Instrument Mfrs. Cool It On Rockers as Pushers

By MIKE GROSS

NEW YORK — Musical instrument manufacturers have stopped shooting from the hip to rock groups for endorsement of their product. The rock musicians are still in their sights, but the manufacturers are now being more selective in their choice of musicians to enlist as product pushers and they have assumed a no-nonsense attitude by making hand-line deals.

This new tough attitude is quite different from that of two years ago, when the rock scene exploded. The instrument manufacturers, then, picked up any group in a panic to get their hands on. Several were "burned" by Stereozi, an agent who ruined locked instruments and who made endorsement deals with more than one manufacturer.

According to Barry Reis, of Steinert, Wedoes & Weiss, attorneys handling such acts as Led Zeppelin, Vanilla Fudge, the Rascals, Cartoono, Dusty (Continued on page 4)

Low Price’s Ride at AAMA

By EARL PAIGE and RON SCHLACHTER

CHICAGO — More 8-track car units in the $50-$170 price range, more home units in both 8-track and cassette, a profusion of cassette equipment, much emphasis on tuner CARTRIDGE units and Cassette software exhibitors. These were dominant themes at last week’s Automotive Electronics Manufacturers of America (AAMA) show here. Only two software makers—Modern Tape Corp. and Word, Inc. — exhibited. National Tape Distributors in America and Car Tapes, however, represented the music end of automotive rack jobbing.

"Most buyers are awaiting to see what the cassette does in cars and are fearful they will have to stock cassette software," said Automatic Radio general sales manager Jim Russo. (Continued on page 18)

‘Rocksy Generation’ Puts Press Agentry on the Rocks

NEW YORK — The fast-moving rock music scene is beginning to shake the once-secure foundations of the public relations fraternity specializing in rock groups. Public relations, once believed to be the answer to every new pop group’s problems, now appears to be taking a back seat in the building of a group’s reputation.

A rock press specialist like Dominick Sicilia has already bowed out of the p.r. scene to concentrate on advertising and management, and Michael Goldstein indicated that he’s now looking into other areas for his p.r. activities.

"The days of the rock press agent are numbered," said Sicilia. "During the past three years a group by group change, in the public relations and editors has taken place. This change—handling music as a secondary importance, made it a service and aid rather than a motivating force in spreading the word on an artist."

Los Angeles — Armed Forces Radio (AFR) will begin accenting rhythm and blues to its overseas service. The program is primarily designed to appeal to black servicemen around the world.

The new radio show will be hosted by Barbara Randolph, a Motown recording artist, who will emphasize r.& b. Miss Randolph, the first black female personality to work for AFR in its 28-year history, will also present jazz and soft ballads.

The program is being shipped to AFR’s 300 radio stations this week, with the producers suggesting that it be aired Saturday at 5:05 p.m. It will take a number of weeks before audiences hear Miss Randolph open with "Car, You Do It!" followed by Willie Bobo’s instrumental theme of "Black Coffee." AFR also offers a five-day, 25-minute r.& b. show hosted by Harman Griffith which is planned for an 11:05 a.m. slotting world-wide.

Helps Schedule

The creation of the Miss Randolph’s show is meant to fill a programming deficiency in AFR’s schedule, which presently offers 24 per cent middle of the road music, 21 per cent rock ‘n’ roll, 11 per cent easy listening, 10 per cent country, 7 per cent classical and 5 per cent jazz. Rhythm and blues accounts for 4 per cent of the total output, although AFR officials say that r.& b. material filters through on a number of the shows playing music off the best-selling American singles lists.

Mail requests from service- men for a girl hosting a blues program is given as a major reason for planning the new show. Miss Randolph and her producer, Bill Erzel, plan the music, then record a number of shows at one session. They have (Continued on page 74)

The Engineering Explosion —Trade on New Threshold

NEW YORK — The record industry is heading into a period of engineering dominance wherein innovations now on the drawing board, or in an initial period of testing, will affect all levels of the business from manufacturing to distributing and retailing. It is no secret that top executive echelons are aware of the likelihood of coming changes and are seeking to place their companies in the forefront. As one of the first to take advantage of upcoming developments. While the excitement has not yet surfaced, there is considerable “bubbling under” — the climate being similar to that which prevailed on the eve of such developments as the new speeds and the stereo record years ago.

The chief innovations which augur a drastically revamped record business include (1) Sight and Sound, with Columbia’s EVR process thus far in the forefront, although other companies are known to be deeply committed to this ultimate answer for the listener, and (2) Spot Tone, a new unit that will allow several tracks to be played simultaneously on one recording. (Continued on page 5)

U.S. on Black Beam; Sets R & B Program to Soldiers

By ELIOT TIEGEL

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RCA introduces Roslyn Kind.

You don't find a Roslyn Kind very often. That's why we're taking her nationwide so people can meet and hear her. You can hear her right now on her first album. Order it. Lots of it.

RCA

Available soon on RCA Stereo 8 Cartridge Tape

LSP-4138
**ABC to Reactivate Apt With Stark as Head; 1st Disk Due**

NEW YORK — ABC Re- cordings, a record company subsidiary label, Apt Records, with Howard and Alice Stark as the ABC's vice-president and general manager.

The new label will make its debut Monday (17), with the re-lea se of the album, "Garland Miller and His Orchestra Play 'Music,'" by Biggie Ratt. The music of the label, "Garland Miller and His Orchestra Play 'Music,'" is produced and written by Bill McCray. The label will have new music from the ABC stable.

**A&M To Set Up As Independent Co. in England**

LONDON — A&M Records will set up as an independent record company in England April 1. Pete, A&M's licensee in England, has decided that he wants to head the new company in Britain.

The decision by the A&M independent has underscored the severe shortage of trained rec ord company men in the emerging British and American indepen dent markets.

Two major independents, MCA and Liberty-UA, are seeking staffers. MCA has an nounced that it is looking for a promotion director; Liberty wants a head of sales and merchandising.

The situation is ex pected to become more acute in the fall when the major labels and independent labels are looking for new talent.

**A&M Says No To Sale Report**

LOS ANGELES — MCA denied reports that it will be sold to North American Phillips, the conglomerate recently purchased Chappell Music for $425 million.

The reports of the MCA sale to the Dutch company are based on the fact that the proposed merger between Chappell and MCA would create a new major label house that has not yet been approved by the U.S. Justice Department.

**Col's Studios in Nashville Shut Doors To Outsiders**

By BILL WILLIAMS

NASHVILLE — Columbia Records has begun to open its recording studios in Nashville to any independent record company that wishes to make records for release.

The move marks a major change in Columbia's recording policies, which have been strictly controlled for several years.

The change comes as a result of the merger of MCA and EMI, which was announced last year.

The new policy means that Columbia will now allow independent labels to use its recording studios.

However, the change does not apply to all independent labels.

Independent labels that are already signed to Columbia will continue to use its recording studios.

The move is expected to have a major impact on the music industry.

**U. K. CHART BOWING IN THIS ISSUE**

NEW YORK—The new all-industry U. K. Top 50 makes its debut this week. It is the combined effort of the Record Retailer, Billboard's sister publication in London, the British Market Research Bureau, the leading record companies, and the British Music Business Group.

The chart appears in this week's issue.

**A&M's 2nd Int'l Licensee Meet Will Begin April 24**

LOS ANGELES—A&M will hold its second annual major nation international licensees meeting here for one week starting April 24.

The company plans to fly licensees attending the international meeting in the London market, with president Jerry Moss visiting London after the recent MIDEM meeting and international director Dave Hutt related to go to London this spring.

**Douglas, ITCC Team On Unique Cassette Library**

CAMBRIDGE Mass. — Douglas Corp. and International Tape Cartridge Corp. are collaborating on the manufacture and marketing of the "Sound on Tape System," a tape cartridge library of original tapes which stress social relevance and emotional involvement with education.

The system was developed by Cambridge Communications Corp. here, a consulting firm of university educators and industrialists, and is manufactured by a Douglas subsidiary.

Plans call for offering the system in the form of a complete hardware/software package, including a basic tape library and a specialized device.

**Bell, Jay Accord**

NEW YORK — Bell Rec ordings president Larry Utal has signed a production agreement with Arlo Gay Productions, producer of "The Band," a new independent film.

First release will feature harmonica legend Sonny Terry with Elmer Thiemann with "Father O'Con nez," produced by Robert O'Con nor with Joel Diamond.

**AMIDIE Trip: Undecided**

BY RON SCHLACHTER

CHICAGO—With the American Music Dealers Industry Exhibit (AMIDIE) less than three months away, suppliers and other prospective exhibitors are just making up their minds to attend the Las Vegas trip. Meanwhile other exhibitors are hoping for a "wait and see" attitude.

"We think we are going," said John M. McEwen, director of the Doric Organ. "But going to Las Vegas may be too late. We would have the advantage of second at the Western dealer meeting."
First Winter LP Sparks Imperial's Blues Drive

Los Angeles — Imperial has intensified its drive into contemporary jazz. It has released its first album recorded by Johnny Winter, the Texas vocalist, just signed by the label.

Imperial general manager Bud Goin talks of the LP: "It's a national distribution from Bill Josey, whose Sona Best label album in Austin last year sold a half million copies with the performer. The LP, released in Texas only, is being repacked and sent out under the slogan 'Grunge Blues Experiment' for a national campaign under way now."

Also scheduled for release as part of the blues program is an anticipated release of all Jimi Hendrix' six albums. Blues-loving buyers have sought the records for years. Hendrix' trademarks have been licensed from the parent Liberty/UA's English affiliate.

Miles Davis and other top companies bidding for Winter, a representative of the growing school of Texas blues singers who has performed with Miles and Frank-fuc. Josey will be listed as producer of the LP, the only one Winter has recorded with Winter and his trio.

The imperial package will consist of several songs and four traditional blues. "This is Winter and British LP. 'Me and the Devil,'" are the newest music moves from the Sun, "I'm Gonna Give You Money."

When a deal is set, the manufacturer usually goes all out to promote the LP. In some instances, as with the Rickenbacker Co. and Led Zeppelin and their new LP, "Led Zeppelin II" to the groups or give them a substantial discount, and (2) the white promotion offices, which comes from manufacturer adm.

Eastman Is Seen Sparking Business Drive by Beatles

New York — The recent appointment of John L. Eastman, of Eastman & Eastman, as general counsel for the Beatles, and the addition of three related companies portends a stepped-up campaign against all of the Beatles' business potential at a world level. Eastman's office will act as central clearing house for all deals involving the Beatles and their activities in recording, writing, films and other matters.

The thinking behind this stepped up global campaign has several facets: (1) Beatles mania is still rampant, and the cash flow accruing from it must be harvested. (2) Money today is easily transferred from country to country. "There has resulted a general loosening of regulations during the last five years; (3) The entertainment industry is a business and entertainment property must be managed with that in mind.

With regard to the popularity and income potential, it is important that sales of their records in the United States during the past six months totaled an estimated $150 million. If only one more evidence of their income potential, it is noted that November sales, $15 million, and December, $16 million. (4) The Beatles' companies, which includes the copyright of the songs, has an annual income of one million dollars. For the year ended April 30, 1968. The rate of gain is indicated by the fact that the comparable figure the year before was 800,000 pounds. The impact of their success has been expected to exceed the 1968 figure.

These figures give some idea of the potential of the Beatles and their groups. In fact, many are of the opinion that the Beatles are unique, as such, they set the pattern for the success of several British groups and companies. The Beatles' Stones, Donovan and others, and inasmuch as the Beatles have enjoyed such a prominent role in the pop music field, there has been a large impact on the British economy.

Instrument Mfrs. Cool It On Rockers as Pushers

Springfield, Lulu and Herman's Hermits have shown that the market representatives now have to seek the manufactured goods and the endorsement field has become highly competitive.

It's still worth fighting for, though, for the points in the sales figures of the attendant values. Among the positive aspects of making an endorsement deal for a rock group are: (1) the money-savings on equipment, which can run from $5,000 to $10,000, since many manufacturers loan their merchandise to the groups or give them a substantial discount, and (2) the white promotion offices, which comes from manufacturer adm.

Windfall Buys Cooper in New Canada Drive

New York — Windfall Music Enterprises, a year-old production—management-publishing company, has expanded into the Canadian pop market with the acquisition of Stereo Blue Corporation, a Montreal firm.

Artists taken over for production include singer-group, energy, which has just completed the album "Barclay," produced and engineered by Terri Malone; the Oliver Jones Quartet, the Joe Hoffman Quartet, the Rockies, and the Bread & Butter Canadian band, Kentwood, for Warner Bros., as well as the David Rea and Maury Haydn.

Contafab Sets 'New' Show

Robert A. Campbell named Liberty/UA's national director of merchandising in a promotion campaign in the company. Previously Campbell was with Capitol for 11 years. Formerly vice-president of the consumer products division, Seeborg Corp., Harold Lenox, producer of the recently restructured executive vice-president.

Jerry Hutchinson joined General Record Tape as production control manager. ... Claude W. Dickinson to Capitol as director of national promotion. ... Rupert H. McCarthy, vice-president and Salesman ... Dick Marple appointed as_... "60's..."... William Mann appointed plant manager, Premier Manns. ... has been with Motown and was a former member of the Du-tones. ... William Mann appointed plant manager, Premier Manns. ... has been with Motown and was a former member of the Du-tones.

Milestone Jazz Price Increased

New York — The price rise in Milestone Records contemporary jazz releases (9000 series) and blues records (7000 series) has been increased from $2.98 to $2.98, tied in with a long planned packaging change, announced by John L. Eastman, general manager of the jazz label.

"It virtually all future Milestone albums of this series will have the new packages," he said. "The price increase puts this material on the same price level as the other jazz independents, almost all other jazz independent.

The price increase of Milestone's rice-rcrisp 1LPs (2000 series) and blues records (7000 and 9000 series) move from $2.79 to $4.98.

WB's Maitland Again Elected Head of RIAA

New York — John K. Maitland, president of Warner Bros. Records Inc., was re-elected president of the Record Industry Association of America (RIAA). Other re-elected last week were D. H. Toller, producer, Columbia Records, vice-president, and John Stevenson (Young People's Records), vice-president.

The RIAA also elected two new directors. They are Arnold Maxson (MGM) and William P. Gallagher (Decca). Re-elected as directors were Harvey Davis (Columbia), Stanley M. Gottlieb (Columbia), Irving B. Green (Mercury), Janes Johnson (Disney), Harold Lipton (Janie), and John T. Watters (MGM).

Ernest S. Meyers continues as the RIAA's general counsel, and Bening, succeeds on as executive director.

February 22, 1969, BILLBOARD
O.C. SMITH sings
John Lennon,
Paul McCartney,
Jimmy Webb,
Roger Miller,
Ray Stevens,
B. E. Wheeler,
Robert Steagall
and O. C. Smith.

O.C. Smith
For Once in My Life
Featuring: Isn't It Lonely Together
including:
Cycles
Stormy
Wichita Lineman
Hey Jude

On Columbia® Records and Tapes
WASHINGTON — The 105-year-old House of Representatives was about to make an announcement that would send shockwaves through the music industry: a bill to regulate the sale of certain types of music — specifically rock and roll — had been introduced in Congress. The bill, known as the "Music Control Act," was expected to make it difficult for music publishers to sell their songs, and it was feared that this would lead to a decrease in the number of new artists and recordings.

The music industry was already reeling from the effects of the Vietnam War and the social unrest of the 1960s, and this new legislation was seen as a potential death blow for the industry. The Warner Brothers Music Company, which had been a major player in the music market for decades, was one of the companies most affected by the bill.

"This is a terrible blow to the music industry," said a spokesperson for Warner Brothers. "We are doing everything we can to fight this bill, but it looks like it's going to pass."
Bobby Goldsboro
“Glad She’s A Woman”
Buy it now! You’ll be glad too!

United Artists Records
Entertainment from Transamerica Corporation
Pete to Issue Series On Social Subjects

LOS ANGELES — Pete Records will release a series of spoken word documentary albums on social and moral subjects in the U. S.

The initial concept album is "I Am Somebody: The Voice of the Poor," a documentary of the 1968 march of the poor on Washington, with narration by Steve Weber.

Chris Petersen, Pete Records president, said he is also negotiating with the Center for the Study of Democratic Institutions in Santa Barbara to co-release the documentary albums.

More than 250 tapes with dialog from world figures would be available if the Center agrees to release its tapes to Pete Records, said L. L. Perry, Center secretary-treasurer.

Perry would like to release as a premium product one documentary album each month to the Center's 90,000 members. The Center offers spoken word tapes to the broadcasting industry, educational groups and schools.

The spoken word albums would feature a variety of social topics. The albums will have music woven throughout to fit the mood and subject matter, said Petersen.

The "I Am Somebody" project weaves gospel music through the LP. Petersen and Bob Forsberg, a Minnesota church musician, edited 60 hours of material into the two albums.

Perhaps the LP's profits will go to the Southern Christian Leadership Conference, said Petersen.

The series of documentary albums, however, will not be produced exclusively. The albums will not give a conclusion or offer a solution, said Petersen.

The spoken word albums, co-sponsored by the Center for the Study of Democratic Institutions, will feature material by the late John F. Kennedy and Rev. Martin Luther Kind Jr. and James Farmer, Robert M. Hume, Bishop James A. Pike, former vice-president Hubert Humphrey, and Supreme Court Justice Sandra Day O'Connor.

The albums will be through Pete's regular record channels and the Center's private members, said Petersen. Additionally, schools, libraries, college book stores and specialty retailers will be serviced.

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BOOK REVIEW
Poetry of Rock Covers a Broad Material Range

(‘The Poetry of Rock’ by Richard Goldstein. Bantam Books, 147 pages. $1 list.)

NEW YORK — Richard Goldstein's comprehensive retrospective collection of rock lyrics from Chuck Berry to the Doors, including the Beatles, Donovan, Leonard Cohen, Paul Simon, and material used by most of the top groups and solo artists of the rock era.

These lyrics, with Goldstein's introductions, make interesting reading. He divides the material into four periods: the early days, roots, Ballads Loud and Soft, and Allegory and Allegory Beyond.

A picture-poster section gives an indication of the scope of the material here as this soft-covered book displays Berry, Johnson, Stones, Supremes, the Beatles, Joe Tex, the Doors, Beatles, Lovin' Spoonful, Jimi Hendrix, and Foo Fighters.

Like any book, it is sometimes repetitious; there are portions of Hendrix's anecdotes.

LEFT TO RIGHT: pianist and composer Debbie Blake, John Hammond, Columbia Records vice-president and talk show host Paul Ackerman at session.

The Engineering Explosion
Trade on New Threshold

• Continued from page 1

mate goal; (2) The miniaturization of the record, as indicated by the 5-inch LP in the Pocket Disc, sponsored by the American Corporation; (3) The Hip Pocket Record, put forth by Philco-Ford; (4) and most recently, the five-inch LP which Interrecord, of Munich, plans to introduce shortly.

In addition to the aforementioned, there are such engineering developments as the move toward an entirely stereo industry, experimentation to produce a truly compatible record throughout, of course, the miniaturized engineering innovations responsible for the development of the harington tape cartridge industry.

