U.S.-Born Demon: UK, French on Levy’s Blast

By MICHAEL WAY

PARIS — French publishers hit back last week at the criticism made by American publisher Lou Levy (Billboard, Feb. 1) by claiming that short-term sub-publishing contracts were an American invention which had spread to many other countries.

Rolf Marbot, president of the French Light Music Publishers Assn., said: "If French publishers are offering short-term sub-publishing contracts to American companies, it is a purely reciprocal arrangement. This technique began in the United States and now it has become normal for French pub-

(Continued on page 8)

San Remo on Shaky Footing

By MARILYN TURNER

SAN REMO — The year 1968 was turbulent for the San Remo Festival organization and its new manager-owner Enio Radaelli. And the outlook for 1970 is still more uncertain.

Radaelli, a somewhat controversial figure on the Italian music festival scene, gained a controlling interest a year ago in AFA, the concession company which manages the San Remo Casino, site of the festival. Major source of trouble for Radaelli in 1968 was the surprise decision by Italy’s Ministry of the Interior invalidating the San Remo Township’s action last April granting AFA a new five-year concession contract without the city’s bidding, required by Italian legislation. Italy’s Ministry of the Interior overrules the (Continued on page 72)

Soundtrack Sales Soar As H’wood Goes Musical

By MIKE HENNESSEY

NEW YORK—Movies are hotter than ever—at least on records. Soundtrack albums are hitting the Billboard Top LP’s chart in greater frequency than ever before, and record companies—not especially those with film studio ties—are cashing in with big-selling items.

The soundtrack album renaissance can be credited for the most part to the return of the "big Hollywood musical." The film musical form fell into disfavor several years ago and only a scattered few were put on release. But with 20th Century-Fox’s "The Sound of Music" showing out as the biggest money-making picture of all time, Hollywood began to move into the musical groove again. The rub off for the soundtrack counterpart became apparent as RCA’s "The Sound of Music" became the all-time album best-seller, RCA last week took regular global sales of the album exceeding 11,000,000 units.

On tap now for major record company activity in tie-ups with Hollywood studios are such soundtracks as "The Charge of the Light Brigade," "Hello, Dolly!," "Paint Your Wagon" and "On a Clear Day You Can See Forever."

17 Tracks Listed

Pointing out the top-selling values of a soundtrack attached to a major motion picture is Billboard’s "Top LP’s" chart on which 17 soundtrack sets are listed. They are "Funny Girl" (Columbia); "Chitty Chitty Bang Bang" (UA); "2001: Space Odyssey" (MG); "Yellow Submarine" (Capitol); "The Sound of Music" (RCA); "Fin-

(Continued on page 8)

French Indie Producers Set Up Protection Group

CANNES — French independent producers, who claim to be responsible for 60 per cent of French record production, 80 per cent of new talent and 90 per cent of film music production, have created the Syndicat of Producteurs Phonographiques Independants to defend their interests in the music industry.

The first meeting of the group was held during the MIDEM in Cannes when it was announced that, in contrast to the negative attitude of French major record companies toward MIDEM, the SPIP would do its best to get the artists it represents to participate in future MIDEMs.

It was pointed out that leading French film producers, now independently produced include Mireille Mathieu, France Gall, Sheila, Serge Reggiani, Claude Francois, Gilbert Becaud, Sacha Distel and Sylvie Vartan.

The SPIP was planning a "face to face" meeting with the "SNICOP (the association of French record manufacturers) to iron out mutual problems and intends to seek representation at the meetings of the SNICOP.

Officers of the new group are Jacques Canetti, president; Norbert Sauds and Gerard Tourner, vice-presidents; Bernard Brunet, legal adviser; Jacques (Continued on page 82)

Some Int’l Confab Seminars To Spotlight Youth Market

NEW YORK — An "accent on youth" will be one of the highlights of the International Music Industry Conference, co-sponsored by Billboard and its London-based sister publication, Record Retailer, April 20-23, at the Paradise Isle Hotel, Paradise Island, Nassau, in the Bahamas.

The youth pitch will be fielded in several key seminars chaired by executives in various areas of the music/record business whose prime concern is the "youth market."

