together.

To everything (turn, turn, turn)
There is a season (turn, turn, turn)
And a time for every purpose under heaven.

A time of love, a time of hate;
A time of war, a time of peace;
A time you may embrace,
A time to refrain from embracing.

To everything (turn, turn, turn)
There is a season (turn, turn, turn)
And a time for every purpose under heaven.

A time to gain, a time to lose;
A time to rend, a time to sew;
A time to love, a time to hate;
A time for peace, I swear it's not too late.

To everything (turn, turn, turn)
There is a season (turn, turn, turn)
And a time for every purpose under heaven.

Words from the Book of Ecclesiastes, Adapted and Music by Pete Seeger
TRC © Copyright 1962 MELODY TRAILS, INC., New York, N.Y. Used By Permission

Judy Collins

TURN! TURN! TURN! (To Everything There Is A Season)
b/w PACK UP YOUR SORROWS
(EKS-45680)
Smash single from her latest hit album "Recollections" (EKS-74055). Also on all tape configurations by Ampex
LOS ANGELES — Classical aficionado Joe Tushinsky has his mind made up. He plans releasing upwards of 25 operas in the first 2 years his new Superscope Records line, he said. "But I'm not looking for classical to sell like pop."

"I believe I can offer an average aficionado a series of 3-paks that he can apply to a group of people which has never been exposed to operas with Josef Krips and Pold Ludwig and Mahler's "Fifth Symphony." We're continually tooling up and preparing to suspend indefinite -ly the long box."

"It did release 11 titles in long boxes but double-packaged, thus offering racks and distributors one option. The problem has been solved by many major record labels."

The complaints are beginning to reach racks and distributors. However, distributors are forcing retailers to "break open" the long boxes and repackaging tapes in regular packaging (flip-cases for 8-track and compact boxes for cassette) or record companies are double packaging to satisfy racks and distributors.

The problem is not with most music outlets, according to record manufacturers. "It's with non-music retailers," said a spokesman from Capitol Records. "Non-music retailers sell tapes, and the industry can't turn its head on sales."

Several record companies have announced optional packaging plans, offering racks and distributors a choice of packaging. Of the tape majors, Warner Bros. and Atlantic, for instance, allow packaging options.

Others Hedging

Others are hedging. RCA, Columbia and Liberty/UA are holding off plans committing distributors to one concept. Liberty/UA, a pioneer in long box packaging, was expected to commit to that concept but has now delayed an announcement.

Liberty, like Warner Bros., stated it is willing to abash the cost of the long box if the industry is willing to convert to the concept. But its commitment to long boxes never came. And Warner -Jewel Records, is distributing boxes on an optional basis.

Capitol, which favored the long box and also was expected to commit to that concept, is preparing to suspend indefinitely the long box of its 3-paks.

It did release 11 titles in long boxes but double-packaged, thus offering racks and distributors one option. The problem has been solved by many major record labels. The complaints are beginning to reach racks and distributors. However, distributors are forcing retailers to "break open" the long boxes and repackaging tapes in regular packaging (flip-cases for 8-track and compact boxes for cassette) or record companies are double packaging to satisfy racks and distributors.

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FROM THE DESK OF BILL LOWERY

TO: Sam Clark
    Larry Newton
    Howard Stark

We've had seven wonderful years with ABC Records and "T" has given us twelve great hits, and I'm proud to see them all in this tremendous album. What a Christmas gift!

12 IN A ROE
A COLLECTION OF
TOMMY ROE'S
GREATEST HITS

JAM UP & JELLY TIGHT
DIZZY
SHEILA
EVERYBODY
SWEET "EA
HOORA* FOR HAZEL
HEATHER HONEY
JACK & JILL
IT'S NOW A WINTER'S DAY
PARTY GIRL
CAROL
THE FOLK SINGER

STEREO/ABC-700

Attarack Heller Corporation
9220 Sunset Blvd.
Los Angeles, California 90059

P. O. Box 9687, Atlanta, Ga. 30319
The 70 Sounds...

Once again, it's the silvery, timelapse scene of bustling holiday buying. And what better gift to give or get than one of MUSIC'S... So... ring out the old and make way for the NEW... New Sheet Music, that is!

Color it commercial and progresses swell! Call it... The Sounds of the '70s.

Contact Hansen Publications, of course, to order it! They're ready with a host of hot new songs to satisfy every want and need in the music line in vocals, all instrument, educational, marching bands and "Hansekins!: Carrying over from the previous season...these tunes are sweeping the Hot 100 charts and intend to maintain status:

NA NA HEY HEY KISS HIM GOODBIE COME TOGETHER/SOMETHING COME ON IN THE CONNER/FORTUNATE SON TAKE A LETTER MARIA

AND WHEN I DIE RAINDROPS KEEP FALLIN' ON MY HEAD HOLLY

CHERRY HILL PARK MIDNIGHT COBAY HEAVEN KNOWS

A BRAND NEW ME SUSPICIOUS MINDS SUM UP JET TIGHT SUGAR SUGAR

Sittin' (On) THE DOCK OF THE BAY DIONNE WARWICK

JINGLE JANGLE SEE RUBY FALL WINTER WORLD OF LOVE

Play — Sing — Dance — March... to the music of "The Generation!"

NASHVILLE BASH...

It was, indeed a great pleasure to welcome the Nashville "music scene"..."Promises Promises," will be the FIRST BIG HIT of 1970. Dionne Warwick's new record...We think will be the next Academy Award WINNER.

NEW YORK...When Elektra Records took over a portion of the New York Market, the company took promotion and merchandising things started to happen. And what happened made them feel they'd been waiting in tape...Sales skyrocketed, said Keith Holzman, Elektra production executive.

Since joining forces with Ampex, Elektra's distributor, on distribution of 8-track and cassette product, said Holzman, the company has enjoyed an excellent sales boom. The reason? "We were able to put our own merchandising and promotional forces behind our product," feels Holzman. Elektra also was able to put a simultaneous release campaign into effect.

Never having really gotten to hit a simultaneous LP-tape release schedule until we combined forces with Ampex to promote and market our product," he said. "Now we're right on target.

Unlike other record companies who are picking up single LP-tape release of all product, whether it be from an established act or an unknown group.

Several companies take a "wait-and-see" attitude on tape, only releasing in tape when act and product proves itself salewise on disk. "That's silly," believes Holzman. "First of all the cost to release an LP and tape together is minimal. Secondly, if an artist is good enough to release on disk, why not tape?" With Elektra now concentrating more fully on tape via its promotional and distributive efforts, Holzman feels the label will enjoy a banner sales year in 1970.

"We now see the full picture a little clearer," he said. "We're able to work with our own personnel in the field and act react to their needs.

Elektra sees next year to be a major year in both 8-track and cassette, but also for its Nonesuch, new classical line (at $4.95).

Nonesuch entered the classical budget field in September with 20 titles, and plans to expand its catalog at the rate of about five new titles monthly through next year.

The '70 Sounds...

Cassette Playbacks Top 8-Track in Canada

By Ritchie Yorke

TORONTO — Although the 8-track system continues to dominate the pre-recorded tape market, total sales of cassette playback equipment is well over the 8-track figures.

The observations originate from a report prepared by Ed LaBuck, national sales manager of General Recorded Tape of Canada Ltd. The Canadian Government's Dominion Bureau of Statistics will not yet do an exhaustive study of the tape market, and GRT felt it would be wise to initiate a study of their own.

In 1968, 590,000 8-track cartridges were sold, as opposed to 75,000 cassettes. However, only 92,000 8-track players were sold, compared with 120,000 cassette players.

The previous year, 36,000 8-track players had been sold versus 34,000 cassette machines.

The projected figures for 1969 indicate that 600,000 8-track pre-recorded pieces will be sold, (an increase over 1967) and 300,000 cassette tapes (an increase of 167 percent).

In the playback field, GRT predicts the industry will sell 1,500,000 8-track players and 150,000 cassette players.

One of the reasons for this paradox lies in the massive quantities of blank tapes currently available in Canada. "People are buying blank cartridges with their self-recording capacities, and then taping whatever they like from old records," he added.

GRT's study also notes that there is no longer any 4-track market in Canada.

Columbia duplicates Elektra's Nonesuch series, while Ampex has its own cassette product in all configurations, including 4-track. When Stereo-Pak also has a portion of Elektra's 4-track.

The company plans to hold firm on packaging with the slip-case for 8-track, the Ampex box for cassette and the Norstone box for Nonesuch product.

"The advantage of tape is its compactness," said Holzman. "Why destroy that advantage by packaging it in a long box?"..."Packaging is graphically attractive for the impulse buyer," he said. "But there are too many disadvantages, like wasted space, non-acceptance by many distributors-merchandisers-rank merchants and added expense. More importantly, long box packaging is not piler-proof."

Holzman is content to sit back and let the marketplace sort out an industry-improved-and-accepted packaging concept. Meanwhile, Elektra feels it's a little too early to trouble in innovative and more creative areas.

Le-Bo Accessory Sales Boom as Tape Market Moves Into High Gear

By RADCLIFFE JOE

Le-Bo also has its eyes on the hardware market, and is currently studying the feasibility of moving into this field, on a limited scale, in the near future. Le-Bo, which celebrated its twelfth anniversary in January, started taking its accessory line with wire racks for phonograph records.

In 1968, 590,000 8-track cartridges were sold.

LaBuick, the company president, said that the idea behind the attaches tape case for 8-track, the Ampex box being made of high quality wood is a psyche-delic colored unit specially designed to hold either 30 cassettes or cartridges and is made of high grade wood. This case holds up to 12 cartridges and is made of high grade wood. These observations are made in creative areas.

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Merc Goes ‘Long Box’ On Its Budget Line

CHICAGO — Mercury is not going to put its regular line of tape products in “long boxes” but will offer its new budget line in that concept.

Harry Kelly, Mercury tape product manager, believes the long boxes are “graphically ideal to display budget product for impulse buying.”

He will use 3x12 packaging for cassette and 4x12 for 8-track to introduce the company’s new 25-title budget line beginning Jan. 1. Mercury’s initial budget offering also will include two twin-packs.

Kelly is offering—in budget product only—rack merchandisers and distributors a choice of the new packaging concept (long boxes) or the established packaging method (slip cases for 8-track and plastic boxes for cassette).

Mercury decided against “long boxes” for its regular line because “racks and distributors feel its not as pilferproof as first believed,” said Kelly.

Merc Sues, Countersued

LOS ANGELES — Mercury has filed a suit in Superior Court here against Wholesale Radio and Auto Accessory, Inc., which, in turn, filed a counterclaim against Mercury.

Mercury contends Wholesale Radio owes it $7,047 for merchandise was defective and models.

Wholesale Radio said that the units were returned to Mercury for credit. Mercury denies the models were defective.

In addition, Wholesale Radio is seeking $10,200 it spent for advertising.

Models involved included a stereo cassette recorder (TR-8700), cassette recorder (TR-8000), stereo cassette tape deck (TR 4450), auto stereo cassette player (AP-8300) and a stereo cassette recorder system (TR-4500).

 capable of duplicating giants to hold out for the $5.98 list price of pre-recorded cassettes, has finally decided to hike its price by 97 cents to $6.95.

Kelly said that tape sales are substantially ahead of last year, with 8-track sales continuing at a record pace and ahead of cassette sales.

In 4-track, Kelly said it’s difficult to get a sales yardstick because it licenses that configuration to Muntz Stereo-Pak. Ampex duplicates reel product for Mercury.

LOS ANGELES — The machinery is the same, only the name has been changed to protect the tourist.

In Japan, a visitor has to know that the equipment he sees in a store under a Japanese brandname is the same machine he sees back in the States under a more familiar monicker.

Japan is very much tape oriented, says Lee Mendell, Liberty/UA’s marketing director, who recently returned from his first business trip there.

“It’s a highly technical country,” he notes. An 8-track tapes sells for around $7.20 and a cassette for $6. An album, by comparison, sells for $5.60. Liberty/UA’s licensees is To.

The NOW Sound of 8 Track PROFIT

Listen . . . and you can hear the sound of profit. It’s the 811R 8 Track Stereo Cartridge Recorder. Designed to sell and sell and sell.

Records and plays 8 track stereo cartridges for car or home from Stereo FM, phonograph or any tape recorder. Engineered for studio quality performance with exclusive logic circuits to eliminate timing problems. Exquisite styling and convenience features to captivate your customers.

Best of all, model 811R is available now. We deliver immediately from stock. Hear the sound of profit now . . . and be ready for holiday sales. Model 811R, Made in the U.S.A. to sell for under $190.00.
Tape CARtridge

Superscope Maps Opera Series

- Continued from page 14

predicts, "People today are on bigger quest for knowledge than ever before. Through the medium of cassette, you can help people realize their hidden ambitions."

Joe Tushinsky knows that it's smart business to satisfy the quests of the public. Joe Tushinsky has made up his mind about a second repertoire matter: the educational field. The company has formed an educational department with its first product covering three cassettes in Japanese and designed for the traveler to Japan.

You can rely on the nation's largest producer of components used in Cassettes and Cartridges. Contact us today!

- Constant Product Improvement and Development
- Lowest Prices
- Quality and Service
- Standard or Special Design Components

Let audio put you in the tape duplicating business

A full program with all Electro Sound equipment, installation and training.


doesn't help people who love music," he commented.

Included in the company's production line are a wide selection of its own stores in 1970 in key Eastern and Western markets, as well as additional training centers for future franchise growth. There will be addition to the Kansas City, Dallas and Sacramento training centers now in operation. George Readmond, formerly national sales manager for the Panasonic audio-visual division, has been appointed to represent National Auto Sound on the East Coast. West Coast representative is Ted Fullower, who was formerly tape sales manager for Caleton of San Francisco.

Audio Magnetics in Military Mart Drive

LOS ANGELES — Audio Magnetics, which specializes in manufacturing blanket cassettes, is taking a big step into the huge military market. The company has appointed Saxon International Marketing Services, Ltd., New York, to direct its activity in the military field. Saxon is a specialty organization servicing 15 support centers supplying the U.S. Armed Forces.

The southwest division, in addition to opening home-owned stores in franchising the southern western part of the country out of its offices at Arlington, Tex. The firm's franchise package includes sales training, management and installation personnel, merchandising, advertising and collection buying. It offers administration offices, central warehousing, buying, bookkeeping, inventory and marketing. National Auto Sound operates a $2,500 franchise fee plus 3 percent royalty on gross sales.

Full Line Outlets National Auto Sound stores are full line outlets, carrying major hardware brands and their own imported lines, as well as a large tape inventory. Specializing in automobile tape decks, National Auto Sound sells 99 percent hardware and 1 percent in stock dealers in the South and West. It is 8-track, 3 to 4 percent, 4-track (6 to 8 percent cassette).

Even so, most stores carry an existing inventory of 17,000 tapes, while a free-standing store will carry from 4,000 to 8,000 tapes.

National Auto Sound sells which, according to Slaughter, moves 30 to 40 auto tape decks per week, does not find it necessary to discount any tapes or hardware, and works on a 50 percent gross profit margin, due to its collective buying power.

National Auto Sound invested its commercial appeal toward a youthful, on-the-go crowd. Its stores which, in the top 40 and leading album titles, 9 out of 10 of which sell to customers under 30. "We compile a library of today's best-selling music, grading each tape as it comes in," Slaughter explains.

Highlights of National Auto Sound's in-store merchandising is a specially constructed auto-player demonstration center, where a customer can compare the cost and sound of 12 to 24 different models of 8-track, 4-track and cassette auto units.