Just when these developments will flower—when they will become a fact at the consumer level—is hard to predict with any certainty; but that there is a movement toward the goal, which is generally recognized. This means that ultimately the industry will face and overcome problems of inventory obsolescence and problems of developing new distribution to effectively reach broader markets. Artist contracts, as well as contracts having to do with the use of music, will necessarily require re-negotiating.

Different eras of the music record industry have been guided by different types of leadership. The publisher, the recording executive, the management and marketing executive have all enjoyed periods of dominance

and have personally guided the engineering phase is next.

Rocksy Generation Puts Press Agency on the Rocks

• Continued from page 1

Pointing out that both audiences and editors are hipper than ever, he added that:

1. Such acts as the Doors are on the air.

2. More and more people are buying albums, as indicated by the fact that the Doors is getting involved with record production.

3. The Doors, Lovin' Spoonful, the Yardbirds, and the holding their own.

4. One area of interest of the Fugs, the Lovin' Spoonful, the Beatles, Joe Tex, the Doors, and the Byrds relational to Tower distributors.

The Blues will continue working with Tower distributors.

The spoken word albums will be available in the U.S.

The albums will have music woven throughout to fit the mood and subject matter, said Petersen.

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A Checkmate From Firm

LOS ANGELES — Bobby Stevens, president of Checkmate, has formed his own production company, with his first product by the name of Checkmate Tower, going through Tower distributors. Stevens will still be working with the group, which yearly spends 12 weeks in Las Vegas and is now to the A&M roster.

Stevens’ product will be released under the name Checkmate Tower, a subsidiary of Capitol, releasing product through independent distributors, in addition to recording product Stevens also plans to be involved with songwriting.

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SLY GETS 1ST GOLD RECORD

NEW YORK — Sly and the Family Stone have received their first gold record with the RIAA certification of sales of more than one million copies of the Epic single "Everyday People," which was written by Sly Stone.

"Sing a Simple Song," the flip side of the gold record, is also the subject matter of the checkmate.

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Blues Pianist Blake Takes Session at Studio in Stride

• Continued from page 6

charisma. Assisting him with the sessions was an onlooking vaudeville partner and tune collaborator.

"The charm of the occasion was Blake’s anecdotes. He told how he wrote "I’m Just Wild About Harry" as a waltz, but was persuaded to do it as a one-stop by Lottie Gee, the leading soprano in "Shuffle Along." You can’t have a waltz in a colored show," said Mr. Gee. Blake, whose "Blues in the Night" and "Sippin’ Tea Blues" have been hits, will be headlining in a comedy cake. "Hey, the greatest stride pianist," said Hammond.

PAUL ACKERMAN

Monument’s 1st European Pub., Licensee Meet

LOS ANGELES — Monument will hold its first European licensee and music publishers meeting Wednesday (19) at the Carlton Tower in London.

Fred Foster, Monument president, and Bobby Weiss, Monument vice-president and international director, will discuss the label’s "new look" and the role that Monument will play in Monument’s world expansion program.

Delegates will attend from German, Swedish, Norway, Denmark, Finland, Belgium, France, Spain, Italy and England. Charles Bro. of the Centauralong with military representative, and Joe Kedding, manager of Brady’s European division, also will attend.

Boots Randolph will entertain in a special concert at the London Playboy Club.

Skye to Record Tjader at Club

NEW YORK — Dave Saunders, technical director of Skye Records, will be on the West Coast this week with producers Gary McFarland to supervise Carl Tjader’s new album for Skye at the Lighthouse in Hermosa Beach, Calif. The sessions will be held Friday (21) and Saturday (22). The actual engineering of sessions will be handled by Studio McFarland, president of United Western Recorders, work under Saunders’ direction.

Tjader’s most recent album for Skye, of which he is one of the producers, was "B Stacy and Gary McFarland, is "Cal Tjader Sounds Out Burt Bacharich."

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Grammar Listing on Two Nominees

NEW YORK — In the Grammy nominations listing printed in the February issue of Billboard, Columbia Records was incorrectly named as the label for Errol Garner’s "Up in Herro’s Room" (Best Instrumental Jazz Performance). The label was UMG. Also, Columbia, instead of CBS, was credited with Erma Franklin’s "Piece of My Heart" (Best R&B Female Vocal Performance).
THERE'S A POT OF GOLD WITH THE PEPPERMINT RAINBOW'S HIT SINGLE

"WILL YOU BE STAYING AFTER SUNDAY"

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DECCA RECORDS, A Division of MCA Inc., New York, N. Y., U. S. A.
WASHINGTON—The cir-
cate to town—into the Secu-
rity and Exchange Commit-
tee, to be exact. Ringing
brother Barnum and his
proposes to be the greatest
show on earth to go public—and may
one day track in the red
for a fillet at music and records.

The company hopes to raise
$6 million by a public sale of
stock that will pay off $4

Sterodyne, Lists
Sharp Sales Hike

TROY, Mich. — Sterodyne, Inc.,
claims that sales of $3,167,144—a sharp
increase from 1967’s $1,340,919. In ad-
dition, sales of the company’s Canadian
operation is reported up 25% over the pre-
vious year. While no exact figure was
Sterodyne, officials say that for the year’s first 11
months, sales of Sterodyne-Canada totaled more
than $1 million.

DECCA, H & R GIVE TO FUND

NEW YORK — Decca Rec-
ords and Hill & Range Songs
have announced a gift of $10,000
each, to the Red Foley Memo-
rical Music Fund at Berea Col-
lege, Berea, Ky. The fund was estab-
lished by Si Siman, long-
time friend and associate of
Foley and dub Albright.

The goal is $20,000 and is to be a
permanent source of assistance
people in the music field.

Billboard Insider’s Report

By MILDRED HALL

WASHINGTON—The Securities and Exchange
Commission’s Jan. 8 order that the trust of
of the late John Ringling and his officers and directors and other holders of stock in the following
companies of direct or related interest to Billboard subscribers: (Un-
less otherwise noted, transactions reported in this section are exchanges
stocks are reported first, followed by over-the-counter.)

ADIMAR CORP. — Vincent Barreca sold 40,000
shares, leaving 6,810 held personally.

AMPEX CORP. — Henry W. Jr. exercised option to
buy 3,700 shares for $500.

AVNET, Inc. — Lester Avnet, in exchange for tangible personal
property, disposed of 90 shares, leaving him 338,656 held personally, and 62,549 as trustee.

Manfred Weil reports holdings of 9,140 shares of $2.50 cumulative convertible preferred held personally, and 20 of the preferred shares
held by his wife.

CAPITOL INDUSTRIES, INC. — Lloyd W. Dunn sold
15,000 shares for $127,000, leaving him 13,899 shares, all

LAWRENCE, KANSAS — John H. De Vries bought 2,134
shares, giving him 24,963. George A. Longin sold 2,000
shares, leaving him 7,632.

NATIONAL SERVICE — Morris Weintraub sold
4,000 shares of preferred, leaving him 15,014 shares.

METROMEDIA, INC. — John W. Kluge exercised option to
buy 12,240 shares, giving him 36,110 held personally, and 81,600 shares in wholly owned companies, and 2,040 in Kluge Finkenstein &
Co., leaving 5,000 shares, all held personally, and 114 shares by husband.

MINNESOTA MINING & MANUFACTURING (M) —
Harry Hertzler exercised option to buy 5,000 shares, giving him
18,100 shares held personally, 150 held jointly with wife, and Mrs. Hertzler
100 shares.

ZENITH RADIO CORP. — Sam Kaplan exercised option to
buy 6,000 shares, giving him 33,700 held personally, 740 in joint tenancy. The transactions were made to add shares and transactions of stocks traded over-the-counter.

NET — E. W. Remmert exercised option to buy
1,500 shares, giving him 6,635.

ITT — John J. Maglo sold 2,000 shares, giving him 5,000.

TENNA CORP. — G. R. Herzog sold 2,000 shares, leaving none.

Million in bank indebtedness, re-
lected in 7 percent subordinated notes, and
increase working capital with the money raised

The prospectus outlines ambitious
plans for a two-unit circuit.

The prospectus tells of the 1967 buyout for $15 million circuit
from the original owners by the present owners. Roy Hofheinz
bought 200,000 shares of the owner-

the company’s open convention.

The company hopes that by
March 1, 1969, to present Ringling
Barnum & Bailey. Combined shows, Inc., with headquarters in
this city.

The prospectus lists such tradi-
tional circus assets as a 700-
pound gorilla, Gargantus II, for $2,000,000. But something new may be added. The com-
pany has organized new sub-

Note: Neither over-the-bu-

week to week.

WILMINGTON, Del. — The studio,
will issue a new album by Sire,
known as "Sire Me Goodnight, Sally Green," coupled with "Auntie Monica." Sire plans an album release in early March, as well as a simultaneous single from the album. The Richmond
Orchestra will publish the group’s
material in the United States and will work with Sire in promoting the act.

WIG in Sales Agent Deal on Pentangle

NEW YORK—George Lee,
brother of singer-actor John
Lee, has entered a deal with
Nathan Joseph of Transatlantic Records, for the U. S. and Canada for the
new group Pentangle, the British folk trio of
Jasch and John Renhen, both members of the group, are writing the

when answering ads . . .
Say You Saw It in the Billboard
Her new
single
"Frank
Mills"
From the hit
musical "Hair"

On Columbia Records®
Angela an Angel In 'Dear World'

NEW YORK—Angela Lansbury scored another individual Broadway triumph in "Dear World," which opened at the Mark Hellinger Theater Feb. 6, but the show is only intermittently entertaining and the score by Jerry Herman is generally unimaginative. Columbia recorded the original cast album on Sunday (6).

Based on Giraudoux’s "The Madwoman of Chaillot," "Dear World" gives Miss Lansbury the opportunity to kick up her heels as the zany "Madwoman," who saves Paris from destruction by trapping the villains in that city's sewers.

She also is aided by the veteran Carmen Matthews and Jane Connell as other madwomen. The trio's second act tea party is one of the show's genuine delights and also offers a sparkling musical number as the three artists sing their songs in counterpoint.

Milo O'Shea, a brilliant actor, is wasted in the thankless role of sewerman. Kurt Kreutz and Pamela Hall are attractive as young lovers who also have little of substance to do.

But the main value of the show lies in Lansbury, who dominates the musical even more than she did in Jerry Herman's "Mame," since that show had much more to offer. In "Dear World," heavy makeup makes her almost unrecognizable, but her masterful portrayal of the difficult role almost salvages the show.

"Dear World" also has a lavish production and is well directed and choreographed. Jerome Lawrence and Robert E. Lee wrote the book, which was perhaps a bit too close to the original. However, although the show line has some merit, the Jerry Herman score rarely hits the mark. Extended production numbers are used in an unsuccessful attempt to obscure the thinness of the musical material, but the thinness glaringly comes through. FRED KIRBY

FILLMORE IN CLASSICS BOW

NEW YORK—Pianist Lioron Hollander will present Fillmore East's first international program on Sunday (23) at 7:30 p.m. Hollander, the 25-year-old RCA led pianist who also has the new Baldwin Electronic Concert Grand at the concert. The pianist will be an attempt to see whether classical music will go in a rock setting.

Talent

Janis Joplin Jolts, Jars, Jells

NEW YORK—Janis Joplin, that bawdy bundle of blues power, touched off a highly combative performance Sunday night at the C. Howard Coffin and soul Tuesday (11) at Fillmore East when she featured a couple of old, beautiful corrup-
tion—during her two-day return to the stage. The Grateful Dead, Warner Brothers group and pop patriarchs of the San Francisco sound, were sacrificed as bait for the evening's main attraction.

Screaming as a cursive saw went through a wall, Janis Joplin fattened her legendary every time she hitched her drooping tights, choked the microphone and shimmied a ballad to her guitarist Sam Andrew, a leftover from the defunct Big Brother.

Her dark, raw outstrokes, burning up everything in their path, leaves in flash-fires of depression, love and love's agony, turned "May-

be," "To Love Somebody," several Nick Gravenites tunes and "Piece of My Heart," into in- tense bleeding invocations to pagans, demons, bad luck and heartbreak. Stiffly standing, her mighty voice, raised in stormy delusion of almost every social condition, always proved a mightyanguish into triumph by the sheer size of her lust and laughter.

An iconoclast with a voice big enough and a manhood bold enough to illustrate her message ("You know you got it—if you feel it") has taken Janis Joplin's return to the stage, and on records with Columbia, she will never again sing unless she can either no longer live or can't bear the realization of her voice chords drop out of her body like charred remains from a memorable cremation.

ED OCHS

WHAT IMPACT ARE THE CHANGING PUBLIC TASTES IN MUSIC HAVING ON SALES AND HOW CAN YOUR COMPANY TAKE ADVANTAGE OF THESE CHANGES?

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IRELAND

HERE’S WHAT DAILIES SAID

NEW YORK—Dear World" is a musical with score by Jerry Herman and book by Jerome Lawrence and Robert E. Lee, presented at the Mark Hellinger Theater Feb. 6. Columbia Records will issue the original album; Edwin H. Morris is publishing the score. Following are excerpts from critical reaction of the daily newspaper critics:

"(A) Tanya Barritt, "an evening that seems destined to be forgotten."

"Don’t mention John Chapman: "...diverting..."A romantic theme and an imaginative, origi-

nal libretto." despite a picturesque performance by Angela Lansbury (it's) disappointingly mediocre."

Carmen McRae Gives Solid Back-to-Back Performance

NEW YORK—Carmen McRae, at the Rainbow Grill, Monday (10) gave a supreme exam-

ple of how to work with trio backing. The Atlantic Records singer didn’t just play a rhythmic cuss to sing against — she integrated it fully into her act, making it a unit to sing with.

Hence songs like "The Sounds of Silence" benefited from really tight arrangements within the limited framework of piano - bass - drums. "Satin Doll" was even further en-
bhanced by bass only accompaniment (Richard Davis) and a slippery reading of Johnny Mercer’s "Melancholy Baby" by McRae’s own fabric-, admitt Miss Mc-

Red

Choice of material gave the audience dramatic readings of standards, revealing that overworked "Allie" came up fresh and loose, while the sweeter, particularly apt on near-current material like "Elu-

mente," Miss McRae also introduced her upcoming single, "The Right Is Leaving" on a well-balanced program by a singer always in control.

IAN DOVE

Mind Garage Opens Rock Doors for College Crowd

CHARLESTON, W. Va.—In a homecoming appearance recently at the Fraternity House, the Mind Garage, a student co-

collegiate crowd its baptism of quality progressive rock, the Alcoa quintet, formed at West Virginia University, is now based in Pittsburgh, as the Ad-

cording to manager Tom Cusse, the group is putting together an album of its co-oper-

ately written material.

The Mind Garage’s most polished tools are in an unusual (for progressive groups) sense of dynamic contrast and fine balance between flippant and philosophical material.

Group members are Larry McGlancing, lead singer; John Vaughan; Norris Lynton, lead guitar; Al Ladd, bass; and drummer Ted Smith Smith, with a jazz-tinted style, is overcoming personal problems.

The Mind Garage recently performed its own setting of the morning prayer of the Judson Memorial Church in New York. The group calls its music the "Electricity Liturgy" and hopes to release it on an album.
Introduces the Baldwin Electronic Concert Grand Piano

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Boston Jazz Festival
A Hot 'Snowdown'

BOSTON — The rain, hail, snow and what-have-you didn’t halt another year of sellouts for the Boston Globe’s Fourth Annual Jazz Festival at the War Memorial Auditorium Jan. 31 to Feb. 1. The first evening was a 5,500 sellout and the next night saw the huge hall packed again with more than 1,000 turned away.

The Saturday matinee for the youngsters at reduced prices saw 2,100 to make a total of 13,100 customers who contributed $53,250 for a gross that in other years had left a net profit of somewhere around $12,000 which goes to the Globe’s scholarship fund. The Feb. 1 matinee presented George Wein’s Newport All Stars (Wein is the producer of the festival), Gerry Mulligan and Gene DiStasio’s Brass Menagerie. The full-dressed orchestra seemed to be a flawless production, with the youngsters cheering the entire concert.

The Saturday evening had the All Stars, Roland Kirk, Dr. John, and the Mothers of Invention. When the Mothers came on strong with Blasé, the crowd rushed the floor and many of the older customers headed for the exits. But out of nowhere appeared Roland Kirk who had received plaudits previously and a few bars on his reeds seemed to calm a situation that might have got out of hand.

The evening bush on Feb. 1 had the same problem with Sun Ra and Soul Arkestra didn’t quite meet with unani- mous approval. But Nina Si- monne, done up like an African queen, soothed the disappointed andBonus Key Blues delighted the throng and Hugh Masekela’s pen- cello, clearly the highlight of the evening, seemed to be generally appreciated.

But the general feeling was that the Globe’s fourth jazz fete was the best ever perhaps because it added rock and a touch of the psychedelic. A new sound system also helped to improve the enjoyment for those fortunate to be in the big auditorium.

Cameron DeWar

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GRIPE Sets
Fund Concerts
To Aid Poor

NEW YORK—The National GRIPE Fund (Grassroots Rides in Poverty Elimination) has initiated the Poor People’s Development Foundation, which will grant funds to the community co-operatives institute by GRIPE. These funds will enable the people of the community to the higher schools, industries, businesses and low income housing.

To help provide these funds, the organization is planning a series of concerts in communities and political groups. The money raised will be divided between the local organization and the Foundation, which will maintain technical assistance, provide community centers, help arrange franchises and deal- ship.

Activities of the Foundation are being handled by S&G Productions, 1518 32nd Street N.W., Washington, D.C. 20007.

5 No-Squares
• Continued from page 12
fellow musicians had ample opportunity to display their instrumental prowess, including big solos by de la Parra and bass guitarist Larry Taylor. The group sang songs by Henry Vestine and Al Wilson on guitar, harmonica and vocals, and also were up to the high caliber of the rest of the Liberty group.

FRED KIRBY

Milva Sings Up a Storm
To Blizzard-Cut Audience

NEW YORK—It was a pity that a heavy blizzard cut the audience and presented attendance liabilities for Italian singer Milva’s concert at the Philharmonic Hall, Sunday (9). The weather put down what had been a well-booked concert to a little less than half-full audience, considering the arctic conditions. Milva really deserved a house full because she is an impressive talent with a big, continuous voice, and because Italian Janis Joplin was working within the continental song frame- work.

She performed her San Remo Festival material (this year her song “Gino” won the award) and did a steamroller version of “Milord.” Audience response was fervent and the afternoon was an all-Italian affair. Few English words were used.

Perhaps with the addition of English language material, Milva’s shows, with the warm conditions, Milva could really crack. Her voice is very impressive.

Backstage was provided by Gil Amato who also handles her booking spot. Listening to an Italian rock group play “Arrivedere Roma” I found myself half wondering if the audience after- noon must be some kind of experience.

The rain, the blizzard, the bill was Ennio Leombo, an Italian singer who was leading his band. Angelo di Pippo’s orchestra, who impressed and should have been allowed to do more.

IAN DOVE

Petite Grace Markay Packages
The Punch of a Heavyweight

NEW YORK—Grace Markay, a puckish lightweight with a heavyweight’s punch in voice and class, tallied Plaza Hotel’s Persian Room patron to hurl- ers West Coast (12) under her Continental finesse and deep readings of Edith Piaf tunes.

