Atlantic Tops Billboard’s Hot 100 Label Chart Action Report in Qtr.

By MIKE GROSS

NEW YORK — The Atlantic Records label topped the Hot 100” field for the first quarter of 1969 in the initial survey compiled by Billboard’s Charts Department. Atlantic had 6.8 per cent of the chart action during the first three months of the year and placed 20 titles on the “Hot 100” singles chart.

Capitol Records took second place with 5.2 per cent share and 12 titles. In third place was Tamla Records with a 4.7 per cent share and six titles. Placing fourth was Reprise Records with 4.4 per cent and 10 titles; Motown Records was fifth with a 4.2 per cent share and six titles. Rounding out the “Top 10” in their respective order were: Epic, Stax, Atco, Columbia and Uni.

However, in the five issues of March that were surveyed, Capitol Records took over first place with 6.2 per cent of the action and seven titles. Reprise Records placed second with a 5.5 per cent share and seven titles; Columbia came in third with a 4.4 per cent share and seven titles; Uni placed fourth with a 4.3 per cent share and four titles, and Tamla took fifth with a 4.0 per cent share and four titles.

The analysis is based on a detailed computation of Billboard’s “Hot 100” charts covering the five issues of March 1969, and for the Jan. 1-March 31, 1969, period.

Barclay Forms Audio Firm; CBS-France in Instruments

By MICHAEL WAY

PARIS — Two major French record companies, Barclay and CBS-France, are forming new affiliate companies to widen the scope of their activities. Barclay has formed Barclay Industries, to manufacture, promote and market a range of audio equipment, and CBS-France has announced that it will create a musical instrument division in May.

The Barclay enterprise initially will produce four new products—a “cube” transistor radio set, which picks up three different stations depending on which way it is orientated; a portable record player designed to play pliable disks; a combined 2, 4 and 8-track cartridge player and radio receiver; and a stereo tape cassette player for automobile use.

The new pliable ministick will also be sold on a large scale, with heavy concentration on major chain stores and supermarkets. The company intends to sell its products simultaneously in England, France and Germany.

The company is hoping to work with European record companies to vend Hot 100, top LPs and, eventually, tape products simultaneously with their release to radio stations, racks and regular distributors.

Kis To Record Ghetto Talent

By CLAIRE HALL

NEW YORK — Ki Records, a new label formed by the partnership of Felix Cavaliere and John Caliguia, has opened a production office in New York, Brenda Lee, is climbing up the best seller lists by way of her smash hit single, “Johnny One Time” #32428. Having just completed recording her new album in New York, Brenda leaves on a national two month schedule of personal appearances.

Deca’s dynamic international star, Brenda Lee, is climbing up the best seller lists by way of her smash hit single, “Johnny One Time” #32428. Having just completed recording her new album in New York, Brenda leaves on a national two month schedule of personal appearances.

The Flying Burrito Bros.—Chris Hillman and Gram Parsons on rhythm guitar and vocals, Chris Ethridge on bass and Sneaky Pete on pedal steel guitar. Their first album, “The Gilded Palace of Sin” (SP 4575), was released last week at A&M Records.

(Continued on page 18)
Speaking of charts...

This Grammy-winning, RIAA-certified million dollar L.P.

#1 in Cash Box.
#2 in Record World.

If you're not with it, you're not where it's at!

RCA

Available on RCA Stereo 8 Cartridge Tape.
Kapralik Exits Epic A&R to Form Multilevel Operation

NEW YORK—Dick Kapralik has resigned as vice-president and artistic director of Epic Records to form a new independent multi-faceted organization whose activities will include publishing, recording, concert promotion, and film production. The new company, which is in the planning stages, is the result of changes at Columbia, where it seems Kapralik, who has been with the company for 15 years, is too independent for management's taste.

Kapralik will continue with a multi-faceted company whose activities will include publishing, recording, concert promotion, and film production. The new company, which is in the planning stages, is the result of changes at Columbia, where it seems Kapralik, who has been with the company for 15 years, is too independent for management's taste.

Kapralik was a co-founder of the first major independent record company, Epic Records, and has been with the company for 15 years. He is known for his work in developing artists and helping them achieve success.

The new company will be called the Vice-Kapralik Group, and will have offices in New York, Los Angeles, and London. It will be focused on developing new talent and helping established artists achieve success.

The company will also produce films and television programs, and will have a publishing division.

Kapralik said, "I am excited about the opportunity to create a new company that will allow me to continue to work with artists and help them achieve success. I am grateful to Columbia for the opportunity to work there, and I am looking forward to the new challenges that this new company will bring."
MTA Starts New Series
In Stereo Single Groove

MTA plans an early spring re- release of the second NWS al- bum,"Jazz Introduction to the Colli- nes Series." It features MTA Records artists Burt Collins and Joe Shelby with an all-star group playing original material arranged by Mike Abene.

TACO'S in Kitty Wells Pull

NEW YORK — Charlie Fach, under the financial umbrella of Mercury Records, has formed Intrepid Records, Fach, who was Mercury's vice-president and director of recorded product, assumes the position of vice- president and general manager of Intrepid.

Under the arrangement, Intrepid will function independent- ly of Mercury. It will maintain its own personnel and distribu- tion, although Mercury distribu- tors also will continue to replace Intrepid's wholesale channels. Mercury, however, will own Intrepid.

As part of Intrepid, Fach has set up Brown Trout Music, a BMI-affiliated music publishing company.


deeva's Promo Tie
On Brubeck TV' "

NEW YORK — Deeva Rec- ords announces a special promo- tion in conjunction with the CBS-TV broadcast of Dave Brubeck's "Time Out" on Sunday (6). The performance, taped at Washington's National Carillon, will be used as a backdrop for the on-air promo- tion in the form of a curtain for its entire 12-week radio campaign for the newly-released "Time Out" album.

Schroeder Rep for
3 Artist Music Cos.

NEW YORK — Aaron Schroeder Music has wrapped up deals with Jimi Hendrix, Burt Kooper and Mike Jeffrey for the representation of the music firms throughout the world. Hendrix' firm is Bella Godiva Music; Koope's is Jim's Boogie, and Jeffrey's firm is Em-Jay Music.

Decca in Kitty Wells Push

NEW YORK — Decca Rec- ords has designated April as "Kitty Wells Month." Highlight- ing this competitive promotion is a new album titled after her current single release, "Guilty Street." Also included is the en- tire album catalog of Miss Wells' 28 LP sets, plus a total of 15 sets that are now available in various tape configurations, some for the first time.

In support of "Kitty Wells

March, Decca is supplying spe- cial order forms, mounted lithos, streamers for store display, brochures and singles in several sizes for co-op adver- tising, plus direct mail advertising. Sales representatives will begin booking orders on Miss Wells' product Monday (3), and stock is now on hand at all branch and distributing points.

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Executive Turntable

James J. Frem named director of sales and marketing for Polyphonics, Inc., succeeding Jerry Schoenbaum, president of the new firm. Frem was previously director of MGM's classical division, maintain- ing offices in Los Angeles, New York, Hamburg and Munich. He will report to James J. Frey, the new firm's chairman. Frem's previous background includes director of the MGM/Decca Phonograph in Hamburg and Gregor, and selecting all DGG, Archive and Helidor product distributed by MGM in the U. S. He was director of Sales for Decca Records, marketing operations handled by Schoen- baum, as national sales manager, of Verve/Forecast. Frem also was manager of the CBS special products section.

Frey

Simon

Cohn

Hill

John Hill appointed producer, popular &e, Columbia Rec- ords, reporting to Jim Melcher, president of Dot Records. Cohn, a former producer for Columbia on his own, Hill will also produce such artists as Donald Wilson and Neon for the label. Cohn has been with Columbia disco sales for Warner Bros. Records, prior to joining MCA Records. Hill is a former department manager of the EMI Songs division.

DGG Handling
MGM in Europe

NEW YORK — Deutsche Grammophon's European affili- ates will be handling the MGM pop product on the Euro- pean continent under negotiation. MGM and BBC Gram- month, will be handled by MGM in the U. S. and Canada. These classical lines will be distributed by the new American branch of PolyGram, Inc. Special polystyrene items may be licensed to MGM for the U. S. in the future.

Kki Ghetto Campaign

From page 1

The show ran from 2 p.m. until 5 a.m., and was performed twice. Among the labels and talent agents attending were ABC, Atlantic, Atlantic Traffic, RCA, Kapp, Mercury, MGM and W. A. Morris. The line-up included Gene Cornish, and their manager, Mike Abene.

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Columbia is proud
to introduce someone
you know very well.

Tim Hardin. At the forefront of contemporary artists. And just to celebrate the occasion, we’re also introducing his first album for our label. “Suite for Susan Moore and Damion—We Are—One, One, All in One” represents more than simply Tim’s first effort for us. It represents all that an artist would want to attain. A deeply personal statement. One lovingly brought to life and carefully nurtured in every step of its growth.

Tim Hardin considers this album the best he’s ever done. And so do we. His loyal and continually growing audience will think so, too.

But the thing that makes it even more special for everyone concerned is this: It’s just the beginning.

Tim Hardin is now on Columbia Records.

TIM HARDIN
SUITE FOR SUSAN MOORE
AND DAMION—WE ARE—ONE, ONE, ALL IN ONE.
NEW YORK — Ames Heilicher, president of the National Association of Record Merchandisers (NARM), has appointed members to a new NARM committee for the forthcoming year.

Chairman of the NARM Scholarship Committee is Jack J. Goldfarb (L & R Record, Atlantic City, N.J.). Goldfarb heads a committee made up of James Schwartz (District Records, Washington); Charles Schlang (Trans-Love Productions, Al- bany); Grady Brown (Brown Sales, Columbus, Ohio); Sam Morrison (Knox Record Rack, Kansas City) and George Barry (Modern Record Service, New Orleans); and Steve Lieberman (Lieberman Enterprises, Minneapolis). The Scholarship Committee, in addition to its duty of serving as recipients of the annual NARM Scholarship Awards, will this year survey additional areas in which the NARM Scholarship Fund may expand its activities to interest young people into entering the record and tape industry.

The 1970 NARM Convention Committee is chaired by James Gross (Merco Enterprises, New York) and includes Ernie Leiner (United Record Distributors, Chicago), Shirley Shipley (Main Line, Cleveland); Marvin McDermott (Musical Island, New York) and Allen Rosen (Recordland, U.S.A., Lumbuck, Tex.).

The NARM Executives Committee will be headed this year by Merritt B. Kirk (Music West, Dallas) and includes Harlan Malley (Mercer Enterprises, New York), Jerry Weiss (Best Merchandising, Kansas City), Mike Kiefer (Best Selling, Detroit); S. William Davis (Music Merchandiser of Denver); and Sam Gross (Best Selling, Kansas City). The advisers to the Tag-A-Long Committee heading this year is Roger Brown of Capitol Records; Earl Horowitz of Liberty Stereo Tapes; Helmut Brinkman of Philips Records and Ed Weker of RCA Records.

The Membership Policy Committee is chaired by Jack Grossman. Serving with him are Milton Israelf (Beacon Record Distributing, Providence); Carl Glaser (Disceries, Inc., Buffalo); Ted Friedman of Southland Distributing, Chicago); Jerry Schwartz (United Record Corp., Chicago); James Schwartz; Morris Mandell (Auto Sound Distributing, Minneapolis) and Chris Rack, Knoxville, Tenn. (Disceries, Inc., Nashville). The Membership Policy Committee will review the NARM dues and membership structure and make recommendations in that regard.

The NARM Marketing Committee is chaired by Carl Glaser, serving with him are Jack Christopher (Highpoint, Seattle), Harold Reit (Record City, Dallas); Noel Kor- engass (Record City, Minneapolis); Russ Solomon (Central Valley Records, Reidsville); Joel Israelf; William A. Hall (Trans- continental, Dallas), Ken Halvorsen (Top 40, Salt Lake City); Rich Segel (Temple Sales, Madison, Mass.); and Jay Jacobs (Knox Record Rack, Knoxville, Tenn.).

The Distributors Advisory Committee, chaired by Harry Apostolakis, will pay particular attention to the problems of independent distribution. Made up of representatives from all geographical areas, the committee will be represented by Apostolakis and Harry Rosen, of David Rosen Co., of Stanwood, Wash. As chairman of the committee, Harry Rosen's representatives are Harry Hildebrant (Allied Artists, Atlanta) and Alan Kube, of Buddah Records, New Orleans, and Gerald Friedman of Southland Distributing, San Francisco. The representatives will serve on the Executive Committee, and the representatives will serve on the advisory committee.

The Scholarship Committee and the Advisory Committee will meet on April 1 to discuss the committee's business and make recommendations to the NARM Board of Directors on ways to make the 1970 convention the best ever.

Blue Note Jazz Series Begins Reissue Program

LOS ANGELES — Blue Note has entered a seven-week tie-in with the debut of five LP series titled “jazz classics” based on records requested from European licensees.

The project, a year in preparation, started the first time in the 30-year-old label’s history that it would release an album release of music from its vaults.

Liberté/UA marketing director Lee Mendell indicated the series—which will be made available to A&R directors’ licensees—can be expanded beyond the first five albums.

Mendell said the idea came back for a Blue Note album after being approached for this material by a licensee’s offices in France and England last year. As a result of the meeting, Francis Wolff, a Blue Note executive, and Steve Levere, the free-lance producer who has worked on two other repackage projects the parent company’s follow-up series have been created: “DeParis Dixie Jam,” “DeParis Dixie Jam — Part Two,” “Original Blue Note Jazz, Volume 1,” featuring Edmund Hall and Tony Williams on Piano of Art Hodes”; “The Beginning and End of Fog,” featuring James Moody and George Wallington; “Celestial Express,” featuring Edmund Hall, Teddy Wilson, Charlie Christian, Meade Lux Lewis, Bing Crosby and a number of other Blue Note artists.

Blue Note Jazz Series Begins Reissue Program

NEW YORK — The complexity and quantity of recorded product today poses new challenges to sales executives, distributors and record buyers who seek to achieve peak billings, according to Lenny Sachs, Atlantic Records vice-president and director of marketing. The basics still apply, said Sachs, “but,” he added, “today’s conditions are so diverse for products known to be a hit single. You cannot release product and hope it will stick.”

“The jazz market, of course, must continue to do his part with his various musical programs to reach the market quality product,—for without the latter, none of the former exists,” Sachs noted.

The executives is very high on the potential of the tape business. “It is already attracting a large segment of the total dollar volume and it is opening new areas of distribution inasmuch as it is allied with the electronics and automotive fields.

Sachs concluded: “Records will help sell tape and vice versa, but the ultimate in new maturities will be reached.”

The Diamond Moves

NEW YORK — Diamond Records, Inc., a division of Ed- win H. Morris & Co., Inc., has moved into the firm’s home office building at 31 West 54th St., New York 19, which will occupy the fifth floor.

CLUB REVIEW

S. Davis Turns on Power in Quality-Packed Program

NEW YORK—Sami Davis opened with a streamlined and quality-laden act at the Copacabana (180 W. 52nd St.) for the second time. Out were the impersonations, the drum playing, etc. In was a quasi-symphonic, all-star cast of cabaret music, a couple of strong songs, beautiful lighting and funny and witty dialog in between.

The Reprieves artist into off-stage-oversaid-melody was a driving power by Ray Charles material involving “Georgia.”

“Busted,” “Eleanor Rigby” and “Let the Good Times Roll,” which were all behind the top of the piano, tambourine rating, urging the crowd on. Davis played guitar on “Roll,” a sound on “I’ve Gotta Be Me,” his current hit.

With the high gloss of Atlantic’s Carmen MacRae to start off the evening, the current Copaca- babana bill is the strongest in the months and filled with all the extras that a critic at the Copacabana needs.
The Hit Sound of Atlantic!

Percy Sledge

"Any Day Now"
Atlantic #2616
Produced by QUIN IVY & MARLIN GREENE

The Sweet Inspirations

"Crying In The Rain"
Atlantic #2620
Produced by TOM DOWD
CHICAGO—Nine recording acts from the Mercury Records family will be packaged in a 14-city promotional tour on the West Coast starting Friday (11). The promotion will offer concert admission prices as low as $1 per ticket (with floor seats and includes tie-ins with radio stations. It will also involve product promotion, such as rack jobbers and dealers.

The tour, called Mercury’s Fifth Annual Spring Festival Show, has been in preparation since early February under Mike Slobin’s direction. Slobin, who is in charge with Mercury President Irving Greenberg, is expected to be expanded nationally, Slobin said.

Eleven of the tour shows will take place at colleges and universities, the first at University of Southern California (3/28), followed by capacity Cromwell Field, where the admission will be $1. Acts for this show are Sir Douglas, Quintet, Smash; Buddy Miles Express and the Mer- cury; Group Therapy, and Harvey Mandel, Philips.

Average admission price for the shows, three of which will be handled through radio stations is $2. From five to eight acts will perform at each. Other acts appearing are Merv Griffin, Joy, Fontana, Line County, Mercury; Tongue and Groove, Fontana; The 5th Foot Hose, Limelight.

A staff of four assisting Slobin’s headquarters at the tour office in San Francisco.

The tour set for: USC, University Park, Los Angeles (11); San Diego State, San Diego; University of San Diego, San Diego; University of California Polytechnic College at Pomona (18); Sound Factory, Santa Ana, Calif.; University of Marin, Kentfield, Calif. (20); Diablo Valley College, Pleasant Hill, Calif.; El Dorado College, Auditorium, Bakersfield, Calif. (25); Antelope Valley College, Lancaster, Calif. (26); San Fernando Valley State College, San Fernando, Calif. (27); College of San Mateo, San Mateo, Calif. (29); San Jose State, San Jose, Calif. (Pacific, Stockton, Calif. (May 3); Sierra College, Rocklin, Calif. (May 5).}

**COLUMBIA RECORDS** recently presented the master tape of its hit Marmalade LP, "Breakfast in America," in Washington. At the presentation, are left to right: John L. Nowland, director of retail merchandising; Tom Forsyth, Washing-ton Hi-Fi Music Show, Benjamin Folkman, participant in the the creation of the album; Walter C. Froiss, creator of the LP, and Thomas Frost, Columbia Masterworks ad producer.