Other marketing specialties adapted by the National Auto Sound chain include:

1. A manned and shelved tape cartridge area attended by music-oriented, uniformed sales girls to advise, suggest merchandise and help the tape customer.

2. The customer may play his tape selections in listening booths, in addition to the auto playback demonstrators.

3. The cartridges also carry complete home playback equipment inventory and demonstration.

4. Equipment and tape inventory is supplied quickly from the central warehouse in Kansas City.

Slaughter sides with many who believe that a certain amount of tape's success lies with the record companies. "Without records we can't sell tapes," he admitted. "Even though we buy directly from Kansas City and from local distributors, we have to maintain our own inventory items at the same time of the record album's release. It}

What's in a Name?

- Continued from page 17

shiba, which in addition to re- leasing regular cartridge and cassette product, is also selling the Big Little LP's, which it has renamed mini cassettes. These are sold in a cardboard box and bagged in plastic. Tapes are displayed at retail in both open and closed bins.
NEW CELCON C-143 COMES ON WITH A BIG BOLD SOUND

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

Properties like high-flow. You know how you need that in critical dimensioned multi-cavity molds. Like to end mold deposit? New Celcon C-143 does just that. And it gives you up to ½ savings in cycle time. Which, in production rates, is about like finding an extra day each week. Free.

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

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

Celanese Plastics Company
Dept. BB-501
550 Broad Street, Newark, N.J. 07102

ENGELBERT HUMPERDINCK--
"Paradise U.S.A. 70005 (5).
With his current hit, "Winter World of Love," spouting from the radio hit, "I'm a Better Man," Humperdinck has another solid chart winner here. In one of his best programs to date, he delivers the much needed 'Don't Stop the Music' supremacy. Also exceptional are his readings of "A Time for Us," and the medley from "Hair," "Assassins," and "Let the Sunshine In." 

JESS FELICIANO--
Boca Riva LSP 6021 (5).
Like every other hit that comes from the amazing Joe Feliciano, this one-point, released from a London pressing, is a thing of profound beauty. The voice itself is in top shape, so has his fantastic skills as a musician, and his unique and exciting voice. On this double LP are with Feliciano gems as "Hi, Mabley, Smackers," "California Dreaming," and "Night My Fine." 

BILLY JOE ROYAL--
Columbia CS 9974 (5).
The current LP "Back" has brought Royal back to national popularity, and his current album, including the hit single, features 10 more songs that display the same cleverness of lyric and catchy melodic lines of "Back." Among the outstanding cuts are "Burning a Hole," "Pink Up the Pieces," and Joe South's "Children." 

LEO ROGERS--
Epic U.S. 6732 (5).
Few orchestrations are as clear as the lush, melodic quantities of Rogers' "MacArthur Park." This one has been a solid LP feature of "The69s," the hit single, "MacArthur Park," and "Papa's Wagon." Less familiar are McKinley, treatment of the theme from "Bridge of Lions," "Jubilation," and "The Man from Martin." 

ENOCK LIGHT & THE LIGHT BRIDGE--
"The Best of the Best." Geffen Project 3 PR 304630 (5).
Enoch Light's latest LP is a collection of his past hits including songs from his best known hits "That's All," "Spooky" and "Spring is Here." The LP includes songs from his best known hits "That's All," "Spooky" and "Spring is Here." In her latest LP, the Australian favorite offers highly skilled and dramatic renditions of some classic pop extravaganzas, among them, "Spooky," "That's All," and "Spring is Here." Missing the verse, "If You Go" is not as familiar, but just as listenable, and her hard-driving female interpretation of Sinatra's "My Way" is a standout. 

HAYDN: CLASSICAL--
Philharmonic, in this first LP, "Queen Elizabeth." This EMI LP features Haydn's String Trios and a work by Beethoven. Walton's "Rhapsody" is a fine piece in the setting of "Blackbird" and "Hey Jude," to the raucous, heart-stirred "Revolution," and "Set Back." 

BASSO D'ORO--
United Artists UA 5500 (5).
The new album of Traffic's hits have opened to other endeavors but they left a musical legacy behind them. Their "best" includes "Teaser," "Dixie," "Blackbird," "Hey Jude," and "Close Up Rain." It is a very good sampling of work, indeed. Steve Winwood, now with Blind Faith, leads the way with his vocals and piano-organ work. 

JOHNNY NASH--
Columbia MS 7391 (5).
This second recording of the Cleveland and Lani disk is excellent all around, both in texture and in interpretation. The mandolinist work is delivered with fine detail. The Soprano piece is straightforward and delightful. High performance all around.
Is Hawaii Just Another Pretty Place?
Sometimes it doesn't seem quite fair. Hawaii gives us pineapple, macadamia nuts, the hula, leis, romantic music, coconut palms, soft nights, true enchantment. And the mainland gives Hawaii tourists naval bases, traffic jams, Jon Hall movies, air pollution, condominiums.
But there is one delightful exception to this unbalanced exchange.
It's a very popular (ratings consistently in the Nielsen Top 30) CBS television program called Hawaii Five-O. The show is distinguished not only by fresh, exciting writing, acting and cinematography, but by its music — the creation of Morton Stevens.

Mr. Stevens, a graduate of Juilliard, arranger and conductor for Sammy Davis and scores of TV's finest dramatic shows, captured the eight-island magic in his music.

Now this music is available on record — and tape. Though it is technically sound track music, it stands very well as exciting listening unto itself. So if you're one of the non-TV-watchers, you can still love it.

Hawaii Five-O Original TV Sound Track

Hawaii Five-O Music from the TV Sound Track from Capitol.

U. S. POST OFFICE HANAMAHU HAWAII 96715
Christmas Ain't Christmas
New Years Ain't New Years
WITHOUT THE ONE YOU LOVE

Produced by Gamble-Huff

The O'JAYS Neptune 20

I'LL BE SWEETER TOMORROW

Produced by George Kerr

LINDA JONES Neptune 17

EXPRESSWAY TO YOUR HEART

Produced by Gamble-Huff

The VIBRATIONS Neptune 19
Is That All There Is • BRAVO RECORDS

Is Tau

Jean

Shangri-La

My Special Angle

The Straight Life

Something

You've Lost That Lovin' Feelin'

Smoke a Little Smoke for Me

Died We

Put a Little Love in Your Heart

My Way

Baby, It's You

Is That All There Is

Stereo/3553
PRESENTS

IS
THAT
ALL
THERE
IS

the
Midnight
Voices

DISTRIBUTED BY
DECCA RECORDS
### BEST SELLING Tape Cartridges

#### 8-TRACK

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<td>CROSSTO, STILLS &amp; NASH</td>
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<td>James Ingram, Columbia</td>
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<td>A NEW YORK DREAM</td>
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<td>Rolling Stones, London</td>
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DECEMBER 20, 1969, BILLBOARD

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Rolling Stones Concert Gather Drugs, Deaths, and Disruptions

LIVERMORE, Calif. — The Rolling Stones free concert here Dec. 9 was a far cry from the Woodstock West that it was hoped to be, through 250,000-odd attendance. Four people died, there were many bad trips from drugs, fights interrupted the Stones performance, traffic was congested for miles around the scene, and the sound system was so bad that in many parts of the concert area the audience could not hear at all.

Chip Monk, who sponsored the Monterey and Woodstock festivals, handled logistics for this event, and without him, it possibly would not have come off at all. Sam Cutler, Stones road manager for the U.S. tour, was another major organizer. Grateful Dead manager Rock Scully and engineer Don Woods of the old Haight-Asbury Diggers were in charge of coordinating the San Francisco arrangements. But Grogan told a KSAN audience that weekend, the Stones New York office refused to allow Scully and Scully free enough rein.

This, plus the fact the concert was a whirlwind of excitement in a week, added up to musical disaster as well as personal tragedy.

The only bands that played were Steppenwolf, the Airplane, Flying Burrito Brothers, Crosby, Stills, Nash & Young and the Stones. The Dead were unable to play because they could not get through the crowd to the stage.

And while the sound was improved for the Stones portion of the concert, all the other bands were hindered by microphones that didn’t work, inadequate speakers and amplifiers and other problems. Part of CSNY’s performance was taped for future release.

But for the Stones, things sounded better even if they were incomprehensible for several times during the hour and one-half in which they lasted through 14 tunes. The last, appropriately enough, was “Street Fighting Man.”

The Stones came out as nightfall, white light and red stage light illuminating the area.

(Continued on page 33)

James Gang Go Guy Of The Blues Rock Range

NEW YORK — The James Gang went on a blues rock tour locally, appeared, made an excellent impression in the opening number, “From Here to Eternity,” at the Academy of Music, Dec. 6. The show closed with a new song, “Fudge,” replacing Canned Heat, who had an injured member. The key to the presentation, however, was another performance of blue’s at its best by B.B. King.

The James Gang is a three-man Ohio group, handled rock and roll with the adroitness of a doing particularly well. Bass guitarist Tom Kris was dependable, with a boogie number one of his best.

Drummer Jim Fox, who shared vocals with Walsh, also was a steady performer. Among the group’s other songs, “Loco Medora,” which is on the trio’s first Blues Way Records album, and another, “Dazed And Confused,” introduced an excerpt from Ravel’s “Bolero.”

King, also a Blues Way artist, was masterful, playing flawless blues and rock and roll skillfully and derisingly with Vanille Fudge, who recorded for A&M Records, were dependable with a program of their best material.

The Stones coming also appeared at Unger’s in Los Angeles.

FRED KIRBY

SteppenwolfPrances In Musical Style

Country Style Folk Gives Siebel a Winning Date

NEW YORK — Paul Siebel, scored with his country-style folk singing at the Village Gate, Dec. 7. Siebel drew heavily on material from his Elektra Records album, all of which came through well. "Any Day Woman" and "The Bald of Honest Sam," make their points in interesting manner. They tell. And they tell well. "Any Day Woman," "Bald of Honest San," "Front of Forty," "Barefoot," "Locust." The message was delivered with genius.

"Louise" was a good tongue-in-cheek encore after "Then Came the Children" closed the regular set. Gary White, who played electric bass guitar with Siebel, also had a good set on his, including his material, which is drawing the recording attention of Patrick Sky ("Manhattan Love Song") and Linda Ronstadt ("Long Long Time"). David Nitecum, also accompanied Siebel, began the night with "Uncle Dirty," an excellent hippie comedy, also on the bill, effective on its material, based on dating, youth and nar- cotic love. "Honey Pie" story is still a good one with its strong message.

FRED KIRBY

Nana Mouskouri Clicks

NEW YORK — Last March, Nana Mouskouri made her American solo debut at Carnegie Hall. She returned Dec. 7 for a return visit, and for the second time filled the hall 100% capacity. The Fontana Records artist relied on basic simplicity as a foundation for her performance, and it was this genuine simplicity which created the magic. Although multilingual, Miss Mouskouri can concentrate on English, French, and Greek, and was completely at ease with all three languages. In "Erene" and "My Friend the Sea," she switched back and forth between English renditions of "Scotchborough Fair," "Both Sides Now" and "Hello, Love," and a hypnotic "I Will Wait for You," which she sang in French. She can be dramatic and moving, as she was with Rolling Stones-rocked said Carnegie Hall and high ceilings literally reverberated by Miss Mouskouri’s voice.

Steppenwolf, on Dunhill Records, is a young group which has played with the Rolling Stones this past year. Showing a major improvement since last New Year’s Eve, the band, the swinging quintet displayed a professionalism in their showmanship, and a musicianship which augurs well for the future.

Joan on vocals and lead guitar, selects a combination of English, Greek, and high-energy rock and roll. The audience, which was highly appreciative of her vocalization, was very quiet until her opening song, "Greek Hits," which varied the landscape with a Greek hit, "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is a version of "Hoteldehyde," which is 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It will make the blind see, the lame dance, the dumb rap, and the

DEAD LIVE
The Grateful Dead's new, double, recorded-live album on Warner Bros., called

LIVE DEAD
Great cosmic circle
McCos 1st Set at Tarot

NEW YORK — The McCos, apparently stronger than ever in together sound, had an excellent first set of mainly blues and rock at Tarot, Dec. 4. An example of the Mercury Record quartet's material were the opening blues, "Ninety-Nine and a Half," with singer Mark Farney playing old rocker Jerry Lee Lewis, "Great Balls of Fire." "Stormy Monday Blues" was another top blues number.

Rick Zehringer's vocals have become more gutsy while he still plays a good guitar. Robert Peterson has become a top rhythm player, organ, such as in the opener, and piano, as in the closer. Usually he joined bass guitarist Randy Hobbs and drummer Randy Zehringer on good rhythm. Hobbs also contributed vocalizing in a good country blues. The evening's other acts included Nasser Rastegar-Nejad on santur, a Persian instrument.

FRED KIRBY

Doc Watson Offers Rich Prescription in N.Y. Date

NEW YORK — Doc Watson, the top instrumental-guitarist from the North Carolina hills, returned to New York City Thursday evening for a rousing successful five-day stay at The Gaslight in Greenwich Village, where music audiences heard his severe throat infection that would have left him a less fully performed. Watson displayed every facet of the exuberant charisma that has made him the idol of fans, and his country fans alike. In what Gaslight manager/co-owner Sam Hood terms "the finest night of the year," Watson played two sets of blues, folk and country material, Watson's almost unbelievable 'Canterbury Tales' to Go On U.S. Tour

NEW YORK — 'Canterbury Tales,' the musical which recently concluded a run in New York, is heading out for a 10-city engagement in its original cast album, will be released a single record from the show, according to producer Will Conquer All, was recorded by Friends of Whitney Sunday, a seven-member rock group. The flip side of the single will be "The Ballad of Thunder Road.

"Canterbury Tales" opens its tour in Wilmington, Del., Dec. 29 and has been set to play 12 other cities so far.

Arrau Performs Beethoven Pieces

NEW YORK — Pianist Claudio Arrau gave an exact, controlled performance of the Beethoven sonatas at Philharmonic Hall, Dec. 9, in observance of next year's Beethoven bicentennial. The program included the last three of the composer's 32 sonatas plus Sonata No. 23 (Appassionata) which he closed the bill. This last work is among Arrau's many Philips recordings. The technician's demands of all works were ably realized by the pianist, who again demonstrated that he is one of the outstanding Beethoven interpreters.

FRED KIRBY

From the Music Capitals of the World

MEMPHIS

A heavy vote favoring legalization of the sale of mixed drinks in Memphis and Shelby County is recruiting industry in Memphis. Stax-Volt "We Three" producers are completing sessions on Olifie and the Nightingales, Chris Smith and Chris Brown. John Stewart, president, at Bell, executive vice president and John Smith, operations director of Stax, attended the Bill Gavin Radio Convention in Atlanta along with several promotion men from the company.

Knox Phillips, producer at Sun International, is busy working with an underground rock group. Hope for release on Sun International. Charlie Chalmers is completing an album on Stax's Jimmy Wilson. Jimmy Wilson headed a sellout audience at the Mid-South Coliseum for Radio Station Watsa Goodwill Revue. Fonds from the show goes to the stations charities. Miss Wilson played the benefit free. Others taking part on the show included Magnet Singers, Junior Walker & the All-Stars, Gene (Bowlegs) Miller and his 5-piece orchestra. Some of the stations charities included college fellowship, free eyewear, free music lessons to blind children, and a $20,000 facilities.