Among the spokesmen for "youth" are: Gilbert B. Friesen, executive vice-president of A&M Records, who will speak on "New Techniques to Expose the Artists," and president of the Beatles’ Apple Records and Music Publishing, speaking on "Getting Around the World." Among the (Continued on page 86)

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What it is, is fabulous!

Steve & Eydie

sing a full album of new songs by Gordon Jenkins that tell the story of a lifetime of love.

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What it is, is great!

See Steve & Eydie live it live on the Kraft Music Hall, NBC-TV, Wednesday, February 5.

LSP-4115

P8S-1420
Cook Gets New Post
Nasatir Publisher

Jubilee LP Parley for Jubilee

Thistle to Produce Boone's New LP

MORE RECORD FIRMS TOP
ON PRICE HIKEWAGON

GRT Ties Up ABC's
Rights for 1972-'77

R. Williams to Be Kapp's LP
Valentine's Gift

Cook will maintain his involvement with Billboard and the music/record industry and will also coordinate the publishing activities of Billboard Publications' other businesses, which are directed at one or more segments of the leisure market.

CANNES — MIDEM 1969 may well prove, in terms of important deals to be concluded later in October, to have been the most successful yet; but MIDEM 1970 could be even better. It is a herculean task to collect information on the $540,000,000-seven day, and this year there were almost as many different companies participating, varying according to business done and expenses incurred, as there were participants, varying according to business done and expenses incurred. Thesteen "Never again" (from, for example, "Never Again"

HAL B. COOK

The Palais des Festivals. For the first time, there were 150 other ticket holders, was unable to get a seat for the final gala to "It should run for two weeks, not one" (from the inexhaustible Cycles Shane). The final gala should never happen; all would still be problems over hotel accommodation and telephone communication. But, says organizer Bernard Chevy, these problems should be overcome for the fourth MIDEM, which is set for Jan. 17-23, 1970.

This marks the first time that a tape duplicator has contracted for tape rights for so far in this period. ABC will have saved the intense international battle now under way among tape firms for rights to desks lines. GRT can be expected to make similar participation with a small office; $1,120 for participation with a large office.

It is decided that the presence at the event of the presidents of most of the major French companies showed that the boycott was not really real. He was sure that most of the companies would revert to renting offices in 1970.

Finally, Chevy told Billboard that the rights for the color TV films of the four international MIDEM galas, had been sold to Britain, Italy, Germany, Holland, Switzerland, France, Scandinavia, and the U. S., and talks were under way with Canada and Australia.

KARNANON IN PACT WITH NAL

NEW YORK — North American Leisure Corp. last week concluded a long-term exclusive contract with Monmouth-Evergreen, which will secure wide rights in all tape configurations to M-E product. NAL will introduce its M-E releases at the forthcoming National Association of Record Merchandisers convention in Los Angeles when it issues eight of titles in both LP and 45-rpm versions.

MORT L. NASATIR

Jubilee is a new album release in the company's history, at three regional sales meetings this month. Included are a new record in the large LP albums. Jubilee's first serious venture into that field. Also are scheduled are five comedy albums, and new product in contemporary pop, underground and other categories of music. The comedy disks include the recently released B. R. B. Rock label. The sessions are listed for New York's Plaza Hotel, Feb. 17; Atlanta's Regency-Hyatt House, Feb. 19; and Los Angeles' Century Plaza, Feb. 27.

The stereo gospel line will be launched with 'Get on Board the Gospel Train' on the 12 albums, the first of 30 titles due in 1969. Plans call for the hiring of a train to carry the artists to 30 cities for local concerts with proceeds going to local charities. A film of the tour also is contemplated. Bill Segal, who built the Vox Jazz gospel catalog, is producing Jubilee's gospel disks.

The theme of the meeting is "New Dimensions in '69," which will stress the variety of diversified product the firm has. The meetings also will have a distributor's content with five boats being given away. The contest is being based on percentage of sales over proposed quotas.

Jubilee, which began duplicating its own tape cartridges in October, now has 60 titles available in both 8-track and cassette. The company, whose subsidiary and distributed labels also include Jay-Gee Int'l, B. T. Puppy, Josie, Port, Tout, Blaine, R. Swing, Danna and Doo Disc, will start new deal to provide its own label to make the label, which is popular with Scepter's Mace line.