**Disk Co.'s Seen Role As Distributor Only**

By CLAUDE HALL

NEW YORK — The time is coming when major record compa- nies will have little or nothing to do with the development of artists. That’s the opinion of Jerry Purcell, head of Gerard W. Purcell Associates, who, un- der a new agreement with RCA Records, is handling all pub- licity in connection with per- sonal appearances of Eddy Arn- old and Al Hirt.

"Firms like ours," said Pur- cell, "will manage the artists, produce his records, handle his publishing company, handle his promotion and promote his shows."

The major record companies, Purcell said, "won’t make up the records, much as movie companies don’t make up the movies. RCA is making a contribution to the cost of the concerts of Al Hirt and Eddy Arnold and we give the local distribu- tor free tickets to hand out to local legays and drops."

In return, Purcell will keep the name of the artist, he said, with the development of the artist. Promotion money was on a co-op basis between distributors and the label.

RCA praised the new agreement, Purcell said, because it leaves them of a lot of re- sponsibility to the artists. "Many major record compa- nies are just not set up properly to merchandise product and pro- mote an artist," he said. "For example, it’s obvious that night- clubs are dying and the future belongs to concerts. We pro- moted 213 concerts across the nation last year, grossing mil- lions of dollars. With these con- certs already scheduled far in advance, I am able to stimulate any artist onto the bill who has a record beginning to happen."

He was disturbed over the death of nightclubs: "most of them had bad sound systems, bad lighting, bad musicians, and noises during the show. Too, there was a time when if you were promoted for the night you were good for 30 weeks of booking around the nation; this is no longer true. An appearance on The Tonight Show or the shows of Merv Griffin and Mike Douglas are worth four weeks in any hotel or nightclub in the nation."

"The route today is first a hit record. You have to have two or three of these to warrant an album. Then the act is ready for TV. An impact on TV, the artist is ready to develop the rewards of con- certs."

"You can take an act and de- velop it in a paper and coaches into a polished concert act in two or three weeks in a rehearsal."

"You don’t even need nightclubs in small towns for tryout or de- velopment."

**STOGEL Hits RUSHEN With Funds Misuse in 260C Suit**

NEW YORK — A $260,000 damage suit against, among other things, missing funds, has been filed against Neil C. Rushen, Inc., a business man- dement firm, by Leonard Stogel & Associates, Ltd., Gregg Yale Inc., and Leonard Stogel, Inc.

The action was filed March 21 in New York State Supreme Court, New York County, on behalf of the three complainant organizations, and alleges that defendants were co-ordinated to their own use a substantial portion of funds con- tributed to their organizations by each of the plaintiffs.

The suit asks actual damages in the amount of $65,000 and exemplary damages at $195,000. Complaint further charges that "the defendant corporation failed to perform services re- quired of it (under various agreements with plaintiffs), failed to collect all the gross proceeds from each of the plaintiffs, failed to maintain a proper book of accounts, failed to performance properly account to each of the plaintiffs."

Stogel's personal management firm represents such acts as the Coasters, Boyce & Hart and Lee Michaels.

**Handy Pub Number**

NEW YORK — The phone number for the "Handy Pub Publishing" was incorrectly listed in the "The Manhattan Sound" sup- plement in last week’s Billboard. The number is 212 246-8843.

APRIL 5, 1969, BILLBOARD
THE SANDPIPERS
THE WONDER OF YOU
An album and a single on A&M Records
LOS ANGELES — Nancy Sinatra's Boots Productions is expanding its record-publishing operation to include outside record production and an overseas distribution subsidiary.

The company also has begun to rent its studio to songwriters and producers to record songs for their own labels or to make records for their major-label clients. The company, which was founded by Nancy Sinatra Jr. and soul-country singer Linda Carr, is located in London, which was chosen because of its close ties with the British music industry.

The company, which is now in its fourth month of operation, has already signed 10 acts and plans on rolling out other acts in the next few weeks. The company's first release, a single by Miss Sinatra, is scheduled for early June.

### Pickwick Lists 40% Net Hike

NEW YORK—Pickwick International, Inc., has reported a 40 per cent rise in net income to $1,893,384 for the nine months ended Jan. 31, 1969. The comparable period in 1968 netted the economy line label $1,357,374, as earnings per share also jumped from 94 cents to $1.32.

Sales increased 20 per cent to $39,642,384 from $33,147,420 on the strength of a successful third-month period (Nov. 1 to Jan. 31) in which net income rose 35 per cent over the similar quarter in 1968. The recent NARM convention also named Pickwick International's Pickwick/33 line as "Best Selling Economy Price Label," while the firm also won the Sears, Roeck, "Symbol of Excellence" award for the fourth consecutive year.

### Kinney Bids for Sinatra's WB Slice

NEW YORK—Kinney International has agreed to buy Frank Sinatra's WB Seven Arts (New $2,500,000) for cash and debentures.

### McKay Pushes Disk

NEW YORK — Scott McKay, top disk executive at EMI Records in the Mary Brown, will be the new President of the Hollywood Records division, the company announced today.

### Classes on Recording Set

SAN FRANCISCO—Former Columbia producer David Rubinstein and engineer Fred Stein will establish a series of training classes on recording at nearby Pacific Records.

This is the studio which Rubinstein, the first producer hired by Fillmore impresario Bill Graham, will use in recording acts for Graham's pop labels.

### Superscope Hits Highs for 12th Yr.

LOS ANGELES — Super- scope Pictures, Inc., has reported a record gross of $1,728,000 for the year ended Dec. 31, 1968, a 30 per cent increase over the previous year. The company said that the increase was due to the success of its new series of documentaries on the American West.

### Goody Sales, Net Up in '68 Over '67

NEW YORK—San Goody, Inc., reported a 79 per cent increase in sales for the year ended Dec. 31, 1968, to $3,068,567, from $1,705,429 the previous year. The company said that the increase was due to the success of its new series of documentaries on the American West.

### Carter Gains Control of Mills Via U&L Stock

NEW YORK — The largest bidder for the United & Liberal (U&L) stock, which has been acquired by the Carter Group, Inc., for about $30 million, will be the sole owner of Mills Music, Inc.

The company, which has been bidding for about 21 per cent of U&L's shares, will now own about 75,000 shares of Mills Music Trust, which receive all the money for the stock purchase. There are about 270,000 shares of Mills Music Trust outstanding.

### Music Makers to Buy 6 Theaters

NEW YORK — The Music Makers Group has reached an agreement in principle to acquire motion picture theaters, located in shopping centers in Westchester County, New York, for an undisclosed amount of cash. Five theaters are being operated, and the newest theater is scheduled to open today.

### Craig, Monogram Wing to Merge

LOS ANGELES—Craig, tape player manufacturer, and Magnavox-Movelta, a subsidiary of Monogram Industries, have reached a preliminary agreement to merge.

The name of the new company will be Monogram Industries.

Craig reported sales of $27.6 million for the 12-month period ended Dec. 31, 1968, and $22.8 million for the six-month period ended June 30, 1968.

Magnavox-Movelta had sales of $51 million and $3 million for the same time periods.

### Rourke & Sims, Jone's Work Down

NEW YORK — Composer Ronnie Rourke and lyricist Norman Simon have written a "Jazz Requiem," which will be performed at New York's Ethel- eum Concert Sunday (6). The "Jazz Requiem" will be performed by David Black and the members of the slag. The Mac- gill Black will be handled by John Jones. The artists will be Arthur Prussky, Patti Austin and Andy Bey.

### Cap's on Mend After Mishap

LOS ANGELES — Dick Jones, Capitol Records a& producers, has been injured in a Hollywood Presbyterian Hospital after Jones was hit by a truck at Capitol's Tower headquarters.

APRIL 5, 1969, BILLBOARD
This is the film PLAYBOY ran ten well-stacked pages on in their March issue!

IT'S A SOUNDTRACK!

AND IT'S ON KAPP!

"A sort of 'What's New Pussycat?' brought up to today's level! Filmed in the new style...slick cinema...bright wit...satiric barbs!"

ANTHONY NEWLEY IN "... CAN Heironymus MERKIN ever Forget MERCY Humppe and find true happiness?"

"Long, well-earned bows to everyone involved...there is no performance that does not ring true. It will be seen...it will be enjoyed...it will be remembered!" -Variety Review

THE MOTION PICTURE PLAYBOY MAGAZINE CALLED "A ZANY EROTIBIOGRAPHY THAT LOOKS LIKE A MARX BROTHERS' MOVIE SHOT IN A NUDIST CAMP!"

LYRICS BY HERBERT KRETZMER

MUSIC BY ANTHONY NEWLEY

"CAN HEIRONYMUS MERKIN EVER FORGET MERCY HUMPP AND FIND TRUE HAPPINESS?"

A Universal Pictures Limited/Taralex Corporation Production

KRS-5509

A Division of MCA, Inc.
Rock Acts in Search of Niteroy As Club Shortage Hits Bay Area

By GEOFFREY LINK

SAN FRANCISCO — Live talent locations have not kept up with the influx of rock bands wanting to play in the Bay Area. For a city with 50 or more bands looking to record or already with a label, there are remarkably few night spots solvent enough to foster a healthy community of clubs promoting live performances.

Although San Francisco's Fillmore and Avalon ballrooms are the prestige locations, an informal circuit of small clubs rings through the area in Berkeley coming into prominence.

Less than a dozen nightclubs book local bands, and just four — the Matrix, the Rehearsal Hall, the Cafe and the Rock Garden — are much different from neighborhood bars.

Since the Two Share in Santana burned down a few months ago, there are no folk clubs of note outside Berkeley.

The Celebrity Club in San Francisco and the Showcase in Oakland are two of the Bay Area's major venues for soul sounds. For jazz, there's the jazz workshop which books big-name groups and some local talent, and about five smaller clubs and bars that handle lesser-known groups. The Exit in Palo Alto rounds out the Bay Area's second tier of clubs.

Better Shape

Three years ago, the relatively few rock bars were in better shape, with Fillmore Audio-technica, the Matrix and Golden Gate Park, where lots of groups could play for a reasonable fee. Now the situation has worsened. Medium and small-sized clubs have been particularly hard-hit, and in some ballrooms still operate regularly, and some still use rock for concerts any more. Berkeley, where there are no ballrooms but nightclubs, is the only place larger than the 104-capacity Matrix Main Room (150 capacity), New Orleans House (175 capacity) and New Monk (350 capacity) in San Francisco, and the local club in Palo Alto, open for four years, has a 200-seat capacity.

Such clubs usually book well-known local bands, such as the Fillmore's Rude Loaders and the Loading Zone as the headline act, plus a beginning band, like Gold or Larry Jane. Sometimes, a band name and boost the cover charge.

Performers in any of the rock clubs usually are paid a percentage of the door, the Matrix pays 70 per cent for headliners and 60 per cent for second-line acts, but they play less. It's supposed to equal scale, but in Berkeley it's often less, and it always happens, particularly in the smaller clubs. Frequently, the hat is used as a tip for the band, but in these instances usually benefit more from the exposure and opportunity to play before a live audience. Beginning groups may play for as little as $2, much on a bad night, even at the bigger clubs.

The Hate Cafe, newest of the rock clubs, opened two weeks ago on Haight Street. According to manager Jack Bobbin, it will book beginning bands only, at least for the next several weeks. The building used to be the Print Mint, where about two years ago new bands often played.

Folk Club

The music scene in the Bay Area is Freight & Salvage in Berkeley, Sweetwater, The Wash, folk music groups, bluegrass and c&w. Capacity of the club is about 100 and the cover varies from $1.50 to $7.25, depending on the night and the performer. Like Mike Seeger will call for a $1.50 cover. In San Francisco folk clubs are the Cafe Gallery and Coffee and Confusion.

In short, there are far more bands than there are clubs.
wishful sinful
You saw it in Billboard...

THE SHURE VOCAL MASTER SYSTEM HAS SOLVED TOUGH ON-LOCATION PROBLEMS FOR:

THE 5TH DIMENSION  
THE ASSOCIATION  
SPANKY AND OUR GANG  
SERGIO MENDES & BRASIL '66

Now... hear what the out-of-sight Shure Vocal Master can do for your group!

We'll rest our case on your ears. Listen to the clarity of the vocals, the blending and balance of sound, the penetrating power that reaches to the back of big rooms without overwhelming the audience up front, the unlimited reverb effects, the absence of feedback. It's the first system that gives you recording studio control of vocals during live performances. Dozens of leading groups have standardized on it... you owe it to your future bookings to hear what the Shure sound can do for your act!

SCHOOLS... HOTELS/MOTELS... AUDITORIUMS

The Shure Vocal Master has already replaced many much-more expensive, complicated, so-called "deluxe" built-in sound systems from coast-to-coast. It has overcome difficult, almost insurmountable sound problems in night clubs, auditoriums, gymnasiums, fieldhouses, ballrooms, large meeting rooms, stadiums, ball-parks and public parks. Exceptionally simple to operate. Portable—sets up in minutes. Rugged—stands up under constant on-the-road use and abuse... it's natural for dependable use in fixed location. See your local Vocal Master specialist, or write for complete brochure.

see your local Vocal Master specialist to hear what the Shure sound can do for you

(Note: If the Vocal Master Dealer Listing at right is missing, write for information to:)

SHURE BROTHERS, INC.
222 Hartrey Ave.
Evanston, Illinois 60204
Talent
College Unions’ Meet Is Most Successful

DENVER—The 46th annual conference of the Association of College Unions at the Denver Hilton Hotel, March 23-26, drew 601 registrants and 64 exhibitors. According to ACU Co-ordinator of Product Exhibits, it was the organization’s most successful meeting.

Representing the talent field were Ashley Farms, Chartwell Artists, William V. Jack Agency, Creative Management Associates, Associated Booking Corp., Premire Talent, and Pryzens Men, Attractions.

For the 1-day film area were Ed Sullivan Shows, Warner Bros. Corp., Production, Universal and Television Attractions, Warner Bros. Attractions, United Artists, Alpert Attractions, It’s a 2-day convention at the Greenbrier Hotel, Hot Springs, W. Va.

Campus Dates

In the lecture field were American Program Bureau, Kendick Lecture Bureau and W. Colston Leigh, Inc.

Other dealers also at the ACU conference were in the areas of food service, art and supply, vending machines, with drinks, and equipment.

Billboard Radio magazine was present at the ACU and from its booth distributed over 600 copies of the 1969 edition of Campus Attractions to the Student Union Directors.

Next year’s convention will be held at the Shamrock Hilton Hotel, Houston, March 22-25.

Jack Overman of Kansas State College, Manhattan, will be co-ordinator of product exhibits for 1970. Plans are in the works for a followup event at the 1971 convention.

It’s mad, mad, marvelous in the new jewelry

EYE POPPERS

The men have it—oh, it’s the greatest idea in jewelry in years. Cleverly colored glass eyes (safety eyes) are magnetically mounted as fake eyelashes, key rings, hair clips, and tie tacks. A sure-fire idea for the college crowd.

Priced as low as $5.00 the dozen for easy sales and more than a $100.00 profit. Send for catalog sheet and price list.

BACk JOBBERS

RETAIl-TO-STORE

SALESMEN—This will open their eyes!

6. SCHOPFNER, Dept. BB
200 ½ S. 11th St., Kansas City, Mo., 64105
Luth, Kolmar Form Firm

NEW YORK—Murray Luth, general manager of the Fred Waring Corp., and Klaus Kolmar, formerly of the William Morris Agency, have gone into partnership to form a new booking and management firm. It will be known as Luth-Kolmar Entertainment, Inc.

The firm will concentrate its efforts primarily in the concert field with emphasis on personalized service to both artist and local sponsor. Plans call for an expansion into other areas of the entertainment field.

The initial list of clients represented by the new firm includes Lene Bitch, Rolf Bjornberg, the Czechoslovakian State Song and Dance Ensemble, Jacques D'Amboise, Jose Greco and Company, Hal Holbrook as "Mark Twain Tonight," Carlos Montoya, Bengt Rundgren, Donald Swann in "Set by Swann," Fred Waring and the Pennsylvania, the Paul Winter Consort, Earl Wrightson and Lois Hunt, and Ingvar Wixell.

Corporate papers are now being filed by the firm’s attorney A. Walter Socolow designate Luth as president and Luth as secretary-treasurer of the corporation.

The firm will have offices at 1771 Broadway and begins operation Wednesday (2).

WANTED SINGER

For internationally famous vocal group with several hit records to their credit. We are looking for an experienced lead type singer. Prefer one who plays an instrument and has had some experience in line of comedy, impressionist, etc. If you are the versatile entertainer we are looking for, here is your golden opportunity to join a well established steady working group. For more information call 702/735-1596 or write Billboard, Box A-437, 9000 Sunset Blvd., Los Angeles, California 90069

Dexter's Scrapbook

By DAVE DEXTER JR.

LAS VEGAS — It was like a flashback, an unscripted replay of 1939 when the big dance bands dominated the music business.

Along the Vegas Strip in this frenetic, troubled year of 1969 one counted on the name orchestras being featured at the better, more ornate hosteries. Duke Ellington with Harry Carney, Johnny Hodges, Count Basie and Joe Williams and other top ten saxes at the Sahara. Russ Morgan and his Wah-Wah on top of the Roof at the Strip hotel.

Harry James at the Frontier, silver-haired, portly, but still blowing on the trumpet as no one else can.

There was Woody Herman with still another herd—great as always—performing in the Caesar’s Palace.

And isn’t that Guy Lombardo and his brothers serving up "Boo Hoo" over in the Tropicana’s Blue Room?

The Royal Canadians look the same as they did way back, almost. They sound the same, almost. But there’s a difference now that Kenny Gardner is missing. He retired suddenly. In his spot is a likable young guy who is reputedly the wealthiest son of an internationally renowned liquor family. Tony Contreux. His big number is "Four Once in My Life." The crowd likes him.

When Contreux or the Lombardo Trio isn’t at the mike, Guy brings out a pretty, big, showy female named Tonia Bern-Campbell, with millions of television viewers saw New Year’s Eve from the Waldorf-Astoria on the annual Lombardo "ring out the old" network stanza. The crowd likes her too.

Tony is personable, elegantly attired and she sings with power, but she somehow seems like an incongruity with Guy, Carmen, Lashti and Victor and their suave, suavest saxies.

She would likely be more compatible with a large, less dance-oriented ensemble. Someone like Fred Waring.