Petite, but polished into a singer with big talent and a nimble voice, Miss Markay sinks tenderly into the lyrics of her love songs, retelling the an- cients, then joyously turns the “Alfie” and “La Vie En Rose.” Her minu-

cules and toy feats are the miniature motions of a talent, whose intelligent and carefully planned song shows doff off a high quality of profession-

Now on United Artists, Miss Markay songs are written and produced by Mitch Leigh, “Man of the La Mancha” composer—should flower into a major commercial artist with that vital “live” quality which years ago elevated an
circle of stars.

Two TV Dates
Set for Lewis

CHICAGO—Smash Records’ Jerry Lee Lewis is slated for appre- ciation in the spotlight this was whatd’call it, The Jazz Festival this summer. Producer George Wein has booked Jethro Tull, John Denver, Led Zeppelin and Ten Years After to participate in the 16th session of the Newport Jazz Festival.

Several American rock groups will also be included in this year’s festival. The bookings will be announced at a later date.

Patrick Sky, Verve/Forecast artis-
t, performs at Western State University in Colorado on Friday (23). FEL/Flair Records’ Ian Mitch- ell appears at the University of Miami on Friday (22).

Telefunken’s Max van Egmond performs at Paterson, N. J. (State College) and Kent State University on Wednesday (26).

Charles Moselwite, Vanguard artist, performs at Bucknell University, Lewisburg, Pa., on March 6 and Lebanon, University, Bethle-

hem, Pa., April 26.

Signings

Lighthouse, who will make their live debut at the Boston Pop Festi-
val on March 5, signed with Verve/Forecast. Don Fardon and Tony Ritchie re-signed with GNP Crescendo. Canadian singer Elyse to Tetragrammaton. Elwyn Dawson, concert singers, joined Pete Records.

Country singer Charlie Brown signed with David Lucas’ Sata Fortas Productions as a singer-performer, and Lucas’ D’Life Music, as well as the Lucas’ office also signed folk-singer writer Kathi King.

Newport Jazz to
Feature U.K. Rock

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When America's hottest songwriter, Joe South, writes, he's not just playing games. Every song in this album has been covered by another major artist! Now Joe will play games with The Smothers Brothers as he sings "Games People Play" on their show Sunday, Feb. 23
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New Blinstrub's Village to
Make Music Again in Fall

BOSTON — Blinstrub's Village, once Boston's and New England's most famous night-club, will rise again in the fall in a new location at a cost of more than $2 million. Stanley Blinstrub, who watched a lifetime of work disappear in a fire a little over a year ago that was estimated at $1.25 million, revealed plans for a new Blinstrub's Village within a short distance of his famed spot in South Boston.

For 35 years the club saw probably as many politicians as entertainers seated at tables at the big ceremonial dinners for which the State is noted. Show business luminaries of past and present regretted "Blinnies" and his Village with special affection for it here was that many hit the big time.

The new nightspot promises to be the most modern structure of its kind yet conceived, rising on eight acres with having a seating capacity for 2,500. It will include a main dining room and function rooms with sliding doors so that patrons will see the floor show without leaving their seats. All function rooms will be on balconies overlooking the stage. Constructed without poles or pillars, the main floor will be terraced to eliminate obstruction and provide points of the stage from all points.

The club, which is scheduled to open in October, will have two cocktail lounges and parking for 1,000 cars. Blinstrub vows he will open with Wayne Newton, who began his success at that spot.

"The policy," said Blinstrub, now nearing his middle 70's, "will be the only thing that will not be new.

VIS Country Club, to Bo On W. Coast

LOS ANGELES — The VIS, a private membership club specializing in live music, has been scheduled to open March 26 in North Hollywood. There are a number of private clubs offering live music ranging the Los Angeles area, where the emphasis has been on rock 'n' roll. Jazz, Salsa, an attempt to produce a more sophisticated event, for a closed membership, failed last year after a short run. The newest club, membership is a subsidiary of Dick Clark Enterprizes.

Jack Nance will be its general manager, with two forms of membership: $50 and $150 and general membership at $2 annually. The club will be located at 13645 Ventura Boulevard.

Fillmore East Adds a Sunday Jazz Series

NEW YORK — A Sunday night jazz series is being added to the Fillmore East schedule beginning March 2. The concerts, which will carry the regular Fillmore East scale, will be co-produced by Bill Graham, who operates Fillmore East and Fillmore West, and George Wein, promoter of the Newport Jazz Festival.

Eight weeks of concerts have been scheduled with programs featuring a roll and roll running from 7 to 11 p.m. The March 2 bill will offer the Thelonious Monk Sextet, Clark Terry Big Band, Hank Crawford, Billy Taylor Trio, and the Newport All Stars with Barney Kessel, Red Norvo, Ruby Braff, George Wein, Don Lamond and Larry Radley.

Lined up for future concerts are the Count Basie Quartet, Bill Evans Trio with Jeremy Steig, Elvin Jones Trio, Chicago Jazz Messengers, Charles Lloyd's Big Band, Albert Ayler Quartet, Muddy Waters Blues Band, Roy Eldridge, and the Steve Marcus Quartet. Programs will feature young and established acts.

Dexter's Scrapbook

By DAVE DEXTER JR.

They rap about the old-time eccentrics of the music business and it's always the same guys — Joe Venuti, Charlie Barnet, Wingy Marone, Ed Condon and maybe the young Chicago trumpeter, Wild Bill Davison.

But colorful though they were in the Big Band era, there's a man right now who tops 'em all as a clown. He blows a little harmonica, plays guitar, writes books, sings, acts, composes contemporary pop music and moonlights, sporadically, as a male photographic model.

John Lennon makes headlines.

Latest Book

One of our English advisors suggests that Simon & Schuster will dare publish, with trepidation, Lennon's "The Lennon Play" this spring. It is hilarious. John and his dear, good companion, Yoko Ono, also are finishing a television special titled "Rape," which deals with what you think, but with the human brain and its myriad complexities.

In Miss Ono, the oldest and most bizarre exhibitions of new-wave ideas, she has found a devoted ally. Last December, in a monstrous red brick castle also known as Royal Albert Hall, she revealed only and for all how dedicated she is to Lennon's bag by climbing into a large white sack with him on the 96-year-old Royal Albert stage.

Texas Stripper

There, in what some of us here in the colonies might regard as a somewhat undisciplined if not bizarre exhibition, Ono and John wiggled and wiggled to the accompaniment of a solo flautist. For 25 minutes they wiggled out inside the bag, consternation and excitement and it's always the same guys

Nature Boy

When it comes to characters, as you know, the Lennon activities, few musicians down through the decades ever topped gentle, modest, even edgy, who like Judge Crater disappeared about 10 years ago after enjoying one of the last smash hits of the century with "Nature Boy."

He was so good but so unusual that he refused to sign his name with capital letters. He lived outdoors, eating fruits and nuts. Now he is back in the Hollywood whirligig, composing and playing piano, drums and the flute, and may be contacted at P.O. Box 302, Sunland, Cal. 91040.

Contact or Write:
FANTASTICK NEW MUSICAL
by Harvey Schmidt and Tom Jones

"...MERRY, TUNEFUL AND IMAGINATIVE!"
NEW YORKER

"INTIMATE AND BEGUILING...A TREAT!"
TIME

Stock It! Your Show Buyer's Will Want It!

Original Broadway Cast

Celebration
LEISURE TIME TIPS

by: Larry Finley

Jules Malamud of NAML proved once again to the writer of this column that he is "on the ball." In last week's column we stated that NAL would have a Hospitality Suite at NALP, open from three-o'clock at the Century Plaza Hotel in the PRESIDENTIAL SUITE. Jules received his billboard magazine Monday morning and immediately called to state that NAL, of course, was in the ROYAL SUITE, not in the Presidential Suite. The ROYAL SUITE is identical to the Presidential Suite and is located right across the hall, and for our readers who will be at NAL, NAL'S ROYAL SUITE is in the Penthouse Floor, Suite #1915.

This year's NALM Convention promises to be the biggest in the history of the NAL. The convention has almost one thousand expected to attend. Tapes will play a very prominent role in this convention and the writer again wants to remind those who will be there that NAL will introduce many of their new and improved innovations. Speaking of NAL, Jules and Mickey Malamud are to be highly commended on the manner in which they are handling all phases of the new products for this forthcoming NALM Convention.

The field of Latin music in stereo 8 cartridges, cassettes and open reel tapes is growing in leaps and bounds. NAL's new LATIN SHOWCASE series features nine outstanding cartridges, cassettes and tapes with the nation's top Latin stars. This entire series will be introduced at the NAL Convention and delivery of this LATIN SHOWCASE series will be made to NAL distributors starting March 1st.

NAL has made arrangements so that NAL SUPER STEREO 8 cartridges will be seen twice each week on "NEWYORK GAME" starting Saturday night, March 15th. This exposure to SUPER STEREO 8 will be seen on over one hundred and fifty stations comprising the full ABC color television network. The Nielsen rating for January 15th listed a 29% share of audience, which means that NAL SUPER STEREO 8 showed to have been seen in over eleven and one-half million homes. Arrangements for this were made through NAL's Hollywood agency, Breese, Smith and Associates, Inc.

Dealers in the United States, Hawaii and Puerto Rico can learn the names of their nearest NAL distributor by writing North American Leisure Corporation at 1776 Broadway, New York, N. Y. 10019. Include a self-addressed stamped envelope and receive a list of authorized dealers everywhere. The factory will also reflect at area code (212) 265-3340 or toll-free on our incoming WATS line (800) 221-7720.

Lowest Price 8's Dominate Show

UNITED STATES, HAWAII, PUERTO RICO, CANADA -- "An overall rating for stations comprising the NAL SUPER STEREO system shows this year's overwhelming popularity of 8-track tape for the home and Auto cassetttes," said Lloyd Smith, NAL's Western Division manager. "Today, more than ever, an auto cassette player with a list price of $79.95 was displayed by Goodway. This unit features an on-off switch to shut off the motor while a tuner is playing. The firm also showed a cartridge tuner that becomes a self-contained portable radio listing for $34.95. G7 Electronics, Inc., showed its series of cartridge tuners which included an FM unit, AM-FM model and a multiplex tuner."

Lear Jet Players

Two new players from Lear Jet were shown, including Model A-239, which features fast-forward and lists for $59.95. A tuner-adapted 8-track Roman unit shown by California Auto Radio also featured a motor stop switch and turns off the player motor when tuner is in use—and lists for $79.95. The firm also showed its KV-999 cassette stereo unit using the front-load Staa system complete with two speakers listing for $119.95. The firm, with one of the most attractive booths at the show, features "we say and sell" packaging for its units. Also new in the field, Gibbs, a Hammond Corp. division, showed two medium-priced 8-track units.

Tape CARtridge

PANASONIC'S 8-track cassette adapter is seen here surrounded by other new tape cartridges for citizens band communications. The three units at the edge of the photo are among a group of seven tuner packs which include short wave, long wave, marine band, AM, FM/FM, AM/FM and FM tuners.

Cassette Not Moving Yet, Say Exhibitors

BY RON SCHLACHTER

CHICAGO—Cassette has still not come of age in the auto stereo market, according to a sampling of exhibitors at last week's Automotive Merchandisers of America (AAMA) show in Chicago. Although a new auto cassette player was on display at the Clark exhibit, regional sales manager Lloyd Smith explained that the greatest amount of sales will continue with 4 and 8-track players.

"The mass installers have the 8 stock and this is what they're going to sell," Tenna told the writer.

Tenna also featured a new auto cassette unit, a fully automatic Staa system player. However, product manager Donald Slack took a further look toward the cassette and also into the future: "We really don't feel that cassette has gotten into the auto field. But as a manufacturer, we must be prepared. Music is one factor that keeps the market moving."

Motorola, which does not have an auto cassette unit, features two new 8-track players at the show. National sales manager Ed Lucasay said: "It's not time yet for cassette. But in another year, it may be a different story. What will change the situation is to see who's making the good music."

At LeBo Products Co., Inc., vice-president Leslie Dame said, "Cassette is not so hot at present. However, there has been a great change in the past year and in New York, it has changed 100 per cent—cassettes are starting to move. What cassette needs is to have more machines behind it."

AD Mounts Big Selling Drive

By HANK FOX

NEW YORK—With the Audio Devices-Capitol Industries merger almost a year old, Audio Devices is about to unveil extensive merchandising programs heavily geared to the consumer market. "We've been rather conservative in our first year with Capitol," said Herman Kornbrot, AD vice-president. "This time has given us the opportunity of learning more about Capitol's marketing philosophies as well as its internal operation." Kornbrot also said that in the past 11 months, both companies have had to coordinate their efforts. Audio Devices, a tape and tape CARtridge manufacturer, maintains a broad marketing network in the U.S. and Europe. Aside from supplying lubricated and non-lubricated tape, empty cartridges and cassette recorders, also as replacement and instructional tape duplicators, the company also sells packaged blank open reel and cassette tape in the consumer market.

As a test of its impending promotion to foreign, Audio Devices had launched a consumer advertising program in The New York Times during the past several months. This campaign continues (Continued on page 22)
Tender Loving Care.

Dubbings processes more than 50,000,000 feet of tape per week... and every foot is handled with the kind of care that results in a perfect product. The most modern automated duplicating, editing and loading equipment are only part of the story. Add to that precise quality control, and you know why Dubbings is today's leader in meeting the growing demands of the entertainment industry for compact cassettes, 8-track and reel-to-reel. Learn more about the unique facilities of Dubbings... write for a copy of our new facilities brochure.

Sound thinking... leads to Dubbings.
February release of Liberty/United Artists 8- and 4-track stereo tape cartridges and cassettes on SONIC SPECTRUM+

The best shape entertainment has ever been in.

Liberty Stereo Tape, 6920 Sunset Blvd., Hollywood, Calif. 90028
Auto Stereo Blossoms at AAMA Show

BUSY ATMOSPHERE of the Automotive Accessories Manufacturers of America (AAMA) show is illustrated in this photo of the Tape Distributors of America booth.

GOODWAY, INC. radio/cartridge tuner is demonstrated by Bob Goldsmith (left) and John Masi.

ANDY RAFTUS shows William Curtis and Larry Ull new Quixonic speakers.

LE-BI PRODUCTS' Herbert Hartman (right) watches Stereo City's Herb Levin and Jim Henley (center) write order.

GIBBS' advertising manager Howard Sayre shows wares to buyers at the first-time exhibitors booth.

NORELCO'S new auto cassette unit is inspected by Arnold Dunn and model Starr Knight.

CRAIG'S Lloyd Smith (left), model Diana Allegretti, Glen Schrader and Charles Schefter enjoy a joke.

BELLE WOOD'S Vincent Vecchione (left), Kenneth Dugan and George Einstoss with new slide-out cassette unit.

LARGE GROUP crowd into the Audio/Stereo (Muntz) booth.

LEAR JET'S Larry Yanitz, Ron Capizzi and Mike Gadigian with model Barbara Rucker and Billboard's Dick Wilson.

AUTOMATIC RADIO president Ed Housman (left) with Jim Murphy and Joseph Spinale at the firm's huge exhibit.

AIWA'S new display unit is checked out by Ken Jacobson (right) and two buyers.
Monarch to Open Plant

LOS ANGELES—Monarch Tape Duplicating plans to take advantage of the upcoming NARM convention by opening its new cartridge factory in time to have demonstrations tour the facilities.

The factory is owned by Jubilee Enterprises, which runs city's main independent record Cap. Selling Ad Product

LOS ANGELES — Capitol has begun selling raw cassette tape from Audio Devices under the Capitol brand name. The cassette is the first item in a line of Audio Devices products which Capitol hopes to begin selling. Audio Devices is the tape manufacturing arm of Capitol Industries, the parent firm of Capitol and AD.

Capitol's new involvement with AD will replace the special products division's ties with Green Tree Electronics, which had supplied Capitol with nine varieties of raw reel-to-reel tape.

Tape to Get EIA Play

NEW YORK—More than one-third of all exhibitors at this year's Consumer Electronics Show will feature tape CARtridge product.

According to a breakdown of the list of 160 exhibitors, at least 63 companies will be featuring tape cartridge hardware or software and more are expected to enter the booming market. The third annual show will run June 22-26.

Occupying the same exhibit space as last year, the event will be held at the New York Hilton, Americana and Warwick hotels. According to Jack Waymon, vice-president of the Electronic Industries Association's consumer products division, all exhibit space has been sold out.

NAL's City Mrgr. Plan

NEW YORK—North American Tape Corp. (NAL), in up- Former director of special sales Larry Sikora to national sales manager, has set in motion a plan to establish a broadened sales force with heavy concentration in key markets.

While NAL had several regional managers covering areas such as the Midwest, Southeast, etc., Sikora will weave a tightly spun network of city managers, each with his own staff.

First localities in NAL's plans are Chicago, Cleveland, Los Angeles, Atlanta and New York. Each manager will employ a staff who will take periodic inventory of its local distributors and larger dealers. The staff members will, in turn, give a copy of each dealer's inventory to his distributor.

Low Price 8's Lead Show

* Continued from page 18

Billed as the "Untouchables," the units will make use of the automobile horn.

Tenna Units

Tenna's new units include a fully automatic cassette car stereo system with speakers, suggested list price $99.95; a compact 8-track tape player with speakers, suggested list $35.95; 8-track FM stereo tape player with speakers, suggested list $129.95, and Starline 8 with illuminated knobs and speakers, $69.95.

Two other new items from Tenna are Verbalite and Psychelete. Verbalite is a new car stereo. Psychelete is a new small format plus psychedelic light, while Psychelete is strictly a light unit for the rear seat. The suggested list prices for the two units are $39.95 and $29.95, respectively.

One of Motorola's new 2-way units is Model TM7138, which includes a built-in FM stereo converter. Its suggested list is $119.95.

Craig's products for the auto stereo market include a line of tape cartridge and cassette "flip open" tape carriers. The two styles for 4 and 8-track have a suggested list of $7.95 and $5.95, while the cassette carriers are priced at $5.95 and $4.95.

According to Le-Bo Vice-President Leslie Dame, "Customers are looking for cases that will hold more." In early March, Le-Bo is planning to introduce a case that will hold 30 cassettes. The firm is presently featuring compact carrying cases that hold 12 cassettes. The suggested list prices are $3.79 and $2.79.

At Recoton, sales manager Peter Wish said, "Nobody has a place to put cassettes and cartridges, so this is the problem our new case, ST75, is trying to solve. The model, which is priced at $11.95, holds 24 cartridges and is available in four colors.

Spartan Products, Inc., showed its loud restraint stereo system available in seven standard colors.

Quinoxic showed a series of speakers including two tack-ons and two door units, one of which has a frequency range of 40 to 18,000 cycles. Belair's new line of players was also shown at the booth.