LOS ANGELES

Blue Whale will release a hardcover extended play album featuring the Four Tops and Jimmy Smith. The album features his first time together performances by a core of Southern rural bluesmen. According to field reports, the LP is been played on free-form FM stations, soul outlets and some Top 40's. In San Francisco, Don Sherwood and his presenters on his early morning TV show over UHF channel 46.

Capitol has donated $10,000 to the Children's Hospital to provide free music lessons to blind children. The label's First LP product from Beverly Hills Records will be by David Van Gundy, choral director with the Glen Campbell TV show and by Buddy Davis and Doodle Fakt.

(Continued on page 33)

THE A TELLING ACT FOR TULL

Talent

BILLY GALLAGHER, third from left in upper row, president of Famous Music Corp. and Jack Woodward, vice president for Gulf & Western's Paramount Records, get together with Ambergini for group's debut on the Paramount label.
B.J. Thomas has recorded 2 million selling singles in 1969. “Hooked on a Feeling” and “Raindrops Keep Fallin’ on My Head.”—That’s something very special. As is this L.P.—Scepter 580.—A very special album from a very special talent.

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COLOR IT A STONE HIT

"SAY GOODBYE TO DADDY"

RICHARD SPENCER
& The Winstons
**Talent**

**PLATTERS INTO LAS VEGAS**

NEW YORK — The Platters, Musorcar group, will be doing eight consecutive weeks in Las Vegas at two different hotels. The group was filling an earlier date at the International, which runs until Wednesday (17) when they picked up another four-weeker to begin on Thursday (18) at the Flamingo. The Platters will embark on a tour of nightclubs and colleges early in 1970.

**Gregory Tells It in Key of Wit**

NEW YORK — Comedian Dick Gregory was on stage for an hour at Carnegie Hall on Nov. 26 delivering his views, often witty, often savage, on the American Way of Life, from his viewpoint. It was civil rights in a traditional type of comedy format, even ending with an upbeat inspirational for Democracy—"You don't have to force it on people—if that's good, they'll steal it."

Poppy Records presented the show, balancing Gregory, not too successfully with Townes Van Zandt, a low key folk-type artist, and group, Mandrake Memorial, whose drummer had eight microphones around his kit for no discernible purpose. **IAN DOVE**

**Stones Concert**

• Continued from page 28

As the performance progressed the people around the stage pushed ever closer until at times Jagger scarcely had room to leap and prance about.

Heils Angels, who were "guarding" the stage periodically would jump into the crowd, fists flying, cutting huge swatches in the mass of people. A man was stabbed to death.

The Stones did most of the same tunes as on their tour, but they added a new one, "Brown Sugar," which Jagger said they had never played before.

By 7 p.m. it was over and the Stones were airlifted out of the area 50 miles away to the San Francisco airport, leaving behind a scene that could not have equaled the worst of Woodstock. **GEOFFREY LINK**

**Dance Bid Fails For Auditorium**

SAN FRANCISCO — The Board of Permit Appeal has turned down a bid for a dance permit at the old Fillmore Auditorium. The ballroom has been the site of rock concerts for the past several months.

Al Kramer, manager of Epic artists the Flamin' Groovies, plans to continue presenting shows there though dancing will not be permitted. Kramer is trying to rent out the hall during January while the band is on a national tour and then resume presenting concerts in February.

**Steppenwolf in Top Musical Style**

"Nice Place to Visit," which received its first public exposure and was very well accepted, and other tunes from both their early and recent albums. **RADCUFFE JOE**

**From the Music Capitols Of the World**

**DOMESTIC**

- Continued from page 30

Vaughn's LP will be titled "Aber-ga-Dentry;" the second package will be called "All Equipment Guaranteed."

Three industrial films using music from Capitols HI-Q Library have won Cindy Awards from the Information Film Producers of America. . . . David Carroll has opened a new music publishing company for Snottro Productions. Bobbe Gentry has lined up John Hartford, Richie Havens, the Staple Singers, Ian & Sylvia, Buff Rose, Bobby Goldsboro, Rick Nelson, Joe South, the Sugar Shoppe and Fannie Flagg for two TV specials she is shooting in Toronto next month for 20th Century-Fox TV. KLAC taped Tony Bennett for a music spectacular Nov. 23 at the Coconut Grove. Past specials have featured Pet Clark, the Fifth Dimension and the Baja Marimba Band.

**29TH ST. PRODUCTIONS,** an independent producing group, work the control board of Groove Sound Studios in New York.

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- CREEDENCE CLEARWATER REVIVAL
- TOMMY JAMES & THE SHONDIELS
- JIM MORGAN
- JOE COCKER
- SLY & THE FAMILY STONE
- STEPPENWOLF
- GLEN CAMPBELL
- ERIC CLAPTON
- BEE GEES
- GINGER BAKER
- STEVIE WYNDMUR
- ERIC BURDEN
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9/1273
Radio-TV programming

FM Hip Rock Grabbing Canada

By RICHIE YORKE

TORONTO — FM progressive rock broadcasting is finally catching hold in Canada. There are now three full-time progressive rock FM stations in operation. CKLW-FM in Windsor, Ontario; CKCM-FM in Toronto, and CKGM-FM in Montreal. Although they are not yet making strong inroads in ratings, they have become valuable exposure tools for local record companies.

Toronto is probably the country's biggest market for album rock material and CHUM-FM has proved to have a staunch supporter of CHUM-FM in Canada. There is a sense of rock broadcasting is finally gaining ground.

WBRU-FM's Shift Gets an 'A'

By BOB GLASSENBERRY

PROVIDENCE, R.I. — The former all-rock station WBRU-FM has proved to be a good one operating in a medium of the-week rock format, which still includes the slogan "For You, the WBRU Man," while commanding large amount of listeners in an area which includes Providence and Providence County. All the employees at the station are students at the various colleges and universities in the area. Because of this, the station carries a staff of at least 12 disk jockeys. Each disk jockey plays a certain amount of time on the station, starting at 10 p.m. and going until 6 a.m. The station director has a "move to prevent CHUM-FM, you've got a winner." According to management, is the success of the station is due to a "good one" and "good management."

WWNC Into Full-Time Country Music Format

ASHEVILLE, N.C.—WWNC, 5KOK-FM, now is in operation as a full-time country music format after a couple of months of gradually shifting from middle-of-the-road records. The program director Dave Jacobs said the change was finally completed last week. He's started shifting one country record in every third record. Then he began playing a country record every other record. "This sort of paved the way," Jacobs said. Reason for the format change is that many records have a country sound today. The station's slogan is "For You, the WBRU Man," while commanding large amount of listeners in an area which includes Providence and Providence County. All the employees at the station are students at the various colleges and universities in the area. Because of this, the station carries a staff of at least 12 disk jockeys. Each disk jockey plays a certain amount of time on the station, starting at 10 p.m. and going until 6 a.m. The station director has a "move to prevent CHUM-FM, you've got a winner." According to management, is the success of the station is due to a "good one" and "good management."

WMRV-FM On Air

ENDICOTT, Pa. — WMRV-FM, serving southern New York state and north eastern Pennsylvania, has begun broadcasting. Bob Kirby is program director. Station features an easy listening format.

Parley Examines Role of PD

By RICHIE YORKE

ATLANTA — A program director must be a highly skilled technician able to put all the pieces together, much like an orchestra conductor. This was one of the aspects of the format discussed at the Bill Gavin Program Conference Dec. 5 at Atlanta. The program director is something new, he said. He must examine creative ideas within the framework of the station. The program director must act as a type of liaison between the station manager and the rest of the station's staff. The station manager must feel that the program director will be on his side. If this is accomplished, the program director is almost assured of getting the maximum from his deejay. Also included in the program director's duties are creator, advisor, artist, father, psychologist, writer, salesman, and engineer. Combining all of these skills for success requires a consensus of the people at the conference.

Format was a key topic at the conference. The music must not only entertain but be consistent. The air personalities must fit into the image of the station. This is probably the hardest part. Where do the new air personalities come from? How are they trained? There were many questions. Chris Lane, KELG, San Jose, felt that the personalities had to have a certain feel for the audience to which they were speaking. "A suggestion about training came from Jef-ferson Kaye, WKSU, Buffalo, who said that the establishment of a liaison with program directors in the area who knew how to train announcers was most profitable for him. He stocked these stations with the people who came to him for jobs but had only a little experience. He asked these "trainees" to send them tapes and would judge these people on the basis of improvement. If he felt a particular person was qualified after training for a while, he offered them a job.

Jefferson hired the man and put him on the air. "There was a particular air personality, he said, "who was looking for a job."

Ascher Issues New Catalog of Albums

NEW YORK — Emil Ascher Inc., background music firm, has released a new catalog of 72 albums, according to presenta-tion of Morton Ascher. The music, available at a special introduc-tory price, is suitable for films, taped shows, commercials, and general production work, he said.

PORTLAND, Ore. — Believing that the quality of album product is high compared to what's being released on singles, KINK-FM station manager John David devised a sales promotion piece for local potential clients. A special LP jacket has a single placed on only side of the inside and a Blood, Sweat & Tears album on the other. The message states: "The KINK album, can you hear the difference? Play the Monaural 45, then play this stereo album from KINK's playlist. You should notice a big difference too. Later: "The album is the sound of the seventies and the reason for you to make KINK the 1970 sales link." David paid tribute to Columbia Records album promotion man Jim Brown for help in putting the promotion piece together. We're really grateful to people like Columbia, Atlantic, and Elektra Records because they've kept the quality of album product high," said David. "If I had to pick one overall reason for KINK's success to date, that would be it."
Radio-TV programming

PROGRAMMING AIDS

Programming guidelines for major, parent stations, reading radio stations, including Mixed Pops, Best Leftfield Pops, Biggest Happenings, and Biggest Leftfield Happenings.

EASY LISTENING

- Stonington, Del. (WMDA), Jay Brooks, Music Director.
  - "Easy," Bill Media, MGM.
  - "Easy," Bill Media, MGM.
  - "Easy," Bill Media, MGM.
  - "Easy," Bill Media, MGM.
  - "Easy," Bill Media, MGM.
  - "Easy," Bill Media, MGM.
  - "Easy," Bill Media, MGM.
  - "Easy," Bill Media, MGM.
  - "Easy," Bill Media, MGM.
  - "Easy," Bill Media, MGM.

Albany, N. Y. (WSUA)
- Joel Lustig, Program Director
  - "Easy," John Davis, RCA.

Atlanta, Ga. (WSB)
- P: "Wabash Cannonball," Danny Davis
  - P: "Coming Into Los Angeles," Arlo

Bay City, Mich. (WBCM)
- Mike Halsey, Program Director, Personality
  - "Easy," Bill Media, MGM.

Boston, Mass. (WOR)
- P: "Whole Lotta Love," Led Zeppelin
  - P: "I'm a Monkey.

Charlotte, N. C. (WCNC)
- Art Martin, Personality
  - P: "Whole Lotta Love," Led Zeppelin

Chicago, Ill. (WLS)
- "Easy," Bill Media, MGM.

Cincinnati, Ohio (WLW)
- "Easy," Bill Media, MGM.

Cleveland, Ohio (WC�)
- "Easy," Bill Media, MGM.

Columbus, Ohio (WOSU)
- "Easy," Bill Media, MGM.

Detroit, Mich. (WDJA)
- P: "Wabash Cannonball," Danny Davis

Erie, Pa. (WICW)
- P: "Whole Lotta Love," Led Zeppelin

Kansas City, Kan. (WDAF)
- "Easy," Bill Media, MGM.

Long Beach, Calif. (KRLA)
- "Easy," Bill Media, MGM.

Los Angeles, Calif. (KFWB)
- "Easy," Bill Media, MGM.

Louisville, Ky. (WAVE)
- "Easy," Bill Media, MGM.

Memphis, Tenn. (WMPS)
- "Easy," Bill Media, MGM.

Montreal, Que. (CJAD)
- "Easy," Bill Media, MGM.

New York, N. Y. (WOR)
- "Easy," Bill Media, MGM.

Philadelphia, Pa. (WIBG)
- "Easy," Bill Media, MGM.

Phoenix, Ariz. (KZNS)
- "Easy," Bill Media, MGM.

Pittsburgh, Pa. (WQED)
- "Easy," Bill Media, MGM.

Portland, Me. (WJDA)
- "Easy," Bill Media, MGM.

Providence, R. I. (WPRO)
- "Easy," Bill Media, MGM.

San Francisco, Calif. (KSD)
- "Easy," Bill Media, MGM.

St. Louis, Mo. (KSTL)
- "Easy," Bill Media, MGM.

Toronto, Ont. (CFNY)
- "Easy," Bill Media, MGM.

Newark, N. J. (WNEW)
- "Easy," Bill Media, MGM.

San Diego, Calif. (KNSD)
- "Easy," Bill Media, MGM.

San Francisco, Calif. (KPIX)
- "Easy," Bill Media, MGM.

Seattle, Wash. (KOMO)
- "Easy," Bill Media, MGM.

Syracuse, N. Y. (WSYR)
- "Easy," Bill Media, MGM.

Tampa, Fl. (WDIA)
- "Easy," Bill Media, MGM.

Washington, D. C. (WDON)
- "Easy," Bill Media, MGM.

Washington, D. C. (WJFK)
- "Easy," Bill Media, MGM.

Washington, D. C. (WERQ)
- "Easy," Bill Media, MGM.

Washington, D. C. (WUSA)
- "Easy," Bill Media, MGM.

Wichita, Kas. (KUSI)
- "Easy," Bill Media, MGM.

Winston-Salem, N. C. (WIBM)
- "Easy," Bill Media, MGM.

York, Pa. (WJPA)
- "Easy," Bill Media, MGM.

(Continued on page 42)

Letters To The Editor

I thought I would drop you a line with a suggestion that I feel would be beneficial to radio stations and directors alike. During my broadcasting career, I have worked for a number of stations, all with varying formats, and for the past two and a half years, here at WLEW. In this time, I have seen the ability of stations to move into our station that we cannot possibly play because they are too low in our format. This is true no matter (Continued on page 42)

What's doing among the major music houses. Items should be sent to Eugene St. Croix, Billboard, 165 W. 46th St., New York, N. Y. 10036.

Week of 3-7 Dec.

National Recording Studio, Inc., New York—Pl 7-6440

Gifty Recording Service, Bloomington, Ind.—(812)-329-1341

Acme Recording, Los Angeles, Calif.—Pl 7-6211

Syncro Sound Studios, Inc., New York—Pl 202-249-1645

RENZY PRODUCTIONS, INC., N. Y.—Pl 212-765-2359
- Joe McGovern reporting

HERMAN EDEL ASSOCIATES

That word, "radio," is such a broad word that it can encompass almost anything that is done on the air. It can be used to describe anything from a folk song to a symphony or even to a sound!" it's up to the listener to decide if it's music or not...some people take return to electronic music and feel that it's a "groovy" advancement to the composer's work. (They're so fantastic today that they feel the best in music and sound and chilosophy. (Taskus are now available in one particular type of music and sound really limits one's thinking."

DECEMBER 20, 1969, BILLBOARD

Radio-TV programming

39
Radio-TV programming

Programming Aids

• Continued from page 39

Springdale, Ark. (KSPR AM/FM)

PLP: "Reach Out for Me," Carnival,

P: "No Time," Guess Who, RCA.

H: "Love," Hardy Boys, RCA.

Ralph Ricks, Music Director, Personality
Midland, Mich. (WMDN)

Columbus, Ohio (WMNI), Roger Miller,

Bros., Decca. H: "Afraid of Losing You

Red Sovine, Starday.