The meeting will be held Thursday (BMI) which is engaged in signing artists which there will be no participants turned away. (The Palais des Festivals in the past to see about 1,500.)

The firm says that participants taking offices would be sent gala tickets in advance instead of hotel accommodations, which Participation fees would remain unchanged—$200 for participation without a office; $700 for record players and tape recorders. The encircled part of the stand will be sound-proofed and air-conditioned.

Regarding the French record industry, which has always been so strong, MIDE M69, Chevy said that the presence at the event of the presidents of most of the major French companies showed that the boycott was not really real. He was sure that most of the companies would revert to renting offices in 1970.

Finally, Chevy told Billboard that the rights for the color TV films of the four international MIDEM galas, had been sold to Britain, Italy, Germany, Holland, Switzerland, France, Scandinavia, and the U. S., and talks were under way with Canada and Australia.


GRT Ties Up ABC's Rights for 1972-'77

By TOM DOOLEY

LONDON — General Recorded Tape Corp., which was shown to the press by the Mayor of Cannes, will have three floors allocated to car parking and the next four for records, each terraced by partitions, will be designed like exhibition stands and will be equipped with television.

The theme of the meeting is "New Dimensions in '69," which will stress the variety of diversified product the firm has. The meetings also have a distributor's content with five boats being given away. The contest is being based on percentage of sales over proposed quotas.

Thistle to Produce Boone's New LP

LOS ANGELES — Pat Boone's Thistle Productions will independently produce the artist's new album, "Departure," and a follow-up single for Tetragrammaton Records.

Boone, who is linked with Tetra, will shift into a more contemporary area, with his new album containing songs by Johnny Cash, Biff Rose and Fred Neil. Zal Yarnovsky and Eddie Fisher produced "Departure".

NEW YORK—More record companies have raised list prices as the result of the recent stabilization at the new levels. On Saturday (1), Elektra raised its levels to $4.98 from $4.79 and $5.79 to $5.98 while its Nonseuch line went to $2.98 from $2.50. Effective the same date, Monitor raised its international catalog list price by 8.5%. Small record labels also have been hit. Scepter's label has been raised by 11%. Scepter has made the same rise. While Scepter's Mace label went to $3.98 from $3.79. Vox, the new Candi label will go from $3.98 to $3.50 on Saturday (15), and the new Paul McCartney label is still at its old price of $2.50. Jubilee and affiliated labels, including Josie and B. T. Puppy, rise to $4.98 from $4.79 on March 1. No decisions have been made on the new Vox label, Monitor's classical series, or Scepter's Mace line.

MIDEM 69 Takes Stock
Bares Plans for Better '70

By MIKE HENNESSEY

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A single record by Williams, "When Love Has Gone," b/w "Gentle On My Mind" (both sides cuffed from the Williams' LP), was rushed to release for extra concentration to the promotion.

NEW YORK — Roger Williams will be the subject of a Valentine's Day theme promotion by Kapp Records. The campaign will be begun on Williams' current LP, "Only for Lovers."

The promotion will begin Sunday (9) and will run for a week with a concentration on Williams' hit "Who Can I Depend On," which is one of the major hit chains. The promotion will be in the West and distributor tie-ins have already been initiated to begin the first day of the promotion. National advertising using print and radio is slated to feature Williams' catalog pegged to the theme of the campaign. Window displays have been devised to add to the point-of-purchase appeal.

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NEW YORK—In a two-way move at Billboard Publications this week, editor W. W. Atkinson, who was shifted from publisher of Billboard magazine to vice-president and managing editor of newly created Business Division and mimeographed magazine, recently president of MGM's record divisions, moves in as publisher of Billboard magazine.

According to W. D. Littleford, president of Billboard Publications, Atkinson will be responsible for all of the company's publications, Billboard and the Billboard Special Projects Divisions. The move also includes three other weeklies, Record Retailer (published in London), Arrange- ment Business and Merchandising Week; twice-monthly Vend magazine, and 16 annuals and directories. Cook joined Billboard magazine as publisher in 1969.