Make a Four-Tune

When you fly on the wings of song, have the correct wingspan. Pop is a 12-minute market, so we designed an EP cassette to match. It's far simpler than the standard cassette. Only three parts inside, loads without threading, snaps or welds shut. And you can fly now with quantity deliveries.
BETTYE SWANN

DON'T TOUCH ME 2382

Breakout single in Atlanta (#16-WQXI)
35,000 sold there in 5 days

Gavin "Record-to-Watch"
No. 2 in Spartanburg, S.C. (WORD)

On release March 3—Bettye Swann's new album "THE SOUL VIEW NOW" includes this smash hit! (ST 190)

Capitol Records
Produced by Wayne Shuler
SOUL SAUCE: Europe, that booming soul stopover just across the Atlantic River, is bidding for a share in the soul explosion by bringing r&b artists to England and the U. S. Britain’s hottest soul artist—three records on the charts—is RCA’s Nina Simone. Miss Simone returns to Europe for a series of two-hour concerts beginning in Dublin on Feb. 12. She may return to Britain after a spin through France, Austria, Germany, Switzerland, Sweden and Denmark for a possible Royal Albert Hall concert. Wilson Pickett is now in Britain to star on BBC-TV’s “Top of the Pops” show, but will not appear in person for British fans because his own musicians were not permitted to accompany him and Pickett refused to work with British musicians. His European tour continues with appearances to Stockholm, Paris and Lyons, France. Martha Reeves and the Vandellas are expected soon in England with an eight-day British tour. Martha Reeves and the Vandellas opens at the Royal Albert Hall on April 11. Miss Simone and Martha Reeves and the Vandellas will return to Britain in May for a second tour of English groups Fleetwood Mac.

FILETS OF SOUL: Stax Records this month is toasting Staple Singers, the gospel-turned-soul group, whose VeeJay recording of “Cloudy Day” established the singing family as favorites since 1962. Their latest Stax single is “Got to Be Some Changes Made” b-w “The Ghetto.” . . . Don Davis, producer of Who’s Makin’ Love,” by Johnnie Taylor and Carla Thomas’ latest, has signed Darnell Wright of Minit Records reads SOUL SAUCE. Do you?

Soul Sauce

**BEST NEW RECORD OF THE WEEK:**

**"ONLY THE STRONG SURVIVE"**

**JERRY BUTLER**

(Mercury)

By ED OCHS

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Soul Sauce
The Beach Boys: I Can Hear Music

The hit single from the hit album THE BEACH BOYS 20/20

Make sure your Capitol man has stocked it to you to cover The Beach Boys appearance on NBC's Kraft Music Hall February 19, when they'll sing their newest in a long line of hits, I Can Hear Music (#2432). Produced by Karl Engemann.
Madelon Baker Into R&B Output; Limits Audio Arts

LOS ANGELES — Madelon Baker, owner of 52 Jim Webb copyrights, is going into rhythm and blues record production while de-emphasizing her Audio Arts label.

Mrs. Baker's Ja-Ma Music, an ASCAP firm, is the repository for 52 of Jim Webb's first efforts written two years ago. These songs are administered by Webb's Canopy Productions. Included in these songs is "Gallows," Glen Campbell's theme. These songs are now available to other labels.

Since Canopy administers these, Mrs. Baker is free for other music activities, notably developing r & b acts for Tetragonammon Records. She has placed the Incredibles, producers of "Tetra," on the label. Mrs. Baker feels it will be its second Tetra LP.

Madelon Music is a holding company for both blues and gospel music. Mrs. Baker operates Audio Gospel which records Cassietta George, Harold Bowles, Betty Perkins, the Gospel Sounds, the Shouting Stars and the Inspirational Soul. The group has two new labels, Baker and Webb.

Mrs. Baker got involved in r & b and gospel music through her husband's Hollywood recording studio, which is now Bob Ross' Harmony Recorders. The Incredibles disks are produced through Audio Arts Productions, a company which will record 17-year-old singer-drummer Howard Hunteberry.

The Baker and her husband, Jack, signed Webb as a writer-singer to Audio Arts Productions after meeting him in their Audio Arts Studio. For one year, she says, Webb lived in their home and wrote songs.

"Didn't We," a song made popular by Richard Harris, was first cut by Jimmy Darren on Warner Bros. but it never got off the ground. Mrs. Baker eventually sold Webb's contract to Johnny Rivers. She now feels the move provided the young composer with a good opportunity for advancement.

Gloria Toote, right, owner of Town Sound Recording Studios in Englewood, N. J., is greeted by CBS-TV personality Joan Murray and WBZ deejay Eddie O'Callery at a recent party in her honor hosted by Ballantine Scotch.
THIS IS HOWLIN' WOLF'S NEW ALBUM

HE DOESN'T LIKE IT.

BUT WE DO.
Rosenfeld—the Golden Touch

By CLAUDE HALL

NEW YORK—Ron Rosenfeld, like the commercial, must be doing something right. A service vice-president at McCann-Erickson, he handles accounts such as RCA and Chesapeake-Ponds and Lever Brothers and others. The recent RCA television commercials debuted on TV during the Super Bowl football game, part of a continuing series with director Marty Reingold, head of Canyon-Sinclair Films and with composer Luci, art director for JWT, and, instead of sticking with the tried and true, Rosenfeld went for a whole new look. RCA Music is not only its 8-track recording procedures, but the music itself. He wanted music for the commercials that “felt like something happening today.”

And it’s playing its own ideas from records. When he was a creative director at Doyle, Dane, Bernbach, for example, he studied a series of folk albums. He liked the music in the Reingold Beer commercial “We must be doing something right.”

The days of the jingles are over, believes Rosenfeld. “We’re now using the best sources for music. In many cases, advertisers are using better music than the movie industry. After all, we have the resources and time to do it in 60 seconds, you have to be much sharper.”

“On the Reingold commercials, the music in the commercial. He has learned from his experience. Instead of using the usual rock ’n roll stars on commercials done through the Sony-Legh Dynasty. These, too, Rosenfeld said, were done largely through studying records and would he take a record to Leigh and tell him that he wanted this or that style and Leigh would line up the artist for the spot.

In the advertising field, Rosenfeld has developed a reputation already as a man with a golden touch. The RCA television commercials, already in six variations, are currently being seen on both network and local TV.

Library Holds Budget Answer

Few producers of television commercials today are experiencing the financial and ethical problem of trying to stretch a $100,000 budget and excite an original music score tailored to their story lines. Violins are humming and rehummed long before a script has been written. Some spots contain one or more of the top, or even one-and-only original score. But what happens when he can’t afford the top composer? Is he more and more today due to rising cost of production? Does the producer have to forego all music? Not really. Because he doesn’t really have to.

Recorded music is one answer and the growing number of producers are enjoying boom as a result. Besides the financial end, it appears there’s a saving of time, too. Usually, it takes a few hours at the most for the producer or his musical assistant to find the right “piece” that’s in a typical library. From there on in he’s riding free. The music is cut into the soundtrack of the commercial and dubbed into the completed film. It’s a happy situation if the music that the selected music is deemed not right, a substitution can be made at the last minute, with most libraries. Maybe there’s a production that will be shaped during the production.

And when the final approval by all concerned is reached, there’s no need for a new and exorbitant perpetual license to use the music in the commercial.

Oftentimes the total budget for the recorded music is a fraction of the cost of a custom score. And it isn’t only commercials in which producers are using recorded music. They are used in documentaries, programs, educational films, industrial films. Some producers even prefer recorded music because of the many problems it bypasses. One of these is the matter of communication . . .

Commecials

Ad Agencies Get Into Music Act

By BRUCE WEBER

LOS ANGELES—Production companies are losing their autonomy in selecting musical music for commercials, said Marty Gold, production head for Films of California.

Because music composed for commercials today is more lasting affect, advertising agencies, either de novo or due to contract differences to music, are becoming increasingly aware of its importance.

"Advertising agencies now want to select the composer, the style of music and the artist (or group) who will perform the music," said Gold. "Several years ago the advertising agencies left the music selection to the production companies. ‘Up, Up and Away’ changed all that.

When original music is not used, he said, the production company selects stock music for the commercial although it is produced and published by a third party. The framework outlined by the sponsor and advertising agency.

The cost factor usually dictates how much money is spent on music. Some agencies have to use original or stock music, said Gold.“ normally expensive and usually expensive. In some cases, music is $100 per second for one second of music. Commercial stock music for radio runs about $10 per second. For an hour of music from $4,500 to $5,000 for a composer on an original score, with composers ranging from $5,000 and Joe Sherman doing several scores for $5,000. (Continued on page 36)

Library Holds Budget Answer

By EVERETT ASCHER executive vice-president

Emil Ascher Inc.

In you choose the source of music, you must know what’s right. The overall choice of music must be there initially. The library music must be well organized so a producer can zero in on the exact type of music he wants. There must be a quality of orchestral sizes, from the very large down to the smallest, and in all musical styles from classical to the latest electronic sound. Only by working with a library which meets these requirements can a producer be confident that he’ll find what he needs.

When all these ingredients are added together, the producer suddenly finds himself in a new and often frightening economy of time and money.

Sure there’s nothing like an original score when it’s right, and when you have the budget. But when you don’t have the budget, it’s a fact that visitors to recorded libraries are increasing the sharing of these libraries when they come to lower budgeted television commercials that require music.

Ad Notes

By CLAUDE HALL retail/TV Editor

Kip Currie flew in from Maine to report spots for Sunshine Biscuits for Cunningham and Walsh. . . . Sterling Yates reported a series of voiceovers for Saniflush and Cunningham and Walsh. . . . Bill McDonald did the voiceover for Volkswagen and Doyle Bernbach. How, do you handle that? All are represented by Voight & Fields, talent firm.

Market-GO, Inc., promotion wing of the teen magazine GO, has teamed up with Hampeath Heath Productions, a music production and management firm. Hampeath, headed by Jay Center and Edie Remm, handles such groups as the Groff, Pacifico, Bennett, and salmon. Celanese Fibers will sponsor an hour, through Grey Advertising, of a musical-variety special April 28 on NBC-TV, "The Spring Thing," featuring Noel Harrison and Bobby Gentry. Terry Ellis has flown to England for Decca. He will report on this trip and a trip to Europe before March 1.

With all the changes that have occurred in the music world, there is one constant factor that will always be true: music is the heartbeat of advertising.

Toni FICALORA, at camera, works on an ice cream commercial soon to hit the air. From left: sportswriter George Maranola (back to camera), cameraman Jerry Jones, model Dori Ellis, Ficalaria, Adele Inc, producer Matt Hart, and creative director Harry Bressler of Bauer, Tripp, Bressler and Eicrsi Inc.

Ficalora Lights Way For Brighton Cigarette

Toni Ficalaria is not the only woman in the test-market stage in Texas, using television commercials made by Toni Ficalaria Inc. Commercials for the new "Gentle Strength" commercials about a new Yardley’s nail hardener. This was done for Benton & Bowles; Jackie Greenwood was in charge of the ad copy. For the Yardley project, Toni Ficalaria studied three pieces of music from the music library of Correll-Jacobson; one of these was the approval of the agency and it was inserted on the film. As of last week, music had not been decided for a new nicotine replacement commercial produced for the SSC & B agency. Vice-president Rod Ad- front worked on this project with Ficalaria.

Both Sal and Toni are photog- naphers. They had a successful rights business. About a year ago they decided to enter TV. Sal acts as business manager and producer. Toni usually does most of the creative photography. Toni Ficalaria is noted in the field for his closeup work with product. Normally, the agency handles the music aspects for a commercial, but they often consult the Ficaloras about the type of music they feel they should go with the commercial.

A Welch’s tomato juice commercial that was being rough-cut a week ago, will feature waltz music. The song is one that was once a popular one and wanted 16 musicians on the tracks. Composer was Buddy Weed, with the musical involvement of the Peter Dean Enter- prises.

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AES LIKE OLD TIMES

MOST FAMOUS ORIGINAL RADIO THEMES

STEREO ELECTRONICALLY RE-CHANNELLED TO SIMULATE STEREO
Radio- TV programming

Seattle Area Stations Revamp 'En Masse' to Other Formats

By VICTOR STREDICK

But we also believe we will attract Seattle youth, adult nightclub, the Tally, featuring three local progressive rock bands: the Fables, the Tally and the Popcorn.

Station manager Dick Curtis called the change an exorcism into "true form" radio. He said music in KOL-FM will be tailored with 90 per cent progressive rock and folk music from local bands, with occasional jazz and blues.

The FM separates at 6 p.m., before RobinSherwood begins his... "It was... "Fun.""

WEIR Shifts to Hot 100

WIFIL's Teamwork Pays Off in Ratings

PHILADELPHIA — WIFIL, which is sitting on top in ratings, has the entire deck off constantly to do even... and the key tool to self-development is brainstorm ses.

WEIR, billing itself as the "Fun-one" under new general manager Bill Greaver, who was former WINE in this. Editorialize:... some of the promotion ideas might be the air this summer. But one of the main reasons... the ball sessions is to keep a feeling of team spirit flow-

WEIR Shifts to Hot 100 Under Wellington's Move

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KDCA-TV in Shift on Show

WASHINGTON — KDCA- TV, channel 20, is changing the format of its broadcast telephone television show to feature ex-

KFJ TO ROLL OUT 48-HR. 'ROCKUMENTARY' FEB. 21

LOS ANGELES — KFJ will unveil a 48-hour "rockumentary" Friday. Stars of former station program "The Morning Show," who produced the program that traces the history of rock 'n' roll from its beginning... the now Our Unconnected format... .

AIR PERSONALITY Eddy Arnold, right, of KTCO Strait Beach, Gan, congratulates Johnny Mathis at the conclusion of his opening night SRO concert at Melodyland Theater in Los Angeles.

WRIZ Launches Country Format

MIAMI — WRIZ, once a good music stronghold here, has switched to country music in anticipation of moving over to WAME to set up country music program for Herb Dolgoff, general man-

KPCN in Double Switch

DALLAS—KPCN, a former country music giant in this area, has changed its call letters to KKDA and is featuring easy listen-

'Faust' Opens San Antonio

SAN ANTONIO—The 25th anniversary of San Antonio Symphony's Grand Opers Fami-

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FEBRUARY 22, 1969, BILLBOARD 33
Programming Aids

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

Radio-TV programming

**Vox Box**

By CLAude HALL

Radio-TV Editor

---

Don't ask me what I do when I'm not thinking, but I'm sure it's important.

---

**Other picks**

**HOT 100**

Sebastian Tripp, Manager, KFEI, St. Paul, Minn.


**Tender Shepherd**, Les Lieber, Melody. [BP: "Baby, Don't Be Cruel," Pat Boone, RCA.]

**Just Hold My Hand,** Andy & June, Capitol. [BLFP: "But I Never Loved You Anyway," Pat Boone, RCA.]

**Let's Do It,** Andy & June, Capitol. [BP: "I'm Gonna Get You," Sammy Davis, Decca.]

**OOO,** 70s Giants, United Artists. [BP: "Who's Making Love," Young, Mercury.]"
"JUST BLOW IN HIS EAR"

DAVID WILKINS

Produced By:
Shelby S. Singleton, Jr.

Written By:
Bill Way
and
John Reynolds

Published By:
Moss Rose
Publications, Inc.
(BMI)


**Radio-TV MART**

This column is published for people interested in the field of radio and television. Updates will be posted on the website and can be accessed at [Radio-TV Mart](https://www.radiotvmart.com). If you have any questions or comments, please feel free to contact us.

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**POSITIONS OPEN**


*Progressive Buck 1 (Starrs Markets)*—Is looking for a contemporary music format engineer. All interested parties should contact Tom Clinton, 310-283-5150, or Whitby, New York.

*KJXO, 1,900 watt station, in St. Louis, Missouri, is looking for a full-time program director. Contact Program Director Greg Gove, 213-283-5150.

*NGA, 50,000 watt Top 40 station in Newark, N.J., is looking for a Program Director in charge of the format and station image.*

**POSITIONS WANTED**

Available immediately. Top-notch "top 40" FM programmer 15 years experience. Strong background in new music and production. Seeking a challenging opportunity in a Top 5 market. Contact [Bill Newman](mailto:bill@example.com) or 212-283-5150.

Continued from page 34

WING, Dayton, debuts Steve Kirk and Johnny Walker as a new team. While shooting Stevie Kaye are members, too. WING is part of a new group of stations that will be on the air this month. Jerry Dennington, who has been with the station for almost two years, is now the manager. Jerry Dennington, who has been with the station for almost two years, is now the manager.

**VOX MUSIC**

LeRoy Van Dyke was the headliner at the San Antonio Livestock Show on January 19th.

**Nashville Scene**

**BY BILL WILLIAMS**

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The country singer is playing the Casino Room of the Hotel Sahara in Las Vegas, the first concert of the year. Van Dyke is expected to make a huge impact on the country music scene.

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Charlie Brown has returned to his former position as program director. Charlie Brown has been with the station for over five years.

Top notch—talented, and program director long enough to be a top 46 market station's signature sound. Charlie Brown has been with the station for more than five years.

Professional Program Manager, (904) 322-5338, CCR, 2440 Bayam St., Alexandria, VA 22302.

Professional Program Manager, WNYE, 110 W. 110th St., New York, N.Y. 10025.

Professional Program Manager, WRAP, 110 W. 110th St., New York, N.Y. 10025.

Professional Program Manager, WNYE, 110 W. 110th St., New York, N.Y. 10025.

Radio-TV MART

288-2835.

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Professional Program Manager, WRAP, 110 W. 110th St., New York, N.Y. 10025.

Professional Program Manager, WNYE, 110 W. 110th St., New York, N.Y. 10025.
LOS CHIJUAS!
on their way to a Smash Hit "Changing the Colors of Life" and "Dream Slave"

EXCLUSIVELY ON
RECRODS.

THEY JUST KEEP ON ROLLING FOR $$$

Main Office MUSICAL RECORDS COMPANY
780 W. 27th Street, Hialeah, Florida 33011 P.O. Box 75
Branch Offices
New York - Los Angeles - San Juan, P.R. - San Antonio, Texas.
NASHVILLE — Whether the term "Opry" is part of the registered name "Grand Ole Opry" or just a general definition of country music is a question now in the hands of the federal court here.

WSM, Inc., in its lawsuit against Opry Records, contends that "Opry" is an abbreviated form of "Grand Ole Opry," a name registered as a copyright, and refers only to the 43-year-old program originating each week from WSM.

The defendants in the suit, Jay Rainwater and Donald Bailey, contend that any country music is opry music and that "opry" is merely a hill-country corruption.

Far-Reaching Effect

The outcome of the lawsuit could have far-reaching effects on many facets of the music industry. In the past, WSM has successfully filed lawsuits to keep the name "Grand Ole Opry" from being used by any other than those who were qualified members of the radio cast.

It has also warned, without the need of lawsuits, organizations which have billed non-opry talent as "Grand Ole Opry," or used the "opry" in a title.

Wendal Jackson, Bristol, Tenn., attorney, said the term "opry" means any form of country music. He said, for example, that Bluegrass was just a "form of opry music."

WSM attorneys James Tuck and Walter Robinson said no.

The name, they contend, comes from four generations of association, from the copyright, and from the fact that no one specific kind of music is heard on the "Grand Ole Opry." Witnesses for the plaintiff corroborated.

Irving Waugh, president of WSM Inc., said that "as long as I can remember, the WSM family as well as the general public has referred to us as The Opry."

The "Grand Ole Opry" was originated in the fall of 1925 as the WSM "Barn Dance," and less than one year later was called by its current name. More than 25 years ago WSM registered the name, and it still has a powerful connotation.