Corky Mayberry, T. Hall, Mercury. H: "Right or Left at

P: "Don't Cry Daddy," Elvis

Waynesboro, Va. (WAYB)

Crop, Supremes, Motown.

Bill Kingman, Program Director

WPLO, modern country music sta-
ation.

Faron

"Pride," Mac Wiseman,

Presley, RCA Victor.

from '66,

"Rubber-

Gardner, Loretta Lynn, Decca. H: "Christmas-

Medley," Lenny McCall, Wayside. H: "Christmas-

Prayer," Yolanda Parapar, Music Director

Young, creative, ambitious person-

seeking positions as well as station

jocks need

must have

jockey, has

For your job hunt, call 849-7580 and ask to

WBGU-FM in University Heights, Ohio.

Young, creative, ambitious person-

seeking positions as well as station

jocks need

must have

jockey, has

For your job hunt, call 849-7580 and ask to

WBGU-FM in University Heights, Ohio.

30

15 years' experience radio and

currenty FM news director with

WBGU-FM in University Heights, Ohio.

Top 40 program director OJ, with

production, is looking for a good, exac-

tly as long as I can also do

CCKM-FM in Montreal has

only recently switched to pro-

gressive rock so it is not yet

fair to make any comment on its

future. The initial response,

however, has been very good, and

the programming, under Liam

Mullan, a former record man,

has been among the best in the

country.

Now, Canadian cities have

already with a yellow sign to

jock's name, but most

AM stations are still stag-

ging amounts of album cuts, and

not using public service.

The future of FM rock radio in

Canada appears to be very

bright.
Tommy Strand
And The Upper Hand

funky way to treat somebody
SOUL SLICES: On the eve of a new year, the rock 'n' roll revival is threatening to throw soul back to the yesteryears of hard-earned radio play and detuned pop-soul. One record man last week said that the state of soul was "an old story" moaned before in the heyday of rock 'n' roll: a psychological backlash by the white market against the spiraling soul culture; the desire of radio management to achieve a broader audience base; and the "forcing" of top 40 stations to play a soul disk only after extensive airplay on soul stations has created enough sales to catch the ear of pop stations.

The progress of soul music, which has been experimenting with new song arrangements, rock syntheses and modern recording techniques, has been temporarily distracted by the rock 'n' roll revival, but neverthe-

Soul's heyday of rock stations has created enough sales to catch the ear of pop stations.

SOUL CALL. Soul Sauce would like to thank its "correspondents, to improve their music-distributor relationship. Sincerely, Dick Reynolds WLEW Bad Axe, Mich.

I think I'm very lucky to have the opportunity to instruct in a new field that I love. I've been in this business for 10 years, and I still learn something new every day. The charts tell the story — Billboard has THE CHARTS.

Soul SoulSingles BEST SELLING BY ED OCHS

SOUL SLICES: On the eve of a new year...
"DIDN'T I (BLOW YOUR MIND THIS TIME)"

PHILLY GROOVE SINGLE #161
Produced by Stan & Bell Productions

WATCH THEIR CURRENT ALBUM!
The Delfonics "Super Hits"
PG-1152

PHILLY GROOVE RECORDS
Exclusively Distributed by BELL RECORDS/A Division of Columbia Pictures Industries, Inc.
Letters To The Editor

- Continued from page 42

To make at the expense of the radio station are "no-no" today. The novice must be trained to enter the field knowing the tricks of this highly specialized sound machine. He must know what to do before he walks through the doors to today's radio operation. There's no time to ask what to do. Not only must he be taught the mechanical operations of a station, but he must also be acquainted with the "now" sound image.

First, the novice must be taught that the industry has no room for prima donnas. His attitude must be molded so that he must open the mike and either say something funny (read from a joke book), or tell the complete history of each record artist. He must be taught that the phrase "economy of words" should have more effect on the veterans in the business as well. Just because we have a few years under our belts does not mean we can be Mr. Flip of the Lip anytime we have the urge. This seems to be an affliction of many of us who saturate the airwaves. Some of us don't realize that 1950 was 19 years ago. We have to change with the times. Our past laurels do not mean one thing if a newcomer who knows "now radio" shows up on the better side of a number sheet. I continually ask my students: Are you doing the best job you possibly can? Are you thinking "now radio" every waking moment? I try to analyze myself constantly. I say to every one of you in the industry: Are you with it?

Bill Drake, Milwaukee Institute of Broadcast Arts

ABC/BLUEWAY recording artist B.B. King, second from left, shakes hands with Bruce Boilen, field sales manager for the Gibson Guitar division of ABC/BLUESWAY. Also pictured are king's manager, A. Seidenberg, and Jack Need, product manager, amplifier division of the Chicago Musical Instrument Co.

TENISON STEPHENS (right) recently performed at the Black Expo. Stephens recording of "Hurry Change If You're Coming" is on Aries Records, a label distributed by Chess Producing Corp.
WE CAN FEEL IT IN OUR LOVE BONES...
JOHNNIE TAYLOR HAS ANOTHER HIT!

"LOVE BONES"
JOHNNIE TAYLOR
STAX STA 0055
PRODUCED BY DON DAVIS
FROM JOHNNIE'S BEST-SELLING ALBUM
"THE JOHNNIE TAYLOR PHILOSOPHY CONTINUES"
(STS 2023)

...AND

LUTHER INGRAM
IS COMIN' ON STRONG WITH
"MY HONEY AND ME"
KOKO 2104
MUSIC TO TURN ON THE WORLD FROM
"THE SOUND CENTER OF THE SOUL-AR SYSTEM"
PRODUCTS OF STAX RECORDS, A G+W COMPANY
NASHVILLE — The success of the "Hee Haw" Variety Show has spurred the release of several records related to the program. Roy Clark will headline the show, and share emcee duties with Archie Campbell.

The producers also will handle their own concessions department, and merchandise acts in conjunction with CBS. The package will consist of Clark, Campbell, Jeanette Riley, Hank Thompson and His Bronco Valley Boys, Gordie Tapp, Mary Taylor, Junior Samples, Lulu Roman, Grandpa Jones, the Hatter Brothers, Strongbean, Don Harrow and Guinnula Hutton.

Overstreet Sets Pub, Mgt. Co.

NASHVILLE—Tommy Overstreet, former representative here for Paramount Pictures Corp., music publishing companies, and management agency.

Overstreet founded the company, Little Street Music (JACK CAP) and Spill Rail Music (BMI), in connection with Dot Records artist Peggy Little.

He serves as president and general manager of both companies and Miss Little in vice president and writer for Little Street.

Overstreet manages Miss Little on an exclusive basis, and he hopes to expand his already existing enterprises to include other artists under his management wing.

Since formation, Overstreet already has signed such artists as Jerry Hadli, Ruble Jeffers, Dale Vest, and Danny Harrell. Peggy Little's brother.

The arrangement is an exclusive one, according to Overstreet, under way with three additional writers on an exclusive basis.

NASHVILLE — Mike Seeger, archivist and author of country music, has recorded a series of old tunes with Sam McGee. "Grand Ole Opry" for 44 years. Seeger said the sessions, done for County Records, are scheduled for release in from four to six months. Some years ago Seeger produced sessions for Dot Records featuring Kirk McGee, brother of Sam, and Artie Flegenheimer. These were released in the mid-60's.

Seeger said his avocation is that of "finding" old recordings, regardless of their age and regardless of how commercial they may or may not be, and putting them on record. As a vocation, he continues to give lecture recitals and play country music for colleges, relating historical data to the music, and playing with the New Los City Ramblers, a group with which he has been associated for the past dozen years.

Seeger also is making a copy of every tape in his collection and forwarding these to the University of Indiana for double preservation.

Sam and Kirk McGee joined the "Opry" cast in 1923, the year of its inception, and have appeared with it every Saturday night on the show since that time. Sam, now 75 years old, and Kirk, 70 years old, were both regulars on the Opry and have played background for many of the Opry's top performers. Both are now retired and play occasionally with independent groups.

Seeger said that on his departure he would return to Washington, D.C., traveling through the mountains of east Tennessee to visit old friends.

Johnny's Cash and Charlie's Pride—Mac Wisman (RCA)
Would You Believe—Mike Boyd (Bliss Off)
What I Really Want for Christmas—Joyce Street (Reena)
Forbidden—Billy Wallace (Twin Rose)
Cob Web's Of Your Mind—Dennis Weaver (Century City)
Dancing, Prancing, Reindeer—The Daniel Singers (Timeless)
In the Land of Make Believe—Dusty Springfield (Atlantic)
For the Love of a Lady—Jay & the Americans (United Artists)

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FM-Stereo Stations Score Firms’ Lack of Service

NASHVILLE — Despite a sharp increase in ratings, FM stereo stations which program country music are getting the short end of record company service, according to Bill Gerson, program director of WSIX AM and FM.

“We found we had a tremendous response to full stereo country music,” Gerson explained, “but we cannot get most of the labels to service us in stereo singles.”

Gerson indicated there were other modern or metropolitan country stations facing this same problem, and instead of getting better it is getting worse.

“Up until this month we received stereo shipments from RCA, Dot and Monument,” he said. “Now all of a sudden RCA has ceased the shipments.”

He said such action limited the amount of records which could be played, and made such stations sound as though they had a “preferred play list.”

“This just isn’t the case,” Gerson said. “We are committed to a full stereo format, and there are many other stations in the same situation. We simply must play what is available.”

He said scores of artists had called to ask why their records were not being played, except those in stereo albums, and the answer was always the same: no stereo on the singles.

Gerson said his own station’s FM ratings were up with this stereo-country format, and he feels this is a general situation in other parts of the nation.

Sumpter Formed—Geared to Youth

NASHVILLE—Sumpter Records, a special division of the Shelby Singleton Corp. has been organized with special emphasis on the music of today’s youth. Myra Smith and Margaret Lewis, songwriters for Shelby Singleton Music Inc., founded Sumpter.

The label is designed to encompass all areas of the creative arts and to allow talented young people to express themselves while working under the direction of trained professionals.

The first two acts signed to the Sumpter label are Helen’s Babies and Flight 505. Test records were sent out on both of these groups with favorable results.

Full production will be under way in the near future.

Air Force ‘Card’ to Stations

NASHVILLE — The Air Force is distributing a special Christmas album to radio stations throughout the country.

Titled “Country Christmas” the LP is a pair of 25-minute radio programs recorded in Nashville and serves as the Air Force’s “Christmas Card in Music” to country music fans and stations.

One program features the Jordanaires, with special guests Marion Worth and Warner Mack. The other program is gospel-oriented, and highlights Les Beasley and the Florida Boys and the Singing Rambos. Both sides are self-contained 25-minute public service programs with holiday greetings from men and women of the Air Force personnel.

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Snuffy Miller

really means it when he says...

‘I SURE DO ENJOY LOVIN’ YOU’

STOP #351

Snuffy is a member of the Bill Anderson Show, also seen weekly on syndicated TV.

Distributed by:

WHOLESALE RECORD DISTR.—Indianapolis
PEP RECORDS—St. Louis
MUSIC WEST—San Francisco
MAIN LINE—Atlanta
CAMPUS—Miami
MUSIC CITY—Nashville
STANS—Shreveport
PAN AMERICAN—Denver
SMASH—Phoenix
EMPIRE STATE—New York
JATHER—Minneapolis
LEIBERMANS—Omaha
F & F ARNOLD—Charlotte
GENERAL—Baltimore
CHOICE—Kansas City
K.C. ONE STOP—Kansas City
ASE—New Orleans
PHILS ONE STOP—Oklahoma City
NORTHERN—Cleveland
MUSIC CITY—New Haven, Michigan
ELKINS—Charlestown, W. Va.

STOP RECORDS, INC., 809 18th Avenue So., Nashville, Tennessee
**MEL TILLIS AND THE STATESIDERS**

"SHE'LL BE HANGING 'ROUND SOMEWHERE"

K-2072

Published by Sawgrass Music Pub. Inc. — B.M.I.

**KAPP RECORDS**

A DIVISION OF MCA, INC.

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<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>No. &amp; Pub.</th>
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<tbody>
<tr>
<td>This Week</td>
<td>Last Week</td>
<td>Artist, Label, No. &amp; Pub.</td>
<td>Weeks on Chart</td>
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<tr>
<td>1</td>
<td>1</td>
<td>(I'M SO) AFRAID OF LOSING YOU</td>
<td>Conway Twitty, Decca 73246</td>
<td>48</td>
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<td>2</td>
<td>2</td>
<td>BABY BABY (I Know You're a Lady)</td>
<td>Bobby Bare, Monument 1170</td>
<td>27</td>
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<tr>
<td>3</td>
<td>3</td>
<td>O KIE FROM MIKSKOGEE</td>
<td>Waylon Jennings &amp; the Strangers, Capitol 2426 (Blue Book, BMI)</td>
<td>2514</td>
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<tr>
<td>4</td>
<td>4</td>
<td>JUST SOMEONE I USED TO KNOW</td>
<td>Melba Montgomery, Capitol 2608</td>
<td>1915</td>
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<td>5</td>
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<td>IF IT'S ALL THE SAME TO YOU</td>
<td>Bill Anderson &amp; Jan Howard, Decca 32511 (Tree, BMI)</td>
<td>18</td>
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<td>6</td>
<td>BIG IN VEGAS</td>
<td>Buck Owens &amp; The Buckaroos, Capitol 2446 (Blue Book, BMI)</td>
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<td>7</td>
<td>WISH I DIDN'T HAVE TO MISS YOU</td>
<td>Jerry Lee Lewis &amp; Jenna Lee, Decca 32580 (Tree, BMI)</td>
<td>16</td>
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<td>8</td>
<td>8</td>
<td>YOUR AND YOUR SWEET LOVE</td>
<td>Connie Smith, RCA 74-0267 (Eldorado, BMI)</td>
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<td>YOUR TIME'S COMING</td>
<td>Elvis Presley, Memory 27999 (Capitol, BMI)</td>
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<td>10</td>
<td>SHE'S MIN/E NO BLUES IS</td>
<td>Roy Clark, RCA 74-0264 (Blue Book, BMI)</td>
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<td>APRIL'S FOOL</td>
<td>Ray Price, Decca 445005 (Tree, BMI)</td>
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<td>LITTLE BOY SAD</td>
<td>Lefty Frizzell, Decca 32565 (Tree, BMI)</td>
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<td>13</td>
<td>GOD BLESS AMERICA AGAIN</td>
<td>Bobby Bare, RCA 74-0267 (Eldorado, BMI)</td>
<td>9</td>
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<tr>
<td>14</td>
<td>14</td>
<td>SONGS UPON YOUR HIRNS</td>
<td>Loretta Lynn, Decca 32536 (Sunline, BMI)</td>
<td>8</td>
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<tr>
<td>15</td>
<td>15</td>
<td>FRIEND, LOVER, WOMAN, WIFE</td>
<td>Claude King, Columbia 4-45015 (BnB, BMI)</td>
<td>7</td>
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<tr>
<td>16</td>
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<td>BACK IN THE ARMS OF LOVE</td>
<td>Jack Greene, Decca 32508 (Blue Book, BMI)</td>
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<td>17</td>
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<td>HE'D STILL LOVE ME</td>
<td>Lynn Anderson, Decca 32509 (Tree, BMI)</td>
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<td>18</td>
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<td>WHEN YOU'RE NOT HERE YOU'RE HOT</td>
<td>Porter Wagoner, RCA 74-0266 (Blue Book, BMI)</td>
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<td>BROWN-EYED HANDSOME MAN</td>
<td>Patricia Jennings, RCA 74-0268 (American, BMI)</td>
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<td>EVERY STEP OF THE WAY</td>
<td>Johnny Cash, RCA 74-0260 (Blue Book, BMI)</td>
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<td>21</td>
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<td>ONE MINUTE PAST ETERNITY</td>
<td>Jerry Lee Lewis, Sun 1107 (H. S. Duck, BMI)</td>
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<td>22</td>
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<td>SHE EVEN WOKE ME UP TO SAY GOODBRO</td>
<td>Jerry Lee Lewis, Tread 2244 (Blue Book, BMI)</td>
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<td>23</td>
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<td>DOWN IN THE DOODLEOOS</td>
<td>Freddy Walker, Columbia 4-45026 (Mickey, BMI)</td>
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<td>24</td>
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<td>I'D STILL BE MISSING YOU</td>
<td>Marty Werch, Dutch 3-2347 (Papafino, SESAC)</td>
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<td>SIX WHITE HORSES</td>
<td>Tammy Wynette, Epic 5-10540 (Papafino, BMI)</td>
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<td>CAROLINA IN MY MIND</td>
<td>George Hamilton IV, RCA 74-0267 (Blue Book, BMI)</td>
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<td>A WORLD CALLED YOU</td>
<td>Shapiro -Bernstein, ASCAP (Green Grass, BMI)</td>
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<td>THERE WOULDN'T BE A LONELY HEART IN TOWN</td>
<td>Jack Greene, RCA 74-0269 (Blue Book, BMI)</td>
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<td>THERE WOULDN'T BE A LONELY HEART IN TOWN</td>
<td>Jack Greene, RCA 74-0269 (Blue Book, BMI)</td>
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<td>TO SEE MY ANGEL CRY</td>
<td>Johnny &amp; Jonie Mosby, Capitol 2608 (Timber City/Timber Bird, BMI)</td>
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<tr>
<td>31</td>
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<td>DOWN IN THE DOODLEOOS</td>
<td>Penny Dewhorne, Imperial 66421 (Mickey, BMI)</td>
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**Billboard SPECIAL SURVEY For Week Ending 12/20/69**