Nasatir was vice-president and director of merchandising services at West, and is the former advertising agency before joining MGM as VP of the National Academy of Recording Arts and Sciences (NARAS).
Tomorrow Will Get Movie Disk Blastoff

NEW YORK—A new group called Tomorrow will get a motion picture/disk stalloff in a tieup with RCA Records, United Artists Pictures, film producer Harry Saltzman and record producer Don Kirshner. The group is one in a series of films to be co-produced by Saltzman and Kirshner as well as RCA Records. Tomorrow, Kirshner’s label, is manufacturer of the picture/disk system. The first film, “Tomorrow,” will be written and directed by Edward Dmytryk. Shooting is scheduled to begin in London April 5, with the first Calendar disk featuring Tomorrow are expected to be released in early summer.

The group consists of Olivia Newton-John, 20-year-old singer from Australia; Karl Charmers, 22-year-old rhythm and blues drummer from Philadelphiata; Vic Cooper, 25-year-old pianist-organist from England, and Elvis Disk Music’s top singer-guitarist from Georgia.

United Artists Pictures, which will distribute the films, has made arrangements with the Licensing Corp. of America to manufacture and market all products using the names and likenesses of the property.

LA Studios Planning Credit Bureau to Stem Bad Risks

LOS ANGELES—Local recording studios are planning to form a credit bureau to help curb the frauds of bad risks.

A number of studio owners have met to discuss setting up the bureau, which would maintain an accountant who will keep all the participating studio’s client’s financial records. Eddie Hughes, head of Hollywood Sound and Wally Heider are the two leading forces in creating the organization.

There are some 40 studios in this area who wish to form up music groups. “The atmosphere and climate here has changed,” noted one studio owner very interested in seeing the credit bureau established. “So many people have become so competitive with so little recording going on that it’s become much more of a problem to keep from subsidizing independent producers. There seems to be some kind of control.”

Jubilee Int’l Exec in Paris

PARIS — Elliot Blaine, director of international operations for Jubilee Records, arrived here on Sunday (2) from Madrid on his series of European conferences with the label’s overseas distributors. His other February visits will be in all as Paris (2-3), Stockholm (5-6), Hamburg (9-10) and London (11-18). The conferences with distributors and publishers will cover Euro schedules for Jubilee product and personal appearances. All distributors also will make contacts with local fan and record magazines. He will head quarters at the Paris Hilton, the Vier Yahrzeiten Hotel and the Metropol Hotel.

Newark, N.J.—H. Villy, assistant national sales manager for Omerta, Inc., left Sunday for Berlin, Germany, where he will attend the World Fair and make contacts with local youth and music magazines.

On L.P.’s, Camden will continue to be issued at a suggested list price of $1.89, and Victrola’s suggested list will remain at $2.49. Another change is a new catalog for 1969 is to release Victrola (classical) product in its original format. A T series record was recorded originally in monaural, is now released in stereo and not “electronically processed” for stereo.

Clark credits the Camden up

be to the relatively new pro-

duced albums and Victrola’s rel-

ished releases.” Clark attempts to furnish albums in each re-

emption, which do have appeal to every market in the country. He also includes at least one stereo disc per release. The country catalog, said Clark, is not going to cater to Camden’s over-all sales picture. Also doing well for Camden is the Polydor Invasion of U.S., L.P. produced in the Uk.

Mostly, however, we’ll be signing U.S. artists and producers for Polydor. We’re looking at a market and developing U.S. talent.” Product will go into Polydor, a rock to classical music, Schoenbaum, when he was head of Veve/Fontana in Germany, was one of the key men in the development of the progressive rock movement in Germany as the Blues Project, Richie Havens, Bob Dylan. He was most recently with Atlantic Records. A T series record label abroad, has been strongly felt in the U.S. through such record acts as Cream, the Bee Gees, Arthur Brown, Julie Driscoll and Box. Polydor is largely through agreements with other labels.

Polydor will continue to im-

port some product, mostly ethnic

Orchestra. The major emphasis will be on continuing its “crea-

tive, viable record firm in the U.S.,” Schoenbaum said.

Garrett to Advise Omega on Deals

LOS ANGELES—Suffit Garrett Productions will play an active role in acquiring future music properties for the entertain-
minute division of Omega Electronics.