Joe Venuti, now 65, it is in Vegas too, working as a single with his scintillating, swinging fiddle—a showmanship virtuoso who once led a fine dance band of his own in which Kay Starr’s astonishing voice and nifty ankles always drew ample applause from male dancers. Venuti will always be a superior musician. And Kay’s recent album on Paramount with Count Basie’s band is proof that she’s still one of the unschooleds.

Signings

The Magid, a song and dance team, made their Las Vegas debut on Deca with "Phone Box Bullying," as did Tommy March, Tommy Van and a pop group, Jeff Tree and the Wooden Horse, to Kapp. Singer-songwriter Harry Smith signed with Fox to Celebrity Circle Records.
In Honor Of Nana Mouskouri's Appearance At Carnegie Hall

THE NEW YORK TIMES

CARNEGIE IS PACKED FOR NANA MOUSKOURI

Not many singers can sell out Carnegie Hall for a debut concert, but then again, Nana Mouskouri is a very special sort of singer.

All of Miss Mouskouri's recording attributes came through intact in her live performances: the strikingly pure voice, the linguistic ease, the flair for drama, the interpretive security.

Club Review

Nana Gifts Many

NEW YORK — "Beware of Greeks bearing gifts," goes the cliche; but that surely wasn't the case with Fontana's Nana Mouskouri, famed Greek singer. She brought the sellout Carnegie Hall audience gifts last week that they all will remember and also treasure.

Billboard

Nana Mouskouri Wins Fans With Winning Concert

NEW YORK — Greek songstress Nana Mouskouri made her New York solo debut Tuesday (18) to a packed house at Carnegie Hall. The Fontana Records star performed a well chosen program in Greek, French and English, holding the audience for little more than two hours.

Cash Box

NANA MOUSKOURI

CARNEGIE HALL, N.Y. — Nana Mouskouri is already an International star, but her impact has not yet been felt in this country. Judging by the reaction to her first solo concert in this country, a sell-out show at Carnegie Hall, her time won't be long in coming.

Bill Gavin's Personal Picks

Scarborough Fair/Canticle—Nana Mouskouri (Fontana) "...the singing here is of such quality that it deserves a hearing."
Tape Cartridge Mounting Tape Unit Assault on Europe

By MIKE HENNESSY

LONDON—Motorola, the Chicago-based electronics company, is planning a massive assault on the European 8-track cartridge player market through its newly created company, Motorola Automotive Products, Ltd. The company will set up manufacturing facilities in Stafford, near Hitchin, Herts., 40 miles outside London, where its Control Systems division already has been in operation for just over two years.

Motorola expects to get into pilot production by July but will market product in conjunction with Ford; the two companies plan to co-incide with the British Motor Show in October, when the product is expected to reach a production capacity of 50,000 players a year.

For more than a year, Motorola’s director of interna- tional operations, Mr. C. E. F. Gier, has been setting up Motorola’s European operation which also in- cludes the building of a factory in France for the manufacture of components. Also in the pipeline are plans to set up an 8-track cartridge player manufacturing plant in one of the Common Market countries to supply European Economic Community members.

Motorola Automotive Products, Ltd., which has set up at the cost of $120,000, will employ between 80 and 100 and an all-British management. Meanwhile, Baer is acting as temporary managing director. The new plant will serve the United Kingdom and the EFTA countries. Mr. Youther existing Motorola customers in continen- tal Europe who may find the cheaper and quicker to import product from Britain rather than from the United States.

Said Baer: “We anticipate a greatly accelerated growth in the tape player market. Until now Europe has been serviced by small operators and importers, and in Britain they have had to face the problems of unfavorable exchange rates.

150 MICRO CASSETTE blister-packed pieces of merchandise can be displayed in this new mechanism, which is known as Stereo Tapes. The top tray is 22 inches by 19 inches with a poster in four colors. Two photoflood decal sheets also come with the unit.

Tape Vender To Be Tested

LOS ANGELES — A tape vender machine, which will dispense 4 and 8-track and cassette product, will be test marketed in Los Angeles.

David T. Gorwitz, developer of the vender, said the tape vender will hold 200 tapes with 15 in storage. It will have 15 selections and will sell for $750.

Distribution will be through Disc-O-Mat National, which handles the 45 machine. Product for the machine will be distributed through recently formed Banks Distributing, a Gorwitz-owned company.

4 Firms to Focus on ‘Talk’ Catalogs

• Continued from page 1

Booktops is producing 60 and 90-minute dramatizations of best selling books while those books are still on the best selling charts.

ITCC, in a tie-in with Douglas Productions, has issued a library of 100 cassettes containing the works of Lenny Bruce and other controversial and educational figures. (Feb. 22.) Already having established a foothold in the educational market, ITCC soon will shipboard it’s product into the consumer field.

Spoken Arts Records, which recently announced the availability of its children’s line in cassette, will issue its upcoming original cast production of “Walk Together Children,” an off-Broadway play, in cassette before it bows the counterpart album.

Midas, which makes it a point of selling all four companies of their tapes over the disk counterpart. Whereas spoken word recordings usually involve listeners to remember who made the program is in progress, tape cartridges carry connotations of portability.

Playtape president Frank Stanton, in describing his “Live” series, termed them “the backdrops of the record business.” Playtape’s spoken word cartridges are, in essence, terse “messages” of controversial figures or sensitive topics.

“We regard these tapes (like the 45) as disposable product,” Stanton said, referring to the manner in which the consumer discards or shelves old product in favor of the latest titles.

The initial release of 10 titles, including interviews by David Frost with George Wallace (“Would You Let Your Daughter Marry a Negro?”), Richard Nixon (“Remarks You Wish You Hadn’t Said”) and Robert Kennedy (“What Are People of Earth For?”) and short dissertations by Aldous Huxley, Allan Ginsberg, Malcolm X and Lenny Bruce, among others, is culled from the Douglas catalog. Stated here, boxes 10-45 days. It is anticipated that future tapes will be pricier and that the variety of sources. The company plans 6 to 12 monthly releases.

“From the beginning, we’ve made it mandatory for all cartridges,” Stanton explained. “We want to hold the listener’s attention for the entire length of the tape.” Stanton explained. “By maintaining relatively short programs, we can accomplish our goals; that is, we plan to release several 15-45 minute series through traditional music and tape outlets, it will emphasize bookshop and college store distribution.

Another company utilizing similar distribution is Booktops.

In cartridges and loaded cartridgers we’re your everything: supply, sales, merchandising service. You name it — Channel Marketing has it now. Blank-loaded! Leader-loaded! ALL Accessories! American-made for quality.

Nobody but nobody knows the field like we do.

For direct product and price information please dial 615-431-3344.

EVERYTHING YOU WANT IN Cassettes — CHANNEL MARKETING has them, NOW.

PRIVATE LABEL
• RACK CARD OR BOX
PLASTIC OR CARD
MAILER

CHANNEL MARKETING, INC.
342 MADISON AVE., NEW YORK, N. Y., 10017
TEL.: (212) 862-2848

APRIL 5, 1969, BILLBOARD
We don't shout about how good Audiotape 150 cassette tape is. We whisper. Because there's no place for noise when it comes to cassette tape.

Our special Low-Noise formulation drastically reduces the hiss caused by poor signal-to-noise ratio, the biggest obstacle to quality sound reproduction in cassettes.

You can hear the brilliant high frequency reproduction that our special oxide coating gives you, even at slow cassette speeds. In mono or stereo with complete compatibility and interchangeability.

If you really want to make a hit with your recordings, get Audiopak Compact Cassettes to go with your tape. They'll also help you get more out of your recordings, without making a lot of noise about it.

Write for details. We can make such beautiful music together.
WASHINGTON — Commercials are just as important as ingredient of a radio station as the music it plays or the personalities, according to John D. Scheuer Jr., director of Radio Programming for the Triangle stations. Speaking before 300 broadcasters here at the annual convention of the National Association of FM Broadcasters, Scheuer pointed out that “commercials can account for nearly 30 per cent of a station’s on-the-air sound—the 18 minutes per hour allowed. The music mix is recognized by most operators now as the substance which can make or break your audience... but commercials are just as important to building and maintaining that audience as the music.

“And commercials are really an extension of your station’s personalities,” he said, “because commercials do what personalities do.

“In the vast majority of stations with little or no national business and many with little or no agency expertise, commercials are often handled by default. The result,” Scheuer said, “is that the station had bad sounds on the air, is rendering bad service to its listeners, bad service to the advertisers, and when these commercials go on the air, the result is as bad a total effect on programming as if you were producing bad news or had a bad music mix or a bad deejay on the air. He said it was much easier to construct good commercials with real imagination and effectiveness than it is generally realized.

“A good commercial,” he said, “is one that moves more goods per dollar expended for time and talent than any other, but a good commercial is also one that clearly and hopefully entertainingly conveys a specific desire to buy the product or service advertised. The qualities of a good commercial producer is anyone who can write correct English, who has a feel for music—all kinds of music—and has the common sense to understand what a client wants or needs to accomplish. The first task is to find out what the client wants or needs to move more good. A man should take cognizance of the ‘violent, peaceful revolution’ taking place today, the revolution of re-examination of methods of living and of mental, emotional and physical ways of going places and doing things. Any merchant in this town who hasn’t realized this and isn’t gearing his merchandise sales and advertising to this is on the threshold of losing imp- ortant business, if he hasn’t already, to a competitor who has made changes and will make more changes.”

He advocated the seeking out of young people or people who are in step with the social revolution taking place and getting them involved in producing commercials. More important, you should have or have access to every kind of music that exists—both traditional, historical, classic, standard, or contemporary—regardless of the music mix of your program. He said, “stations should not rule out any kind of music. The Levy people recently produced and ran only on rock stations a most effective commercial which was simply a mixture of talk backgrounded by a Bach fugue on the organ. It is possible to make any style of commercial compatible with any kind of radio format,” he said, “through proper construction of lead-ins and lead-outs. If you are fortunate enough to get national business that you think is not compatible with your station image, you can construct lead-ins and lead-outs of just music and sound effects to make them compatible.

“By getting more good commercials on the air,” Scheuer said, “a station’s customers will get greater results; hence, spend more with you and just as im- portantly, if not more so, your audience will grow because your commercials will become as good as everything else on your station.”

Wes Farrell is producing a series of radio commercials featuring the Brooklyn Bridge of Buddha Records debuting a new perfume line—Mugent Des Bois by Coty. The agency is Martin Landey-Arlow. Farrell was in Las Vegas last week working on the spots; the group is appearing there at the Riveria Hotel. The Coty spots were penned by Tony Romano; they’ll be aired in 31 or more markets during a five-week campaign. **Walter Raim**, a composer and producer of Herman Edel Associates, was in San Francisco last week supervising recording sessions for TV spots. **Dimension Productions Ltd. and Grey Advertising teamed to com- pose** and **producer** and **Grey for approval. It was simply approved. It was an outstanding album. The Monaural Package,” **Bobby Welch**, with the aid of Lou Landey-Arlow. The artists include Anita Kerr, Dixieland and Merrill Staton. The artists include Anita Kerr, Dixieland and Bobby Hackett, Skitch Henderson, and Merrill Staton. The “instant library” from SESAC for the “Instant libraries” of the Triangle in the series, and retails for $29.95.

**You’re never bored with** Billboard

**Ad Notes**

By CLAUDE HALL
Radio-TV Editor

Producer Paul Murphy and composer Ron Frangipane of Tintinnabulation created a musical logo for Fruit of the Loom, plus a new jingle for Canada Dry Ginger Ale. Both accounts were from Grey Advertising. Laurie Aldrich was the agency producer on Canada Dry. Ron Edmunds, general manager of the New York music production house, also reports the wrapping up of an electronic jingle for TV use by Volkswagen, through Doyle Dane Bernbach, with the aid of Lou Puopolo, and completion of two radio spots for Zavare’s, out of Bo Berland Agency, Providence. Frangipane was again the composer with Ray Light the agency producer. **... Henry M. Schacht of J. Walter Thompson has been elected chairman of the board of the Advertising Council, succeeding Albert L. Cole of the Reader’s Digest Association. Thomas C. Dilson of BBDO was elected a vice-chairman; re-elected vice-chairmen were Donald H. McCannon of Westinghouse, and Thomas B. McCabe Jr. of the Scott Paper Co.**

**SESAC Has Library Pkg.**

**NEW YORK—SESAC last** week introduced “Volume II—The Monaural Package,” a music library for radio station production use. The package includes 30 outstanding albums featuring music ranging from jazz, pop and classical music to Dance Band and novelty music. The artists include Anita Kerr, Bobby Hackett, Skitch Henderson, and Merrill Staton. The “instant library” from SESAC for the “instant libraries” of the Triangle in the series, and retails for $29.95.

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

You’re never bored with Billboard

APRIL 5, 1969, BILLBOARD
WASHINGTON — Speaking of the role of the record promoters, or "sellers" of record companies in the field, Henry Brief, executive producer of the Record Industry Association of America, told more than 1,000 radio men here that "the record promoters could be a valuable source of traffic for the radio stations if they were to call upon radio management to invite them in and talk, and hope for a friendly relationship between radio and records.

At the 47th annual convention of speakers at the 47th annual convention of the National Association of Broadcasters, some 7,000 radio-TV men attended the three-and-a-half day meeting. Other speakers ranged from President Richard Nixon to comedian Wally Campell, who added a "FM Day" program.

Wasilewski spoke of his old days at WRR-FM, Dallas; Jerry Chapman of WFM-FM, Indianapolis; and Joseph W. DADO-FM, Dayton.

Miles David, president of the Radio Research Bureau, unveiled increased rates in radio advertising, and called for the increased rates, adding that FM broadcasters are not going to aim programming at a specific audience and forget about the rest. KXXK-FM has found a programming niche with records ranging from Spanky & Our Gang to Kool and the gang, and Sergio Mendes. The music is roughly 50 percent instrumental, with heavy emphasis on current material, adding up to a dozen new albums and a dozen new albums. All records are selected for the "day," he said, "because it's much more interesting to have different radio stations playing different music.

In the growth of the National Association of Broadcasters, the broadcast Pioneers' Hall of Fame, with other broadcasters, received the fifth year of the Leapfrog Awards.

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This column is published for people seeking positions as well as station proprietors and personalities who want to let us know what is going on in their part of the country. If you want to advertise it is used to that end. Send any copy with payment to:"#SUN, 20th St., New York, N.Y., 10020.

POSITIONS OPEN

Radio-TV Mart, 20th St., New York, N.Y., 10020.

NEW CONCURRENCES

First chance for local personalities and station execs to advertise to their market. Contact Claude Hall, 20th St., New York, N.Y., 10020.

First chance for local personalities and station execs to advertise to their market. Contact Claude Hall, 20th St., New York, N.Y., 10020.

FIRST FEMALE announcing position announced for a student who is as capable of handling both sound and electronic equipment. Contact Claude Hall, 20th St., New York, N.Y., 10020.

NEW NEEDS FOR SUMMER

Announce available to travel with top personality in biggest of Eastern market. Contact Claude Hall, 20th St., New York, N.Y., 10020.

NEEDED FOR SUMMER

Announce available to travel with top personality in biggest of Eastern market. Contact Claude Hall, 20th St., New York, N.Y., 10020.

NEEDED FOR SUMMER

Announce available to travel with top personality in biggest of Eastern market. Contact Claude Hall, 20th St., New York, N.Y., 10020.

NEW DRAFT

Program Director for contemporary station in Midwest Metro Market. If you have an excellent ear and are capable of handling 500,000 people in one hour, send your resume to Your Name, 20th St., New York, N.Y., 10020.

WLNK: Buffalo, N.Y., seeks a program director. Contact Claude Hall, 20th St., New York, N.Y., 10020.

New available, one of the funniest minds in America. If you want a deejay who can make you laugh, this is the man. Contact Claude Hall, 20th St., New York, N.Y., 10020.

Position available, major market top 50 station. Has national air and handling of top talent. Send resume. Contact Claude Hall, 20th St., New York, N.Y., 10020.

Positions available, major market top 50 station. Has national air and handling of top talent. Send resume. Contact Claude Hall, 20th St., New York, N.Y., 10020.

Need personality for morning drive time. Excellent salary. Send résumé to Your Name, 20th St., New York, N.Y., 10020.

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Need personality for morning drive time. Excellent salary. Send résumé to Your Name, 20th St., New York, N.Y., 10020.

Very top personality with production ability. Excellent salary. Send résumé to Your Name, 20th St., New York, N.Y., 10020.

Where do the rock tickets go? Can you rock and roll on medium or major market? Contact Claude Hall, 20th St., New York, N.Y., 10020.

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Thank you
Mister Sinatra
for
My Way
"Comme d'habitude"

Claude François
Radio-TV programming

Radio VoxBox

Program Aids

Gardner: Format Needs Aim

Speaking mostly on community involvement, Elmo Ellis, general manager of WSJ in Atmore, Ala., said that CableUTH has given him a completely fresh perspective on "our medium and the society in which it is operating." Radio has concentrated on the 18-49 age group and is not wasting their time doing something else. Ellis is a member of the Board of Directors of the National Association of Broadcasters and the president of the Alabama Broadcasters Association.

David Four writes that he's the news director at WFTL, Fort Myers, Fla., 5,000-watt Hot 100 format station he's been with for more than six years. His idea of "sitting down" and doing it all over again hasn't worked. Four has spent the past three years in Murray, Ky., a university town, needs Top 40 rock music and uses a "general manager" to deliver the line-up of programming. Four has flown in from New York City to attend the National Association of Broadcasters convention.

Program manager at WOKK in Bakersfield, Calif., is John "Bobby" McManus, who runs a 100,000-watt Top 40 station that is controlled by the Westwood One Network. McManus is responsible for all aspects of the station, including format, programming, and advertising. He is also responsible for the station's financial performance and is a key figure in all aspects of the station's operations.

Gardner: Format Needs Aim

The term "format" is used to describe the programming and content of a radio station. It is a key factor in determining the station's appeal to listeners and its ability to attract and retain an audience. A good format includes a mix of music, news, sports, and other programming that is tailored to the tastes and interests of the station's target audience.

Radio Lace-Up

Radio Lace-Up is a program that focuses on the role of radio in the lace-making industry. It explores the history and cultural significance of lace-making, as well as the current state of the industry and its future prospects.