More than 50 leading country music artists give up a given number of Saturday night bookings each year to return here to appear on the "Opry," which plays to 250,000 live each year and an estimated 7 to 10 million on radio each week. Although their compensation for this is less than they would receive on the road, they are guaranteed security, more time at home with their families, and the use of the "Opry" name which often means more in the way of payment for a booking.

Failure to appear the specified number of times during a year means loss of the use of the "opry" name. This has been the point of litigation in the past, artists whose association with the show had terminated and who still used the name, and artists who had never been regular members of the cast and used the name.

Rainwater, former stepfather of Brenda Lee, said that he had been active in the field of what he called "opry music" for 15 years and had promoted top name stars. He said he used the name Opry Records for his label because it portrays the type of music I am producer of and reflects my environment for 15 years. Rainwater has never been a member of the "Grand Ole Opry."

ANOTHER GATHERING of the Nashville chapter representatives was at the past president press party held at Man's in Nashville where the past presidents of the NARAS Nashville chapter presented bronze medallions by Chet Atkins, a charter member of the Nashville chapter. Those presented the medallions were: (right to left) Harold Bradley, Eddy Arnold, Bill Denny and Buddy Killen.
GOING!  
GOING!  
GONE!  

'The Things that Matter'
ROYAL AMERICAN RA-280
VanTrevor

"The Things that Matter"
Written by: DONNIE SUMNER
SUMAR MUSIC, INC.
912 17th Ave., South
Nashville, Tenn.
Dist.: BUDDAH RECORDS
New York

"The Things that Matter"

40

FEBRUARY 22, 1969, BILLBOARD
Who's gonna mow your grass?

Buck Owens' fresh cut single

Produced by Ken Nelson

ST 131 • BUCK OWENS • I'VE GOT YOU ON MY MIND AGAIN.
SKAO 145 • THE BEST OF BUCK OWENS—VOL. 3 • BOTH COUNTRY COLLECTORS' MUSTS.
Now going its own way as a single (2384).

From the album of the same name by
JOHNNY & JONIE MOSBY

JUST HOLD MY HAND

Touching songs of love by
Johnny & Jonie Mosby—the lovebirds who
also gave you:

Johnny & Jonie Mosby
Just Hold My Hand

Produced by Ker Nelson
Booking: Steve Stebbins, Americana Corp.
P.O. Box 47, Woodland Hills, Calif.,(213) 347-2976

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<td>Best of the Country Duets</td>
<td>Columbia LSP 4098 (S)</td>
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FEBRUARY 22, 1969, BILLBOARD
TOPEKA, Kan.—The growing popularity of R&B has allowed Dave Garretson here to concentrate on fewer selections and program more records each week. In the majority of his pop locations he uses 70 per cent R&B, he is changing four records each week and is steadily switching to two-for-a-quarter play pricing. Creator/owner of Dave's Vendor Service, said 'It's hard to tell music categories apart. They're all more-or-less mixing together. R&B and pop are about the same kind of music (Continued on page 45)

SCCOA Sets Mar. Meeting

COLUMBIA, S.C.—The annual meeting of the South Carolina Coin Operators Association, Inc. (SCCOA), is scheduled to take place here March 22 and 23 at the Wade Hampton Hotel. The admission for the convention is as follows: Saturday and Sunday, $25 a couple—$15 stag; Saturday only, $15 a couple—$10 stag. (Continued on page 45)

Tell NEB Club Jukeboxes Use $52 Mil. 45's

OMAHA—Nearly 100 business and professional men here last week heard Music Operators of America (MOA) president Howard Ellis talk about jukebox programming and retailing. Ellis, now in his third year as MOA president (Continued on page 46)

Teen Clothing Section Fertile Jukebox Outlet

OMAHA — Thousands of teen-age clothing sections in department stores are using the U.S. representative's fertile new locations for jukeboxes. This is the view of Howard Ellis, who has looked into three such locations and will soon be in two more departments. In addition to the guaranteed revenue each month, such locations offer excellent promotion and public relations possibilities. Ellis, president, Music Operators (Continued on page 44)

NVA Preparers for Trade Show in Fla.

CHICAGO—Vendors, the National Vendors Association's (NVA) 19th annual convention, will be held April 17-20 at the Hollywood Beach Hotel, Hollywood, Fla. The convention will no doubt be an important showcase for 25-cent capsule merchandise and machines. Quarter capsule vending, now an important segment of the business, will be reflected in such new units as a balloon vender, developed by Wilfrid Division, Paramount Textile Machinery Co. Other machines to vend outer merchandise are expected from such firms as Northwestern, Oak Manufacturing, Victor Vending Corp., Intec County Industries and Harby (Continued on page 46)

ICMIA Near School Quota

S P R I N G F I E L D, Ill.—The Illinois Coin Machine Operators Association (ICMIA) is currently processing five applications for mechanic training scholarships to the Denver Coin School. According to executive director Fred Gain, the association should fill its quota of 10 applicants. January marked the beginning of the biennial meeting of the legislature here and the ICMIA is keeping an eye on bills being introduced. Operators have mailed a list of the members of both the senate and house judiciary committees. The ICMOA's annual meeting is scheduled for July 11-13 at the Sheraton Inn in Springfield. Meanwhile, a southern region meeting will be held sometime in March or April in the St. Louis area.

New Equipment

Cointronics—Ball/Walk Game

This new non-electric game from Cointronics, Inc., called ball/Walk gives players a score from zero to 500 depending upon how far uphill they can maneuver a ball on two rods that extend out from the unit. The game measures 8 inches high, 24 inches long and 14 inches wide, without its optional pedestal base, and operates on either nickel or dime play.

February 22, 1969, Billboard

COIN OPERATED equipment is an integral part of the bowling boom in Japan, according to Sega president David Rosen. Nearly every one of the country's 672 lanes have coin-operated equipment arcades on the premises, including this 262 lane alley located in the seven-story Toys Wood Lane in Tokyo. Selector lanes accommodate 10 coin machines: larger ones use up to 30 or 40 pieces.
They asked our advice when departments were servicing the jukebox and programming it. "All three managers of the departments are very pleased. They asked our advice when we made the installation and we suggested the jukeboxes be positioned near the check-out area because kids would want change.

Ellis said operators who move into this location field should approach the managers of the teen clothing sections—both girls' and boys' clothing sections. "Tell the manager first," he said. He suggested a rental plan rather than a commission arrangement.

The installations here are 160-selection jukeboxes. Top teen product is used for 100 selections and the best of teen standards fills out the title strip panel.

Mac Ellis, a brother, said he often changes 10 records at a time, usually averaging three to five records per week. Typical of the fare were such titles as "Fairport City," Monkees; "I'm Living in Shame," Diana Ross and the Supremes; "Good Lovin' Ain't Easy to Come By," Marvin Gaye and Tammi Terrell; "Dizz-zy," Tommy Roe; "Too Weak to Fight," Clarence Carter, and "Glad She's a Woman," Bobby Goldsboro.

The jukeboxes are priced at three plays for a quarter or 10 cents per selection.

Ellis said department store managers like the idea of a jukebox "because it creates the right atmosphere for teen-agers and gives stores something different. This promotes our jukeboxes around other parts of the city and is excellent public relations."

'Round the globe—important operators everywhere (music, game, vending) are watching for Billboard's 7th annual Coin Machine World Directory . . . coming May 10th.

"Out of this world" Animation in Bally COSMOS

Ball orbits Earth and scores go into orbit

Ball shot into Blast-Off area of playfield, when Planets are lit, it appears to take off into high-cabinet, while Comets spiral in black-glow, appear to travel in a star-powered touchdown, starting Illusion of 3-dimensional ball action with the most realistic players deliver astronomical scoring results, consistent precision, repeat play and top earnings.

Single Orbit Scores 990*

Depending on number of Planets lit, one orbit of the ball can start up to 75% of the score gutter. And each ball can exploit the fascinating points performance again and again.

Each Orbit Advances Bonus Computer

Separate Fuel-Pod Bonus Computer for each player steps one point each time player scores ball into inside. Bonus points ranging from 1 to 5 are added instantly to player's total per game.

Double E-Z Free Ball Gate

Double portals to Gate and double Gate-Key Button double chance to collect free balls, double or triple normal repeat play appeal and profit power.

FLIPPER-ZIPPER

Original Bally Uplift Flippers, plus 30 ways to keep scores climbing to higher altitudes, assure "out of this world" earnings. Get your share. Get COSMOS.

See your distributor or write BALLY MANUFACTURING CORPORATION • 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.

What's Playing?

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

Peoria, Ill., Location: C&W-Restaurant

BILL RUSH, programmer. Lee Montooth took over the programming profile.

"Coin/Cidentally"

National Tavern Month Idea Can Benefit Operators, Too


can benefit operators if they cooperate in the National Tavern Month idea throughout the country.

'Coin/Cidentally' National Tavern Month Idea Can Benefit Operators, Too

Month? Here are a few suggestions:

(1) Keep co-operation local, after the example set by the current Music Operators of America public relations effort. Nation-wide co-operation might evolve in the future, but such large doings are impractical at the beginning.

(2) Mount special Tavern-Month publicity placards on your trucks and machines during the promotion.

(3) Make special programming available to your tavern accounts during the month. (For example one location might want a bunch of long-play records; another place might want an extra supply of drinking songs; still another might want to have a Glenn Campbell festival.)

(4) Co-operate with key accounts in local newspaper and radio advertising, making certain that all ad mentions jukeboxes and games among the tavern fun features.

Establishment of promotion liaison at local level during National Tavern Month could evolve into a year-round publicity team relationship. And on that foundation a broader, national co-operative effort can eventually be built.

FAMA Readies For Legislature

TALLAHASSEE, Fla.—With the State legislature scheduled to convene the first week in April, members of the Florida Amusement and Music Association (FAMA) have been urged to notify executive director Julius Sturm of any personal contacts they may have with legislators.

In addition all members have been mailed a copy of the State's new sales tax rule, 318-1.44, relating to coin operating machines.

Sturm and Fletcher Blaslock recently conducted a week-long West Florida member drive. The pair personally contacted every operator in the panhandle of the State.

Meanwhile, Sturm reports that Florida operators have shown no enthusiasm for pool tournaments. Although many operators expressed some interest in a tournament, the deadline for signing up expired with only nine locations definitely committed.

The idea has been dropped and entries and fees are being returned to the operators concerned.
now, but both categories differ a little from c-w. Every music fan who follows R&B and Rockabilly should consider the album. It's worth $10.00 per copy.

In the majority of our pop spots we use 70 per cent c-w, along with a lot of rockabilly, which combines the two. As a result, we don't have to buy a larger variety of records.

I'll change four records a week on a location. I do this every Monday, then call the locations on Tuesday, between 1:00 and 4:00, and order the records. We usually order 25 a Top 10 list to every location, but don't get it right, too many. We'll have to put our money in it.

Garretson follows Billboard closely in working out his music schedule. In the introduction of his weekly column he says: "I have a Top 10 list to him every week. He rates this as a "real" list, as many are only 20 songs long.

He listens to the radio while on the road. His three trucks and personal automobile are all equipped with radios. Another music guide comes from his two teen-age children.

"I don't take records home to listen to, but we always play the new selections when we put them on the machines and count the money. There usually are a couple of waitresses that help take care of the machines when we change records. If a record is moving fast on KEWI (Topke radio station in Portland) or any of the others, they put on the waitress. We call attention to the new records by placing colored plastic covers over the new titles," Garretson said.

He maintains a library of 100 old standards. His regular li- brary consists of 400-500 records.

He listed the following older records as getting good play: "Barnet Polka, "Coconut Grow." "In the Mood" and "Stardust." They're played chiefly in private clubs where patrons can dance.

"We do our darkest to fill requests because it just makes our ears ring buying that much easier," he said.

"Our one-stop calls once a week. It's great. They play records right over the phone. The chart is a list and puts any record I want to hear. If it's a new release, he plays it. He has played for records as long as 45 minutes at a stretch. He recommends certain records. We know in advance when he'll call and we have a list ready for him to play.

I have received some literature from Radioactive about Little Lps. He changes Little Lp's once a week. He has tried two for a quarter pricing in private clubs. He described them as "real" goods. He's about to try it in local saloons. I've explained to them that the price is in the way the new dollar bill machines come out.

SCCOA Sets
Mar. Meeting

- Continued from page 43

All Machines Ready for Location

Seabury A 1100, $345.00

Seabury B 1100, $415.00

Seabury B 1200, $345.00

Seabury B 1210, $345.00

Seabury D 1100, $295.00

Seabury D 1200, $265.00

Seabury E 2 Orbit, $25.00

Cable: LEWIO

Call, Write or Cable

Jun 11, 1969, BILLBOARD
**Bulk Vending News**

**NVA Prepares**

- **Continued from page 43**

Industries. The official exhibitor roster has not been completed. Exhibitor contracts were mailed out last week.

The exhibit hotel room provides space for 35 booths, all measuring 8 by 10 feet. Exhibits will be in one of two categories. Category one covers bulk vending machines, chewing gum, bubble gum and confections, charms, trinkets, buttons and similar items, and all capsule merchandise. Category two includes exhibits of other products, services or machines related to the automatic merchandising industry.

The hotel offers a modified American plan. Room rates are $30 a day for a single with two meals and $28 a day for a double with two meals. Springer Motor Co., Inc., Hollywood, provides a special rental car and limousine service for the Hollywood Beach hotel convention delegates.

**Smith-Thompson Conglomerate**

**Charlotte N. C.—Lee Smith and Jack Thompson are building a bulk vending conglomerate here through the formation of several firms. Last week, an operating firm, Smith-Regal of Carolina, purchased two bulk vending routes. In another move, the partner’s new marketing-distributing firm, Merchandising Associates, Inc., added the Smith-Corona Mar- chant 25-cent coin-operated copying machines.**

**Tell NEB Club Jukeboxes Use $52 Mil. 45's**

- **Continued from page 43**

$52 million worth of records annually. Ellis’ speech, designed for operators as part of MOA’s public relations campaign, prompted several interesting questions and a standing ovation for the local owner of Coin-A-Matic Music.

The talk, which amounted to a "trial run" for the MOA "Story of the Jukebox," was part of the Omaha Businessmen's Breakfast Club program. and took about 14-15 minutes. Ellis said. For props he had two jukeboxes, which also attracted much interest.

In offering advice for other operators who are preparing to deliver the talk in their own areas Ellis said, "It flows very well. As of now, I see little need to alter it or add anything." Typical questions included one on whether jukeboxes were really valuable in exposing records as radio stations. Ellis answered that the jukebox was very valuable in this area. Another businessman asked why jukeboxes were so attractive.

At one point Ellis was asked what position he held in MOA. When he modestly replied that he was president this year, the audience stood up and applauded. At least a dozen people ap- proached Ellis afterward and told him they have never before realized the importance of the coin-operated music and amusement
Coin Machine News

KANSAS

Dave Garrettson of Dave's Vendor Service, Topeka, Kan., will have to find a new business location within a year. The present building he occupies, will be razed to widen Kansas Avenue and 32nd Street. Dave holds a distinctive record among ex-service men. He was one of the first to start back this summer to visit his former base. The Garrettsons are parents of four children.

Dave recently purchased a new inboard motor boat which he takes to the Quacks and nearby Pomonka Lake. He and his wife are also fond of bowling. One of Dave's mechanicians, Mike Gibson, recently was married. Mike's brother, Gary, also works for Dave. Mike recently finished a year's tour of duty in Vietnam. Gary Gibson, a rodeo fan, took in some big rodeo shows recently in Idaho (his wife's home state) and is Wyoming. Dave's route man, Paul Hernandez, recently rounded out his second year with the firm.

Gus Prell, Bremen, Kan., vice-president, Kansas Amusement and Music Association (KAMA), is changing some of his machine prices. He's converting all pin games to a dime a game, eliminating the 5-cent play. He hopes it will work out in the area, which is predominately a farm community.

Recently switched from his usual three for two to a quarter in the same spot. He also changed his candy vending prices to a dime a bar. A Prell employee, Wayne Croone, recently returned from tour of duty in Vietnam. Mrs. Prell has joined a bowling league, one of the Prell daughters, Margaret, is vice president of the Brennen Hustlers 40 and two of the Prell daughters Cindy Lou and Brenda also belong to the club. The Van Martins of Winfield are looking forward to a vacation in Alaska this July. They have a daughter there. Mrs. Martin also devotes considerable time with benefit work. She is president of the Snylder Research Auxiliary of Winfield, an organization which raises money for cancer research.

By MIKE HENNESSY

1 LONDON—Vending in England is on the verge of great expansion. The ratio of machines in industrial sectors is one for each 500 people; in the U. S. it is one for every 20. More than 5,000 attended the recent National Vending '69 Exhibition, which attracted 74 exhibitors.

Despite the rapid expansion of decentralization, requiring the adaptation of hundreds of thousands of machines, there are still many vending machines for which the industry is unlikely to get government approval. An atmosphere of the exhibition was one of optimism and dynamism, auguring well for the future growth of the vending industry.

The event was sponsored by the Automatic Vending Association (AVAB) of Britain, which has 90 member companies.

Several companies displayed coin mechanisms for the conversion of vending machines to decimal currency and the Decimal Currency Board had an information bureau to answer questions on decentralization.

Billboard's Prell's Display Diceclet console, a machine which can service up to ten extension speakers. The machine, only 33 inches high by 29% inches wide - an all display Diceclet console, a machine which can service up to ten extension speakers. The machine, only 33 inches high by 29% inches wide.

The over-all impression of the exhibition was that the British automatic vending industry is poised for rapid expansion in the years ahead—and the possible scope of that expansion was underlined by a report issued by (AVAB) chief executive, Derek Skinner, during the exhibition.

This revealed that at present, in the industrial sector, there was one machine to every 70 workers in the U.K., compared to one to every 20 workers in the U.S. A. Skinner noted, "The concept and advantages of automatic sales are now more readily accepted by the traditionally minded British public and everything seems to be pointing to a wide expansion in the next few years."

N. Y. Bulk Assn.

OCEANSIDE, N. Y.—The next meeting of the New York Bulk Vendors Association will be March 11, according to president Roger Fola. The Feb. 11 meeting was canceled.

HAWAIIAN WURLITZER distributor Lorin Kushiyama (left) and servicing manager Jimmy Cabbob pose outside headquarters of National Amusement, Inc., Honolulu. Kushiyama, a first sergeant in the U. S. Army Reserve at Schofield Barracks, has headed up the firm since 1964. The firm is located at 3018 A Waiwae Avenue in downtown Honolulu. Other executives include Gerald and Alvin Kushiyama. Gerald Kushiyama has been acting as general manager while his brother is in the Army and Alvin heads up a branch on the island of Maui.

ADDED REVENUE. Operators are using new ideas to increase coin acceptance and approved which result from placing advertisements on coin-operated devices. This ad in a candy vendor promotes credit card air trips. Many other types of advertisements are available through the plan worked out by McAuliffe-Polk Associates.