Omega purchased Garrett Productions and its publishing company, Sippin’ Snuff Garrett and Ed Silvers, operating under Garrett Productions, will guide Omega in its future music acquisitions.

E. BURTON FUND SETS 12G Goal

NEW YORK—The Friends of Edward Burton Fund has announced their $12,000 for the new development program planned by North Shore–Long Island Jewish Hospital’s favorite charity. The total re- ached so far is just under $7,000.

All contributions are tax de-

portable, the worth is shipped to 

made out directly to North Shore 

Hospital, Manhasset, L. I., New York.

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Y \ Y

Bill Keane

promoted to product manager, West Coast operations, Columbia Records. Keane will report to Bruce Lundvall for planning and preparation of Columbia Records’ release for the region. Keane will participate in the conception of marketing programs for album releases. Keane has been with Col-

umbia Records for three years. Mosley joined Capitol Records as national r&b product manager, . . . Sal Licitia joins Trans-Continental Entertainment Corp. (TCE) as assistant to the General Manager Frank Layton. Layton is also assistant national sales and promotions manager for Tower Records. . . .

David Geffen left a
d a W a y ng s h o r m a n M u s i c , h o m e e n t r e t a i n m e n t

ensleeve in the May Co., California. . . . “Current issues” of United Artists Pictures, film producer (continued page 10)

FEBRUARY 8, 1969, BILLBOARD
O.C. SMITH sings
John Lennon,
Paul McCartney,
Jimmy Webb,
Roger Miller,
Ray Stevens,
B. E. Wheeler,
Robert Steagall
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Wichita Lineman
Hey Jude

On Columbia® Records and Tapes
WASHINGTON—The prospects for record royalty sought by broadcasters and music publishers under the copyright revision bill have undergone some subtle shifting, as the 91st Congress and the copyright revision both get off to another slow start. For several reasons, the weight of decision seems to rest with Sen. John McClellan (D., Ark.), chairman of the Senate Copyrights Subcommittee, who has reintroduced the bill (now S. 543) in the Senate. Sen. McClellan told senators he was reintroducing the old revision bill text—formerly S. 597—on its present, updated continuity, although its original jokebox and CATV sections have been supplanted by later actions. The ancient jokebox performance clause, once a headline problem, found a solution in the $8 per year per box proposal accepted during 1969's last-ditch action. But the CATV issue is more explosive than ever.

The right of the broadcast industry for tough copyright liability strictures on cable TV systems (CATV) rages on undiminished, after more than a year of attempting to smother it. This one issue is admittedly the biggest faced by the revision bill—and is expected to be the one that will dictate whether the record royalty stays or goes. Broadcasters have threatened to scuttle the whole bill over the CATV issue.

Sen. McClellan's personal feelings about a record royalty for CATV are expected to be known after he receives the generated most of radio's one billion dollar royalty revenue bill. But his power to sway his Subcommittee's decision in the Copyright Office is still unknown. Here is how things stand:

The amendment to provide the royalty (which both record producers and artists) will be reintroduced by Sen. McClellan under leadership of Sen. Knutson and the Copyright subcommittee. (NCRA, had one disappointment over a post-election change. Sen. John Baker (R., Tenn.) moved from the Judiciary to the Commerce Committee. It had been hoped that the Tennessee senator would join the two Republican members of the subcommittee, because of his strong sympathy for copyright rights matters in his State. (Billboard, Nov. 3, 1968.)

The principle of a performance royalty for recording artists has been accepted in both the Copyright Office and the House Copyrightsubcommittee. The new bill would hold up his threat to scuttle the whole bill. Without the amendment, the Copyright Office bill would result in a record authorization that made up most radio programming and recording distribution via ASCAP and BMI for owners of the copyrighted music. Sen. McClellan is up against an implacable line on the CATV issue, between the TV broadcasters and their cable TV competitors. The House held up its own action on the copyright bill and inserted a resolution in the House version in 1967 until it was deleted by the Senate. The Senate Subcommittee must take the bull by the horns and write CATV terms which the broadcasters will compromise it had hoped for—and the senators themselves.