Country Music

Country music is a genre of American music that emerged in the early 20th century and has since become one of the most popular musical genres in the world. Country music is known for its distinct sound, which blends elements of folk, bluegrass, and gospel music, and is characterized by its use of storytelling lyrics and its focus on themes such as love, heartbreak, and everyday life.

Contemporary Country

Contemporary country music is a sub-genre of country music that emerged in the late 20th century and is characterized by its use of modern musical elements, such as rock and pop influences, and its focus on themes such as love, heartbreak, and everyday life. Contemporary country music is popular among a wide range of listeners and is often played on country music radio stations.
LET'S HEAR IT FOR THE MONKEY!
There is a dusty, transcribed quality to the piece of paper under review. The handwriting is clear and legible, with some corrections and annotations made in pencil. The text appears to be a review of musical performances or recordings, with references to specific songs, artists, and performances. The review includes comments on the quality of the performances, the style of music, and the overall impact of the recordings. The reviewer seems to have a strong appreciation for the music being reviewed, and provides detailed descriptions of the performances and recordings. The review concludes with a recommendation for listeners to seek out these recordings and performances.
Caution: Tammy Wynette's latest single, "Singing My Song" may be habit forming.

When it becomes Number One on the charts, don't say we didn't warn you. She hasn't missed yet!
NASHVILLE — A Federal court judge ruled that any use of the word "Opry" is an infringement on the service mark of "Grand Ole Opry.

Judge William Miller ordered Opry Records to cease using the name. An injunction was issued against Donald Bailey and Jay Rainwater, both of Nashville. Miller ruled that the word "Opry" could be used only by WSM, Inc., owner of the "Grand Ole Opry" in the recording and entertainment field.

The U. S. district judge ruled that infringement does not require the exact copying of a mark, but "infringement is possible by adopting only the salient or dominant part of a mark."

Miller noted that the newly formed record company adopted the name almost 20 years after WSM had registered its mark.

The defendants had tried to prove that "Opry" had become a generic term, pertaining to all country music. WSM took the stand that there is only one "Grand Ole Opry" and it is the exclusive right of the radio station in a Saturday night broadcast from the Opry House in Nashville.

Rainwater recently had produced two country records bearing the Opry label, and Bailey was the performing vocalist.

The Federal court ruling could have far-reaching effects. WSM has long contended that abuse of the world "Opry" is commonplace, and it has been taking steps to stop it. Individual artists in the past have been enjoined from using the "Opry" name, and bookers and promoters have been warned repeatedly about its use.

There is, WSM contends, no "Grand Ole Opry" show or "Opry" show of any kind except that broadcast by the radio station here. An artist may bill himself as a member of the "Grand Ole Opry" if he indeed is a member and lives up to the terms of the annual agreement concerning appearances on the radio show. However, a road show, WSM maintains, cannot be billed as a "Grand Ole Opry" show, nor may any club or any other radio station use the "Grand Ole Opry" or "Opry" designation.

Often in the past, WSM had lacked this Federal court backing to enforce its contentions, but may now take sterner actions. The name "Grand Ole Opry" was originated by the late George D. Hay in 1925, when he was program director of WSM. It was then registered with the U. S. Patent Office in 1948 as a trade-mark of the WSM radio show.

NASHVILLE — In an academic study appearing in the magazine Washington Education, a professor analyzes "Harper Valley P.T.A." as a "pervasive expression of social criticism."

Prof. John Jarolimek, who is chairman of curriculum and instruction for the department of education at the University of Washington, wrote the critique, and concludes that Tom T. Hall, its author, is more than a cut above the average.

"Evidently self-righteousness is a rather persistent and long-lasting characteristic of human behavior," he writes. And he noted that we are now "something optimistic that songs like 'Harper Valley P.T.A.' will be around for a long time to entertain us."

A country music buff and former instrumentalist, Jarolimek notes how Hall, in his lyrics, touches every base in noting the urgency of the criticism. He lays out all the indictments, and then deals with each of them in order, leaving no open ends.

Doubtless the underdog syndrome to which Americans are particularly vulnerable is operating here," the professor writes. "The discrepancy between what is preached and what is practiced comes through in a dramatic, almost plain-talk way. This is precisely what young people have been telling us all our society. We see it all about us, whether it is the credibility gap at the national level or the double standards of conduct practiced in our homes."

Jarolimek then goes into a dissertation about value systems, and notes how Hall has dealt with them through confrontation. All of this, he contends, "reminds us of the low tolerance we have for the individual who just happens to conduct his life a bit differently from the conventional and generally accepted patterns."

What Hall is saying, the professor contends, is the Biblical admonition "Let him who is without sin cast the first stone."

Such things, he claims, "help keep the rest of us honest."

Hall was in full agreement with the professor in most cases. "Perhaps I didn't consciously have that intent," he said, "but the thought was certainly in the back of my mind, and it may have reflected a little of the subconscious."

PHILLIPS WHO DEEJAY AGAIN

DES MOINES—Stu Phillips, Hickory artist, sat in for dink jockey Mike Hoyer March 26 and 27 on WHO, his second time on this job.

Phillips, a onetime Canadian radio personality, operated the country music show from 10 p.m. to 4 a.m. on the 50,000-watt station.

Phillips' latest release, "Rings of Grass," was written by Shelly Silverstein of Playboy magazine.

Published by PASSKEY MUSIC Exclusively on DECCA RECORDS

DJ copies available—
Contact JERRY CHESNUT, 812 16th Ave. So., Nashville, Tenn.
THE RING-G-G-G OF SUCCESS!

"(MARGE'S) AT THE LINCOLN PARK INN"

by Bobby Bare

PUBLISHED BY: NEWKEYS MUSIC
EXCLUSIVELY ON RCA RECORDS
Bookings: KEY TALENT AGENCY
**Billboard HOT COUNTRY SINGLES**

**This Week**  
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<td><strong>13</strong></td>
<td>SWEETHEART OF THE YEAR</td>
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<td><strong>15</strong></td>
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**Hot Country Singles**

*Written by HARLAN HOWARD*  
*Published by WILDERNESS MUSIC*  
*913 17th Ave. N.E., Nashville, Tenn.*  
*Exclusively on RCA RECORDS*
BACK TO DENVER

GEORGE HAMILTON IV

EXCLUSIVELY ON
RCA RECORDS

PUBLISHED BY
ACUFF-ROSE PUBLICATIONS INCORPORATED
THE KITTY DXSB-7174 STEREO TAPES
Various albums are also available on stereo tapes, as follows:

- **Kitty Wells' Greatest Hits**
  - ST-4 / 6-X / 2-X
  - DL 75001 / C-73 / 6-X / 2-X

- **Queen of Honky Tonk Street**
  - ST-4 / 6-X / 2-X
  - DL 74529 / C-73 / 6-X / 2-X

- **Love Makes the World Go Around**
  - ST-4 / 6-X / 2-X
  - DL 74420 / C-73 / 6-X / 2-X

- **Standing By My Man**
  - ST-4 / 6-X / 2-X
  - DL 74349 / C-73 / 6-X / 2-X

- **Kitty Wells' Greatest Hits**
  - ST-4 / 6-X / 2-X
  - DL 74270 / ST-4 / 6-X / 2-X

- **Singing on Sunday**
  - ST-4 / 6-X / 2-X
  - DL 74197 / ST-4 / 6-X / 2-X

- **Heartbreak U.S.A.**
  - ST-4 / 6-X / 2-X
  - DL 74141 / ST-4 / 6-X / 2-X

- **Lonely Street**
  - ST-4 / 6-X / 2-X
  - DL 74752 / ST-4 / 6-X / 2-X

Other Great Kitty Wells Albums on Decca are available on 71/2 IPS 4-track cartridge.

- **Cream of Country Hits**
  - ST-4 / 6-X / 2-X
  - DL 75007 / C-73 / 6-X / 2-X

- **Kitty Wells' Greatest Hits**
  - ST-4 / 6-X / 2-X
  - DL 74654 / ST-4 / 6-X / 2-X

- **Queen of Honky Tonk Street**
  - ST-4 / 6-X / 2-X
  - DL 74654 / ST-4 / 6-X / 2-X

- **Love Makes the World Go Around**
  - ST-4 / 6-X / 2-X
  - DL 74654 / ST-4 / 6-X / 2-X

- **Kitty Wells' Golden Favorites**
  - ST-4 / 6-X / 2-X
  - DL 74654 / ST-4 / 6-X / 2-X

- **Seasons of My Heart**
  - ST-4 / 6-X / 2-X
  - DL 74654 / ST-4 / 6-X / 2-X

- **The Kitty Wells Story**
  - ST-4 / 6-X / 2-X
  - DL 74654 / ST-4 / 6-X / 2-X

Her new single

**Guilty Street / Shape Up Or Get Out**

32455

JUST RELEASED

Her new album

**Guilty Street**

DL 75008

ST-4 / C-73 / 6-X / 2-X

WE'LL STICK TOGETHER
(KITTY WELLS And JOHNNY WRIGHT), DL 75026

KITTY WELLS SHOWCASE
- DL 74691 / 6-X / 2-X
- DL 74690 / ST-4 / 6-X / 2-X

TOGETHER AGAIN
(KITTY WELLS And RED FOLEY), DL 74690 / 2-X

THE KITTY WELLS SHOW
- DL 74331 / ST-4 / 6-X / 2-X

COUNTRY ALL THE WAY
- DL 74776 / ST-4 / 6-X / 2-X

THE KITTY WELLS FAMILY GOSPEL SING
- DL 74679 / 2-X

CREAM OF COUNTRY HITS
- As Long As I Live / Heaven Says Hello, and others,
  - DL 75007 / C-73 / 6-X / 2-X

KITTY WELLS' GREATEST HITS
- It Wasn't God Who Made Honky Tonk Angels / This White Circle / I Gave My Wedding Dress Away, and others,
  - DL 75001 / C-73 / 6-X / 2-X

QUEEN OF HONKY TONK STREET
- Queen Of Honky Tonk Street / Walk Through This World With Me / All The Time, and others
  - DL 74529 / C-73 / 6-X / 2-X

THE KITTY WELLS SHOWCASE
- DL 75008 / ST-4 / 6-X / 2-X

SINGING ON SUNDAY
- DL 74270 / ST-4 / 6-X / 2-X

SEASONS OF MY HEART
- DL 74675

KITTY'S CHOICE
- DL 75075

DUST ON THE BIBLE
- DL 75075

THE KITTY WELLS STORY
- DXSB-7174

STEREO TAPES
Various albums are also available on stereo tapes, as follows:
- ST-4 indicates 71/2 IPS 4-track cartridge
- C-73 indicates 1 1/2 IPS cassette
- 6-X indicates 8-track cartridge
- 2-X indicates 4-track cartridge

APRIL IS KITTY WELLS MONTH
Country Music

Folk Festival of Smokies is Set for May 29 to 31

GATLINBURG, Tenn.—The annual Folk Festival of the Smokies has been set for here May 29-31.

The festival presents all traditional old-time music, no electronic instruments, no drums and no "rock." Additionally there will be instrumental workshops, and demonstrations of arts, native crafts and mountain trades.

The instrumental workshop will include the dulcimer, guitar, fiddle, banjo, autoharp and mandolin. There will be square, buck and eglot dancing.

Bill Monroe and the Blue Grass Boys will headline the festival, along with Janette Carter, daughter of A. P. and Sara Carter, of the original Carter Family; the Blueridge Mountain Dancers, Frank George, Anne Romine, the Odes, Fred Coon, Jim Cope, Alice and Hazel, the Sweethearts, the LeFevers, Roger Bellows, Carol Watson, Rick Nyhan, George Graham and Joan Davis, director of the festival.

There will be a Thursday night competition, with judges selecting the champion guitarist, banjo picker, fiddler, dulcimer (picked), mandolin and folk singer.

Mississippi Valley Assn. to Hold Banquet on April 21

A special awards presentation will take place in June. According to Mrs. Brown, the MVCMVA has been instrumental not only in the increased interest in the area.

The agency, which was formed in 1969, is a non-profit organization operated by volunteers.

Regular membership is available at $10 annually, with an annual membership of 300, the organization has been involved in the promotion of country music, particularly in the Midwest for nearly a decade. The MVCMVA will be held here April 21, according to an announcement from Mrs. Evelyn Brown, who was involved in the planning of the event.

The event will be highlighted by the release of the Parrish Brothers, who are playing a one-year engagement at the American Theater here. There are no awards at this banquet; rather a presentation of gifts.

Play country music in radio, and in bringing this type of music into clubs and promoting local talent. The organization was also in charge of a signatura of the Hubert Long Internationl, consolidation banner of the Mississip- Valley group.

Long Under Int'l Banner

NASHVILLE — The many facets of the Hubert Long Agency and Miss-Rose Publishing have necessitated establishment of the Hubert Long Internationl, consolidation banner of the Mississip- Valley group.

Long Under Int'l Banner

The agency, now with offices here and in Los Angeles, has been expanding steadily. Long also operates Miss-Rose, Haia Records and 10 smaller publishing companies.

His recent affiliation with Enter-tainment Associates in California has added new dimensions, particularly regarding television and film representation.

Flame Pact With Linton

MINNEAPOLIS — The Flame, a leading country supper club here, has signed an unprecedented nine-week contract with Sherwin Linton, covering a 15-month period.

Linton, who is booked by Acuff-Rose, Nashville, also is the first artist ever to go on a two-week-long!engagement at the Flame. This, according to Bob Sparrow, was prompted by his unprecedented drawing power.

Normally, all engagements are for one week.

Sparrow said the Midwestern country singer had packed 1,200 into the joint on his last New-Year’s Eve, with temperature below zero, and the price $15 a head.

Distributors Check

J. C. RAYNOR SINGS MY GIRL JOSEPHINE

b/w JAMBALAYA

featuring "Harmonica Red" Davis and the STARNLINES

Exclusively on GOLD STANDARD RECORDS

For DJ copies contact:
Zeke Clements, 728 16th Ave. So.
Nashville, Tenn. 37203, Phone (615) 244-6679
JUANITA SOUTHERN of Cincinnati is shown signing contracts with Sawgrass Music Publishers, owned by Porter Wagoner, left, and Mel Tillis. The firm has moved to new offices at 106 19th Avenue South, Nashville.

NASHVILLE—George Lindsey, "Goober" of the "Mayberry FDD" network television show, will join the Masters Festival of Music for a long series of shows in the city. The line-up of shows are working with my manager, Millard "Monty" Miller, in an itinerary for the year ahead," Lindsey said. He hinted there may be as many as 30 of these appearances.

The Festival features Chet Atkins, Boots Randolph and Floyd Cramer, and lately has added Jerry Reed as well. Lindsey joined the group last week in an attempt to appear on the "Oklahoma" show on ABC.

While here, Lindsey also did volunteer work on a Cerebral Palsy telethon, and was a presider at one of the award shows.

Lindsey records for Capitol under the tutelage of Kelso Herston.

Welcome to RENO'S PONDEROSA!

Now's the time to visit the mecca of entertainment! Lose yourself in the lavish luxury of early 19th Century Nevada. Elegantly furnished rooms with color TV. Reasonably priced for family budgets. Dancing nightly. Swimming. Free parking. Be prepared for a Many Splended Fling!

KBER Makes Contest Plan

SAN ANTONIO — A. V. Bamford of KBER Radio here, has announced plans for the 1969 Miss Country Music, Vol. 2, 3. Applications have been mailed out to country music stations, seeking participation. Scores of stations took part last year, and many already have submitted applications for this year. Other stations are expected to swell the list.

The finals will be held here Sept. 14.

Dual Entries For Awards

LOS ANGELES — Four of the same songs are listed among the top five finalists in both song of the year and top single categories in the Academy of Country & Western Music's awards competition.

Running in both events are "Bonnie & Clyde," "I Take a Lot of Pride," "Mama Tried" and "Whiskey Lineman." The fifth nominee for song of the year is "Only Daddy That'll Walk the Line." The remaining top single is "Little Green Apple.

The awards will be presented at the fourth annual banquet April 28 at the Hollywood Pala-

Vox Jox

Continued from page 26

with our audience. The station did a two-hour special on rock music from March 22, and WFLI in Philadelphia, meaning that stations have been on the air.

Mickie is thinking about a big special on the history of rock. Top this with the fantastic KHL thing and the KRLA thing and a couple of groups I'm flinging about in the past two weeks and it looks like WFLI is planning a big history-type of special or something similar. It's

Rick Caroll has left KROY in Sacramento, Cal. to do weekend jobs on KLV, San Jose. Carroll is still working on his degree at Sacramento State College and plans to return and join KLV full time soon.

Sister Maria Guetta Zeh, a nurse in the first degree san in San Diego; she's on XHiFM in a classical music program Sundays for an hour and a half.

Bob Beza has been named sales manager of WREO in Ashland, Ohio. He's been with WKYC in Cleveland, and Don Lucchi has joined KOPO-FM in Dubuque, Ia., and will be on the air at 1 a.m. to 4 p.m.

Gotta be an Indian-giver again and take away the steam from my stand Award from Ted Atkins at KFRC in San Francisco, but I've been told in that they did hear Charlie Vane on KFRC. He's still in Detroit, here's the lineup at KFRC now: Jean Stevens, K. O. Bayler, Dick Saint, Dave Diamond, Mike Scott, Ron Kempf from WKRC in Cincinnati, and Jack Merker, formerly program director of WFUN in Miami, who's

Country Music

Nashville Scene

Goober to Join Masters Festival

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Judging from the action on Country-Western stations as well as top 40,
BILLIE JO SPEARS only walked out on Mr. Walker to work for you.

"MR. WALKER ITS ALL OVER." #2436. Producer Kelso Herston. And it's from CAPITOL
BEST SELLING

Rhythm & Blues Singles

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label, No. &amp; Pub.</th>
<th>Weeks on Chart</th>
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<td>15</td>
<td>IS IT SOMETHING YOU'VE GOT</td>
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<tr>
<td>22</td>
<td>19</td>
<td>SOPHISTICATION</td>
<td>10</td>
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<td>23</td>
<td>20</td>
<td>ONE EYE OPEN</td>
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<tr>
<td>21</td>
<td>3</td>
<td>BREAKING UP</td>
<td>12</td>
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<td>24</td>
<td>26</td>
<td>KEEP ON YOUR MIND</td>
<td>13</td>
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<td>25</td>
<td>29</td>
<td>DON'T YOU KNOW</td>
<td>13</td>
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<td>BABY, DON'T YOU KNOW</td>
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<td>THERE'S A COMING TIME</td>
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<td>42</td>
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<td>IT'S NOT TRUE</td>
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Soul Sauce

NEW YORK — “Black Encyclopedia of the Air,” a new program on a Negro-oriented radio station, has been jointly produced by the Columbia University Black Identity Project, chairman Alan Lomax and the Ford Foundation to provide an alternative to what is called “the white man’s music.” The program is broadcast weekly on WLIB, New York, and has been well received by its black audience.