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<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist, Label, No. &amp; Pub.</th>
<th>Weeks on Chart</th>
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<td>32</td>
<td>WHERE HAVE ALL THE AVERAGE PEOPLE GONE</td>
<td>Roger Miller, Decca 32536 (Combina, BMI)</td>
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<td>Bobby Bare, Monument 1170</td>
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<td>35</td>
<td>BEYOND THE BLUE</td>
<td>Bob Luman, Epic 5-10540 (Papafino, BMI)</td>
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<td>36</td>
<td>GOTT A GET TO OKLAHOMA</td>
<td>Ray Pennington, Monument 1170</td>
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<tr>
<td>37</td>
<td>TAKE A LITTLE GOOD WILL HOME</td>
<td>Bobby Goldsboro, United Artists 50614</td>
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<td>38</td>
<td>LOVE AIN'T GONNA BE NO BETTER</td>
<td>Webb Pierce, Decca 32577 (Cedarwood, BMI)</td>
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<tr>
<td>39</td>
<td>A WEEK IN A COUNTY JAIL</td>
<td>Carl Smith, Columbia 4-45009 (Blue Book, BMI)</td>
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<tr>
<td>40</td>
<td>DON'T BE CRUSHED (My Baby)</td>
<td>Jim Ed Brown, RCA 74-0267 (Eldorado, BMI)</td>
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<tr>
<td>41</td>
<td>JOHN NELSON</td>
<td>Jack Greene, RCA 74-0267 (Eldorado, BMI)</td>
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</tbody>
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**MEL TILLIS AND THE STATESIDERS**

"SHE'LL BE HANGING 'ROUND SOMEWHERE"

K-2072
JACK GREENE
JEANNIE SEELY

"WISH I DIDN'T HAVE TO MISS YOU"
732580

DECCA RECORDS
LAND OF THE COUNTRY GIANTS
**Partly Bill**

**Is Entirely Hit Because**

---

### Nashville Scene

WSM's early “Morning Show” hosted by Ed Bruce and Pete Sayers, has taken over the top rating. It is strictly country-oriented. The hour-long television program features both established and new artists. Some years ago, in a great tribute to a friend, Stan Kenton did an album with Tex Ritter on Capitol. Such LP’s now are at a premium, and suddenly again there is a strong demand for them. So much so that Ritter is trying to get a copy, and anyone who can help is asked to write to him in care of the “Mike Douglas Show.” Sam Dun- rence, the award winner on the WHOL Talent Search, will be here this week for an appearance on the “Ernest Tubb Jamboree.”

The Country Music Foundation observed Pearl Harbor Day with a flag-raising ceremony, in front of the building Dec. 7. Among those taking part were Frank Jones, Harriett Hitt, Joe Yobo, Bill Dennis, Frances Preston and the Rev. John Bozeman. Ray Sanders & the Rogues are working Mr. Lucky’s in Phoenix after two weeks at the club of the same name in Denver. RCA has pulled “Top 10” as a single from Don Bowman’s current LP, “Support Your Local Prison.” It’s a Carl Perkins-written tune, for Cedarwood. Paramount Records has purchased the masters of Dale Ward’s Big Way Records’ rendition of “Ribboman’s Army.” Dave Peel, Chart artist, has been invited by the Hollywood Overseas Committee to do a Far East tour early in 1970. Hubert Long and Dave Barton represented Hubert’s source firm at the Fair meeting in Chicago.

Peegy Little, now recovered has taped the “Mike Douglas Show” as a starter after extended hospitalization. Lorene Mann joins a host of artists doing the “above and beyond” routine at Christmas when she performs for underprivileged children in this area. Junior Samples does the toys for Tex Tetenbaums again for those who are in need at Christ- mas, in Chattanooga. Jeanine C. Billy is doing a series of Christmas charity shows. Sonny James wound up his most successful year with a midnight show, and then took an extended vacation. He was guest of Texas Coach John Hollis during the Texas-Arkansas game. Nashville was covered by both Jim Medlin, of Radio Monte Carlo. The one time Davis Cup star made a thorough study of the country music industry here, hosted by CMA’s Cec Whaley. Gene Austry has disclosed plans to build a large convention hotel here, probably to be called The Maxwell House. However, no site selection or definite plans have been made yet. Harland Powell reports that the “other” side of his Startime release is getting the action. It’s called “Why Can’t Love Last.” Carl Scabar- bo says that disk jockeys need- ing a copy of “127,” the instru- mental by the Rays of Sunshine on Note Records, may have some by writing to Box 1227, in Nash- ville (17202). Pat McKinney, with a new version of “Get Old and Get Out” now called “Gone,” is about to do her first LP for Chisel Rec- ords, under the guidance of Bill Bobo. Jim & Jenny on Ken- nedy, not to be confused with Jim & Jesse on Epic, have been writing their own material since their arrival from Texas. New owners are hiding for other’s well, and having phenomenal suc- cess.

The George Jones-Tammy Wyn- nette show has been booked for the final weekend of the San An- tonio Stock Show and Rodeo Feb. 13-22 in the Joe Freeman Coli- nium. Sonny James and his Southern Gentlemen will appear on performances the first weekend. (Continued on page 67)
TWO 5oz. RECORDS FOR ONE PRICE

TWO SPINNING PLATTERS OF OLDIES FROM CAPITOL AT ONE PRICE.

SUPER OLDIES/VOL. 6

20 OLDIE HITS. CHUCK BERRY, GENE VINCENT, TERRY STAFFORD, SAM COOKE, AND OTHERS.
STBB-401

TWO STACKS OF COUNTRY WAX FROM CAPITOL AT ONE PRICE.

COUNTRY SPECIAL

20 OLDIE HITS. GLEN CAMPBELL, BUCK OWENS, MERLE HAGGARD, HANK THOMPSON, AND OTHERS.
STBB-402

ALSO: THESE PAST '2 FOR 1' GREAT HIT OLDIES FROM CAPITOL

THE best of the greatest from
Dealers Awaiting Big Seasonal Sales Boom

- Continued from page 3

Musical instruments are on the move. The Hammond X-77 has so far been marketed for use in small bars and clubs, with over 4,000 units sold. The X-77 is a self-contained unit with control over the entire X-77 sound, which can be programmed for various effects. The Hammond X-77 has also been marketed for use in large auditoriums, where it can produce a full range of sounds, from bass to treble. The X-77 is also used in many recording studios, where it can be used to produce a wide range of sounds, from classical to rock. The Hammond X-77 is a versatile instrument that can be used in a variety of settings, from small clubs to large auditoriums. It is the perfect instrument for any musician, whether they are a beginner or an experienced professional.

New Kineline Lighting Setup

NEW YORK — Kineline Industries Inc., manufacturers of musical instruments for professional use, has developed a new Model 250C two-in-one lighting system especially designed for the professional rock performer. The system can be sold exclusively through music stores, is a compact spot illumination system that becomes, at the flick of a switch, a sound-to-light converter. Completely portable, it stands on wheels and plugs directly into the wall socket. Compact and fully self-contained, the system fills the needs of entertainers on the move who need their own lighting system of entertainers on the move who need their own lighting system.

Due to the Holiday printing schedule, Billboard ad deadlines now in effect are:

December 27 issue—closes Tuesday, December 16

January 3 issue—closes Monday, December 22

January 10 issue—closes Monday, December 29

Organist Swings by Playing Foot Pedals

CHICAGO—Watching Don Lewis play the organ makes one realize that he is not just another organist, but one of the best. He has a unique ability to create new sounds with the organ, using his feet as much as his hands to produce sounds.

"The foot pedal of the organ have been ignored for too long," Lewis said. He pointed out that while a bass sound can be produced by playing the foot pedals, most organists use their left hand on the lower keyboard to play bass. "This is a waste of energy and talent," Lewis emphasized. "Playing a bass line with your feet allows you to hand to be free to play whatever you feel like."

Lewis plays the Hammond X-77 exclusively and finds it the best available for the type of playing he does. "It kills me not to be able to play a bass line on the organ," Lewis said. "Once one time I was playing with a rock group in Denver, along with the Denver Symphony Orchestra in an extended work called Pilgrim's Progress. The bass player felt the rock group and I was fooling around and challenging each other to duets with him on the electric bass and me on the foot pedals. I sometimes have trouble playing my feet than he could play with his hands. The pedals can be used to say so much musically if you just use them right."

The only way to hear Lewis now is to catch one of his live performances. His hasn't signed a recording contract yet, but while recently in New York he talked with a company that was interested in signing him.

With Lewis playing both the organ and bass parts, one would think the response would be different. But it isn't true. He also uses an X-77 "Flexi" pedal board, which is used to produce the sound of percussion. Simply by flicking one of the buttons, the Rhythm Ace can be made to play a march, Dixieland, and other numbers for any variation in between.

"I've been using the Rhythm Ace for about a year now," Lewis said. "I originally started using it since I couldn't afford to pay a drummer. Now I wouldn't be without it. In fact, I'm so happy with playing with a live drummer simply because I don't know what he's going to do. I always know what the Rhythm Ace will do since I control it."

Lewis has played the organ for 13 years and got his start as a child in a Baptist church. He first entered a night club when he filled in for another organist. Lewis played three popular songs, the only one he has ever played "Silent Night." This stuns the audience, although they enjoyed it. Since then his playing style has become a mix of different types of songs together.

Before Lewis turned professional, he used to work for Honeywell, a company that makes electronic products which are sold exclusively through music stores. Lewis has developed a complete spot lighting unit which will end Saturday

MILWAUKEE—Among the items now has six divisions and is in the midst of a full scale expansion program here at its facility on Damen Ave. With the exception of one distribution point on the West Coast, Ludwig sells directly to dealers.

Schory said: "In keeping with the continued growth of Ludwig, our management felt the need to enter into the design and manufacture of electronic musical products that were compatible to the sales and marketing of our other products. Were in research and development on several exciting products for the performer and school market to introduce to the worldwide market in the very near future."

Doty said: "Much has been done in the past few years in the field of musical electronics. However, only a few products have survived the novelty stage, have offered performers genuine musical expression, and have been a value to the sales and marketing of our other Ludwig products."

The program emphasizes the family fun aspect of music, and it has been very popular with schools, libraries, and their three children to bring the family together for the shows. The program emphasizes the family fun aspect of music, and it has been very popular with schools, libraries, and their three children to bring the family together for the shows.

"The Ludwig Drummer," issued every month, is a circulation of over 300,000 and is required reading in a number of college music education programs.

TV Spots Plus Home Organs

MILWAUKEE—A musical instrument manufacturer has introduced a unique approach to selling its merchandise. Bob Kames, owner of the Hamond Organ Radio, has introduced a 10 TV segments this year, which are being aired on all four Milwaukee television stations. Kames expects another large increase in organ sales as a result of the shows. The program emphasizes the family fun aspect of music, and it has been very popular with schools, libraries, and their three children to bring the family together for the shows.
Tonight on the Music Scene

Spirit

Ode Records / Distributed by CBS, Inc., 51 West 52nd Street, New York City
Single # ZS-158

The Hollywood Management Company
Stereo equipment sales are steady that records are the last thing players are selling well. It seems and 8-track tape and cassettes own, tapes are real good sellers. vice. "Singles are holding their Gardner's TV and Records Service year in this time at least in rec
No explanation for the lag in behind last year at Dec. 10, and some said this was
reason for it. "We are stocked to
increases in singles and predicted board expect at least moderate
mas rush on records, tapes, and
Seasonal Sales Boom

All the dealers said that busi
WEST COAST, 147571 OXNARD STREET
LANGEVIN
AMPEX
ALTEC
ADC

FANTA SOUND
1831 Division Street
Nashville, Tennessee 37203
CALL COLLECT (615) 291-5236

FACTOR-Y TO YOU means better, faster service on diamond & sapphire needles, spondirs, Power Points®, NEW CASSETTES, tape carriers, head cleaners, accessories, etc. . . . shipped direct-to-you from our new, modern warehouse in Nashville, Atlanticwide . . . free catalog, mail order forms and sales plan information.

FANTASTEK CHEMICAL CORPORATION
WASHINGTON, D.C. 20006

PM 4 G

MEGAPHONE LINE. Electro-Voice, Inc. of Buchanan, Mich., is mounting a marketing campaign to introduce power megaphone as an instrument of control in the United States. The six models in the line are: PMAG (above), a four-watt low-budget unit with pistol grip; PG60, a six-watt unit with carbon microphone; PMG6, six-watts with a separate press-to-talk microphone and coiL cord; PM16GAC, 16-watts with a button operated alarm signal and pistol grip; PM16EAC, 16-watts with the same as above but with separate microphone and coiL cord; and PM20EAC, a large 20-watt unit worn with a shoulder strap.