But there is another angle. A number of copyright experts on CATV are.assertEqual(0, 0)
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Too Blue to Cry

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ROULETTE RECORDS, 17 WEST 60th ST., NEW YORK CITY (212) 757-9880

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Clancy's Mgr.
Sets Up Label

LONDON — Jerry Campbell, personal manager of the Clancy Brothers and Tommy Makem, will set up a record label April 1, under the group name, Creative. Campbell, here for a just-completed Clancy's tour of Britain and recording dates, said he was "considering a pop record label—The Irish answer to Apple."

Creative Records will have offices in New York, London and Dublin and offices either here or in Ireland to be arranged. Campbell is planning an initial release of 10 albums of mixed material. "About half will be recorded here and half in the States," he said. "Amadãe Ambrose (RCA) and Canadian Oscar Brand (Elektra) will be among the first artists to be recorded.

The Clancy Brothers and Tommy Makem are recording a new album here for CBS, tentatively titled "Bold Finian Men" and produced by Teo Macero.

Remainder Office Opens in N. Y. C.

NEW YORK — Remainder Records has opened East Coast offices in New York. The office will be headed by Danny Jordon and Stan Herman.

In addition to producing for Remainder, Rama-Hama and Maxi Productions and running the Remainder Music Group, the duo will be purchasing masters, negotiating production deals and acting as agents for the record industry.

ANKA BACKS LEVY CHARGE

NEW YORK — Paul Anka last week commented that he fully supported publisher Lou Levy's blast at French publishers who offer their copyrights for short term use.

Anka, said, "I recently acquired a French song and did an American version which I felt was much better, so I took $10,000 just to have it."

Regarding Levy's complaint that French publishers often demanded a 10-year contract, Anka commented that most French publishers were now recognizing that to record a hit you just as possible should have a hit with a small independent record firm as with a major label.

Buddah Gets World Distrib

NEW YORK—Buddah Records has acquired exclusive, worldwide distribution rights to Harold Beerman's Bang and shout labels.

First release under the distribution arrangement will be "The Graduate," produced by Frank Virtue and engineered by Gert Besson. Second release will be "The Songs of Music," for example, has been on the Billboard chart 204 weeks; "Dr. Zhivago," 198 weeks; "Dr. Zhivago," 152 weeks; "Camelot," 66 weeks; "The Graduate," 48 weeks.

London • Continued from page 1

accept a 10-year deal either, except for just three major European companies which offer sub-publishing deals for the duration of the copyright, but they have an interest among newer companies in all top with top international groups of artists because sales are limited to a short period. But lesser known singers need a long-term commitment; profesional not so easily obtained and the promotion outlay may take a long time to repay.

Should Include Clause

"In my opinion limited duration contracts should include a clause stating that, if, during the period of the contract, a certain revenue is achieved, automatic prolongation of the contract would follow."

Marked off that the practice was widespread in France but said it was also common in other countries, notably Italy.

Charles Gann, international manager of Editions Barclay, said that his company always sought a contract limited to five or 10 years with American sub-publishers for periods that there was a very small market for French music in the U. S. He said that American sub-publishers were seldom asked for advice on the contract.

Regarding Levy's complaint that French publishers often demanded a 10-year contract, Gann commented that most French publishers were now recognizing that to record a hit you just as possible should have a hit with a small independent record firm as with a major label.

Virtue Studio's New Equipment

PHILADELPHIA — Studio Virtue, a division of the Virtue/Silber Management Company, has just installed a new Scully 8-track recorder with Synchmaster and has ordered a 16-track from Scully.

In an interview with station president Frank Virtue brought in sound expert Howard Holzer to install automatic Synchmaster, stereo, and monaural master-cutting equipment. "It is not just as possible to have a hit with a small independent record firm as with a major label."

Soundtrack Sales Soar


Longevity, of course, adds up to added profits, with soundtracks for "The Sound of Music," "West Side Story," "Funky Girl," "The Graduate," "Dr. Zhivago," and "Camelot," have been sold by the RIAA for a sale of more than $1 million.

Barnum Spreading Wings

LOS ANGELES—Composer-arranger Harry Partch will summer on Barnum's H. B. Productions will expand into television and radio production of unique music, rhythm and commercial and feature film scores and will also expand the company's record and publishing wings through additional artists and songwriters.