The charts tell the story — Billboard has the charts

Program Aid for Black Stations

NEW YORK — “Black Encyclopedia of the Air,” a new program for Negro-oriented radio stations, has been jointly produced by the Columbia University Black Identity Project, chairman Alan Lomax and the Ford Foundation to provide free radio aids to Negro-oriented stations. The program is broadcast weekly on WLIB, New York, and has been well received by its black audience.

Soul Sauce

NEW YORK — BMI’s most performed writers and publishers in the black field will be honored at a dinner in Detroit on April 15. A special award honoring the most performed song from June 1, 1967, to June 30, 1968, will also be presented by BMI president Edward M. Cramer.

TID-GRITS: Guy Draper and the Unisons will be welcomed back at Washington and Howard University on Tuesday (1) to celebrate their beginnings together at a special concert, “An Evening With the Unisons.” The show may be taped for the group’s next Kapp LP, to be produced by Draper. The Unisons then begin a week-long stand at the Howard Theatre featuring their latest disk, “The Groovy World.”

By ED OCHS

SOUL SLICES: Motown’s Temptations have grabbed the top spot on both the R&B singles and album charts, and threaten to make a clean sweep of business with a rush at the pop flag. The full-length LP out of the group’s hit, “Runaway Child, Running Wild,” is pushing sales of their “Cloud Nine” album past the pace of the single, as four of the top 11 LP’s on the R&B charts also feature the Temps — two of them with the Supremes.  . . . Gamble and Huff, who signed a production pact with GRTS, Chesire Records, have produced 22 chart records last year. A new label, Gamble-Huff Records, will be distributed through Chess and based in Philadelphia. The duo’s latest hit production is Jerry Butler’s “Only the Strong Survive.” . . . ‘The Righteous Brothers’ hit “Unchained Melody,” a 1965 single, has sold 1,000,000 copies.

TID-GRITS: Guy Draper and the Unisons will be welcomed back at Washington and Howard University on Tuesday (1) to celebrate their beginnings together at a special concert, “An Evening With the Unisons.” The show may be taped for the group’s next Kapp LP, to be produced by Draper. The Unisons then begin a week-long stand at the Howard Theatre featuring their latest disk, “The Groovy World.”
WASHINGTON  FCC Commissioner Nicholas Johnson says the record industry offers opportunities for the young and independent creatively talented that have kept this commercial industry lively with diversity, in spite of the dominance of a few giant conglomerates in the field. In contrast, he finds that television offers practically no chance for young talent to present its own ideas to the public.

In an informal talk to the National Academy of TV Arts and Sciences in New York recently, the commissioner told the group that the rigid structure and scarcity of channels have made TV forbidding to the younger innovators, composers, and creators. He elaborated on this in an interview with Billboard.

"In the recording field, new groups of young writers who can get night club ordates, get their music recorded in a studio, build themselves a name for themselves. There is a bubbling up and offereance that goes on in the industry in spite of the fact that large conglomerates control a good deal of it."

In contrast, the television industry "by its very economic structure and technology" offers a forbidding front to experimentation, innovation and diversity in programming. "It would be impossible for a kid to get his own video tape recorder and build himself a name around his own programs.

Johnson found the limits on young creativity to be more than in any of the other arts, or print. In spite of the folding of many newspapers, he pointed out, there are hundreds of the so-called underground presses for the young to express with, and even wide opportunities in the diverse range of commercially sold publications. "But there is not in the whole country an underground TV outlet—unless you consider Channel 1 in the Village in New York."

Asked about the so-called progressive rock music stations, he was dubious of their value to new young creative talent. In his view, they do not offer many open doors to newcomers, but rather play recorded music that has already achieved a following.

In the limited channels and ownership patterns of today's TV, the Federal Communications Commissioner finds an example of what happens when creative talent must always work, in effect "as employees of an industry. As long as they reflect the institution they build for. This would be true in any creative field. If a sculptor could pursue his art only as an employee, having to get the approval of the employers, it would have an insurmountable effect on the quantity and quality of his work."

The argument is often heard that in music, underground press, and other fields where the young independent can carry out his own ideas, is a "leap of genius" in jazz. Johnson does not argue this, but clearly sees the junk is far outweighed by the benefits of giving free outlet to the creative talent, as against built-in barriers against diversity and experiment.

The only hope for experiment and opportunity for new talent, musical and otherwise, on television, lies in a multiplicity of channels, he believes. He speculated that if CATV (cable television) in small towns, for example, were to have enough channels, they would establish out an "original" channel at the local level—"...the kind of showcase that could never exist in present television."

Commissioner Johnson is frequently loudly worried about the future of all communications media under increasing dominance of large, unrelated corporate conglomerate parents. He recently wrote scathing diatribes to an FCC majority's approval of some conglomerate buyouts of radio and TV stations—granted on the very day the commission launched a study of the possible pressures of conglomerates on the local level television stations, for which the FCC's study seemed certain to never exist in present television.

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Cmnt. Johnson is frequently loudly worried about the future of all communications media under increasing dominance of large, unrelated corporate conglomerate parents. He recently wrote scathing diatribes to an FCC majority's approval of some conglomerate buyouts of radio and TV stations—granted on the very day the commission launched a study of the possible pressures of conglomerates on the local level television stations, for which the FCC's study seemed certain to never exist in present television.
Did you ever get the feeling that you wanted to disengage yourself from life?


Well that's how a poet feels, because he's no different from everyone else. What makes a poet different is that he takes the time to put it all down on paper. Beautifully.

And what makes Leonard Cohen a very different poet is that he turns his poetry into songs.

He did it for Songs of Leonard Cohen. His first album. And it achieved a rare kind of success. (Everyone began picking up on it. Especially the song “Suzanne.”)

The first time we sprang him on you cold, and people had to get warmed up to this very unusual artist. But now, there's actually a demand up front for Leonard Cohen.

So here's the second Leonard Cohen album for the growing number of people who have identified with him. And feel what he feels. But don't have that rare poetic vision.

There could be as many as 20,000,000 Leonard Cohens in the United States. You may even be him yourself.

Songs From a Room.
The second Leonard Cohen album.
On Columbia Records.
EAU DE TOILETTE 49080 100 ml

**SPECIAL MERIT PICKS**

**POPULAR**

- The poetry of Maya Angelou
- Quest for Excellence
- Various artists: Greatest Hits Vol. 1

**COMEDY**

- Robert Goulet

**COUNTRY**

- Johnnie Walker

**RHYTHM & BLUES**

A portrait of the Tams—ARC 673 (P)

**JAZZ**

- Richard Groove Holmes
- Edmond Hall

**CLASSICAL**

- Mozart: Piano Concerto No. 21 in C major
- The String Quartet of Four

**SINGLES**

- National Breakouts
  - I Don't Want Nobody to Give Me Nothing
  - Open Up the Door, I'll Get It Myself

**ALBUMS**

- Paul Revere & the Raiders
- We Shall Not Be Moved
  - We Shall Be Moved

**ALBUM REVIEWS**

- Best of the week in all categories: signature album and chart movement.

**SPECIAL MERIT PICKS**

- Album with sales potential
- Music and possible chart impact

---

**CLASSICAL**

- Mozart: Symphony No. 40
  - English Chamber Orchestra (British)

**INTELLIGENT FEEDBACK**

- The original material, sung by the bluesmen of the Mod Squad, has been stirred to its former vitality. It is brought back to its original spice.

- Johnnie Walker

**JAZZ**

- Sonny Criss
  - A Berwald: Sinfonie Singuliere
  - Nuclerus
  - Popular

**POPULAR**

- Spencer Davis Group featuring Steve Winwood
- Beatles—My Love
- The Hollies

**COUNTRY**

- Johnnie Walker
  - Sonny Criss
  - A Berwald: Sinfonie Singuliere
  - Nuclerus
  - Popular

**SINGLES**

- National Breakouts
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**ALBUMS**

- Paul Revere & the Raiders
  - We Shall Not Be Moved
  - We Shall Be Moved

**ALBUM REVIEWS**

- Best of the week in all categories: signature album and chart movement.

**SPECIAL MERIT PICKS**

- Album with sales potential
- Music and possible chart impact
VARIOUS ARTISTS represented destined "Night
Kenny
9175
ALBERT AYLER message ably supports

POWER (S)

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Tenn.

1931

Jubilee

Mississippi

"Sweet Lorraine,"

Los Angeles

Angeles

Ride a bike with The Two Mile Pike

"THE UNINHIBITED BICYCLE RIDER"

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Published Pamper Music, inc. (BMI)

119 Two Mile Pike. Ph. (615) 859-1345

Goodletsville, Tenn. 37072

WE MAY SOON BOAST THE BIGGEST BICYCLE CHAIN IN THE WORLD, AS THE FOLLOWING AREAS ARE LINKING TOGETHER TO BRING PEDAL POWER TO THE SPRING SCENE:

Nashville

Albuquerque

Denver

Louisville

Montgomery

Los Angeles

Miami

New Orleans

Houston

Indianapolis

Spokane

Allentown

Cleveland

Toledo

Muskegon

Hartford

Columbus

Saginaw

Syracuse

Buffalo

Lancaster

Asheville

How about you? Ride a bike with The Two Mile Pike
Programming, Console Unit Key to Opening New Spots

CHICAGO — The combination of careful programming aimed at adult tastes and a "jukebox" that doesn't look like one is helping to open up new locations such as the Palmer House, Holiday Inn Pinnacle, Drake Oak Brook and Marina City here. In most cases, reports Ron Kagan of Specialty Sales Corp. of America, the commission arrangement guarantees 60 per cent of the gross to the operator.

Kagan and his brother, Larry, have the NSM console, a 64-selection phonograph jukebox with single steel coin chutes. The firm, which held an open house here last week, also distributes the Prestige jukeboxes and will be handling amusement equipment.

"We think good programming techniques are absolutely necessary in securing the type of location that has always been negative about having jukeboxes," said Ron Kagan. "We're using about 50 per cent easy listening type music and listening carefully to the desires of managers and waitresses."

Kagan, in describing programming at the Upper Pish and Oak Room at the Palmer House, (Continued on page 48)

SCCOA Fighting Apathy

COLUMBIA, S. C. — It is axiomatic that business prosperity breeds trade association apathy, South Carolina coin machine operators, because of excellent legislative relations and unique operating privileges, are enjoying a problem-free period of unprecedented prosperity. It is not surprising, then, that the issue of greatest concern to the South Carolina Coin Machine Operators Association (SCCOA) at its annual convention here March 22-23 was member apathy.

"Our most urgent project during the coming year will be to stimulate association interest among more of our present members and attract participation by operators who don't belong to the association," said Fred Collins, Collins Music Co. Inc., Greenville, who became the association's new president during the convention. Collins, who at 34 is a 20-year veteran of the coin machine business and serves as a member of the LOCAP.

The meeting, headed by Len Leevy, always the proponent of jukebox importance, received a good response from initial mailings and has acquired a list of members from Music Operators of America. Vescovo said, "We want to establish personal contact with programmers.

Add to MOA Jukebox Area

By EARL PAIGE

CHICAGO—Top executives of Music Operators of America (MOA) described harmonious relations during the past week with phonograph and amusement operators. They said changes in exhibit rules will be the broadening of the jukebox exhibit area to include import (Continued on page 47)


New Equipment

Metromedia Eyes Jukebox

NEW YORK — Metromedia Records, a six-month-old company manufacturing all its singles in stereo, will set up a personalized promotion program aimed at jukebox programmers, according to vice-president Peter Vescovo. "We consider jukeboxes another frontier and prime area for record exposure," said the firm.

The firm, headed by Len Leevy, always the proponent of jukebox importance, received a good response from initial mailings and has acquired a list of members from Music Operators of America, Vescovo said, "We want to establish personal contact with programmers.

Pinball Bill Would Affect Other Games

SPRINGFIELD, Ill. — Language in a General Assembly senate bill introduced here seeking to ban pinball games is broad enough to include "virtually all types of arcade items," according to Illinois Coin Machine Operators Association (ICMOA) executive director Frederick Gla.$

The section, in Senate Bill 592, states, "... the term pin-ball, bagatelle or pidgeon hole shall mean a game played with any number of balls or spheres upon a table other than a pool or billiard table, having holes, pockets or cups into which such balls may drop or be lodged."

Gla$ said ICMOA's legislative committee is studying the bill and asked operators to contact their legislators and ask that the bill be defeated.

New Equipment

Williams—Two-Player Baseball Game

Williams Electronics, Inc. is recommending that this new baseball unit called Fast Ball be operated at two plays for a quarter. Sales manager Bill DeBell said that many operators, particularly in the West, are operating games with two quarter chutes this way, if one becomes jammed with a bent coin, the game is still able to operate. This game is adjustable for any pricing.

Also adjustable is the regular or novelty play. Regular play involves an exact 25-cent novelty play limits action to three outs or one inning per player. The unit features "Defensive Baseball," in that players can press infelder or outfielder buttons to "catch the ball." Other features include animated base running and a variety of pitches consisting of fast ball, curve and knuckle. The unit has stainless steel front doors, individual lift-out coin trays and single, double or triple coin chutes. Crated, its weight is 345 pounds.
CHICAGO—A study of legislation affecting bulk vendors, the use of computers in analyzing routes and an expanded operating workshop. There will be discussions of the major business interests of the National Vendors Association (NVA) convenes April 17-20 at the Hollywood Beach Hotel, Hollywood Beach, Fla.

One of the leading business topics will be an address by a featured speaker, a key member of the Florida legislature. Members will be brought up to date on NVA’s current efforts to gain more equitable licenses in Florida.

The trade group will also see a presentation of route analysis through the use of computer equipment. The expanded sessions, under the direction of Herb Golden, Oak Manufacturing Corp., will also touch on legislation, penny merchandising and service.

Workshop moderators are Tom Theisen and Alan Cohen. Speakers on the subject, “You Can Fight City Hall,” will be Leo Weiner and NVA president H. B. Hanks. Jr. Vincent Schiro will speak on “The Penny Is A Big Part of A Dollar” and John McDaniel will talk on “Service Is My Business.”

Arrangements have been completed for parties, cocktail receptions, the banquet, entertainment and the ladies’ day program. Member registration fee is $10 and non-members’ fee is $15.

The Vending Machinery Manufacturer’s Ass’n is setting the stage for what is expected to be a major legislative session when the Florida legislature meets later this spring.

In outlining what he called the “Swap Time” part of the program, secretary-treasurer Bernard Bittman, a Kansas City distributor, said, “It’s surprising what some distributors can do with every part of the country. We aren’t afraid to do them away with furthermore.”

Jack Nelson, Logan Distributing, Springfield, said the idea might not be as logical. For example, some time ago an operator in Ohio called us wanting a gold-plated rooster. This was a 25-cent charm item we had little demand for.

It developed that a high school in his area had won a State championship and the school’s mascot was a rooster. He wanted all of this item he could get to use in a promotion.”

Nelson did one definite aspect of the meeting will be the discussion of the importance of quarterly vending. The distributor’s gathering will be held on the opening day of the National Vendors Association convention also convening here.

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Coming Events


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

Holds 30 more V-2 Capsules. Can be installed on your present 77's, or equipped with your 77's.

Only $4.50 Each

Includes new center rod.

See your distributor for information or write us direct.

VICTOR VENDING CORP.
5701-13 West Grand Ave.
Chicago, Ill. 60639

MOA Jukebox Area
• Continued from page 45

firm, establishment of a committee to screen films and possible changes in exhibit hours.

In addition to Rock-Ola, Rowe International, Seeburg and Wurlitzer phonographs, the jukebox area will include the NSM brand distributed by ACA Sales and Service. All booths will be the same size, exhibitors will draw straws to determine exact areas and time segments for demonstration will be staggered. Exhibitors, not playing machines, can use headphones to demonstrate jukeboxes.

In an effort to conduct the show in a business-like manner, MOA and the exhibitors agreed to ban the serving of drinks on the exhibit floor, require models to dress within the limits of good taste and prevent the decorating of booths from "becoming too elaborate or extreme." MOA's exhibit committee will be enlarged to handle the previewing of films, the showing of which was a cause of criticism last year. "This will be policed in the most strenuous manner," MOA president Howard Ellis said.

Amusement equipment exhibitors asked MOA to study the exhibit hours schedule, and if possible, set back opening times.

What's Playing?

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

Fulton, Ill., Location: C&W-Tavern


Oldies: "I Don't Wanna Play House." Tommy Wynette.

Lebanon, Tenn., Location: Kid-Drive-In


It was also suggested that financial films and insurance companies be invited to the show, which is set for Sept, 5-7 at the Sherman House Hotel here. There was also a discussion on inviting general press coverage of the event.

Billboard's International Coin-Machine World Directory 1969-'70

7th Annual Buying Guide—the original and only complete directory prepared exclusively for the entire coin industry, MANUFACTURERS, DISTRIBUTORS, SUPPLIERS and ASSOCIATIONS, etc., if you're doing business with the coin machine industry, this directory is especially important to you and your product story.

Current Concise Complete

LAST CALL

FOR ALL ADVERTISING FOR THIS IMPORTANT "ONCE-A-YEAR" BUYER'S GUIDE DIRECTORY

ADVERTISING DEADLINE

APRIL 11TH IN THE UNITED STATES . . . APRIL 4TH FOR ALL INTERNATIONAL

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London W.1
7 Welbeck St.
Phone: 486-5971

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theAssociation byState associations, the load of explained, "Like (MOA) board of directors, SCCOA ATOMIC

KICKER SING CROS CENTRAL PARK SHIPMATES ICE handfull single, field lock locks Operators -Chicago TV BASEBALL REVUE -A Exclusive Fischer Feature CHICAGO COIN LONG Fights IL WEDGE QUEENS -PL.1 (4 -PI.) Operators. Fischer MFG. COMPANY, INC., TIPTON, MO. 65081 PHONE 816/433-5531

The only reason you install a billiard table is the profit it can produce for you and a table out of order is a loser all the way. That’s why when you install a table you want a Fischer. They are sturdy, attractive and designed for even the most serious players, but most of all... putting cash in your pocket. They are made to work and keep on working, month after month and year after year.