FEBRUARY 22, 1969, BILLBOARD

Coin In The News

WURLITZER BOXES MEASURED

PHILADELPHIA

Winners at the recent David Rosen party included a Norby's Stereo Tape Recorder won by Frank Urban, Philadelphia; a Norbert Prell's Automatic Coin Vending by Norbert Packiewitz's Columbia Vending Service, Columbia, Pa.; a Norby's Automatic Coin Vending by North's father, and a Norby's Automatic Coin Vending, Woodlyn, Pa.; a Craig Cassette Recorder, by Prell's Automatic Coin Vending, Topeka, Kan.; and a Craig Cassette Recorder, by Packiewitz's Columbia Vending Service, As the player has headed up the firm since 1964. The firm is located at 3018 A Waiwae Avenue in downtown Honolulu. Other executives include Gerald and Alvin Kushiyama. Gerald Kushiyama has been acting as general manager while his brother is in the Army and Alvin heads up a branch on the island of Maui.

the game that Defies Gravity

PHILADELPHIA


PHILADELPHIA


With the new Rowe AMI Music Miracle jukebox, your magic number is 5. It carries a 5-Year Warranty against normal-use wear on all moving parts. An industry “first”. Needs no lubrication for 5 years. Requires no preventive maintenance for 5 years.

And that’s just part of the Music Miracle breakthrough story. There’s lots more. Like new “Wall-of-Sound” side speakers and patented Stereo Round for today’s big, live, best sound around. New, exciting RoweVue slides. New, dramatic Change-A-Scene front panels. Rowe alarm system as standard equipment. Two-wire systems for remote volume and cancel control. Three-in-one programming—change from 200 to 160 to 100 selections.

These breakthrough features are all Rowe AMI exclusives. See your Rowe AMI distributor for all the other Music Miracle money making details.
Boston — Mozart continued with a brand new collection of piano concertos. There were also two new recordings titled "The Music of Mozart" and "The Brilliant Works of Mozart." Schwann released several recordings of Mozart's works.其中包括 "Complete Works of Mozart," "The Best of Mozart," and "Mozartiana." Schwann also released some of Mozart's works in the "Mozartiana" series, which included "Concerto No. 23," "Concerto No. 24," and "Concerto No. 25."
AMarie Trip: Yes, No & Still Undecided

• Continued from page 3

Vegas because “we really don’t have a good representation on the West Coast and feel this is a good chance to show our products out there. Ampeg, which originally had made tentative plans to go to AMarie, has now decided against the trip. Jerry Meillico, director of advertising and sales promotion, explained:

“We felt that the interest would only be a passing interest because of the diversification Las Vegas. Also, it’s a little close to the Chicago show. I guess if we had an unlimited budget, we would have gone. However, we had other priorities.”

Two other companies that have decided not to exhibit in Las Vegas are Fender and Chicago Musical Instrument (CMI). Advertising director Charles Rosen- thal explained Feeder’s position:

“Our reason is that we feel it’s too close to the Chicago show. We just felt that the timing was off. However, we will go and see the show.”

As for CMI, advertising director William Voos said:

“We are not exhibiting. At Harmonistic Logan Set for Concerts

HICKSVILLE, N. Y. — Harmonica virtuoso Larry Logan is scheduled to be guest soloist with two Louisiana orchestra in Philadelphia concerts. Logan, who resides in Baton Rouge, will perform Feb. 25-27 with the Shreveport Symphony, conducted by John Shemata, in the Civic Theatre auditorium. On March 13 the harmonist will appear with the New Orleans Philharmonic, under Warren Torkason’s direction, in McAllister Auditorium on the campus of Tulane University.

the moment, we don’t feel there’s a need for two national exhibits a month apart. We are committed to NAMM.”

At Rickenbacker, national sales manager Marvin Kaiser said his company has not de- cided yet whether it will exhibit in Las Vegas. Meanwhile Bob Lynch, sales manager for Valco, said, “Our plans aren’t finalized yet but we tend to think we’ll be staying home.”

Duo-electro recently decided that it would exhibit at AMarie. Major Hendell, who heads up distribution for the company, explained:

“We think we will get a chance to see West Coast dealers under one roof. Also, we want to show our new products, including a new 1,000-watt amplifier.”

A company that has been in the affirmative columns for some time is Sunn Musical Equipment.

“We like to take every opportunity we can to contact dealers,” said Bob Selby, vice-presi- dent of marketing. “We have high expectations for the show in view of the response. Our emphasis will be on the entire Sunn line.”

Goya Guitars will not exhibit as a company, but according to vice-president John Martin, its installations will be on display at the Pacific Music Supply exhibit.

Professor Elvis, advertising manager and assistant advertising manager for Altec Lansing, said his firm will not exhibit at the show but that its products should be on display by general contractors; namely, dealers and distributors.

Other musical instrument companies that are slated to exhibit at AMarie include Isern, Out- bramens, Thomas and Innovox, Division of Harmonium. As for those in the “not exhibiting” column, they include Wurlitzer, Buege- leisen & Jacobson, Harmony and Fred Gretsch.

MODEL D-900E is a new shotgun microphone with a narrow pick-up pattern and long distance “freesh” from AKG. The unit in- corporates a two-position fast roll-off switch, which permits use of the microphone in acoustic unfavorable environments and also eliminates the effects of low frequency boom, rumble or wind noise. The suggested list is $149.

Karnes Music Adds Outlets

DES PLAINES, Ill.—Karnes Music Co., which has grown from two to five outlets in less than a year, is becoming a lead- ing Midwest music chain and may soon be more active in rec- ords, tape and audio products. A grand opening is being planned for the latest acquisi- tion in Waukegan, Ill., and final changeover is near completion in two Indiana stores.

Commenting on plans to en- large in the direction of pre- recorded music and component systems, buyer Bob Savitri- er pointed out that over 2,000 mu- sic students, mostly youngsters, are in the five stores each week. Expansion would emanate from the main store here, which has a traffic flow of 1,200 students weekly, involving 20 instructors.

Vice-president John Berger acknowledged the possibility of such expansion. “We’re very enthu- siastic about the future of the entire music business,” he said. The chain is constantly in- volved in numerous promotions.

Montenegro’s Hot Spotlights Electric Violin

By EARL PAIGE

CHICAGO—Unusual instru- ments such as an electric violin, the cornoa, the electronic har- monica and the piccolo trumpet could attract more recording artists, according to Hugo Mon- tenegro, who said in “The Good, the Bad and the Ugly.”

The violin was developed by Elliott, it is its sound box, just four strings and a finge- ring board selling well, which he credits as the biggest break in his 14-year career, has sold over 975,000 U. S. copies and over 1.5 million world-wide.

Here last week promoting “Good Vibrations,” his latest RCA album, he revealed there is continuing curiosity about “Good, Bad and Ugly.” He ex- plained some of the instruments used and his philosophy of “pul- ling out all the stops in recording it and said finding an electric violin and a player for an up- coming tour was a problem.

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A number of trumpet players are using the piccolo trumpet as a second instrument now, but it’s not easy to do. The mouth- piece (Continued on page 52)
Revised...

Bus.

The California

ChicagO...An aggressive
censorship and consumer publications, a
special CD/Lighten display and tie-ins
with recording groups will be
used to promote a scale of
terd sound modulators developed by
Innovex, division of Hammond
Corporation, Inc.

Although only two modulators
were featured at showings, in
London and Canada, it is
known that another unit
and powerful guitar amplifier
is under development.

Innovex general manager
Coadi Feirn acknowledged that the
company is "now in position"
and ready to answer the
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in the US.

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NEW YORK—The 1969 Consumer Electronics Show (CES) is scheduled to take place here June 15-18 at the Americana and Hilton Hotels, is already a sellout, according to Jack Wayman, vice-president, Consumer Products Division, Electronic Industries Association (EIA).

The third annual exhibition, promotionally sponsored by the EIA, will boast more than 160 exhibitors, a record number for the show. An estimated 25,000 new 1970 products will be introduced, including home stereographs, audio components, television, home appliance equipment and accessories.

Also expected is a record attendance which would surpass last year's 24,177, including retailers, distributors, sales representatives, manufacturers, importers and allied industry members.

In 1968, trade show visitors came from all 50 States and 34 foreign countries.

According to Wayman, the Consumer Products Division's industry promotion committee will meet within the next few weeks to plan GSA-liked events, which, with the show itself, will comprise Consumer Electronics Week in New York City.

The following exhibitors have been slated for the 1969 show:

April International Inc.
All Electronics Company Inc.
All Tape Distributing Co.
Alto Corp.
Amphonics Corp.
APX Electronics Inc.
Antron Industries, Inc.
Audio Research Corp.
Audio-Technica Corp.
Auric Labs Inc.
Audio Magnetics Corporation
Audionic Corporation
Audio Precision Co.
Bell & Howell Co.
Bendix Corp.
Bostrom Corp.
Brother Industries Ltd.
Burg-Wachter Corporation
Butler Corp.
The California Disc Co.
IBM Corp.
Carpy Electronics Inc.
Cord Electronics Inc.
Crest Industries Inc.
Crest-Kardon, Inc.
Court Electronics Co.
Curtis Mathes Corp.
Daito Electric Co.
Data Electronic Corp.
Electro-Motion Inc.
Electro-Physik Instrument Corp.
Electro-Voice, Inc.
Electro-Voice Industries, Inc.
Electro-Musical Instruments Corp.
Electro-Musical Instrument Division
Electro-Phonic Corp.
Environmental Electronics Corp.
General Electric Co.
GEC Electronics
Gilliard Corp.
Gillet International
Hammarlund Sound Electronics
Hibi-Tone Sales Corporation
Industrial Instrument Corp.
International Paper Co.
Itek Corp.
Irish Magnetic Tape
Ishikawa Industries
The Muter Company
Jrrd Enterprises Corporation
KLH Electronics
Kane Electronics Corp.
Kardon Laboratories, Inc.
Kroenke, Inc.
Kronk Electronic Corporation

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Daito Electric Co.
Data Electronic Corp.
Electro-Motion Inc.
Electro-Physik Instrument Corp.
Electro-Voice, Inc.
Electro-Voice Industries, Inc.
Electro-Musical Instruments Corp.
Electro-Musical Instrument Division
Electro-Phonic Corp.
Environmental Electronics Corp.
General Electric Co.
GEC Electronics
Gilliard Corp.
Gillet International
Hammarlund Sound Electronics
Hibi-Tone Sales Corporation
Industrial Instrument Corp.
International Paper Co.
Itek Corp.
Irish Magnetic Tape
Ishikawa Industries
The Muter Company
Jrrd Enterprises Corporation
KLH Electronics
Kane Electronics Corp.
Kardon Laboratories, Inc.
Kroenke, Inc.
Kronk Electronic Corporation

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Kronk Electronic Corporation

Karnes Music

Continued from page 50

Karnes Music—Continued from page 50

such as a Musical Mardi Gras planned for Feb. 7-25, featuring local talent and artists such as Sonny Stitt.

Savitt's is scheduling a "Hear-In" soon to introduce new lines of tape and component pieces.

The original store, founded 22 years ago by Corporate president Mazon Karnes, is located at 8011 E. 11th Ave., and comprises 10,000 square feet. The store has been selling for over 95 years, it is 22,000 square feet. Recent additions include the Foster-Woodward Music Co. in Ham- mond and Lowell, Ind., and the John Charles Music Co. in Waukegan, Ill., each consisting of 3,000 square feet.

REMOTE control kit with 60-minute timer and speaker. The next Knight KG-295 works for remote speakers, stereo records or TV, and can be purchased at a 15-foot distance. List price is $7.95.

2 4 5 SOULFUL STRUT Young and rapidly growing, Concord Brings its $30,000, 14-

3 3 BAIN IN MY HEART Frank Sinatra, Reprise 0798 (Reprise, BMG)

4 4 5 PHONE OF YOUR FRIEND 11—This Girl's In Love With You

7 9 6 WIND OF THE WIND Eddie Fisher, Colpix 2421 (Colpix, ASCAP)

10 13 33 SONG OF SORROW Muddy Waters, Columbia 30670 (Columbia, ASCAP)

20 12 20 JOHNNY ONE TIME Brenda Lee, Sun 2168 (Hi & Range)

25 3 9 BELOVED FRIEND Larry Williams, ABC-Paramount 0798 (ABC-Paramount, ASCAP)

30 35— LET IT BE John Lennon, Apple 2259 (Apple, ASCAP)

31— 11 11 STAND BY YOUR MAN Tammy Wynette, Epic 40136 (Epic, BMG]

40 40 40 ZORBA Ouzo, Delos 44754 (BMG)

40— 10 58— MY NAME IS ADA Paul Anka, Reprise 2432 (Reprise, ASCAP)

51— 19 30— FEELIN' GOOD Marvin Gaye, Motown 0798 (Motown, ASCAP)

61— 10 10— I LOVE YOU 3,000 Tom Jones, Decca 44754 (Decca, ASCAP)
"A pilot's ready when I'll let my family go up with him."

Captain Chuck Shafer polishes pilots. He teaches them things they didn't even know they didn't know.

When a man graduates from our pilot training center in Fort Worth, we turn him over to men like Captain Shafer.
He's the one who decides when they're ready.

Ready to fly for American.
The Captain looks at his job this way:

"By the time they get to me, these guys are pretty good pilots, but I've been in this business at least 20 years longer than any of them.
For instance, they know how to land a plane; I teach them how to bring it in like a big swan.
It's for the extra comfort of the passengers. And that's the bottom line in our business.
Give that passenger as smooth a ride as possible."

We don't know anybody who can do Captain Shafer's job better than he can.
That's why he has it.
It's the American Way.

Fly the American Way.
American Airlines
**Billboard Album Reviews**

**FEBRUARY 22, 1969**

**SWEET CHARITY—**Decca

One would be hard put to find a Broadway, musical, or show tunes album more glamorous than this one. Chita Rivera sings the original songs from the smash-hit movie musical, arranged by George Dunning. Miss Rivera is the perfect singer to carry this collection, and her voice has that special something that makes one listen. The album is a must for any music lover.

*Note: This record is rated high enough for artistic freedom.*

**BEE GEES—**Odesssa

At first glance the packaging on this new album looks promising, but it’s what’s inside that counts. The album is a collection of hit songs from the Bee Gees, arranged by the famous producer, Phil Spector. The songs are well-produced and have a big, bold sound that will Captivate your audience.

*Note: This record is rated high enough for artistic freedom.*

**VANILLA FUDGE—**Atco

Chock full of great hits, this album is a must-have for any music lover. The band’s unique sound and their ability to create hits is evident in every track. The album is a testament to their musical talent and creativity.

*Note: This record is rated high enough for artistic freedom.*

**EDDIE HARRIS—**Silver Creeks

Eddy Harris and his electric slide blues have been a hit for years. This album is a collection of his best hits, arranged by the legendary producer, Jerry Leiber. The album has a unique sound that will Captivate your audience.

*Note: This record is rated high enough for artistic freedom.*

**FOOL—**Columbia Nov. 15, 1968

The members of Fool are a band that has been around for a while. Their latest album is a collection of their best hits, arranged by the legendary producer, Phil Spector. The album has a unique sound that will Captivate your audience.

*Note: This record is rated high enough for artistic freedom.*

**THE MOB—**Columbia Oct. 12, 1968

The Mob is a band that has been around for a while. Their latest album is a collection of their best hits, arranged by the legendary producer, Phil Spector. The album has a unique sound that will Captivate your audience.

*Note: This record is rated high enough for artistic freedom.*

**COOL BREEZE—**Terry Henry

Terry Henry is a singer who has been around for a while. His latest album is a collection of his best hits, arranged by the legendary producer, Phil Spector. The album has a unique sound that will Captivate your audience.

*Note: This record is rated high enough for artistic freedom.*

**JAMES TAYLOR—**Columbia Sept. 18, 1968

James Taylor is a singer who has been around for a while. His latest album is a collection of his best hits, arranged by the legendary producer, Phil Spector. The album has a unique sound that will Captivate your audience.

*Note: This record is rated high enough for artistic freedom.*

**LORDS OF THE ATLANTIS—**Columbia

The Lords of the Atlantis are a band that has been around for a while. Their latest album is a collection of their best hits, arranged by the legendary producer, Phil Spector. The album has a unique sound that will Captivate your audience.

*Note: This record is rated high enough for artistic freedom.*

**VARIOUS ARTISTS—**Various

Here’s a collector’s item—the original radio่น 100 and 107 A.D. This is a collection of songs from the best of the decade, arranged by the legendary producer, Phil Spector. The album has a unique sound that will Captivate your audience.

*Note: This record is rated high enough for artistic freedom.*

**GENE HERTZOG—**Evolution

**NOTE: This record is rated high enough for artistic freedom.**

**COUNTRY—**Merle Haggard

Merle Haggard is a country legend who has been around for a while. His latest album is a collection of his best hits, arranged by the legendary producer, Phil Spector. The album has a unique sound that will Captivate your audience.

*Note: This record is rated high enough for artistic freedom.*

**EDDIE HARRIS—**Songwriter

Eddy Harris is a singer who has been around for a while. His latest album is a collection of his best hits, arranged by the legendary producer, Phil Spector. The album has a unique sound that will Captivate your audience.

*Note: This record is rated high enough for artistic freedom.*

**EDDIE HARRIS—**Composer

Eddy Harris is a singer who has been around for a while. His latest album is a collection of his best hits, arranged by the legendary producer, Phil Spector. The album has a unique sound that will Captivate your audience.

*Note: This record is rated high enough for artistic freedom.*

**TERRY HENRY—**Singer

Terry Henry is a singer who has been around for a while. His latest album is a collection of his best hits, arranged by the legendary producer, Phil Spector. The album has a unique sound that will Captivate your audience.

*Note: This record is rated high enough for artistic freedom.*

**JAMES TAYLOR—**Singer

James Taylor is a singer who has been around for a while. His latest album is a collection of his best hits, arranged by the legendary producer, Phil Spector. The album has a unique sound that will Captivate your audience.

*Note: This record is rated high enough for artistic freedom.*

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At the head of the blues clan is B. B. King whose performances at Fillmore East and Winterland throughout the country has earned him and his group of musicians the sobriquet "The King," by which he is now known. "Paying the Rent" and "Sweet Dreams," recorded here, were written and produced by Johnny F. and Quinty Jones.

**JIMMY SCOTT**

**VAMP**

**HAD RASH**

**ALFRED RUSSELL**

**VAMP**

**THE STONES**

**国家标准**

**KAGEL**

**FANTASIA**

**ORITIES**

**BILLY LARKIN**

**PLAYS**

**THE CORPORATION**

**Capital**

**BILLY LARKIN**

**HEARTBEAT**

**Imperial**

**THE MIGHTY NUMBER NATIONAL BANK-Corduroy/Boogie**

**Dynamic**, aggregative progressive rock album that falls into blues beauty, but the performances still reflect the "roots" of the individual LP. This LP is not so much a collection of songs, but a single LP that tells us about King's very "roots." The album's second side is devoted to an instrumentally inventive version of John Coltrane's "India."
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4 STAR

SPECIAL MERIT PICKS

Continued from page 55

RELIGIOUS

SINGING CHRIStIANS OF OKLAHOMA—One of those Discs. From Disc A-564-50. VAC/CREST 41-10.

LOW PRICE INTERNATIONAL

M. NAGESWARA RAO—Guest of South India. Metrophon 70222 (S).

COUNTRY

SPECIAL MERIT PICKS

VARIOUS—Hymnology of Rhythm & Blues, Vol. 7. Atlantic SD 80928 (S).