Space in Department Store Valuable to Florida Dealer

ORLANDO, Fla. — Leasing space in large department stores is a quick way to increase traffic and profit for record, tape, and stereo equipment dealers according to Bill Baer, who operates three locations here, including a department store in Orlando.
He has leased space just inside the entrance of Beld's Department Store in the Colonial Mall Shopping Center. Although allowed in space, the store turns the space to the music and a healthy amount of turnover in stereo equipment, he said, gives him his success to some of the natural assets of the place. "There is a large amount of traffic generated by a full size department store with strong appeal to the budget minded consumer," Baer said. Also there is parking convenience, with al

3M Design Speaker System

NEW YORK--A newly designed speaker system featuring "unusually smooth full range frequency response and very low mid-range distortion," it is a redesigning of all moving parts which has been developed by 3M Co. The speaker system was developed during four years of research by the magnetics group of the 3M research and development staff.
He said the most important feature of the new system is the ability to control the response at three separate frequency ranges. The speaker can be used with an FM tuner and turntables for a complete stereo system. The speakers will be available during the first quarter of 1970, most unlimited parking available on all sides of the building.
"This makes it possible for a customer who knows exactly what he wants to park his car a few feet away from the store, find the record and be on his way in a matter of minutes," Baer said. He pointed out that the usual separate building type of location could present serious parking problems.
There is also the pull of various department stores in the area of Baer's record store, such as sporting goods, books, stationery, and sportswear which appeal to the same sort of customer who makes up most of the record buying public.
Baer also said that customers making use of charge accounts with the department store has helped business. The use of charge accounts does away with the drawn out process of setting up time payments and checking credit. "When an item has an exceedingly strong im
he points to a shopkeeper's ability to add it to an existing account often makes a sales situation which otherwise might not have occurred," Baer pointed out.

Billboard has the..."IN" side story on Audio Retailing
Jukebox Programmer Also Mayor and Radio Newsman

By GEORGE KNEMEYER

FERTILE, Minn. — Duane Knutson, owner of the Knutson Automatic Sales Co., here, wears three hats in his duties in this under-1,000 population town.

Knutson works as a programmer for 75 jukeboxes in the area, has his own daily radio news show and is mayor of the town. He had a fourth job several years ago.

Knutson originally started out in coin machine business as a bulk vender. “In 1946 I bought two pinball machines and started vending peanuts. The route kept growing. But as I made my rounds in the territory I saw that there was a great need for jukeboxes and other types of equipment. So I sold the bulk vending route and got into music and games exclusively.”

He is approaching the slow season on his jukebox route. “This is without question the worst time of the year for jukebox operators in the northern part of the country,” Knutson said. “Business grinds to a halt. People don’t come out to taverns, and the weather. Right now we have 12 inches of snow on the ground, and it’s going to keep coming down. The temperature will drop to minus 30 degrees and people will just stay home.”

In programming for jukeboxes in his area, Knutson usually follows the Billboard “Hot 100” charts and listens to the radio. “When driving around the town I’ll usually tune to a local country and western music station since most of my locations play those types of records,” Knutson said. “Of course, prime consideration is given to requests from locations I service. If they request a particular song, the company will go all out to obtain it.”

Among the country and western songs he has programmed recently are “(I’m So) Afraid of Losing You” by Charley Pride, “Ole Hickory” by Mel Haggard and the Strangers and “Blistered”/“Ruby Fall” by Johnny Cash. Most jukebox programs records made by local artists but most of these are of the polka and waltz variety. “There is a band in the area that makes these records and we put instrumental by Brad Swanson on the Thunderbird label. And operators are asking for the new Boos Randolph release, White Christmas’ and ‘Steal Ride.’

“Aside from these and several other releases like the Santana ‘Jungle Rock’, I conclude Annette Jankowski, in charge of operators’ record buying urges. “Aside from these and several other releases like the Santana ‘Jungle Rock’, I conclude Annette Jankowski, in charge of 

Millwaukee — Year-end holiday jukebox record purchases at Down Town Radio Doc
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Enquiries about the exhibition should be directed to IMA, 68, Neunkircher/Saar, Untere Brienstrasse 1-5, West Germany, c/o Karl Feis. Tel.: (06821) 4101.

The Austrian coin machine exhibition, Incomat IV, will be held in Vienna from Nov. 16 to 19, 1970, according to Dr. Karl Fels.

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Millwaukee — Year-end holiday jukebox record purchases at Down Town Radio Doc
ning and service schools across the country. This exhibition, to be held in the Kuenstlerhaus, is scheduled with seminars on the international coin machine industry. A decision on this feature will will be made at a meeting of the Z.O.A., the West German coin machine association, in Frankfurt, Jan. 26.

Enquiries about the exhibition should be directed to IMA, 68, Neunkircher/Saar, Untere Brienstrasse 1-5, West Germany, c/o Karl Feis. Tel.: (06821) 4101.

The Austrian coin machine exhibition, Incomat IV, will be held in Vienna from Nov. 16 to 19, 1970, according to Dr. Karl Fels.

Among the country and western songs he has programmed recently are “(I’m So) Afraid of Losing You” by Charley Pride, “Ole Hickory” by Mel Haggard and the Strangers and “Blistered”/“Ruby Fall” by Johnny Cash. Most jukebox programs records made by local artists but most of these are of the polka and waltz variety. “There is a band in the area that makes these records and we put instrumental by Brad Swanson on the Thunderbird label. And operators are asking for the new Boos Randolph release, White Christmas’ and ‘Steal Ride.’

“Aside from these and several other releases like the Santana ‘Jungle Rock’, I conclude Annette Jankowski, in charge of operators’ record buying urges. “Aside from these and several other releases like the Santana ‘Jungle Rock’, I conclude Annette Jankowski, in charge of
LARGE COIN machine games were also displayed recently at the first Swedish coin machine show.

LUNAR LANDER. This was one of the hits of the show. The player must try to guide a simulated space capsule in a determined landing spot. Cointronics markets it, and it features voices heard on Apollo flights.

MANY PEOPLE stopped and listened to the music played at the Rock-Ola display at the 51st Annual Convention and International Outdoor Amusement Exposition in Chicago.

ATTACK. This close up view shows what the player sees when operating Attack, being marketed by Myron Sugarman International. The game features targets that disappear after being shot.

THE EMPIRE DISTRIBUTION Co. featured such items as Grand Prix Periscope, and Sea Raider at its booth at the exposition.

SPEEDWAY. This racing game from Chicago Coin features actual model cars and competition. Six competitive cars vary their speed on the track to create a speedway situation.

SUGERMAN DISPLAY. Members of the Myron Sugarman International display crew stop briefly during their busy time at the exposition. They are, from left: Ed Rybienzki, Barry Feinblatt, Cathy Jorden, Michael Green, director of sales, Sugarman, president, Hans Vandendop, Donna Wood, and Gene Lipkin.
Have a Good Old-Fashioned Holiday

THE WURLITZER COMPANY AND ITS DISTRIBUTORS
NEW YORK—Philips Records has released the first stereo recording of Mozart's "Idomeneo" this month. The three-LP set features George Shirley, Ryland Davies, Marilyn Horne, William Gass, Patricia Racette, Pilar Lorengar, Donald Ferrer, and John O'Conor with the Welsh National Opera Orchestra and Chorus and John Pritchard conducting.

The Danzi Quintet has an album with Rossini. The only issue in the World Series release has soprano Galina Vishnevskaya in songs of Mussorgsky, Tchaikovsky, Prokofiev, accompanied by cellist Mikhail Rostropovich at piano.

NEW YORK—Archive Records, a label of Deutsche Grammophon, is releasing a four-record package of Handel's "Samson" this month. Soloists are Alexander Young, Martina Arroyo, Thomas Stewart, Elio Gufleri, Helen Donath, Norma Proietti, Hilde Zirpoli, and Harry J. Jennings. Karl Richter conducts the Munich Bach Chor and Munich Bach Orchestra.

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**Billboard**

**DECEMBER 20, 1969, BILLBOARD**
Album Reviews

**POPULAR**

**ALBUM REVIEWS**

- **COMEDY**
  - David Martin—The Rat and the Elephant (D一位 O. 75239) (S)
  - Redfoo was a movie star! So he said. His comedy material is salami and full of foul innuendos that make it easy to laugh. There's been a growing audience for the Fuxa fun over the past few years and this LP should help if it's still even more.

- **LOW PRICE CLASSICAL**
  - Eric Saltzman—The Nude Paper Sermon—New York: Nonesuch 76 (T)
  - Saltzman's are not only entertaining and deep philosophical, they are also beautiful and meaningful. Artistic and historical, Saltzman's serve as an inspiration to the New York Met Opera Singers and Sherry Rash.

- **LOW PRICE POPULAR**
  - Kitty Wells—Sadie, You're Just Like the Highway (Sunset SD 9846) (S)
  - Kitty Wells sang southern music and had a sweet voice and a warm smile. Her albums sold and were well-received, but her music was not as popular as that of other country stars.

- **SPOKEN WORD**
  - This book is a comprehensive overview of the Bible, its history, and its impact on the world. It covers a wide range of topics, from the creation story to the life of Jesus Christ.

- **CLASSICS**
  - Schubert—Symphony No. 8 (CBS, 62596) (S)
  - Schubert's eighth symphony, known as the "Unfinished," is a masterpiece of the Romantic era. It is a work of great beauty and intensity, and it has become a staple of the classical music repertoire.

- **JAZZ**
  - Charlie Parker—Birth of the Blues—New York: Atlantic 5202 (S)
  - This album is a collection of Parker's recordings from the early 1950s, showcasing his creativity and virtuosity on the saxophone.

- **ACTION RECORDS**
  - This album features action-packed adventures and exciting stories for children.

- **SINGLES**
  - There are no national breakthroughs this week.

- **REGIONAL BREAKOUTS**
  - Hey There Lovely Girl—J. D. McRae—ABC 11240 (Famous, ASCAP) (Philadelphia, SD 10532) (S)
  - This album features a collection of regional hits that were popular in specific areas of the United States.

- **SPONSORED**
  - The Saturday Night Show—New York: Saks Fifth Avenue 198474/75 (S)
  - This show was sponsored by Saks Fifth Avenue and featured a variety of performances and entertainment.

- **LOW PRICE POPULAR**
  - The Platters—Singing the Great Hits—New York: RCA Victor 31013 (S)
  - This album features popular songs from the 1950s and 1960s, performed by the legendary vocal group The Platters.

- **MUSICAL REVIEWS**
  - The Masked Marauders—Deity RS 6378 (S)
  - This album features a collection of songs that were popular in the 1980s, with a focus on R&B and hip-hop.

- **LUKE'S PICKS**
  - Redfoo—Humor, Decor (DTL 846) (S)
  - Redfoo was a movie star! So he said. His comedy material is salami and full of foul innuendos that make it easy to laugh. There's been a growing audience for the Fuxa fun over the past few years and this LP should help if it's still even more.

- **LOW PRICE CLASSICAL**
  - The Fabulous Sogni of Jimmy Scott—New York: Decca 17024 (S)
  - This album features some of the best recordings of Scott's career, including his interpretations of American and European music.

- **NEWSPAPER REVIEWS**
  - The Nashville Tennessean—New York: The Tennessean 5066 (S)
  - This newspaper review features a selection of articles about the latest music releases and upcoming events.
...AND ON THE 8TH DAY
GOD CREATED RUTH COPELAND.

THE MUSIC BOX
I bought a round trip ticket
His letter in my pocket
And the Music Box
Which meant so much to us.
I smiled up at the stewardess
Covering my tear-stained new dress
In the jet which sped toward
His new home town.
The letter said he had to marry her
She had his son
I felt the child should have the Music Box
Which played our song.

Chorus
I found the street he lived on
So scared I almost turned round
When a voice I knew so well
Called out my name.
His eyes were filled with despair
He asked me why I'd come there?
As we both tried hard to hide
The swelling tears.
I could only hand to him
The Music Box
And turn away
And as I walked away from all
I loved
I heard it play.

Chorus
Poetry: Ruth Copeland

A SMASH IN DETROIT-
48,000 SOLD THROUGHOUT MICHIGAN
when nothing else will do it...

LOVE MACHINE   SPENCER WIGGINS
# 1463

Produced by Rick Hall
Nashville Scene

followed by Porter Waggoner & Dolly Parton, . . . David Houston is set for a guest spot on the show at the Wickenburg Dude Ranch in Phoenix for shooting of Peterson Productions’ TV series, “Something Special,” set for February 10. Houston is on a weekly syndicate and will be shown in 150 markets when it debuts in January. Junior Samples guested on ”Mike Douglas Show” and was in the process of telling a story, but ran out of time. He was invited back for another taping to finish the story. From there Junior went to Winton-Salem, N.C., to tape commercials for the Tow-Motor Company. . . . Jim Halsey artists are set for “Country Hayride” tappings in Cincinnati. They include Archie Campbell, Mary Taylor, Grandpa Jones and Ferlin Husky. The show is hosted by Henson Cargill . . . More are slated after the first of the year. . . . Roy Clark will guest on the “Ditty Crosby Special” Thursday (18) . . . Mickey Gilley of San Antonio has been signed by Jim Ayers at National TV Productions in that city to do a 30-minute TV series for syndication out of Nashville . . . Henry & Diane Strzelecki have revived their Valley label, and have two releases scheduled. The first is by Junior Samples and Bruce Harvey. Henry also has formed two new publishing companies, Copper Music (ASCAP) and First Floor (HMI). Henry also can label, and have two releases out by Dave Dudley on Merle Travis’s “Red Starday-King” . . . They include Johnnie Ray, the son of Stop artist James O’Gwynn, Jr., Copper Music (ASCAP) and First Floor (HMI). Johnnie Ray is being promos for ”Cindy” and ”I’ll Be Holding On”. He is back for a session in Memphis, while the Bill Black group is here in Nashville to record . . . Onie Wheeler is putting together a USA show for overseas . . . A silent visitor to the “Grand Ole Opry” last week was aristo-crat Scott Carpenter, who just came to enjoy the show.” He did not wish to be introduced. Under the direction of radio in Louisville and the Ken-tucky Department of Corrections, Jack Greene & Jeannie Seely took the show behind the walls of the Kentucky State Re-formatories . . . The Osborne Brothers were given royal treat-ment at their homecoming in Dayton, Ohio. They were given the key to the city, a plaque, and a few other accolades. . . . Loretta Lynn has taped three of the new “Hee-Haw” series, and now is set for more sessions with Owen Bradley. . . . The Campaign Brothers have re-signed a contract with Dot Records, and will continue to be produced by Henry H. Lote. . . . Silver Fox artist Betty Lavetta is on a promo tour that runs continuously through the month of December, covering areas from New York to Miami. . . . Robert Lewis, UA artist, is off on a tour of Germany and England, and will be back just in time for Christmas. . . . Nevada Slim is publishing a new country-gospel album, and wants autographed pictures of all the tribes.” The pictures, after appearing in the album, will go in the gallery of Slim’s new western din- ner house in Elko. Nev. Send your pictures to him at Box 181 in Elko 89801. . . . Calvin Crawford, with a wealth of ex- perience behind him fronting vari- ous groups, now runs all on his own and is doing well.

TV Spots Plus Home Organs

- Continued from page 52

in one segment Denny McClain, star pitcher for the Detroit Tigers baseball team and also a professional organist in the off season. The guests included the popular organ duo of Shay Forrest and Alex Alexander, Jackie Davis and Jerry Murad and the Harmonicats. Throughout the programs he is stressing the Hammond X-17 and a selection of home organs.

At the end of November he purchased full page advertisements in the two daily Milwaukee papers, and followed up with large advertisements in the papers every other day for the duration of the shows. Kames said that if his organ sales again show a mark increase in sales, he will plan another series of TV spots for the next Christmas season.

Christmas Party At Electric Circus

NEW YORK — Kenny Rankin, Mercury Records artist, the Electric Circus, WNEW-FM and the New York Police Department’s Ninth Precinct are sponsoring a Christmas Party at the Electric Circus, Sunday (21) from 1-6 p.m.