See the REGENT and EMPRESS series at your Fischer dealer.
New Rock-ola Deluxe 441
100 selection

THE SOUND OF money

FROM THE GREAT COMPACT TURN-ON!

Rock-Ola's bold new sound that sells music for money turns the smallest spot into a plus-profit happening! Why? Because this compact money-grabber has big model features, big model richness, big model dependability! Features like the world famous Rock-Ola Mechanism and Revolving Record Magazine and Rock-Ola's exclusive Mech-O-Matic 33 1/3--45 RPM changer. Flip-Top Servicing. Credit unit and amplifier flip down for stand-up in-unit servicing. Irresistible new styling steps up the action to make this the best build yet for small locations! And the Deluxe 441 works with all optional accessories: receiver, money counter, motorized remote volume control, phonette wallbox, wall speakers (LP feature, "2 plays 2 bits" kit optional).

ROCK-OLA

the "think big" take-makers for all size spots

ROCK-OLA Manufacturing Corp.
800 North Kedzie Avenue, Chicago, Illinois 60651
Now at your Distributor!

Cure Coin Box Blues with New Bally OP-POP-POP

29 WAYS to build scores
No solo player game in recent years has been as feature-packed as Bally OP-POP-POP. And every feature is designed to build big scores, attract big repeat play, insure big steady earnings to operators.

New Button Jungle
Cluster of 10 Buttons at top of playfield starts each ball on a wild scoring rampage. Each of Red Buttons score 50 when hit; 10 when not hit. Black Buttons score 10.

Back-Track Action
Skillful flipper shot drives ball back to top of playfield for another dive down the score-studied, actionized field.

Uptight Flippers
Exclusive Bally Flipper Tippee classes when Yellow Bumper is hit, holding the ball a busy, dizzy captive on the score-crazy playfield.

New Out-Hole Bonus
Ball can actually add up to 500 to Totalizer while sinking in the sewer! Out-Hole Bonus advances 50-100-200-300-400-500-when Top Center Button is hit or any Button in the Bumper Jungle is hit while lit. Every ball which enters out-hole via Left or Right Bottom Lane with adjacent COLLECT BONUS lit by skill adds highest lit Out-Hole Bonus to total score.

New EXTRA BALL Feature
Extra Ball is delivered to player when ball in Ecstasy Through the Mountains. An EXTRA BALL lit by hitting Blue Bumper after second 500 Out-Hole Bonus is lit.

Players chuckle when they spot the colorful, comical OP-POP-POP styling. They grunt, groan and giggle at the rampaging score action built into the bright, busy playfield. They keep coming back again and again. And you grim all the way to the bank after every collection. Get OP-POP-POP today.

On the Street

By RON SCHLACHTER

Vendo Co. president George Arsenese and vice-president Dave Patterson, who is in charge of finance, appeared last week before financial analyst groups in New York and Chicago. Board chairman E. F. Pierro is back in Kansas City, Mo., after spending the winter in the Virgin Islands. Mrs. Jane Saunders, director of publicity for Vendo, is vacationing in Mexico.

Iowa operators are proud of fellow operator Jack Woods, who is doing a fine job on the Des Moines city council. The Iowa Automatic Merchandising Association has introduced a bill to license and inspect all food-dispensing machines. Meanwhile, the association has introduced another bill that would eliminate sales tax on vended articles coming 15 cents or less.

Philip Moss reports that Iowa and Nebraska operators are just getting around to their routes after being grounded for 30 to 45 days because of snow and ice. Moss's daughter Muzzy, a skilled housewife, is preparing for the annual jumping circuit. Her three horses are appropriately named Peal Moss, Green Moss and Quo Vadis. Larry Pettigrew has returned the Philip Moss & Co. service department.

The Illinois Coin Machine Operators Association (ICMOA) is boasting three new members. They are Joe McCormick, Musical Sales, Inc., St. Louis; Mark Adams, Rock River & Games, Rockford; and Joe Ruggles, Mercer County Vending. A tie vote at a meeting held to pick a candidate for the ICMOA membership committee was won by Robert Fashia.

Wayne Hays, George Edieed and George Woodford, chairman of the Florida Automatic Merchandising & Music Association (FAMMA) has a new office at 1622 South Maimi, Smith Music Co., Panama City. While in town last week, Mike Hicks recently conducted a service school at Southern Music, Ltd., in California. Alonzo, who testified at the Cumberland District court for Vendo, is in charge of the National Automatic Merchandising Council, Lake Tahoe Lodge, Delavan, Wis. Another Wurlitzer service school was recently held at Co-Operative Distributing Co., in Louisville, Ky. Those in attendance were Bob Hoxux and George Salem, Salem Brothers, Carillon; George Wheeler, Star Music, Lexington; Robert Miller, Miller, Inc., Irvine; Joe Lamp, Modern Music, Louisville; Bill and Cecil Smith, Automatic Sales, Louisville; Bob Miller, Edward White, Pay McGrath and Gene Reynolds, Co-Operative Distributing, Bill Kusiloch, Siegel Vending, Mount Carmel, Ill., and Omar Dresux, Dresus's Music, Olney, Ill., Robert Harding was in charge of the class.

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

Coin Machine News
Record Jan.  
Phonograph  
Sales; Up 31.7  

WASHINGTON — Sales of portable, table and console model phonographs hit an all-time high in January 1969 and were 31.7 per cent ahead of figures for the same period last year, according to a new survey of sales to-dealers figures supplied by the Electronics Industries Association’s marketing studies. Home radio sales rose 3.5 per cent for the period and total television set sales rose 17.1 per cent.

Portable and table model phonographs moved during January 1969 totaled 315,181 units, as compared with 221,742 one year ago, an increase of 42.1 per cent.

Console phonograph sales for the period totaled 122,139 as against 110,304 a year ago, for an increase of 10.7 per cent.

Sales of all home radios sets were 694,901 as against 671,546 in January 1968. Automobile radio sets were 941,247 as compared with 758,503 a year earlier for an increase of 14.4 per cent.

Audio Catalog

NEW YORK—Robins Industries Corp., is making available a 24-page consumer catalog of tape recorders, phonograph and audio accessory items. Dealers are encouraged to suggest customers use the booklet as an audio inventory check list.

CLEANING KIT for needles is being introduced by Epiph Mar- ketting industries, Inc. The kit includes a treated pad, complete instructions and display package.

NAMA Gets ‘White Paper’

LOS ANGELES—The open- 
ing session of the 1969 National Automatic Merchandising Asso- ciation (NAMA) Western Con- 
vention here kicked off for a 
week with a general meeting thrown open to everyone for questions, answers and general discussion. About 300 members were present, with G. H. Tansey, director of Con- 
ventions and Education for NAMA, presiding.

A “white paper” developed by 
the Supervisory Development subcommittee of the NAMA Employee Selection and Training 
Committee, was introduced to 
all present. The paper dealt with 
minimum standards for effective 
vendor supervision, and was explained as a “frame of reference” in pertaining to su- 

cvisor or customer service. 

Main point of the session was to 
talk about “upgrading vendor supervision,” and much was dis- 
cussed, pro and con. In the 
main, however, members agreed with points brought out in the “white paper”; namely, the standards to be 

tained, knowledge of the operation, operational controls, 

labor relations, equipment knowledge, purchasing, training, 

merchandising, customer relations and personal develop-

Areas of basic training for 

supervisors was brought out, plus the various activities and 

responsibilities of effective su-


Peck Sales, Net Listed by Merco  

NEW YORK—Merco Enter-

prises, Inc., Long Island based record service merchant, re- 

ported record sales and income figures for the year ended Dec. 31, 1968.

Net sales increased to $13,850,206 over the $11,703,203 registered in 1967, as net in- 

come rose to $452,223 or $1.28 per share compared with $30.261 or 50.09 per share during the previous year. Merco’s 1968 fig- 

ures are the firm’s best ever.
NEW YORK—The clinaret, a modern descendent of the clarinet, is finding its way to the heart of many rock groups and jazz musicians.

Built by Hohner, the electronic instrument resembles a piano. Internally, however, the instrument consists of strings which are struck by piano-like keys. Vibrations from the strings are picked up by the clinaret’s electronics and translated into an electrical frequency which is fed into an amplifier.

What sets the clinaret apart, however, is that its volume is governed by how hard the keys are struck. This allows the player to establish his own playing style.

Latest among its users is Columbia Records recording artist Blood, Sweat and Tears. Lead man of the group, David Clay-

ton (fake name), has developed a clinaret. Dan Danneli of the Rascals, Neal Diamond and the McCos also employ the instrument in their performances, as does War- rington (fake name), who accompanies Tim Hardin.

Motown Records artist Stevie Wonder is using the clinaret to compose music. Several jazz recording artists are using the instrument. The clinaret is featured in Don Ellis’ “Electric Horn” album and is included in the music of George Benson.

Vocalist/bassist is the musician Dave Brubeck, who is noted for his progressive style. The clinaret features on the instrument on three songs not yet released on record- ings. It is another example of modern music making use of the cli- naret in composing.

The clinaret is the group member of the best known clinaret.

4,800 Register
For AMDIE

LAS VEGAS — Over 4,800 dealers have registered to attend the American Music Dealers In- dustry Exposition (AMIE) show here May 12-15, according to director Ed Phinney, who last week announced the line-up of talent appearing at various hotels during the show. Over 100 deal- ers, Phinney said, have signed for a golf tournament.

While not disclosing additions to a previously announced ex- hibitor list, Phinney said “we’re signing up two or three exhibi- tors a day. We have 300 booths contracted for by band who could easily double. There will be a lot of last-minute signings.”

He also said AMDIE attend- ance “might swell somewhat” because of the National Electronics Industries Show sponsored by the Electronic Industries Show Corp., an electronics distributors group, to be held May 21-23 at the Motor Hotel here.

The talent line-up will include the “Lido De Paris” review at the Stardust, the AMDIE dele- gates’ hotel, reviews at the Dunes and Tropicana and an extended run of “Mame,” starring Celeste Holm at Caesar’s Palace. Other shows and conventions are being held in Las Vegas during the AMIE show are Vikki Carr and Dori Bacharim, Al & Imo, Joe Bataan, Lonnie Francis (Riviera), Jimmy Durante, and over 100 top dealers, Jack E. Leonard and Frank Sinatra Jr. (Frontier) and Mickey Rooney.

 diferente titles. The store, in the Lau- derhill Shopping mall, Fort Lau- derdale, stocks 40,000 albums; 500 tapes, including 8-track CARTRIDGES and cassettes, and 3,000 singles.

All three outlets maintain the same inventory of al- bums.

As an example of the play- back equipment stocked at each store, the Lauderhill outlet stocks 38 different models of stereo consoles, portable, tape recorders and hi-fi component units and 50 guitars, ranging in price from $19.95 to $260. Other instruments are stocked, too.

A second store, opened over two years ago in the Coral Ridge shopping mall, also in Fort Lau- derdale, is the only one handling large television sets and has the largest sheet music display utili- zing a rack area 70 rows by 17 exposing 1,190 titles.

The store here displays sheet music in a rack area 36 rows wide and 15 rows deep. “When- ever possible, we group sheet music directly opposite what- ever recordings it corresponds to,” said Wilkinson. “Many cus- tomers want music in both rec- ord and sheet music form. Our demonstration turntables go all day helping us sell sheet mu- sic as well as records.”

All three outlets are open from 10 a.m. to 9:30 p.m. Mon- day through Friday; the Lauder- hill store maintains the same hours Saturday and is the only store open on Sunday.

4 Firms Formed on Coast; Adler Pub. Co. by 2 ‘Brass’

LOS ANGELES — Four companies have been formed here, including a publishing firm by Lou Adler, president of Ode Records. A production company was formed by Nick correl and Bob Edmondson, both mem- bers of the Tijuana Brass. Correll and Edmondson’s Vi- brations Productions will pro- duce records independently for other record companies, with their debut single, “The Dwell- er”/“Bittern,” to be re- leased by A&M.

Adler’s Ode Music has been established to deal exclusively with scores for feature films. His initial effort is as musical producer for Columbia’s “The Model Shop.” The score and title tune for the film were com- posed and performed by the Spirit, an act on Adler’s Ode label.

Singer Anna Black, Wednes- day’s Child Productions, has formed a publishing company, Miratel Music (BMI), to pub- lish material written by Miss Black. Initial tunes published by Adler’s Ode Music have been (Continued on page 85)

Sheet Music and Records
Boost Growth of Fla. Firm

CLEARWATER, Fla.—

Sounds of Music, which has three stores established in this area now, hopes to open three or four more outlets this year. According to co-owner A. R. Wilkinson, much of the budding chain’s success results from a merchandising philosophy of combining large displays of sheet music, records and pre-recorded tapes.

At the oldest store, opened over three years ago by Wil- kinson and his partner, E. R. Smith, the sheet music and mu- sic books occupy a rack, square area 58 rows across and 17 rows deep, thus exposing 864 differ-
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LOST HER BOOGIE
AND DIDN'T KNOW
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GMA Winds Up Plans for First Awards Fete; Name 11 Classes

NASHVILLE — Plans have been completed for the first annual awards program of the Gospel Music Association (GMA), with presentations to be made in 11 categories.

The event will take place Oct. 10 at a special banquet and program in Memphis, during the meeting of the National Quartet Convention. A nationally recognized accounting firm will be engaged by the GMA to handle the mechanics and ensure the fairness of the awards program.

The results of the final ballot will be known only to the accounting firm until their representative presents the sealed envelopes at the presentation banquet.

The categories listed are:
- Best Gospel Instrumentalist
- Best Gospel Record Album
- Best Gospel Television Program
- Best Male Vocalist
- Best Female Vocalist
- Best Gospel Song of the Year
- Best Gospel Choir
- Best Gospel Album, Male
- Best Gospel Album, Female
- Best Gospel Album, Group
- Best Gospel Album, Vocals

In addition to the 11 awards, the GMA board of directors will present a special citation, the Gospel Music Ambassador Award, to a person adjudged to have best presented the spirit and intent of all gospel music.

All members of the Gospel Music Association — those whose dues are paid in full and are in good standing by June 15, 1969 — will be eligible to participate in the three-stage voting program. The accounting firm will mail each member a nominating ballot on July 1. Each member may propose up to five nominees in each of the 11 award categories. A second ballot, listing all persons and groups nominated by the membership on the nominating ballot, will be sent to the members approximately five weeks later. Each voter then will be asked to select specific songs and nominees.

The songs and nominees in each of the other categories receiving the most votes on the Aug. 5 ballot will appear on the final ballot to be mailed to the membership by the accounting firm in September. The winner in each category will remain a secret until the presentation.

The event will feature the Sealers, the Jubilee Quartet, and the Goodmans.

Radio Station WMDE at Greensboro, N. C., has added "Hymn Time" to its FM format. The show will run every other hour and will feature the top recorded gospel albums of the day. The station also will have a Sunday morning gospel program to be hosted by Sketter Dodd, the station program director and sales manager. Co-hosted by Les Alexander, the show will be called "Jubilee." The Blue Ridge Quartet from Spartanburg, S. C., provided the entertainment for the Investment Banking Association of America at their dinner on July 23.

Over-All Design

In the case of the Best Gospel Record Album, the award will take in the over-all design, including photography, layout, liner notes and the like. In the case of the Best Record Album, release dates are confined to the periods between July 1, 1968, and June 30, 1969.

Shaped Notes

Radio Station WMDE at Greensboro, N. C., has added "Hymn Time" to its FM format. The show will run every other hour and will feature the top recorded gospel albums of the day. The station also will have a Sunday morning gospel program to be hosted by Sketter Dodd, the station program director and sales manager. Co-hosted by Les Alexander, the show will be called "Jubilee." The Blue Ridge Quartet from Spartanburg, S. C., provided the entertainment for the Investment Banking Association of America at their dinner on July 23.

The Whitaker Family appears on stage with James Blackwood at a performance in Long Beach, Calif. At the microphone is Johnnie Whitaker, who appears as Jody on "Family Affair."
THE HAPPY GOODMANS SAY Thanks TO NARAS MEMBERS FOR OUR GRAMMY AWARD

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Canaan RECORDS
THE THRASHER BROTHERS recorded their latest album in the huge caves of Fantastic Caverns in Missouri.

Singcord to Use Racks in New Distribution Program

NASHVILLE — Singcord Corp., the recording division of Zondervan Publishing House, has announced a new distribution program to get its records into more homes.

Hereafter, according to Jack Day, vice-president and general manager, the recordings were placed in religious bookstores, but seldom in the racks. Now, he says, the picture will change.

Singcord is working on a distribution program that will "reach into retail department and variety stores, and

large drug chains throughout the 50 States," he said.

Day also said the company's record club is receiving close attention and a sharp increase is expected. "We are also planning a direct-mail program into thousands of homes around America," Day said.

Day did not reveal the details of the distribution program, but indicated he would set it up himself on a cross-country trip. He said that Zondervan had devised a "new sound" which would make it a leader in the gospel and sacred music recording fields.

Shaped Notes

- Continued from page 54

- bucked by the Pentecostal Tabernacle Choir of Nashville under the direction of Rev. Jethro Greee. The Thrasher Brothers have been performing as openers of the cases of Fantastic Caverns in Missouri. The idea developed following a concert last fall in St. Louis, where the Sodomers opened 20 gospel concerts in 11 days. These concerts covered Texas, Oklahoma and Arkansas. Most major groups participated in part of the campaign. Willa Dorsey, who first began singing for the Mount Olive Baptist Church in Atlanta, had earned solo statuses on CBS at the age of 17, and studied with Metropolitan Opera Star Robert McFerrin. She was determined to be a gospel singer, however, and she was aided by F. B. Lacoy, Iris Kelly, and the Hollywood Christian Group. She now records for Word.