VARIOUS—One of those Discs. From Disc A-564-50. VAC/CREST 41-10.

THE CLASSICAL

April 20, 1965

MILTON BECK—Sings the Beatles. Vanguard VSD 70007.

Wayman Tisdale—The Time, the Place and the Hour. Atlantic SD 80513 (S).

JAZZ

Wayman Tisdale—The Time, the Place and the Hour. Atlantic SD 80513 (S).

BLUES

ALBERT KING—King of the Blues Guitar. Atlantic SD 80197.

JAZZ

Wayman Tisdale—The Time, the Place and the Hour. Atlantic SD 80513 (S).

BLUES

ALBERT KING—King of the Blues Guitar. Atlantic SD 80197.
Argentine Shake-Up Shifts Licenses of Many Stations

BUENOS AIRES — In a government-sponsored move to further the diversity of independent Argentine radio stations, licenses will be shifted from radio broadcasters who have held them for 10 years. The licenses have been passed on to a new "economic group which has the full confidence of the present government," said a government spokesmen.

But the move has brought protest from the Inter-American Association of Radio Broadcast- ing, which represents 8,000 radio stations throughout South America.

The Association has sent a note to the president of the Ar- gentine Republic saying that the action has been too hasty, dam- aging the cause of freedom of expression, apart from the eco- nomics of the broadcasters whose licenses have been canceled.

Record company executives in the Argentine are uncertain about the effect the move will have on the industry, but many of the licensed holders have not been in the broadcasting business before. It is possible that many of them are retired army and navy men.

Argentina has 95 radio sta- tions, with 36 of them forming a government-administered com-
icial chain. Another 15 are managed by the official radio broadcasting system and another 31 are private stations with the balance in the hands of un- dependent mestic and foreign groups. Ria- dio plugs present the main principles of promoting records.

SINGER BOBBY SOLO (Recordi) left, and Iva Zanicchi (Rfi) celebrating their victory in the San Remo Song Festival with "Zingara" (Gypsy), published by Recordi.

Gibson Top Vocalist Award to D. John

DURBAN, S. Africa — EMI artist Dennis John won the Gil- bert Gibson trophy for best male vocalist in the Durban San Do- man Song Festival. His song, "This Old House Is a Lonely House," will get best award over all composition in the festival, the Charles Ber- man trophy for the song with best overseas potential, and the Ar- nold oul Trophy for the most original composition. Complete Festival awards were:

EMI trophy for best country song "Lonely River" performed by Mark McGonigal and Sidney Al- berts, Antoine de Waal.

LM Radio trophy for the next instrumental piece "Kansyland" (performed by Theo Erasmus) to Gert Wallis of Breve Music. This song will be folk song: "V-R-Y-S-T-A-A-T-A" (per- formed by Clem Thollett) to Margaret Parkin of Ardmor and Beechwood.


Cash Show record award for best Afrikaans composition: "Wie is Barong," performed by Denis Lilliard to Aubrey van Eeden, Ardmore and Beechwood.

Cash Show trophy for best ballad: "This Old House Is a Lonely House." Performed by Denis Lilliard to Antoine de Waal and Al Ardmore and Beechwood.

Eve Madison was awarded the Virginia Lee trophy for best female vocalist, and also the Sunday Tribune award for best overall vocalist of the year.}

Cash Show in Manila

MANILA — Johnny Cash, despite a heavy cold, performed last week at the Grand Ball- room of the Manila Hilton, with wife June Carter and song- writer-singer Carl Perkins. Although heavy country music is not a hit in the Philippines, Maceo moreover re- leased three Cash albums, "Happiness in You," "Johnny Cash Greatest Hits, Vol. 1," and "The Fabulous Johnny Cash." Maceo rehersed these and all others that are full support from stations DZBM and DZLZ.

Cash Show in Manila

JOHANNESBURG — A new company incorporating record production, music publishing, management and promotion, has been formed in Johannesburg. Called Storm Productions, it is affiliated to Galla (Africa), which will press and distribute their records on the Storm label.

A subsidiary company, An- gelica Music, has been formed to handle music publishing. The directors of both Storm Productions and Angelica Music are Steve Kase and Max Eldridge. Dempsey is a well-known songwriter and record producer who has already written and produced several hits in South Africa. He penned "Grandfa- ther Dagon," the latest Four Jacks and a Jill single.

According to Dempsey, he will be using the Galla (Africa) recording studios in Johannesburg for his productions, for which he hopes to negotiate worldwide release. The compa- ny's first release is "Man of the World," written and produced by Terry Dempsey for Barry OD, a popular Lawrence Marques Radio disk jockey. Other artists signed to Storm Productions are Tidile Wake and Graupene, two Johannesburg pop groups.

From The Music Capital of the World

DUBLIN — Roger Ryan has formed the Country House of Ire- land which aims to promote country music and to keep Irish fans informed about Irish country music artists in the U.S. and elsewhere. According to the Irish CMA is Dublin, S. Mall, Cork.

Val Doonican's annual Irish album, "The Irishman," has been passed on to Dublin. Other releases from (Dublin's) home town, Limerick and Ballybrooke, for example, released the first LP by Big Tom and the Mighty Mainliners from a night of Irish.. Jo Jo McEvoy left for a three-week visit to New York with Joe Fullmer. The Cotton Mill Boys are leaving for America to do radio ads for their new Delphi single, "The Johnny McEvoy Plucks and the Johnny McEvoy Play." Shae Redmond and Michael Nolan have formed their new records and their first release is "Sunny at the Zoo." "This Old House" (played by Lonnie Jackson) will have a /c on the show on Monday at 10. 50.

"The Other Side of the Window" (performed by Gert and Theo Erasmus) will be called Storm Productions, releasing "African Youth," and "Lonely River." Performers are expected to be on the show on Monday at 5.

Singer Bobby Solo of "I Tingle" (Ri) will be one of the performers at the San Remo Song Festival this year to celebrate their victory. "Zingara," published by Recordi.

Cash Show in Manila

MANILA — Johnny Cash, despite a heavy cold, performed last week at the Grand Ball- room of the Manila Hilton, with wife June Carter and song- writer-singer Carl Perkins. Although heavy country music is not a hit in the Philippines, Maceo moreover re- leased three Cash albums, "Happiness in You," "Johnny Cash Greatest Hits, Vol. 1," and "The Fabulous Johnny Cash." Maceo rehersed these and all others that are full support from stations DZBM and DZLZ.

Raphael suit is rejected

SAN JUAN — Raphael's law- suit and restraining order United Artists Records and Mar- tinez Vela, their Puerto Rico representation to stop sales of two albums by the artist re- cently released by UA, was dis- allowed by Supreme Court Judge Francisco Espinosa.

The decision was based on the premise that the actual ownership of these two albums, "Digan a que Digas" and "Raphael—El Goyo," has to be settled by the Spanish courts.

From the Music Capital of the World

Budapest

Statistics Federeus from the president of his opetza "Mayo" and "Odessa" with HMV, Ltd., left from theater in Kiev, Krasnodar, Charkow, Rownostysh and Srebros.

The Argentine recording company formed by the young Arg- enesian pop singers Terez Haranguez, Kali Kovacs, Pat Storcel and Peter Ponos recently released a new record each. Karola Agila made her debut at the New York Metropolitan Opera House Friday, Feb. 17.

Paul Gyongyi

CHICAGO

The Rush North opened with the Johnny Rose Soul Explosion. Owners Dan Lally and Don Mar- ston, who run the bus service between the club and their other clubs, The Rush Up and The Rush Over. The former, which held on to the name after the 36th album, "Mother Natural's Son," had a two-week engagement at the London House, which featured a quartet consisting of himself on trumpet, John Brown (guitar), Andy Peters (guitar), and Mike Rain (guitar). Cozy Cole (drums) were joined by the same. Butch Moore and Steve Holcomb were there to play with Lourenco for Tiny Tim at the Sherman House. Chess Records released a new re-release single, "Bedazzled," with the single, entitled "Do Diddle 69," was released by the late Jerry Campbell.
The Plugge Nickle is featuring the New York-based trio of Dennis Holmes Trio. For the sixth year in a row, Chris and Peter Allen and comedian George Carlin are appearing at the Club West. The Playboy Club West- house is featuring vocalist Oona Lisa. The late Arturo's has the Joe disco Troio. The man- 1959, The New York City has extended the engage- ment of Don and his band through the end of June. Miss Mabel and the Surf Band will record her first album for Columbia.

The Arbors, who appeared at the Forum and were back in town for a club date with their other rhythmists and pianist Leo Perretta is entertaining patrons at the Park in suburban Line.

Ronn Schlichter

Cincinnati

New York's John Jolain, a leader on the West Coast, was the premier of Peter Memm's orato- rio "The Bible," which opened at the opening concert of the Cin- cinnati Philharmonic Society. Peter Memm will have its world premiere in New York City, which will feature compositions full symphony orchestra, an adult chorus, chil- dren's choir, baritone and baritone soloists and narrator. Mayor Louis H. Atwood, in a press release, said, "The great bass-baritone Ara Berberian will have his first American appearance in Cincinnati.

Peaches and Herbs, also under the auspices of the Con- versity College, Sparthburg, S. C., Feb 14, and included singing and dancing of college one-nighters. Their new Cincinnati single is "When He Comes to Town." Their new single is "When He Comes to Town." Their new single is "When He Comes to Town." Their new single is "When He Comes to Town." Their new single is "When He Comes to Town."

Dave Parker is the new record co-ordinator at W.L.W Radio here. He made the switch from WHEL, Rochester, N.Y., Jan. 6. G. J. Car-ter (Continued on page 60)
**TOP CLASSICAL SELLERS IN FRANCE ARE LISTED**

PARIS—The current top selling classical recording in France is the "Concerto d'Aranjuez," by guitarist Narciso Yepes (Decca); followed by "Arien No. 10," sung by the Orchestre de Paris under Charles Mutchnik (Pathé-Marconi), and "Vivaldi's "Four Seasons," by the I. Musici Ensemble (Philips).

The information was released by the Centre d'Information et de Documentation des Compagnies des Disques à Chambre (CIDC), and is based on returns supplied by retailers throughout France.

Other best-selling albums, in order, are the "Canon of Pachelbel," by Maurice André (Etoile), Beethoven's "Pathétique Sonatas and Appassionata," by Wilhelm Kempff (Columbia), and "Arias, Preludes, and Barcarolle," by the Philharmonic Orchestra conducted by Karajan (DG); "Messe la Tenebrosa," by Pierre Henry and Maurice Bejart (Philips), "New World Symphony," by Everson, L. Lindenberg (Erato), Mozart's "Concerto for Flute and Harp," and "Lametion's Concerto for Clarinet," by J. F. Paillard (Erato), and the last six symphonies of Mozart by Bruno Walter (EMI).
THANK YOU IVA ZANICCHI
for your first prize in the XIX festival of SANREMO
with the song ZINGARA

RIFI RECORD COMPANY: Milan (Italy), 77 C. Buenos Aires - tel. 273641
New York (USA), c/o Richard H. Roemer
BUSY SCHEDULE FOR LIGHTFOOT
TORONTO—Singer Gordon Lightfoot puts his popularity to a test when he plays four concerts (Fri., March 30; Sat., April 1-2, 1970) at Massey Hall here, March 30.

Promoted by the Riverboat nightspot, Lightfoot would have to deliver—son as the Canadian folk artist has done in recent T

Music Adds to Operating Date
TORONTO—The local branch of the Electric Circus is now operating on a Tuesday through Sunday basis and has instituted a new policy on Saturdays in its Inner Ring Club.

Upcoming attractions at the club include: "Who's Who?"; Blood, Sweat and Tears; Jeff Beck, Billy Joel, T-Bone Burnett, Blues, Sky and the Family Stone; Canned Heat; the Kinks; the Cream; the Steve Miller Band; Merryweather, and Rusty Springfield.

Revolution Disk, Deram Tie-In
MONTREAL—French Revolution, a rock quartet formerly known as "The Wire," has signed its latest London single, "Nine Till Five," for Polydor, a division of Deram. This French-Canadian group had a hit recently with "Go To Trudeautu." "Go To Trudeautu." "Go To Trudeautu." "Go To Trudeautu." "Go To Trudeautu." "Go To Trudeautu." "Go To Trudeautu."

London Bows 1st Amaret LP Here
TORONTO—London Records of Canada has released its first album, "Mr. Miller Does Her Thing." The album is based in Los Angeles and is produced by Mercury product manager, Kenny Myers.

Vaudveille Mgmt. Post to Walters
VANCOUVER—Local night-club proprietor Ivy Walters has been appointed national manager of the New Vaudveille Band. The group will make "musical Witts. E. June.

RCA of Canada Makes 5 Exec Changes as Revamping Begins
MONTREAL—First steps in a reorganization of the RCA Division of RCA Ltd. Canada have been taken with the promotion of six executives.

Knox Coupland will assume the newly created position of managing director of the RCA Division. He will be responsible for all marketing and sales functions within the division. Coupland was previously manager of noch's Canadian operations.

Another newly created post-executive producer, RCA-Sun

engaging, engineering and facilities planning, in which he is responsible for all manufacturing, purchasing, research and development and financing functions in the Division. This is a newly created post.

Announcing the changes, George I. Harrison, RCA Ltd.'s vice-president in charge of the Recording Division, said: "We are reorganizing the Division to gear it for dynamic growth in a rapidly changing market. We are modifying our basic frame of reference from merely producing and selling records to meeting the needs of people with more education and more appetite and time for entertainment."

The new concept of RCA's Recording Division would give greater management responsibility and scope to the executive staff, said Harrison.

An important feature of the reorganization is the creation of a new manager of Promotion, a new manager of the London record manager, and a new position of national promotion manager.

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The Billboard Bookshelf now offers 2 new editions...

**SOMETHING TO SING ABOUT!**
Collected and arranged by Milton Okun, noted musical arranger and instructor. A unique collection of more than 70 favorite folk songs, complete with words and music, contributed by America's top 57 folk singers and groups. Songs range from mountain ballads to gospel...from political-pretense messages to lighter, whimsical tunes. Individual artist photos and personal bios accompany each selection and help in making this a rare composite of current folk America's for folk fans and all music buffs.

Maynard Solomon, President of Vanguard Recording Society, writes: "The book sums up the folk renaissance better than any previous collection, and if widely circulated could lay the groundwork for a new revival of traditional music."

De Luxe hard-cover edition. 241 pp. $8.95 per copy.

**MANAGING TODAY'S RADIO STATION**
by Jay Hoffer, Station Manager of KRAX, Sacramento, Calif.—one of today's most knowledgeable station executives.
Everyone involved with the broadcasting industry will find something of interest in this new 288-page business manual. A series of informative essays outline the major principles evolved by Mr. Hoffer in his wide 20-year broadcasting career. The book is presented in three detailed sections: Part I—Management Thinking, Part II—Programming and Part III—Sales. Covering every facet of broadcasting this book is ideal reading for broadcasters, media buyers and marketing personnel.


**SOMETHING TO SING ABOUT!**

**MANAGING TODAY'S RADIO STATION**

And Billboard recommends several additional reading musts for the musically minded...

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**THIS BUSINESS OF MUSIC**
by attorneys: Sidney Shenel and J. William Krasilovsky; edited by Paul Ackerman; Music Editor of Billboard Magazine. A vital reference work designed to offer guide and help in the complex field of Copyright Law. This well-proven series includes actual reference appendices, =-including actual reproductions of company and union contracts, copyright forms, writer's agreements, license agreements and many, many more valuable references. Hard cover, 610 pp., $12.50. $11.50 per copy.

**MORE ABOUT THIS BUSINESS OF MUSIC**
by Sidney Shenel and J. William Krasilovsky; edited by Paul Ackerman. A practical guide for four additional areas of the music industry. Complete with legal section, Copyright Law, Background Music, and Use of Recorded Music. De Luxe cloth bound, 410 pp. $7.50 per copy.

**SUCCESSFUL COLLEGE CONCERTS**
by Kenneth Krages and Kenneth Fritz, managers of well-known music personalities. A thorough amount of information and advice has been synthesized and compiled to fit within these pages leaving the reader with a clear cut line of procedure. De Luxe cloth bound, 100 pp. $4.95 per copy.

**THE COUNTRY MUSIC STORY**
Argentine & Uruguayan Marts—Seasons Apart in Disk Sales

By CARLOS A. MARTINS

MONTEVIDEO — It is a common mistake to consider the Argentine and Uruguayan markets as one single unit. This is not so and one of the reasons — a most important one — is the different selling seasons.

While top sales are reported in the Argentina during the winter, (Uruguay) the summertime is the peak selling period (the December-April season). During this time every year, large numbers of tourists arrive in the Rio de la Plata region, notably the Pata del Este, the most important resort. This city is 150 kilometers from here and is increasing in importance each year as an international vacation center.

This tourist market has enabled Uruguayan record companies to become more independent of the Argentine companies; creative talent, R.R. Glisca and Sondor. Winter hits selling Uruguayan artists to tourists have been a viable fact for the last two or three years and are becoming more and more important.

Last year was important because Uruguayan companies made an effort to provide the local market with new groups and sounds, mainly top U.S. and U.K. talent. Clave JEMSA introduced the U.K. London-Dee- ram labels to the country releasing product from the Moody Blues, Amen Corner, Cat Stevens, the Turtles, Honeybunch and the Casuals for the first time as well as Baddu’s ’910 Fruktog Company and the Ohio Express.

Via EMJ, R.R. Glisca presented the Hollies, Beach Boys, Seekers, Human Being Box, Tops, Johnny Rivers, Fifth Di- mension, Shadows, Gary Lewis, Front from Barclay, Charles Azna- urge, Mireille Mathieu, Alain Barriere and Dalires were introduced. From the Hispa Vox cat- alog came P. Nic, Los Pasos and Los Angeles.

Sondor, with the CBS-U.S. cat- alog, released Gary Puckett, Donovon, Bobby Goldsboro, Spence Davis, Coup’s Inspiration and Marmalade.

All these new names were promoted and became hits. It is interesting to note that at the same time, many groups like the Moody Blues, Amen Corner, Human Bein and the Box Tops, are hits in the Argentinian market. This leads many record companies to explore new artists and radio men in Uruguay to claim that the country shows more international- and up-to-date influences than any other country on the South American continent.

Regarding local groups, 1968 was a year of change. Until now, Uruguay’s home-grown talent had to look abroad to obtain success. This was the case with Los Irazucos (RCA Ar- gentina), Los Shakers (Odeon Argentina), and Los Four Brill- iantes (CBS Mexico). Now, however, with the arrival of technical recordings in Uruguay, this is not necessary. Los Delinfe and Sektor recorded their first album at the studio. For instance, had big hits in the country. Folk music, teachers move toward Uruguayan names, such as the Huaicos, the Olalmenares and Daniel Vietti.

Head to Bow Three Labels

LONDON — Three new labels will be bowed by Head Records, a company formed in December last year. For Febru- ary releases planned. Head will put out the Head, Blues Power and Riffall labels.

The Head label will concent- rate on R&B and under- ground groups and already signed are Mighty Baby and the Village.

Blues Power will issue U.S. blues material, most previously unreleased in the U. K. First releases: ”Mississippi John Full Time Love,” Jesse James, and ”Blues From the Shanley catalog, and You Don’t Know Just How I Feel” and Bobby Park- er, from Loop.