The company will add about 15 artists to its label, Mothers Records. Set to be added are distribution in the U. S. Barnum has already acquired Canadian, and plans to establish an overseas network.

In production, H. B. Productions will add 10 writers to its Barnum staff. Ben Waller, Lester Can, and Michael Sandlick to cover music publishing firms, Barnum Music, Stahl, Hilt and Barn, and Barnum and Louis co-owned Raw Bee Music. As book publisher, production, Barnum will be the music director of ABC-TV's "Sesame Street" and with Low Rawls as host. Also been shot in a pilot vial Atlanta and Chicago, "Sesame Street," for syndication.

Int'l Mgt. Buys A Second Studio

LOS ANGELES — International Management Corporation (IMC) is buying a second recording studio for its independent production wing.

The deal, but remember that the Henry Loeb company acquired the Henry Russell studio, now labeled McGraw-Hill, to augment the firm's initial studio, The Sound Factory.

IMC's production subsidiary has independent arrangements with Warner Bros., Decca, Bell & Howell and Tetragrammaton. Sound Factory West will be converted into a 8-track.
Herman's Hermits
Something's Happening
K-14035
Produced by Mickie Most
Manufactured by Reverse Producers Corp.

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
EMI Gets ABPC Control After a Year-Long Battle

LONDON — EMI, after a year-long battle to get control, now claims to have 50.3 per cent of the stock of the Associated Picture Corp., film and TV company. Agents for EMI revealed they had received acceptance from Transamerica Bid to M’Media Holders

NEW YORK — Metromedia stockholders will meet Feb. 28 here to vote upon the proposed merger with Transamerica Corp. The merger is also hinging on FCC approval of a favorable tax ruling from the Internal Revenue Service.

Pathé–Marconi Lists 119G Loss—Laid to French Crisis


The figures, the first officially released since the crisis in France earlier in June, according to the effect the nationwide strikes and unrest had on a major recording company.

Pathé President Francis Minhchin refused to comment on the loss through reorganization and new promotion and export policies, the firm would regain its former top position—currently held by Philips—in France.

In a letter to stockholders, he said, “particularly affected” the company had been by the May crisis, but did not reflect the considerable advances the company had made since June.

Pathé’s turnover for 1967–68 was $180 million ($36.2 million) compared with 183.3 million ($177 million) reported for the year-to-date period over the previous 12-month period.

The Pathe Board, Minhchin said, reported that in the six months since June 1, sales had gone up between 20 to 25 per cent compared with the similar period in 1967.

With the widely noted boost the industry has enjoyed since the autumn, Minhchin said this sales increase, based on figures collated late November, were about 30 per cent.

Pub. Only MGM Dept. to Show Sales Hike in Period

LOS ANGELES — MGM’s music publishing operation was the film company’s only division to show an increase in sales during the first quarter of the current fiscal year. Studio division had a slight decrease in operating net, the first quarter of the current fiscal year, the record tape division lost $397,000 on sales of $6,572,000.

The studio division’s release films and TV included, resulted in a loss of $2,618,000, a 17.7 per cent drop compared to $3,144,000, earned in the like quarter period last year, MGM had profits of $4,793,000 for 83 cents per share.

Executive Turntable

* * * Continued from page 4 division. . . . Gary L. Blakely joined Recorded Tape as profit planning and budget manager and financial analyst with Fairchild Semiconductor.

Stuart Yahn joined Dot as Los Angeles promotion man. He replaces George Pelkosky promoted by Dot to Southern regional sales manager. He was previously branch manager at Dot’s World Wide Distributors in Miami. . . . Larry Sussman of Tapes’ products division as field service supervisor. Jerry Metz appointed.

* * * John Read named professional manager of Campbell-Connelly & Co., Ltd., London music publisher. Read, who replaces Mike Collier, has been on the professional side of the music business for the past four years. . . . William Bluu appointed director of purchasing and merchandising of Tapes’ Associates, a wholly owned subsidiary of New York-based Pop Shops.