Decca's Jimmy Davis, past president of the Gospel Music Association, crowned Linda Fell Queen of the Louisiana Callisters' Association. The young lady is a GMA member, Gospel composer, singer. Baby Kitchen is home following a recent hospitalization. Her latest song, "Broken Pieces," has been included on the recent albums of the Soter Family, the Bill Gifford Trio, and Doug Oldham. Henry Hardin, who just recorded his first album, did numbers by Jim Hamil, Jimmie Taylor, Allen Hart and Mylon Le Feve. Rev. Charles Vandall and David Leslie of the Vancourters composed a tune, "Now I Have Everything," recorded by James Blackwood, Dottie Rambo and Bill Gifford.

Word/Canana has just contributed new albums for the Blue Ridge Quartet; Florida Boys, Happy Goodman Family and the Thrasher Brothers. Singcord recorded London, Paris, John McKey and Jack Day. Day is vice-president and manager of the

New Gospel Unit Formed

NASHVILLE—The entry of a new gospel group was announced by Cherie Page, manager of the Downings.

The group is composed of veterans from other quartets. Paul Downling, who heads the group, sang with the Dixie Echoes of Pensacola.

His wife is the former Ann Sanders, who for years appeared with the Speer Family. Greg Gordon, formerly of the Chuck Wagon Gang, and Sue Ellen Chenault, who has sung with many groups, round out the quartet.

The first release is due out shortly. The group plans to emphasize youth in presentations. Greg and Sue are both teen-agers.

GMA Contest on Naming Award

NASHVILLE-A special contest will be held to determine a name for the award to be given this year by Gospel Music Association (GMA) at its first annual awards banquet in October.

The board of directors of GMA is looking for a name to match other national recognized awards—a name— the award contest, open to GMA membership, will determine the name, with valuable prizes to be awarded.

Entries should be sent to The Gospel Music Association, Box 1201, Nashville, Tenn. 37202. All entries must be postmarked prior to April 30.

Helen O'Connell For Sacred LP

NASHVILLE—Helen O'Con- nell, who rose to singing prominence with Jimmy Davis, Bob Eberly and others, will record her first sacred album here. Mrs. O'Connell, who has just been signed by Singcord Corp., the recording division of Zondervan Publishing House, will produce a Christmas LP for October release.

Jack Day, vice-president and general manager of Singcord, will produce the album in the RCA Studios, June 9-10.

4 New Firms on Coast

- Continued from page 52

Mirabel will be from the artist's new Epic album, "Thinking About My Man." Wednesday's Child Productions will manage Mirabel Music.

Steve Rubey and Steve Britton have established Rusb Productions.

Gospel Music

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Gospel Music

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4 NEW 500s on Coast

"Continued from page 52"

Mirabel will be from the artist's new Epic album, "Thinking About My Man." Wednesday's Child Productions will manage Mirabel Music.

Steve Rubey and Steve Britton have established Rusb Productions.

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*READEX, Inc. Survey, January, 1968. (Figures total more than 100% due to multiple answers)
**Classical Music**

**Col. Plans Major Pitch on Phila. Orchestra in April**

NEW YORK — Columbia plans a large-scale Philharmonic Orchestra promotion in April, including the release of four albums by the orchestra under the auspices of the Columbia label. The titles slated for Masterworks are a selection of the works of Prokofiev's and the Istonim-Sterk-Rose Trio, and the first recording of three Harry Partch compositions. The forthcoming release is Goldmark's "Ruthless Wedding Symphonies," with Janos Suk conducting the Philharmonic.

These Philharmonic promotion will include posters, double-page spreads in consumer publications, illustrated brochure dawards showing 30 of the Philharmonic's "sound spectaculat," "do-yourself" ad kits including 250 line items. The layout for the ad is being prepared by the Philharmonic's "do-yourself," and consumer ads in key markets.

**New Releases**

The new releases by the orchestra include new recording of Respighi's "Gli Uccelli," which features the "L'Amico Fritz". The new release also includes the "Concerto No. 2." In addition, the orchestra is releasing a new recording of "L'Amico Fritz." The new release also includes the "Concerto No. 2." In addition, the orchestra is releasing a new recording of "L'Amico Fritz." The new release also includes the "Concerto No. 2." In addition, the orchestra is releasing a new recording of "L'Amico Fritz." The new release also includes the "Concerto No. 2." In addition, the orchestra is releasing a new recording of "L'Amico Fritz." The new release also includes the "Concerto No. 2." In addition, the orchestra is releasing a new recording of "L'Amico Fritz."
### Classified Mart

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Capitol will Go Stereo on All Its Singles

TORONTO — Capitol Records of Canada, Ltd., has announced it will import all singles in stereo from now on. This includes all Canadian pro-duced singles as well as U. S. and foreign imports.

First Canadian stereo single is by singer Natalie Barney and consists of two releases, one for the English-speaking market, "Take Me Away," by Tony Hyman, and one for the French-speaking Quebec market, "C'est Fini, Va-t’en!" (It's All Over). Each is priced at 70 cents, possibly a translation of the other.

The stereo import arrangement was chosen because of Miss Barney's dual-nationality background.

Promoting the singles, national promotion chief, Bert Middleton in Piano Plans

TORONTO — Ken Middleton, owner of the Furtado Bros.-Seven Arts Records in Canada, spent several days in Toronto last weekend planning for pro-motional activities on upcoming product.

With Ontario branch manager Gord Edwards, meetings were arranged with key dealers and key distributors to introduce and demonstrate new product releases.

In addition, sessions were held with Al Dubin, Toronto-based marketing manager for RCA, to discuss the company's motion picture division.

At the top of the release agenda was "Wild Grass and Strawberries," by Chris and the Country Collectors, and the new Jethro Tull set on Reprise.

From The Music Capitals of the World

Helsinki

Following the Caschmann trend, PSO is releasing the French Version of "Take Me Away," the song, plus a domestic version by Tuula Harma (Blue Master). A PSO single of "Under the Voice of the Stradivarius" is now available. It is a multilingual version of the popular English-language version (Philips).

As a result of the March 6th concert at the Olympic Games in London in 1948, has received his first gold disk, for his recording of his own composition "Isolation Oikihattu," which was released in the mid-fifties.

Discophon launched an big Elvis Presley campaign to promote the new album recorded during Presley's NBC Special and a German RCA Capitol album.

The new album features "Under the Voice of the Stradivarius" and "Take Me Away." Best-selling albums in Finland are "Dancing with Scandal," featuring "If You Feel For Yourself," by Tom Jones (Decca), "16 Hits," by The Everly Brothers, "The Beatles" (Apple) and "Electric Ladyland," by the Jimi Hendrix Experience (Triad).

Ron Spichk, Scandinavian coordinator with Philips, Baas, was here for talks with Finnish executives.

Malaysia, on the other hand, banned Peter's Sisters act, is appearing for a season at a Helsinki night club. "Bekkelintakku," an album featuring Harri Pekkala, was released in Finland. . . . PSO has signed Lasse, Laskoos to the Blue Master label and will include "Yeah," written by Austria's Peter Herren, on the first single.

Ilkka Hemmings has revived the duo O'Connor's hit "Careless Hands," for his latest Blue Master single. . . . EMI has launched the Joy label in Finland with releases by John Lee Hooker, Little Richard, Billy Preston and Sunn-O-Yoda. EMI is releasing a joint album by Eero and Kerttu Karvonen with notices of new material to be included in their next album and single releases.

The record for Number Two in Finland, distributed via RCA in the U. S.

Hamburg

"Danny Take Me Away," the newly released swedish composition "Isoisan Olkihattu," was coasting as the number one for both Scandinavian countries. The number two was "Under the Voice of the Stradivarius," performed by the Kaydian Jazz of London March 6th.

The record for Number Nine in Finland, distributed via RCA in the U. S.

Toronto

Toronto, also the number two for Canada, is the number one for both Scandinavian countries. The number two was "Under the Voice of the Stradivarius," performed by the Kaydian Jazz of London March 6th.

The record for Number Nine in Finland, distributed via RCA in the U. S.

From The Music Capitals of the World

Munich

Ariola-Eurodisc will move from Gustavus to Munich early in April in order to centralize its operations. Ariola,经营 the entire international records business and other head office activities.

The European music industry, currently based at Sonnenstrasse, will also move to new premises at Arabella Strasse 2.

Later in April, Ariola announced that it will be released on the "Revolution" label.

The label for Number Ten in Finland, distributed via RCA in the U. S.

Early in 1970, Herbert von Karajan and the Berlin Philharmonic on the occasion of the 100th anniversary of the departure of MANFRED SCHREIBER

Vienna

Austria-Austria is importing 8-tracks to Dachau, Germany. In the U. S. following a deal at Midnite, Atlantic Records, and Other, and Abu Oarfain got a concert in Vienna, Austria, on April 16th. . . . Gilbert Becaud (Elec- trolok) appeared here in the "Tickets for Two," a week before the Barclay will be at the end of March in Vienna as an Austrian pop singer and com- pany of the successful "Swedish Crustaceans." The first week of April Grunsky will be back in Vienna. . . . Melle Matti (Achilleus) "Dancing with Scandal," is still on the air.

The record for Number Eleven in Finland, distributed via RCA in the U. S.

The record for Number Ten in Finland, distributed via RCA in the U. S.

Gino's Whispering Place (Philips)

Early in 1970, Herbert von Karajan and the Berlin Philharmonic on the occasion of the 100th anniversary of the departure of MANFRED SCHREIBER

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EMI to Launch Incentive Plan for Dealers; Offers Pkgs. at Discount

By GRAEME ANDREWS

LONDON—EMI will introduce a revolutionary new incentive scheme for record dealers in July, aimed at boosting sales of albums back catalog.

From its total catalog of 6,000 albums, EMI has selected a list of 1,750 of the best selling LP’s—most of them issued before Dec. 31, 1968—which will form the basic repertory of the incentive scheme.

EMI has prepared eight special lists of albums from the basic 1,750, and dealers ordering any one of these complete packages will be entitled to special discounts.

Dealers taking this package

Prince Turns Presser for UN Album

BAARN, Holland — The 500,000th copy of “World Star Festival,” an LP to aid the United Nations refugee fund, was presented at the Philips headquarters here by His Highness Coen, Commissioner for Refugees, to the UN High Commissioner for Refugees.

The ceremony, which coincided with the release of the all-star album in Holland, followed a presentation to the Prince of a silver cassette recorder/player by Coen Solleveld, president of Philips Phonographische Industrie and Deutsche Grammophon, as a personal memento of the occasion.

“World Star Festival,” which features tracks by Herb Alpert, Julie Andrews, Shirley Bassey, the Bee Gees, Ray Charles, Sammy Davis Jr., Tom Jones, Paul Mauriat, Simon and Garfunkel, Frank Sinatra, Duffplug廷格, Sonny and Cher, Brian Hyland, Friends, Barbra Streisand, Dionne Warwick and Andy Williams, is the third album to be produced for the UN and the first to be released in a cassette form. Philips is manufacturing and distributing the album on cost on behalf of the record industry. Profits will go to the UN refugee fund.

Orders are expected to turn them over at least three times a year and, ideally, five times a year, and will be required to maintain a minimum stock of EMI albums at all times. They will also have their stores designated as Music Centers (indicated by special window stickers) and will sign a one year contract with EMI at the expiration of which either side can opt out.

Sets Target

EMI’s target is to enroll 1,750 of its 5,000 record dealers in the Music Center plan. The plan has its roots in EMI’s plan five years ago to develop music centers in the top 500 record outlets in Britain, which, at that time, accounted for an unusually high proportion of record sales. Today sales are more evenly distributed throughout the dealer network with about 60 per cent of total record turnover accounted for by 40 per cent of retailers. At the same time LP sales have expanded continuously and last year for the first time the industry saw LP unit sales top singles.

Over the next three to five years EMI predicts that the market will become stabilized at a proportion of 80 per cent LP’s and 20 per cent singles in terms of each turnover.

With its massive catalogue swelled by licensed product such as the Beatles’ own repertory, EMI needs to promote the full repertoire, and is aware that, in the past, it has failed to exploit the full range of its activities in plan marketing ideas and sales campaigns as though its catalog was only a quarter of its actual size.

EMI recently conducted a survey through two chains which are sympathetic to the company, Party of One, and was not being stocked in depth at all, and was only achieving induction rates of 4,350 LP’s a Year

The British record industry issues 4,350 LP’s a year, mostly in monthly release programs which depend for the appearance of new product, dealers have to stock LP’s with chart potential and to order once from each monthly release program. With new releases every month, if a reaction to the program is needed to be cut to a minimum because brand new LP’s are considered to lose potential sales potential than albums which are older. Bi-Monthly Release

To meet this situation, EMI is recognizing its release schedule on a bi-monthly basis. Its main LP releases will be issued at intervals of two months but there will be weekly releases of hot albums with strong chart potential which will be promoted in the same way as singles.

EMI is designing an incentive scheme for its telephone sales girls with the labor unions at the moment. The manager has a vital role in selling hot LP’s like hot singles.

Boycott Off, Scandinavians Go Eurovision

OSLO — Scandinavian countries did not, after all, boycott the Eurovision Song Contest, as a result of a last minute meeting between the Danish, Norwegian and Swedish Radio and TV organizations in Oslo.

A boycott proposal was first made by Sweden because of the state of emergency declared in Spain at the start of January and was intended as a political protest against the Spanish government.

But, during the discussions, it was recognized that the Eurovision Contest is not staged by the Spanish government but by the Eurovision Broadcasting Union which has no political affiliations. This year’s event is taking place in Spain for the first time in 10 years.

Hans Jakob Uevert, director of Norwegian TV and Radio: “Since the Scandinavian countries have participated in the contest with other countries whose politics they do not agree with, there would be wrong to impose a boycott.”

Denmark has not participated in the Eurovision event for some years because its TV chiefs feel that the political content of the contest is exaggerated.

MAURITIUS CUTS 2 EURO SONGS

PARIS — The Paul Mauritius Orchestra has recorded two Eurovision songs of its own for Philips, which will be released worldwide.

Hatfield, a French band “En Jou Un Enfant,” the English title of which is “Through the Eyes of a Child,” is the title song of the contest, and the Luxembourg entry, “Catherine.”

ONDON — A&M will launch Chris Blackwell’s island label in the U. S. with reports of work due to be done on the launch of the A&M label in the U. K. which kicks off with its first independent label move “Love All I Have to Give,” by Checkmates Ltd. This will mark the return of two staffers from Philips, John Dewey, as sales manager and Phil Reba, now production controller. A&M recently set up a deal with Dennis Conolly, president of Foodlovers, a production company to release a new K. g. group, Junior Eyes on A&M in the U. S. The company’s music publishing company now represents John, Stewart’s company, Stewart-Nims, run by his manager Jerry Nims in the U. K. The first of the new songs to go through are released from Stewart-Nims in July, You’re A Woman” recorded by Pat Boone.

Bell has concluded a deal with Steve Rowland’s Double R company to release all future products by the Family Dogg and new group, the Paper Dragons. The U. S. label, building a roster of U. K. releases, has released an album by group, Legend... Blue Heaven, recorded by the B. K. King from the U. S. label Kent and Modern. The singer is associated with Fleetwood Mac... Mike Littman, exploitation manager at Lawrence Wright, has set up his own independent artists’ management company, Littman, with Wright handling the West Coast, has set up his own independent artists’ management company, Littman, with Wright handling the West Coast... Alan Rand, as his first client. Another Wright man, stranger John Fenwick, also left the firm. Virginia Lewis has joined Radio Luxembourg as assistant to program manager Tony Macarthur... Lewis is the daughter of singer Vera Lynn. Lynn is releasing Sweden’s entry into this year’s Eurovision.

Phillis Adds 2 Firms

RIO DE JANEIRO — Companhia Brasileira de Discos (C.B.D.) has acquired the assets of N. S. Record and Kama Sutra Records in Brazil, and the present owners have distributed a double compact of the 1914 Glutin K. and a single has been released from Blackbridge — “Worst That Could Happen.”

The Blue Grosse Laumiere Chlanche is the song that IVA zincnichi
di赢家 of the 1990 Festival of Sanremo

From the Music Capitals of the World

London A&M will launch Chris Blackwell’s island label in the U. S. in reports Island has been handling the launch of the A&M label in the U. K. which kicks off with its first independent label move “Love All I Have to Give,” by Checkmates Ltd. This will mark the return of two staffer...
15 Nations Asked to Vie In Dutch Song Fest

AMSTERDAM — Fifteen European countries — Austria, Belgium, Czechoslovakia, Den-
mark, France, Great Britain, Holland, Hungary, Italy, Por-
tugal, Spain, Sweden, Switzerland, West Germany and Yugo-
slavia — have been invited to send teams to the First International Singing Eu-
ropean-Festival to be held in the Kurhaus, Scheveningen, July 4 to July 9.

The festival is being organ-
ized by the CGC, the promo-
cational body of the Dutch re-
cord industry. Concession, the light music committee, Dutch radio and television and various Dutch downtown institutions have been called on to contribute to the development of the popular song and providing a springboard for new talent.

Each competing country will be asked to sponsor a team of two solo singers, a musical group, a team leader, a jury member and a conductor. Each singer will perform an original song in his or her native lan-
guage, plus a song of his or her own choice in any language.

Each night for the first five evenings, three different teams will perform and the six teams scoring the highest number of points will appear in the final on July 9.

A first prize of $3,600 will be awarded to the winning team and the other five finalists will also receive cash prizes.

Additional prizes for indi-
vidual performances will include the Golden Clog award, the

London to Bow Mainstream Set

TORONTO — London Rec-
cords of Canada will release a
35 LP package from the Main.
stream catalog, following the
signing of a recent distribution
 pact between the two labels.

The release draws largely from the Mainstream Jazz cata-
log, artists including Cole-
man Hawkins, Carmen McRae, Lester Young, Bung Johnson, Billie Holiday and Pee Wee Russell. Many of these albums were originally issued on the now defunct Commodore label.

DGG Opens A New Series

HAMBURG — Deutsche Grammophon is launching a new series of recordings, Debut, devoted to new classical artists. Debut will offer a forum for young artists in the last stages of their study careers who, in starting a concert career, will introduce and promote young artists from all over the world in the new series, which will be in the hands of a German company in Germany for six marks (about $1.50).