Buffalo will release U. S. soul material, including ”Right Now,” Justin, (Down South) and ”If This Ain’t Love (Aln No Cows in Texas),” Vernon Harrell, (Sonny); and ”Gotta Get My Hands on You” by the Feline H精英s, (Groovy).

Regarding local talent, Reed Jimmy, Al- vin Robinson and Otis Rush are set for either the Blues Powers or Buffalo labels. Both for Home and Auto use. Also available 4 and 8 track Stereocassettes and Cassettes con- taining Fonet-Cetra reperitories.

Please contact CETRA Via Bertola 34 Telephone: 5753—Cable: CETRA TORINO Turin (Italy)

Classical 25% Dutch Sales

AMSTERDAM—The Dutch spent $8 million on classical rec- ords—more than 25 percent of total record turnover—in 1968, according to the Dutch Central Statistics Office.

Money spent on records for classical music in Holland in 1968 was nearly $2 million. This shows that the percentage of record turnover accounted for by classical sales is higher than that of any other country. Next highest is Den- mark (18 per cent), then France (16 per cent), Germany (15 per cent), Belgium (15 per cent), West Germany (14 per cent) and the U. S. (6 per cent).
**HITS OF THE WORLD**

**ARGENTINA**

This Last Week

Erica (CBS-Mercury)

**BOLIVIA**

This Last Week

- 1. "Se te olvido"
- 2. "Alma" (Carabobo)
- 3. "Lo que siempre"

**BRITAIN**

This Last Week

1. "Ain't No Sunshine"
2. "Brown Eyed Girl"
3. "Crazy Love"

**ECUADOR**

This Last Week

- 1. "Ole Eole"
- 2. "Amor"
- 3. "Adiós"

**FRANCE**

This Last Week

- 1. "L'oiseau Bleu"
- 2. "La Valse"
- 3. "Le Prince"

**HOLLAND**

This Last Week

- 1. "Lily's Theme"
- 2. "She's Too Tough"
- 3. "Let Me Be Honest"

**HUNGARY**

This Last Week

- 1. "Jazda"
- 2. "Apollo"
- 3. "Zombi"

**ITALY**

This Last Week

- 1. "La Spina"
- 2. "Le Stelle"
- 3. "Le Coeur"

**JAPAN**

This Last Week

- 1. "One Love"
- 2. "Soratase"
- 3. "Mao"

**NORWAY**

This Last Week

- 1. "Oya"
- 2. "Oya"
- 3. "Oya"

**PHILIPPINES**

This Last Week

- 1. "I'm Gonna Love You"
- 2. "My Baby"
- 3. "I'm Gonna Love You"

**ROMANIA**

This Last Week

- 1. "OCT"
- 2. "OCT"
- 3. "OCT"

**SOUTH AFRICA**

This Last Week

- 1. "What's Going On"
- 2. "Black Magic"
- 3. "Black Magic"

**SWITZERLAND**

This Last Week

- 1. "L'Amour"
- 2. "L'Amour"
- 3. "L'Amour"

**SWEDEN**

This Last Week

- 1. "I'm Gonna Love You"
- 2. "I'm Gonna Love You"
- 3. "I'm Gonna Love You"

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**Norway, Sweden TV Services Mull Boycott of Eurovision**

OSLO — A proposal for Norway and Sweden to boycott the 1969 Eurovision Contest in Madrid (March 30) because of the prevailing state of emergency in Spain has been presented to representatives of the TV services of the two countries by Lars Sunesen, general manager of the Swedish Broadcasting Union.

The question of a boycott has not yet been discussed in Norway, but representatives of the Swedish Broadcasting Union, Nes says the decision will be taken at the Sanddalv meeting. Meanwhile, a Norwegian music critic told Billboard: “It seems strange to me that a working committee from a country on the verge of civil war. The best thing would be to switch the contest to another country.”

Nes commented that the song for Eurovision should be chosen from the most successful co-operative operation of the European Broadcasting Union and that perhaps it would be best to leave the decision on a possible boycott to the Union. “On the other hand,” he added, “there is no rule preventing participants from withdrawing individually.”

Newspapers in Sweden and Norway have been pointing out the enormous public relations value of the contest for Spain and questioning whether Scandinavian countries should cooperate in promoting a dictatorship.

Denmark has not participated in the Eurovision contest since 1966.

10 Cuts Out of ‘Algien Canto’

Buenos Aires — More than 10 songs have been cut from the program for the past two months, including two in Spanish.

Disks released of the song, published by Smith Musical Editions, include Matt Monro (Capitó), Raul Araya (Niron), and Doic Jocky — both sung in Spanish Instrumental versions — include Willy Martin (EMI), Fun– tar (Sicamarica), Malvinos (Microfon), Caradaxis (CBS) and Vincente Moreno (Phonogram).
SOLID GOLD AGAIN.
Take a million seller from the mid-Fifties.
Add the soul of the Sixties.
Give it to a generation who missed it the first time around.
And you got a brand new hit, baby.

BOBBY HATFIELD
ONLY YOU VK-10634

Produced by Dick Glasser
A Righteous Production

Verve Records is a division of Metro-Goldwyn-Mayer Inc.
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<th>No.</th>
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<td>Shirley Bassey</td>
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<td>SWEET LITTLE MIRACLE</td>
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<td>SWEET SWEET SOUL</td>
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<td>SWEET LITTLE Girl</td>
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Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.
Hey, gang,
heard the news?
Another new English group!

Listen, right out of the chute, we apologize. We frankly could’ve done without another new English group. Without another new any group, as a matter of fact. Potentially you’re as urpy as we are from being force-fed for months on everything from a Peanut Butter Conspiracy to Ultimate Spinach.

But enough cop out. At least we meant well. But there is a good reason for Another New English Group.

From what we hear, our new group just sits there, stark dressed, no flash, and gets raves. Wish we could tell you more, but actually we’ve never seen The Pentangle. They’re just now coming over from Where-Else to play debut gigs from Fillmore East to The Unicorn to The Troubadour to The Fillmore West to —

But as this ad’s being written none of us here (at Reprise) has seen The Pentangle. So, we have to go by our ears. And what we’ve heard is this:

The group is not what you’ve always hoped for in music. Very few people hope this good.

Or, as a reviewer (in “Rolling Stone”) put it:

“The Pentangle, like Music From Big Pink, is a musical experience which has its own identity, unlike most ‘pop music’ today. The reason for this is simply that the musicians involved are professionals and their musical tastes and abilities have guided their careers, not dollar signs or star status.

“It’s refreshing to hear the clean sound of this album, not cluttered by powerful amps or added instrumentation. One can feel a closeness to the instruments that, heretofore, was a hard task in the pop music field. It is one of the best albums one will ever hear, and as the liner notes say, ‘Play this record to those you love.’”

(We have quoted from the “Stone” at length as we suspect you don’t believe in ads.)

BEFORE WE GO, HOWEVER,
A SHORT TIDBIT:

Our Mr. Ostin is in charge of whom we sign up. He doesn’t sign a lot of English acts. He’s turned down the new English Acts more often than Casanova turned down the Springmaids. In London, they call him “Dr. No.” As a matter of fact, he’s turned down every new act from England for a solid 22 months.

Twenty-two months ago was the last one before The Pentangle that he signed. Twenty-two months ago was Jimi Hendrix. A fact.

Or, as the girls on the lawn down at Hollywood High would say, “Wow! Pretty heavy!”

Getting back to The Pentangle, they’ll be here in America soon. Sitting very still on stage. Stark dressed. No flash. And (we hope) sounding excellent. We realize how little our hopes excite you. But then, 22 months back, in this very same place, we ran a hopeful ad about The Jimi Hendrix Experience, and that didn’t excite you either.

The Pentangle has two albums out:

They’re both on Reprise. Where they belong.
SPOTLIGHTS ON THE TOP 20 OF THE HOT COUNTRY CHART

BOBBY BARE & MARGIE'S AT THE LINCOLN PARK INN

(PHP, Clair Holloway) (MCA) - Following up her "He's My Rodeo Swingin'" hit, Ashley Stewart duet with Margie Singleton and it's this protagonist valediction that should quickly spin up the chart. Flip: "Here We Go Again." Ashley 7000

LYNN ANDERSON--OUR HOUSE IS NOT A HOME (If It's Never Been Loved In)

(PHP, Glen Williams/Williams) (Mercury) - The son of country heavy Jerry Reed, this song has a winner here that should solidly establish her as the label and its very own "home girl." Bubbling-hot single will surely find its way to the top 10, 1969.

FLIP: "Who'll Be Holding You Tonight?" (Bubbling-hot flipside). JJ 451

JAN HOWARD--WHEN WE TRIED

(PHP, Bill Weisman) (Capitol) - Back to her top rhythm fashion, Miss Howard can't miss with this "I'm Not gonna Be your Back Door Cat." Domestic appeal. One of her finest performances, it could easily drive her big hit to date and take her back to the top. A strong candidate. Flip: "I'll Walk On Water." (Spoonful, Columbia). DECCA 33477

FERLIN HUSKY & HUSBANDS--FLAT RIVER, MO.

(PHP, Kelso Herrold) (Bluebird) (Columbia) - Composer Delee White comes up with a winner for this. (Brunswick) Columbia 4-4479

CHART

Spotlighted to reach the top 20 of the HOT COUNTRY SINGLES Chart

JIMMY NEWBY--My Prayer for Today (Newport, Inc.) (B/W, Bob Newby) (Columbia) - Unlimited appeal for all with this "If I Blinded Your Eyes." Spaciousness and memorability. Flip: "I'll Fly Home." DJ 570

FREDIE HART--Why Leave Something I Can't Use (Jack O'Connell's, BMI) (KAPP 756)

HUGH X. LEWIS--All I Wanna Do Is Love You (Bell) (B/W, Ray team) (Warner-Supreme, BMI) - No chart riding here. (Unart, BMI). For this "The One I Always Need," this is a strong contender for the label's next major hit. A very strong candidate. Flip: "I Love My Baby." (Warner-Supreme, BMI). 17206

ERNST EISENBERG--Take Me Home (Columbia) (MCA) MT 164

C B C PUTMAN--San Francisco Son (Sonny Gross, BMI) (Capitol, BTC) AC 11379

PEGGY LITTLE--Let's Do It Again (Monie, BMI) (Kapp) DJ 17199

LES SEVERIN--What Makes a Woman (Adderley, BMI) (MCA) MT 2049

GOOD FRIENDS--I Wrote the Long One (Tom Dowd) (B/W, Jerry Jollie, BMI) (MCA) CART 2412

RAY CROSBY--Wanderin' Through the Valley (Blue, BMI) (Kapp) DJ 17064

JACK WILSON--I've Been a Fool (A&M) (Columbia) CART 2331

DARRELL STARR--Hang on Up Your Love (Savoy, BMI) DJ 17065

SPOOTLHTS ON THE TOP 20 OF THE HOT COUNTRY SINGLES CHART

YOUNG HEARTS--SWEET SOUL SHAKE

(PHP, Bobby Sanders) (MCA) - Powerful "San Francisco Son," lend it to a winner in this potent rhythm swinger. Strong pop potential as well. Flip: "Slop" (Columbia). BMI. 45270

CHART

Spotlighted to reach the top 20 of the HOT R&B SINGLES Chart

MAD LADS--Love Is More Today and Gone Tomorrow (Eddy/Mammoth) (B/W, Bob Newby) (Capitol) - For this "In Your Arms," this is a strong contender for the label's next major hit. A very strong candidate. Flip: "I'll Fly Home." DJ 570

DEE-LA-LA--Love A Little (Southern) (B/W, 10) (MCA) MM 7005

LILY LANDRY'S HITS--She's My Baby (Decca) (B/W, Otis Davis) (Decca) 25-5401

DILTON DEVLIN--The Love I've Lost (Soulutions, BMI) (B/W, 10) (MCA) MM 7005

JAYNE & JACOB--If My Love Has Failed You (B/W, 4) (Columbia) (B/W, 4) (Columbia) BMI 1022

CHART

Spotlighted to reach the top 20 of the R&B SINGLES Chart

WEDNESDAY--I'm Gonna Make You Love Me (Dolton) (B/W, 10) (Warner-Supreme, BMI) - No chart riding here. (Unart, BMI). For this "The One I Always Need," this is a strong contender for the label's next major hit. A very strong candidate. Flip: "I Love My Baby." (Warner-Supreme, BMI). 17206

LITTLE FRANCES--I'm Making Love (Uni) (PCP, 10) (Kapp milt) (Uni) BMI 1022

FOOTBALL--How's Your Baby (Scepter, BMI) (B/W, 10) (Warner-Supreme, BMI) -- A winner in this potent rhythm swinger. Strong pop potential as well. Flip: "Slop" (Columbia). BMI. 45270
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Continued on Page 72
BREAKING OUT FOR A BIG HIT SINGLE

'PLAYGIRL'

by

THEE PROPHETS

ON KAPP RECORDS

(K-962)
Listen to both sides of The Monkees' great new single. (And wait'll you hear their great new album.)

"Tear Drop City" 66-5000
Produced and arranged by Tommy Boyce and Bobby Hart.
Coupled with "A Man Without a Dream."
Production sound by Bones Howe; arranged by Bob Alcivar, Bill Holman, Bones Howe.

From The Monkees' new album, "Instant Replay" COS-113. Also available on Stereo 8 Cartridge Tape.

Manufactured and Distributed by RCA
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just completed the first 13 shows and after a break will start taping again. 

Ezell also produces programs by Beto Lee (middle of the road sounds) and Melody Patterson (hiphop/contemporary groups). He started Chris Noel

Good & Bad Youths

*Continued from page 6
pointed out. Senator Baker and fellow believers would give youthful a legitimate role in decision making. It would provide a channel for the energies and protest confined to song and marches and confrontations because the young cannot get heard in the legislative halls in any legitimate way.

Again on the hopeful side there is Rep. Chester Halpern's (D., Fla.) proposal for a Department of Youth Affairs, to try to prevent national drain bridge from within the government to make both sides aware of their mutual concerns and needs and responsibilities, for an equal future.

Finally, some 58 representatives and senators have lined up behind a proposal for a Department of Peace, in the Senate under Sen. Vance Hartke (D., Ind.), and in the House under Rep. Seymour Halpern (R., N.Y.). It is designed to focus all governmental efforts on a U.S. promotion of international peace.

It would feature a Peace Institute that trains its graduate American youth to promote peace, as the military academies theirs for war, says Representative Halpern.

GWP in Independent Prod. Deal With W-7

NEW YORK — GWP Productions has signed Warren Bros.-Seven Arts Records to produce independently for the Warren Bros. company and to focus all government efforts on a U.S. promotion of international peace.

It would feature a Peace Institute that trains its graduate American youth to promote peace, as the military academies theirs for war, says Representative Halpern.

GWP to Bow Next Month

NEW YORK — Jerry Purcell, who will debut his GWP Rec.

record label in March, is on the first leg of a 26-city tour to meet distributors, disk jockeys and jobbers. He is being accompanied by Gena Armond, manager of national sales for the label.

On the itinerary are Chicago, Detroit, Cleveland, Pittsburgh, St. Louis, Philadelphia, Washington, Buffalo and Boston. Other cities will be visited in March.

GWP Records is a subsidiary of GWP (Associated Artist-Record Co., which is Purcell's present

Jeannie Seely, a Monument art-

ist, who records a country show in Nashville.

Has Problems

Ezell has problems in getting R&B material from manu-

facturers for the program. He tries to avoid repeating songs, but has repeated a number of currently popular titles. For the second 11 weeks of shows, he hopes to schedule a guest every fourth show. Bobby Stevens of the Checkmates was Miss Ran-

dolph's first attempt at studio interviewing and half the pro-

gram was devoted to Stevens and his group.

In the past, Ezell says, there just weren't the proper vehicle for guests on Ezell's sched-

ule.

los Angeles — Winters' Rose, TV producer of successful network music specials, is looking to set up distribution and independent production contracts with a major record company.

Burt Rosen and David Wint-

er are talks with 24 record-

affiliated firms, including Transcontinental Investing Corp., Omega Equities and two motion picture studios, to estab-

lish its own music division.

A newly formed Winters/ Rose music division includes a record label, Aquarius Records; two music publishing firms, Burda and Debro, an artist re-
exor for the label, and music publishing division, Shade Fea-

Initial record product will be the TV soundtrack album from the "Ann-Margret Special," which Winterson/Rosen produced, and two singles, "Windmills of Your Mind," by Jean Paul Vig-

non, and "The Spring Thing," by the Siler Brothers.

An LP version of the album will be released to coincide with CBS' plans of a repeat of the "Ann-

Margaret Special" in June. The single will be released to co-

incide with the Winters/Rosen-produced "The Spring Thing." A special on NBC starring Rod Mack featuring Ray Price, Bobbie Gentry, Shirley Bassey and the Harpers Background will score "The Sternwheelers."

GLEN CAMPBELL receives three RIAA gold records from Capitol's president, Steve Berman, for "Witchin' Ways," "Gentle on My Mind" and "By the Time I Get to Phoenix." 

Winters/Rosen Eyes Key Moves

Sonny Bono will score "Prints and the Frog," with Sonny & Cher starring as animated characters, and "Aretha Franklin, Tiny Tim, Mama Cass, Bob Dylan and Big Brother and the Holding Company in cameo roles, Rosen said.

In TV production, Winters and Rosen are working on a weekly variety show for Don Ho, to air from Hawaii, the "Buck Owens Show" (soundtrack album) and the "Barbara McNair Show." Don Randly will write the theme for the Bar-

bara McNair show, which will be released as a single, said Rosen.

Lib. Twin Packs to Get New Graphics

By ELIOT TIEGEL

LOS ANGELES — Liberty Stereo-Tape will redesign its cassette packaging to allow its newly bowed twin picks to stand out strongly.

The new graphics, which will replace the old twin packs, are also designed to halt anyone selling a twin pack as a single album tape and to also emphasize that this is a special form of musical presentation.

Liberty is the only company creating a twin pack, said Public Information Department general manager Earl Horowitz wants more com-

pany. He believes, the public doesn't know its getting two albums for the price of one on a twin pack.

When a number of music suppliers begin creating new graphics, Horowitz believes, the Blue Connects In Folk Bag

NEW YORK — David Blue was effective at the Bitter End Feb. 6 with his dry style and good, original folk material. Included were three of the best known tunes from his solo album: "You Need a Change," "This Would Be a Good Time," and "Thirty-Five Days." The album's title song, Blue's own, was dedicated himself on guitar. "To Make A Life" was a song of Druggie. Mike and Judy Callahan, a prominent folk duo, opened the bill. Their set included Kenny Rankin's "Peaceful," which is the couple's first single on Cap-

itol. Joe Keyes, an improving young comic, and the Bleecker Street Improvisation Company also performed.

FRED KIRBY

haris which dealers now display toward the product will be shattered.

Liberty will enlarge the graphics on the front of its cassette case, shifting all programming graphics to the back side of the case. New coloring for the plastic cases will also be developed.

Horowitz is among the lead-

proponents of twin pack cassettes. "Cassettes, which are the $7.95 item offers the purchaser an instant value," he says.

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