Admission is a gift for a poor child. Rankin will perform. WNEW-FM is promoting the event. The gifts will be distrib- uted by the precinct.

Music In Print

- Continued from page 8

which include hits of the Association, Arista Franklin, Jose Feliciano, the Jefferson Airplane, Tommy Roe and many others. . . . Linwood’s “Trip I” includes “Undone,” “One,” “Spinning Wheel,” “Monday Mornin’,” “Smile a Little Smile for Me” and “I Guess the Lord Must Be in New York City.”

Two books of note are West Coats’ “Feliciano! Light My Fire” and Cinotto’s “Al Kooper: Songs That Stand Alone.” The Feliciano book has many of the songs recorded by Jose Feliciano, arranged in the way in which he recorded them. A lot of work went into this book, and it is well done. The Al Kooper book is a long overdue folio of songs written by Kooper and recorded by the Blues Project, Blood, Sweat & Tears and Kooper as a solo artist. More about long overdue folio next week.

The Big Little Integrals That Can Make Or Break Your Product.

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<td>SY17L</td>
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December 20, 1969, Billboard 67
Cap Talent Drive at Peak Last Month

TORONTO — Capitol's extensive promotion to develop talent for its international market reached a peak in November when several Canadian artists were signed and recorded, said Paul White, Capitol's ad director. He also revealed that various independent producers, notably Jack Richardson of Nimbus 9, Terry Brown and Brian Ahern would be given assignments for future Canadian artists.

Recording artists recently are the Pepper Tree from the Maritime Country Singers Group, whose "Bittersweet" single was recently released and sold all over the place. Gary Bovelle, a country singer from the Maritimes and singer-composer Gene MacEllan, "Sing-along Jubilee" television star, who will cut a record in Nashville in January.

Recording plans at Capitol call for sessions with Mother Stackers Yellow Duck; country singer Gary Bovelle, "I Won't Fall for Anything Again"; and Danish singer "Bitter'sweet" single just released in the U.S., and several Quebec acts.

In addition to artists contracted to Capitol, White also disclosed that the company is also releasing more Canadian product from other sources. Besides recent recordings from artists from the CBC, Capitol is now out with "Big Night" from Ray St. Germain from the Canadian Talent Library; "Cafe au Lait" with Yvan Landry Quartet from CBC, Montreal; "Open House" with the Fatmaxes, a Scottish-Irish show band from Edmonton.

Recent Capitol releases are Edward Bear's "Bearings" now slated for U.K. distribution by EMI. "This Way Is My Way" by CBC-TV star Anne Murray, and product by Natalie Baron and Pierre Lalonde.

Lightfoot Signs With Reprise
TORONTO — Canadian singer Gordon Lightfoot has signed with Reprise in the U.S. who will bring him at least $1 million over the next five years. Lightfoot previously recorded for United Artists. His first LP under the new contract is due in February.

Lightfoot has a huge following in Canada and has sold more than 500,000 albums, but wants to concentrate now on promotion in the U.S. and on an international level.

Music News Report

CHAPARRALS TO THE FAR EAST
TORONTO — The Chaparrals, the top Canadian country artists, are scheduled to tour the Far East beginning in February. The group will be traveling with USAF troops to both major and remote Air Force and Army camps in Egypt, Thailand and Japan. In the latter country, concert and television bookings are also booked. Capitol has just re-released their first LP, "Ridin' High."

GRT Adds 2 Canada Labels
MONTREAL — GRT will distribute Trans Canada and Barclay Products for the past three months. Trans Canada has been the Quebec distributor for all GRT of Canada product. This includes Records, 45's, Checks, Cadet, Sound, DeLite and Hobbit labels. The GRT tape catalog, also known as Rockefeller's, in Canada, is now in excess of 59 labels.

In a separate agreement, GRT Western Canadian distributors Emmerson, Vancouver; Van Dozen, Montreal and Vancouver; Los Angeles, Winnipeg, will also distribute the Trans Canada and Barclay product.

Phonodisc Adds
TORONTO — Phonodisc will handle Rare Earth product in Canada. The label has kicked off distribution of the new Tama/Motown label with an extensive promotion campaign for new five L.P.'s, "Love Sculpture," Canadian L.P.'s, "The Early Years," "The Roust," "The电流" and "The Messengers."
IFPI, BIEM Reach Accord on Contract

LONDON — After two days of talks in London, the International Federation of the Photographic Industry, representing record manufacturers, and the Bureau International de l’Edi-
tion Mecanique (BIEM), representing publishers and song-
writers, have reached agree-
ment on the form of the new con-
tract to run from Jan. 1, 1970, governing western conti-
nental Europe.

German Concern Over Pirates

HAMBURG — The West German Bundespost, the federal postal and wireless telegraphy authority, has expressed its con-
cern over the decision of two Swiss businessmen to estab-
lish a pirate radio station, Radio Nordsee International, in the North Sea outside Dutch territ-
ory.

North Sea outside Dutch terri-

tritory have banned pirate radio.

Major record companies have been agreed to a world-wide royalty, based on a combination of the wholesale price and the retail price, with nothing to be worked out and agreed.

The talks in London followed earlier visits to this year in France and Germany and, said Stewart: “It has taken fewer sessions than ever before to reach agreement on the new contract.

Representing the IFPI at the talks in addition to Stewart were Roger Lindberg, president of the IFPI; Sir Edward Lewis, chairman of Decca; Sir Joseph Lockwood, chairman of EMI; Georges Meyerstein, president of Philips France; Francois Minchin, chairman of the French group of the IFPI and president of Parlo-Maroni; Giuseppe Ormato, member of the framework leaves about a head of RCA-Italiana; Kurt Kinkele, chairman of the German IFPI group of Deutscher Grammophon and Coen Solle-
ved, head of Philips Records, Baarn, Holland.

Representing BIEM were Jean-

Loup Tournier, chairman of BIEM, head of the French performing rights group, and spokesman for BIEM at the (Continued on page 70)

Reggae Prompting U.K. Majors’ Move

LONDON — The recent breakdown of West Indian reggae music into the British market has chart records with the major record companies to seek a foothold in this market cur-
rently dominated by small in-
dependents.

Following the announcement of Decca’s plans to launch the independent Sugar label in Jan-
uary, EMI has now released three reggae singles, all previ-
ously issued and acquired from R and B Records, the independ-
ent company run by Rita and Benny King.

The disks are “Play it Cool” by Dandy, “That’s How Strong My Love Is” by Bobby Thompson and “Disco” by Bonnie Frankson. Dandy and Bobby Thompson are, in fact, the same person.

EMI’s previous attempts to move into the West Indian mar-
ket was by launching the Blue Beat label in association with Metronome’s Suggs Jackson a couple of years ago. The label is still in existence but there have been no Blue Beat releases for some time.

However, EMI has clearly been noting the recent chart successes of Trojan, the Island B & C company. “We shall not be making many releases,” says EMI pop repertoire man-
er Ray Featherstone, “but we have a few disks which we think could become good sellers with proper distribution.”

Zafiro-Novola’s Budget Line

MADRID — Zafiro-Novola has launched its first budget line with 12 albums.

The company plans to re-
lease 36 budget albums a month using Latin American material and previously taken from the MDE budget line of the French Vogue company.

Novola is also intensifying its production of records aimed at the international market. Los Brincos, the first Spanish group to top 100,000 sales of a record, were in London for ten days recently recording an album in Spanish, English and an Eng-
lish single.

Another Novola artist, Basil-

Big from Uganda, sang the British song “Time” in Eng-

(Continued on page 70)

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Big from Uganda, sang the British song “Time” in Eng-

(Continued on page 70)

130 Dealers Attend First-Ever Sales Convention in Portugal

OFIR, Portugal — More than 130 Portuguese record dealers attended the first-ever record sales convention to be held in Portugal Nov. 30 to Dec. 1 when Arnaldo Trin-
dade presented Christmas prod-
uct in the resort town of Ofir.

To participate in the conven-
tion, each dealer was required to place a minimum $1,000 or-
er of order for the项目, thus assuring the event of financial success almost before it started.

Trindade’s presentation boost in-
itial orders by another $250,000 during the convention and dealers were allowed credit up to one year.

In addition to Trindade’s own Orfeu label, the company is distributing the product of 42 other labels in Portugal, in-
cluding Pye, Warner-Reprise, Vogue, Roulette and Major Minor.

Also participating in the con-
vention at Trindade’s invitation were the Portuguese branches of RCA and Philips, EMI and CBS representatives declined the invitation.

Trindade’s company has an estimated 30 percent share of the market and is an offspring of the president’s household ap-
pliances company.

The convention program in-
cluded a slide show featuring new releases priced for the Christmas market, and a con-
cert featuring Pye artists the Foundations, the Consortium and Long John Baldry and Mal-

jor Portuguese artists including Adriano Correia Oliveira, To-
cha and Maria da Fe.

Individual dealer orders ranged from $500 to $10,000. Total sales, excluding the ad-

vent of expected royalty, was $40,000, exceeded original expectations by a wide margin, reported Trindade.

The record market in Portu-
gal is essentially an EP market.

Albums sell for the escudo equiva-
lent of $7.20. EPs go for $2.40 and singles for $1.70. Trin-
dade is a prime mover in the effort to change buying patterns over to singles and LPs.

But in a country which is somewhere at the bottom of the list of European nations in standard of living, the price of albums will have to be signifi-
cantly lower in cost because most LPs are imported, and the country’s two pressing plants have a monopoly.

This could change in April when a Trindade pressing fac-
tory opens with the aim of in-
creasing production and lower-
ning cost. His appliance firm will also sell record players at close to cost prices to expand the mar-
ket.

At present, the Portuguese indus-
tery sells only two million records a year. But this year’s volume is expected to exceed 1968 by 12 percent.
**RI-FL to Distribute Strip Record Series**

MILAN — RI-FL Records has begun distribution of a series of records, a new series designed to be used on EPCMT racks. "With these," said commercial director Piero La Falce, "we hope to interest all those small and medium-size consumer markets which is not yet possible with the traditional racks."

One package is priced at $1.21 plus tax for one single record. The package, which is in strips of transparent plastic, the Strip record is sold in single black vinyl 45 rpm disks within the strip, each side of the package selling at $1,000 lire ($1.60) including tax.

Strips will be sold not only in record shops, but in less traditional outlets such as supermarkets, supermarket/white goods stores, and convenience stores.

In its initial phase, the strip listing will use singles taken from LP records, singles which have already appeared on single, and some songs which have already appeared in EPCMT racks. The Strip series will be augmented with material from the Italian RI-FL catalog, the American Atlantic line. With the Strip line, it is hoped to exploit the potential traditional outlets even more fully than in the past.

**Trojan’s Deal With Dekker**

LONDON — Under a deal concluded with Jamaican producer Joe Strummer, Queen’s Browne, Trojan Records, the joint Island- & Trojan Records partnership, is producing new series for the U.K., continental Europe, and Australia. Trojan has bought out Pyrimid chief Graeme Goodall’s interest in the Trojan company, and is under the Trojan banner.

Goodall had an exclusive representation for the U.K., Europe and U.S. for all his other Trojan projects, but Dekker, as the Trojan banner label, will be under the Trojan banner.

**Philips of Brazil Bares ’70 Plans**

RIO DE JANEIRO—Philips of Brazil, Company Brasil Surf, of Brazil, is planning its plans for 1970 at a dinner and show. Andre Midani, Philips’ general manager, took over the Sucata retail publication for the evening and invited several retailers, explanations, and critics.

The acquisition of Chico Buarque, the famous Brazilian artist and composer of the “Band,” was announced. Chico Buarque and his band, who will con- tract to RGE. He will be re- corded in the U.S. with his new band, and his concert will be added later in Rio. Carl Whatsapp, Philips of Brazil’s sales director to GFL, artist-composers who left Brazil for political reasons this past year, will be meeting in London with accompaniment of Bob Marley in Brazil.

Two new artists were presented to Philips’ guests—Roberto de Oliveveira and Amor who tour Latin America with Philips’ singer Elvis Reggia.

**Italian Mfrs Cut Discount**

**Six Songs Vie as Britain’s Entry in ‘70 Eurovision**

LONDON — The six songs from which television viewers will choose Britain’s entry for the 1970 Eurovision Song Con- test in Amsterdam have been announced by the BBC.

The songs were selected from a total entry of 190 and will be sung by Britain’s 1970 re- presentative, Mary Hopkin, on the final of the national selection pro- cesses which starts in January.

The six include a song by Cyril Ornadel, composed of the musical “Pickwick” and of the song, “I Won’t Get Married” sung by Britain’s Kenneth Mc- Kellar in the 1960 contest. Selection was made by a joint BBC TV and Music Publishers panel, in consultation with Mary Hopkin.

The songs are: "I’m Going to Fall in Love Again" by Cyril Ornadel and Hal Shaper, published by Medley; "Early in the Morning of Your Life" by Alan Hawkey and Ray Caufield, published by MCA in the U.S.; “Can I Believe” by Valerie Avon and Harold Spilo (Mills);

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"Tie the Knot, Tie Me Closer" by Guy Fletcher and Doug Flett (Carlin).

**CDG, CBS in Catalog Style**

MILAN — More than 200,000 LP records and labels represented by CBS were sold during September and October in Italy by Giovanni Porta, head of CDG’s promotion department. Porta pointed out that these sales are the result of the “Impulse” campaign, which offered a series of premiums for quick and repeat buying or surpassing their quota.

The sales consisted principally of LPs from music, classical records, declared Porta, account for only 15 percent.

**From the Music Capitals of the World**

MEETING in Amsterdam to discuss plans for a spring promotion campaign for MCA product in Holland and Denmark, MCA Europe, Wim Brandsteder, head of Inelco, new MCA representa- tive for the corresponding period of the previous year, Eric Gallo, chairman, stated in his annual review.

Throughout his review, Gallo stressed that both his company is taking active steps toward meeting the necessary changes in the method of distribution of its products. He said that they have decided to establish two main divisions—records with associated products, and records and leisure time products.

Gallo added that a young and active group of salesmen is tak- ing the process of formation within the Gallo group.

The total net profit for the year ending June 30, 1969, was $286,900 after tax of $106,200.

**Miller Int’l Move Into High Price**

HAMBURG — The MCA- Atlantic records partnership company Miller International, producer of budget albums selling at 10 marks and under, is to move into the high-price field now established by EMI, Decca-and the exotic music mas- ters.

The budget album market has expanded considerably in Ger- many in the last two years and now represents half of the LP market, according to EMI and Decca, between 22 and 23 million units.

Though the budget market is strong enough to support some major companies are trying to win more customers over to the 19 mark price level by using de luxe packaging and in- cluding photographs and posters in the sleeves.

**Catalog Style**

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**Catalog Style**

Catalog Style
HERBERT PAGAN

KEEP THIS NAME IN MIND
KEEP THIS FACE IN MIND
GET ACQUAINTED
WITH THIS TALENTED SINGER

CIN CIN CON QLI DECHIALLI
SIGNOR CARUSO
PM 001

AVLI LE MAVY
L'AMICITIA
PM 002

CENTO SCALINI
ALBERG A ORE
PM 003

ALBUM 33 GIRI LP
"AMICIZIA"
PM 1969

MAMA RECORDS—VIA VIRGILIO 8—ROMA (ITALY)

Due to the Holiday printing schedule, Billboard ad deadlines now in effect are:
December 27 issue—closes Tuesday, December 16
January 3 issue—closes Monday, December 22
January 10 issue—closes Monday, December 29

RECORD RETAILER 7 Carnaby St., London W.1, England

WANT TO KEEP ON TOP OF THE BRITISH MUSIC AND RECORD SCENE?