First releases in the Debut series will feature the German tenor Horst Laubenthal singing Beethoven, Schumann, Schubert, Brahms and Wolf lieder; the 27-year-old Dutch violinist Bertolus Roberts; and the 35-year-old German pianist Andrea Rehn playing Handel, Debussy and Ravel.

Record Industry award and the Press Prize.

TOKYO

Japan Victor has made April "Elvis Presley Live in Japan" and pro-
moting the artist using his "On Stage" album as the backbone. Producer Robert Wada at Japan RCA has formed two groups to get into the "folk-western" market with the leads being released by Japan Victor. One of Wada's group is Sing Out, based on the New Christian Min-
sters worship scene from RCA's World Group section in the U.S., entitled "Hymn For Jesus." The other, Scanda Deal, is a collection of various artists from around the world, with the aim of introducing and promoting the music of various countries and faiths.

A new record label, the New Christian Music label, is setting up an office in Tokyo, which will be open to the music of all Christian denominations. The label is expected to be active in Japan, and possibly in other parts of the world.

Cupol Sceptor Scandia Deal

STOCKHOLM — Cupol Rec-
s has secured Scandinavian distribution of the American Scandia Deal catalogue. The Cupol Sceptor catalogue will be handled in Norway by AS Nera.

EMI to Launch Incentive Plan for Record Dealers

TOKYO

The music industry

The field sales force will back up the telephone sales depart-
ment on chart LP product.

EMI will issue its main album supplements in July, September, November, January, March and May.

EMI Records sales director John Frum told Billboard: "We have "the every inde-
pendent dealer of any con-
sequence with join the Music Cen-
ter scheme."

The dealers who do enroll will get a computer statement each month showing every rec-
t they have taken during the previous months, which will allow them to get the extra discount. Records in the selections which are returned but not reordered will not be shown on the statement.

Once a dealer has joined the scheme, he will receive a stock check form so that he can see which records in the package he has chosen are already in stock. An EMI man will confirm the dealer's check list and the deal-
er will be required to keep an EMI (EMI catalog) sticker on the master bag of all records in the package to simplify checking.

Once EMI has confirmed the check list, an order for the bal-
wences of the albums in the pack-
ag will be sent to the Hayes factory.

Every two months a member of the EMI sales force will check a 15 per cent sample of the dealer's stock to make sure that the dealer is carrying the required minimum of EMI product. If the stock is too low, a complete check will be made and the dealer will have to order enough catalog ma-
terial to bring his stock up to the requisite level.

The above packages are all subject to a $5 minimum order count. Subject to a 5 per cent extra discount are: 5, 510 albums (building to 1,000); 10, 1,020 albums (building to 1,200); 20, 2,020 albums (building to 2,000); 30, 3,020 albums (building to 3,000); 40, 4,020 albums (building to 4,000); and 50, 5,020 albums (building to 5,000 all albums) (building to 5,000 all albums). No deletions will be made from any packages for at least a year, except in cases dictated by contractual commit-
ments.

The first album in EMI's new album of film themes by the Monks and The Doors, "Moby Grape '69." RCA has been announced as the record company of the rock band, which is releasing its first album, "Night Walk" single. (Continued on page 63)

JOHANNESBURG RADIO TO TEST PROGRESSIVE ROCK

JOHANNESBURG—Lorenzo Marques Radio will introduce an experimental "half-hour progressive rock" program in the near future.

Robert Edwards, program development manager, Lorenzo Marques Radio said that two concerts would be held on May 13 and June 3 as test runs for a new program, and that the studio will be set up for the program, which will be broadcast every Sunday night at 11 p.m.

"We are aware that there are many young people who are interested in progressive rock, and we are inviting comment from our listeners. We will be featuring British and American "progressive rock" groups, as well as local groups," Edwards said.

"Both concerts will be free to the public, and we hope that a good number of people will attend. We are also inviting local groups to contact us to be featured on the program," Edwards added.
MEXICO CITY—The wealth and strength of the Latin song world was on display at the first Festival of Latin American Song in Mexico City (APRIL 5), in the somewhat strange venue (for a song festival) the Theater of the Soraya Tarrach. The 1,000-seat auditorium was sold out.

During the five-day festival, the audience, a 60-strong jury and TV crews were treated to a musical display of nearly everything that Latin singers from the Latin world sing nearly 100 songs, 25 each night and 25 semifinalists participated.

Suspense was kept up right to the end when the last song, "Genes," by Puerto Rican singer Lucecia, racked up 228 points, just ahead of Brazil's Denise Kalafate's dress and singing "Cancion Latinax" (210 points). The 19-year-old singer Kalafate had said before the festival: "I am singing with a social message like posters--the way of the young way people choose to change the world."

And the final night's audi-
cence probably agreed with her because they gave her the best reception of the night to Venezuelan singer Jose Luis for his "No Man" which received 230 points, with 205 points for a song by singer Felix (Mexico), singing "La Estación," with 193 points. Kalafate's song was composed by Amao Fernandez, president of the Mexican Tourism Board.

The songs were unpublished and were not supposed to be played prior to the Festival, although a Cuban band was allowed to Mexican radio due to diligent planning by the Festival's country representatives. The companies paid $500 for each singer in the festival and $2,000 for each song entered—and for the privilege of airing a song post-festival. The Mexican TV company sup-
porting the Festival.

The audience was more apart from the mysterious af-
fair of the Mexican representa-
tives, but the audience was backing the singer in a magni-
cificent marathon of a job, inci-
dentally it was a preliminary to the Cuban's Debret, and went on strike for an hour, something that is not seen in a couple of arrangements were
lost, a manager or two com-
plained about the marks of the jury's reactions. Other winning songs (organ-
ization names that said that were given prizes were "The First Place," "Second Place," "Third Place").

MEXICO CITY—Teles-
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ARGENTINA

(Country Radio File)

This Week

1. ELLA, ELLA YA ME \n(Chico Buarque y Carlinhos Brown)
2. 21
3. ZINGARA \n(Philip (Shelton)/MGM)
4. LAS BRETONES \n(Bug, combo (Shelton)/MGM)
5. NO SOLOS DOIS – FELIPE ROMERO (Shelton)/MGM)
6. 13

BRAZIL

(Country Radio File)

This Week

1. OBLA-DI, OBLA-DAR MAMITA
2. ZINGARA \n(Bug, solo (Shelton)/MGM)
3. CANA DE BABA-JO ROUSH (Bledoo/Shawstesbury)
4. TUDO PANSARA – NELSON NED (Shelton)/MGM)
5. CASSOLA – JABO RODRIGUES (Bledoo/Shawstesbury)
6. AQUESE TEMPO – JOSINA (Shelton)/MGM)
7. 10

SWITZERLAND

(Country Radio File)

This Week

1. L’ECONOMO ET CLOVER – JACQUES DILLEN (Shelton)/MGM)

CALIFORNIA TEST CONCERT HELD

CALIFORNIA, Ont. — Radio station CKXX, Canada, in conjunction with the British Columbia Optimist Club, staged a concert experiment billed as the “Sound of California.” Every song on the program was written, arranged and performed by Californians.

Five top rock bands, all Cali- fornia-based, were featured on the broadcast. The last was on a Happy Feeling, seeing chart action else- where in Canada, released their single “Happy Feeling” (Barry, the Dew Line (Capitol), the Squires, Eric any other one, and the James, Sound Factory) and the Nashville Sounds.

The show was promoted heavily on CKXX, with opera- tionsinger David E. Lyman in charge.

From the Music Capitals of the World

- Continued from page 63 for CBS Argentina, has been transferred to another position within the CBS network. This story here is taken by Andres At separa- te first stories from the Mandola label. A live concert, the same dedi- cated to local composers and singers, was also featured by the Go- bal Group, and soloist Miguel Alvarado. Mandola was also presented by the director of the engineering depart- ment of the CBS network, who had proved himself to be a very good judge, with CBS Ar- gentina executives, plans con- nections among the various ad- ditions to the Buenos Aires record factory for CBS. The Mandola was written and en- titled following the Paraguay government for his service to the<br>BRUNO MACHADO

RUBEN MACHADO

APRIL 5, 1969, BILLBOARD
SMASH/FONTANA COVERS THE WIDE SPECTRUM OF HITS

**POP**

**I GOT THE FEVER**
BILL NASH
Produced by Jerry Kennedy

A hot hit record on the air—first on KSOL—San Francisco and KDKA—Huston. This record is selling in both areas.

**PROBLEM CHILD**
GLORIA LYNNE
Produced by Ed Townsend

A list of key stations with the 1st being KDIA—San Francisco. Record starting in Chicago, New York, Philadelphia and New Orleans.

**HELP YOURSELF**
“FANTASTIC” JOE HENDERSON
Produced by Tommy Witcher and Roy Smith

Over 50 important Good Music stations in every key market across the country playing this record. Don't have the perfect box record with "Fantastic Joe".

**C&W**

**SLOWLY DYING**
BILL NASH
Produced by Jerry Kennedy

C&W stations starting to pick up this newest Smash star. This will go pop so stock up for the sales.

**T.H.E. E.N.D.**
LINDA GAIL LEWIS
Produced by Jerry Kennedy

Her 2nd in a row. Picks and plays on major C&W stations. Linda has a hit—make sure you have it.

**C&W/P**

**LOVE COMES BUT ONCE IN A LIFETIME**
NORRO WILSON
Produced by Jerry Kennedy

Norro Wilson is on most C&W and Pop stations throughout the country. Norro's "Only You" started a landslide. A big LP (SRS 67116) coming this week.

**C&G Music**

**SCARBOROUGH FAIR/CANTICLE**
NANA MOUSKOURI
Produced by Paul Luke for Music Productions

The LP (SRS 67113) is a Billboard pick and is already showing strong sales. The 45 will back up the east coast action. This is a hit.

**R&B**

**BRYANT HOTEL**
THE LEFT BANK
Produced by Paul Luke for Music Productions

The LP (SRS 67113) is a Billboard pick and is already showing strong sales. The 45 will back up the east coast action. This is a hit.

**G&M Music**

**PRODUCT OF MERCURY RECORD PRODUCTIONS, INC. 35 EAST WACKER DRIVE, CHICAGO, ILLINOIS 60601**
RICHARD KIM MILFORD
STARRING IN “HAIR”

SINGS
MUDDY RIVER WATER

LEANING TOWARD THE CHARTS

EXCLUSIVELY ON DECCA® RECORDS

Produced by Gene Allan & Ron Dante for Weno Productions, Inc.
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<tr>
<th>Title</th>
<th>Artist</th>
<th>Original Label</th>
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Continued on Page 70
From The Nation's No. 1 Low-Priced Classical Label
A Limited Time Only Savings Invitation...

Seraphim's 10% Discount

Command Performances

On April 1st, Seraphim launches a month-long discount promotional program which gives an added extra special 10% discount off the regular CRDC net cost per album on the purchase of the label's THIRTY-FOUR all-time best sellers OPERA, SONG, ORCHESTRAL and INSTRUMENTAL repertoire featuring an assemblage of world music's greatest stars.

In support, this total impact COMMAND PERFORMANCES promotional program:

- "Easy-Order" form
- Multi-element Display Kit
- "Streamer"
- Central display piece
- "Co-Op Ad Mats"
- Browser/divider card
- Mobile/ceiled hanger
- National Consumer Advertising in High Fidelity, Stereo Review, American Record Guide, Schwann, and more!

Profit wisely, stock up on the "winners"... now while the price is so uncommonly good.

Immediately Contact Your Capitol/Angel Sales Representative.
An UNCOMMONLY Great Group of talent was combined to produce our first release and we want to thank them all right now...

the singer...Deane Hawley
the producer...Marshall Leib for Renaissance Productions
the arranger...Jimmie Haskell
the writers...John Hurley and Ronnie Wilkins the engineer...Eddie Brackett and last but not least... thirty seven of the finest studio musicians and vocalists in Hollywood.

Jimmy O'Neil
President
Sundown Records
A division of Jim Hand Enterprises
9000 Sunset Blvd.
Los Angeles, Calif. 90069

"Love of the Common People"

By

Deane Hawley
**SPOTTED SINGLES**

Lightning new singles deserving special attention of programmers and dealers.

**SPECIAL MERIT SPOTTED SINGLES**

Lightning new singles deserving special attention of programmers and dealers.

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### Now Will You Believe Us?

**Release Date:** 11/20/68  
**Do You Want?:**

<table>
<thead>
<tr>
<th>DISTRIBUTOR</th>
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<th>FORECAST</th>
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<td>Los Angeles</td>
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<td>Seattle</td>
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<td>Total Santa Maria</td>
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<tr>
<td>National Total</td>
<td>100.0</td>
<td></td>
</tr>
</tbody>
</table>

**orders today**

- Atlanta: 500  
- Boston: 500  
- Charlotte: 3,750  
- Hartford: 1,000  
- Miami: 1,000  
- New York: 1,000  
- Philadelphia: 1,500  
- Pittsburgh: 3,000  
- Washington D.C: 5,000  
- Chicago: 3,000  
- Cincinnati: 1,000  
- Cleveland: 2,000  
- Detroit: 1,000  
- Madison: 500  
- Memphis: 1,000  
- Minneapolis: 1,000  
- New Orleans: 1,000  
- St. Louis: 1,000  
- Dallas: 400  
- Denver: 0  
- Hawaii: 4  
- Phoenix: 0.5  
- Los Angeles: 6.8  
- San Francisco: 3.7  
- Seattle: 2.6  
- Total Santa Maria: 3,750  
- National Total: 13,750

**last 10 days**

- Atlanta: 1,250  
- Boston: 500  
- Charlotte: 3,250  
- Hartford: 750  
- Miami: 1,750  
- New York: 2,500  
- Philadelphia: 3,500  
- Pittsburgh: 6,000  
- Chicago: 1,250  
- Cincinnati: 3,000  
- Cleveland: 14,000  
- Detroit: 1,750  
- Madison: 1,500  
- Memphis: 2,250  
- Minneapolis: 2,000  
- New Orleans: 2,000  
- St. Louis: 2,000  
- Dallas: 21,750  
- Denver: 0  
- Hawaii: 0  
- Phoenix: 2,000  
- Los Angeles: 250  
- San Francisco: 5,925  
- Seattle: 3,750  
- Total Santa Maria: 11,525  
- National Total: 83,275

**total recorded**

- Atlanta: 3,780  
- Boston: 2,810  
- Charlotte: 5,025  
- Hartford: 4,035  
- Miami: 4,130  
- New York: 11,260  
- Philadelphia: 26,025  
- Pittsburgh: 136,630  
- Chicago: 55,770  
- Cincinnati: 16,760  
- Cleveland: 47,025  
- Detroit: 3,760  
- Madison: 3,860  
- Memphis: 6,620  
- Minneapolis: 7,270  
- New Orleans: 24,894  
- St. Louis: 148,945  
- Dallas: 1,750  
- Denver: 1,275  
- Hawaii: 1,505  
- Phoenix: 2,000  
- Los Angeles: 250  
- San Francisco: 3,750  
- Seattle: 3,750  
- Total Santa Maria: 11,525  
- National Total: 313,495

**% BPI share of total**

- Atlanta: 1.20%  
- Boston: 0.57%  
- Charlotte: 0.62%  
- Hartford: 8.54%  
- Miami: 6.49%  
- New York: 2.00%  
- Philadelphia: 2.32%  
- Pittsburgh: 1.75%  
- Chicago: 1.77%  
- Cincinnati: 5.32%  
- Cleveland: 3.23%  
- Detroit: 1.20%  
- Madison: 1.23%  
- Memphis: 1.24%  
- Minneapolis: 2.32%  
- New Orleans: 1.00%  
- St. Louis: 1.00%  
- Dallas: 1.00%  
- Denver: 1.00%  
- Hawaii: 0.50%  
- Phoenix: 0.20%  
- Los Angeles: 0.56%  
- San Francisco: 0.20%  
- Seattle: 0.56%  
- Total Santa Maria: 8.00%  
- National Total: 100.00%

**% BPI perf. over or under**

- Atlanta: 6.44  
- Boston: 7.74  
- Charlotte: 13.21  
- Hartford: 13.30  
- Miami: 31.35  
- New York: 10.34  
- Philadelphia: 13.48  
- Pittsburgh: 43.20  
- Total Pitman: 132.60  
- Chicago: 0.20  
- Cincinnati: 0.23  
- Cleveland: 0.00  
- Detroit: 10.65  
- Madison: 4.35  
- Memphis: 6.26  
- Minneapolis: 13.51  
- New Orleans: 6.72  
- St. Louis: 6.45  
- Dallas: 20.37  
- Denver: 3.62  
- Hawaii: 0.78  
- Phoenix: 4.32  
- Los Angeles: 6.45  
- San Francisco: 4.21  
- Seattle: 4.21  
- Total Santa Maria: 313.27  
- National Total: 313.49

**Listen To Together, The Watts 103rd Street Rhythm Band on an FM station near you.**

- "Do Anything" - Together, The Watts 103rd Street Rhythm Band
- "30th Street West" - Together, The Watts 103rd Street Rhythm Band

**To order this album, call your nearest record store.**

**A public service recommendation from Warner Bros./7 Arts Records.**
Barclay Forms Audio Firm; CBS-France in Instruments

* Continued from page 1

to release its current material in pliable disk form as well as on conventional records.

Cliff Ogden, director of sales, at the Jacques Souplet said that CBS Musical In

U. K. Exports Soar

* Continued from page 1

million up on 1967's record fig

Exports in the first full year of the new sterling rate of ex

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put included 206,000

sales in the U. K.

1968 was also responsible for overseeing creative activities for several corporations and advertising agencies, including RCA, Texaco, Young & Rubicam, and J. Walter Thompson. He has served as co-producers and producers with Sandy Strohback, taking in Eastern and Southern accoun
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BOBBY VINTON is following up his last million-seller with another beautiful love song. “TO KNOW YOU IS TO LOVE YOU” c/w “The Beat Of My Heart” 5-1061

Another Blockbuster on Epic Records? Of Course.
their first album... so much to say, it took them two LP's to do it. (but it's priced like one) – and we're telling everybody about it in college and underground papers coast-to-coast.

are you ready for it?

THE SONS OF CHAMPLIN

LOOSEN UP NATURALLY

on records...on tape...on Capitol SWBB 200
produced by John Palladino