Each week, RR (Britain's only record/music industry publication) tells it like it is.

Subscribe today. Rates for one year: U.S. & Canada, $30.00 per year; U.K., €4.16/0; Europe, £6.00/0. Rates elsewhere on request.

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Address

City

State

Zip

Nature of Business

Published every Thursday, RECORD RETAILER is available by subscription only.
Gibraltar Fest to Lee Vanderbilt

LONDON—Singer Lee Van- derbilt scored a triumph at the Giburga Festival opening Wednesday, July 4, when he took first place in the contest and whittled down to third place with “A Woman’s World.”

Second was “Someplace,” performed by Joe Carson and written by Rudi Gernreich and William Gomez of Gibraltar.

A total of 253 songs from 17 countries were entered for the contest and whittled down to 151.

The prize for the best song written about Gibraltar went to “Little Mountain” by Robert Nogera and Father Charles Gu- ranu.

MFP Testing Youth Line

LONDON—A series of cut-price children’s singles is currently being tested market by U.K. and U.S. television stations on terrestrial and cable stations throughout the U.S.

The recordings, retai-

Electroa Yule Series Drive

COLOGNE—Electrola’s Christmas single sales drive is spear-

headed by a special offer of a limited edition of “Silent Night” by Engelbert Humperdinck, Hoer Zu, Dot, Capitol and VPI labels selling at 10 marks.

Electrola also has a series of 13 New Year records, each priced at 80 marks, a 16-mark classic series, Die Klassik-Diskothek, and a special 100 mark Elec- troa Sonderausflug Sonder Edition.

The company is strongly pro- moting its musicasset catalogue for Christmas and record dealers have been provided with special cassette display stands.

International News Reports

Bielefeld, West Germany—The Deutsche Schallplatten- preis (1969) has been awarded to an ensemble from New Orleans, Magnolia Brass, Seven Arts Music promo- tion, London. The group was previ- ously with Vocalion-Kohe and RCA and also has collaborated with Philips and Alphonse. The first record to include songs for the new company includes Richard Re- dman, copyright manager of Aramore Publishing; John C. Stein, imple- menting to join Philips as an indepen- dent copyright manager; and Tom Var- di, manager of the Theatre Royal, Drury Lane.
**HITS OF THE WORLD**

**AUSTRIA**

*Week*:

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**HUNGARY**

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**WEST GERMANY**

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**From continued page 70**

Music publishers in Panama 236, Buenos Aires, Brazil, and Barcelona, Spain, have all reported an increase in copyright sales for music in 1973. In Panama, the most popular songs were “I’ll Be There” by The Jackson 5, “You Can’t Hurry Love” by The Supremes, and “Goodnight and Good Luck” by The Beatles. In Buenos Aires, the top songs were “ amor de mi vida” by Bryn Mawr, “Soy una mujer” by Los Fabulosos Carabelas, and “La Bamba” by Los Lobos. In Barcelona, the most popular songs were “Quiero un Amigo” by Roberto Carlos, “El Amor de mi Vida” by Los Fabulosos Carabelas, and “La Bamba” by Los Lobos. In each country, music was released in a variety of formats, including vinyl records, cassette tapes, and compact discs. The copyright sales were highest in Buenos Aires, followed by Panama and Barcelona. Copyright sales in all three countries were driven by popular demand for these songs, which were frequently played on local radio stations and in public spaces. Overall, the music industry in these countries showed significant growth and innovation in 1973. **From continued page 71**

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31. GROOVY CRUISEWORM
32. JINGLE JINGLE
33. GOLD TURKEY
34. AIN'T SHEATHER
35. EARLY IN THE MORNING
36. SUNDAY MORNIN'
37. MIND, BODY & SOUL
38. EVIL WOMAN, DON'T PLAY YOUR GAMES WITH ME
39. DOWN ON THE CORNER
40. COME SATURDAY MORNING
41. COLD TURKEY
42. BLISTERED
43. BEEN A LONG TIME
44. BACKFIELD IN MOTION
45. ARE YOU GETTING ANY SUNSHINE?
46. WEDDING BELL BLUES
47. SHE BELONGS TO ME
48. WHAT A BEAUTIFUL FEELING
49. I'M GONNA LOVE YOU
50. I'M GONNA LOVE YOU
51. BARBARA I
52. HEY THERE LONELY GIRL
53. FEELIN' ALRIGHT
54. I'M DANCING WITH THE ONION MAN
55. ME AND YOU
56. IT'S TOO BAD
57. FELLA CREEK
58. WHAT YOU GAVE ME
59. OKIE FROM MUSKOGEE
60. NA NA HEY HEY KISS HIM GOODBYE
61. SOMETHING TOGETHER
62. TRUE LOVE NEVER FORGETS
63. WHEN JULIE COMES AROUND
64. FORGET TO REMEMBER
65. I'M SO CLAD I FELL FOR YOU
66. IT OUT
67. LOOK-AYA FY
68. ARE YOU GETTING ANY SUNSHINE?
69. COME SATURDAY MORNING
70. I'M GONNA LOVE YOU
71. COZY
72. I'M GONNA LOVE YOU
73. IP'S IT BECAUSE I'M BLACK
74. I'M GONNA LOVE YOU
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97. I'M GONNA LOVE YOU
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100. I'M GONNA LOVE YOU
Watch Tom perform his latest Single on "This Is Tom Jones" Thursday, December 18th ABC Network.
**TOP POP SPOTLIGHT**

**DIONNE WARWICK—**I'LL NEVER FALL IN LOVE AGAIN (Prod. Burt Bacharach & Hal David) ( Writers: Bacharach-David) (Blue Seal / Atlantic) ASCAP—The much recorded rhythm ballad loaded with programming and sales appeal.

**Burt Bacharach—**Come Touch the Sun (Writer: Evie Sands) (CRAZY ANNIE)

**Flip:** "Down by the Old Mill Stream" (Writers: Pete & F. Bryant) (House of Bryant, BMI) The past Buddy Holly hit for sales and chart action. (No Info Available.) A&M 1127.

**HARRY HOLIDAY—**I'll Be Glad When You're Gone (Prod. Joe Blum & Harvey Alexander) (U.S.A.) Columbia/SeaLark, BMI.A strong item that will be a top seller. For play, sales and chart action.

**THE RASCALS—Hold On! (Prod. The Rascals Inc. & Andy Manz) (Writer: Cavalleri) (Slovenia) (ASCAP)—Follow-up to "Good Lovin'". RCA K-831. Sales, sales.

**THE DELFONICS—**Don't I (Blow Your Mind This Time) (Prod. Stan & Bill Peake) (Writers: Bellina) (Nickel Shoe, BMI) Columbia/Decca 4-5614. A doo wop oldie that will be a top seller.

**EVE SANDS—CRAZY ANNIE (Prod. Chip Taylor & Al Gerson) (Writers: Taylor-Gerson) (Blackwood, BMI)—Her name is the title. For sale and chart action. (No Info Available.) A&M 1167.

**JIMMIE RODGERS—**Tomorrow (Writer: Ross) (The Impressions) Columbia/Decca 4-5614. Powerful material, well done. Columbia 4-5614.

**THE FLIRTATIONS—**Keep On (Prod. Dave Appel) (Writers: Appel-Parke-Fischbach) (Screen Gems-Columbia) (BMI)—Driving rocker with a strong vocal attack and much chart potential. RCA 40-9900.


**THE TEE SET—**MA BELLE AMIE (Prod. Bob & Mike Tapioca) (Writers: Vincent) (Warner) (BMI)—This good old rock and roll item is sure to be a hit. For sale and chart action. (No Info Available.) A&M 1157.

**JUNIOR MAVIS—**I'll Go to the Country (Prod. Don Sherry) (Writer: Ray Davis) (BMI) Columbia/Decca 4-5614. A doo wop oldie that will be a top seller. For sale and chart action. (No Info Available.) A&M 1157.

**JOHNNY WINTER—**Johnny B. Goode (Chad) Johnny Winter visitation (Writer: Berry) (BMI) Columbia 4-5614. A doo wop oldie that will be a top seller. For sale and chart action. (No Info Available.) A&M 1167.

**SHAL NA NA—**REMEMBER THEN (Prod. Artie Kip) (Writers: Vincent) (Warner) (BMI)—This good old rock and roll item is sure to be a hit. For sale and chart action. (No Info Available.) A&M 1157.

**CARL CARLSON—**Keep It on the Run (Prod. Don Davis) (Writer: Davis) (BMI) Columbia/Decca 4-5614. A doo wop oldie that will be a top seller. For sale and chart action. (No Info Available.) A&M 1157.


**ARTHUR GODFREY—**You Can't Feel the Leaves Sack the Trees (Prod. Bob Thomp) (Writers: Hart & Glazer) (Geffen) (BMI) Ballad beauty, potential strong seller. For sale and chart action. (No Info Available.) A&M 1157.

**LARRY SANTOS—**The Great Divide (Prod. Robert Bars) (Writers: Santos-Canana) (Bronco/Five Line) (BMI)—This will be a big hit for sale and chart action. (No Info Available.) A&M 1157.

**PHIL GUY—**Rock and Roll Is Back to Stay (Prod. Phil Guy) (Writer: Guy) (BMI) Columbia/Decca 4-5614. A doo wop oldie that will be a top seller. For sale and chart action. (No Info Available.) A&M 1157.


**JIMMY RODGERS—**Romantic in My Heart (Prod. Ross) (Writer: Ross) (The Impressions) Columbia/SeaLark, BMI. A strong item that will be a top seller. For sale and chart action. (No Info Available.) A&M 1157.

**THE CHRISTIAN BROTHERS—**Answer Me (Prod. Tommy Sparks) (Writers: Wink-Lar-Signapo) (Barnes) ASCAP. The Kickback International label comes into the singles business with a strong item that offers possibilities for the sale and Pop charts. (No Info Available.) A&M 1157.

**JOHN GAYNOR & THE BAND—**The Christmas Game (Prod. King Henry Productions) (Writers: Don Babcock, Charles) ASCAP. It's a beautiful Christmas item with this infectious rhythm item that should find its way to the holiday chart. (No Info Available.) A&M 1157.

**THE CRAMMERS BROTHERS—**Merry Christmas, Happy New Year (Prod. David Robinson) (Writers: J. W. & G. Chambers) ASCAP. Strong holiday item that offers much for play and sales, both pop and soul. Columbia 4-5605.
Hello Hit!

Leroy Little and Maceo Woods would like to thank the countless beautiful disc jockeys for their help in bringing "Hello Sunshine" to hit status... and to sales nearing the quarter-million mark!

"Hello Sunshine"

Maceo Woods
and the Christian Tabernacle
Baptist Church Choir
Volt VOA 4025
Now available on their stirring new album.
Volt VOS 6009
Greetings

Frankie Valli And The 4 Seasons have signed a new recording contract with Mercury Record Corporation.

We're happy, they're happy,
and you're going to be happy
when you hear what comes of it on the Philips label.

More?

Frankie Valli And The 4 Seasons appear
December 16 through 27 in the Empire Room
of New York City's famous Waldorf-Astoria Hotel.

What does it all mean to all of us?
'Tis the season to be jolly.
<table>
<thead>
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<th>TITLE</th>
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<td>SPANKY &amp; OUR GANG</td>
<td>Capitol ST 136</td>
<td>NA NA NA</td>
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<tr>
<td>12 117 137</td>
<td>GUESS WHO</td>
<td>Capitol LP 137</td>
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<td>2 186</td>
<td>JOE FELICIANO</td>
<td>RCA Victor LSP 195</td>
<td>NA NA NA</td>
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<td>GLEN CAMPBELL</td>
<td>Capitol ST 116</td>
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**Note:** This table is from the continuation page of Topic LPs and includes tracks available for various artists. The table includes columns for Artist, Title, Label & Number, and Tracks Available. The tracks available are listed for each artist. The table is divided into several sections, each with its own set of tracks available.
DJ'S ARE DEMANDING IT!

"THEN SHE'S A LOVER"
Roy Clark
Produced by Joe Allison

Roy's next hit single...
Breaking out of his new hit album
"THE EVERLOVIN' SOUL OF ROY CLARK"

Call your distributor now for immediate stock.
Distributed nationally by Paramount Record Distributors, a G&W Company.

P.S. Don't miss Roy Clark this week on "Hee Haw" and "The Bing Crosby Special"
Millius to Write 'Christopher' Tunes

Millius, writer-performer, has tagged to write songs for 'Christopher', the new musical about a children's special set to kick off NBC-TV's new American Rainbow floor broadcast. Millius publishes all of Millius material.

Los Angeles—Capitol is recording an album of Negro poetry and Negroes, a marathon designed to make people aware of problems faced by the Black American.

Producer Gaye Midkiff has reportedly been working on the project, which will be released through Gaye Midkiff's newly formed Polydor Records. Gaye Midkiff has released two solo albums on Blue Note, and is working on a third album, scheduled for release in the spring.

Gaye Midkiff has also been working on a new album with the Black-Eyed Peas, a group of young Black musicians who have been gaining popularity in the music industry. The new album, which is scheduled for release in the fall, will feature songs about the struggles of Black Americans and the importance of unity.

Sherman to B'way as Musical Supervisor

New York—Sherman will be joining the cast of the upcoming musical called 'For My People'. The musical, which is based on the life of the late Langston Hughes, will be directed by Larry Rogers and will feature music by Arlo Guthrie.

Sherman's role in the production will be to create music for the show, which is set in the early 1900s and follows the life of Langston Hughes, a famous Black poet and writer. The musical is scheduled to open in the fall and will run for a limited time in Broadway's Alvin Theatre.

Ross Wraps Up Deal on Colossus

In Italian Mart

New York—Jerry Ross has completed negotiations with Saint Martin Records in Italy, calling for the exclusive distribution of Colossus products in Italy. First release on the Italian label will be 'Toto, Tool, Tool', a group known as 'Gan GANOP'.

Ross plans to release the first LP on the Dutch group Shocking and the first EP on the U.S. group Shocking. The LP 'The Schocking School', will coincide with the group's visit to the U.S. for promotional appearances and television dates. And on the recording end, he is winding up sessions for the Happenings on Jay Gee, and will produce Ronnie Dove for Diamond.

Poncher & Loeb Looking to The U.K. for Musical Talent

Los Angeles—Veteran personal managers Poncher & Loeb have been looking to the U.K. for their next musical talent. The duo has been scouting for new talent in the U.K. and is hoping to bring some of that talent to the U.S.

Poncher & Loeb have been together for over 20 years and have worked with some of the biggest names in the music industry. They have represented stars such as Tom Jones, Elton John, and The Rolling Stones.

The duo has been looking for new talent in the U.K. and has been working with producers in London to find new talent. They have been scouting for new talent in the U.K. and are hoping to bring some of that talent to the U.S.

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Why Not Play Favorites?

14 of the all-time best songs. Favorites one and all. Arranged and played by The Wild Thing in a special kind of album, Partyin'. Better than the real thing. It's The Wild Thing on

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all carrying fresh gold!  

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ROMEO & JULIET  
Leonard Whiting, Olivia Hussey  
Composed and Conducted by NINO ROTA  

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