Barry Lane and George Morris will together fill the post of national director of singles promotion for ABC Records. Lane was previously responsible for national promotion for Buddah and Kama Sutra. Morris was assisting in the advertising director in a New York advertising agency. Both men report to Ottis Smith, ABC’s national sales manager.

Markets: Profit Warning

Wurlitzer Sales Down in Period

CHICAGO—The Wurlitzer Co.’s sales for the first nine months of its fiscal year, ending Dec. 31, 1968, were down 15 per cent, with net income down 73 per cent.

Net earnings for the nine months amounted to $1,522,419 or 94 cents on 2,147,734 shares of common stock.

Canton Reports Qtr. Sales High

CHICAGO — Canton Corp. reported its sales for its first fiscal quarter, ending Dec. 31, 1968, were down a total record high of $1,631,000. This compares to first quarter fiscal sales of $7,393,000.

Net earnings rose to $2,715,000— or 39 cents per share on 6,900,000 shares outstanding, compared to $2,623,000 and 38 cents per share a year ago.

Automatic Radio Earnings Soar

Hialeah, Fla.—All-Tech Industries Corp. reported earnings for the first fiscal quarter ended Dec. 31, 1968, were up 181 per cent, of $1,355,000, more than 65 per cent above the $6,885,200 reported the previous year.

Memorex Sales, Net Hits Peak

LOS ANGELES—Memorex, manufacturer of magnetic tape and record packs, had its largest sales and earnings records in 1968. The company’s net income was $4.9 million on sales of $111,355,000, more than 65 per cent above the $6,885,200 reported the previous year.

All-Tech Completes ICEC’s Takeover

Hialeah, Fla.—All-Tech Industries Corp. has completed the acquisition of International Components Export Corp. (ICEC), New York. The acquisition of ICEC, an exporter of agricultural products, by All-Tech involves more than $3 million in All-Tech stock.

Euphonics, Bourns Agree on Merge

GUAYNABO, Puerto Rico—Euphonics Corp. and Bourns, of Riverside, Calif., have agreed to merge their companies. According to the terms, Bourns will purchase 100 per cent of the common stock of Euphonics for an initial cash payment plus additional cash payments based upon future Euphonics earnings. Euphonics will operate as a separate, wholly owned subsidiary of Bourns.

FEBRUARY 18, 1969, BILLBOARD
Stereo Dimension is Ready to Go!

With 2 Great Singles:

**Record No. 1001**

**Red Pier**

B/w Five O'Clock Traffic

Starring "The Fredric"

**Record No. 5007**

**My Love Is Like A Red Red Rose**

B/w Mad John Candy

Starring Joe "Christian" Deihl

Evolution & Athena

from

STEREO DIMENSION RECORDS

A Longines Wittnauer Co.

118 W. 57th ST. • NEW YORK, N.Y.
'Celebration,' Hit, Miss Proposition

NEW YORK — Tom Jones and Harvey Schmidt are setting out to make off-Broadway history in their new musical, "Celebration." In an interview, they said, "We're trying to do something new and exciting, but also to keep the audience entertained." The musical, which is set in the year 1920, follows the story of a group of young people as they navigate the complexities of love and relationships.

'Dating Game,' and a psycotrist. The latter, a superior bit, tines on Judy Disney, "The year.")

Talent

Everlys 'Bring Back' Rock With 'Today' Performance

NEW YORK — The Everly Brothers have reached a new area of their career, by the success of their first set at the Bitter End last week. The duo, who were backed by the huge response of their fans, are now looking to the future with great optimism. The Everlys, who are known for their harmonies and tight arrangements, are expected to make a big impact on the music scene in the coming months.

'Maddox' Loses as Play; LP May Click

NEW YORK — "Red, White, and Maddox" is a musical paradox that conceivably could yield a better album than a play. It sparkles with some excellent songs, "Jubilee Joe," "Good I'm an American," "The Song of the Malcontents" and "Hip Hoo Ray for Washington" are among the standouts.

Clive Barnes of the New York Post: "Red, White and Maddox" is a song the first place, and significant in the second. Who needs a third place?"

Colwell-Winfield Go-Goes in Solid Go-Go Cafe Act

NEW YORK — The Colwell-Winfield Blues Band, with its strong jazz orientation, had a fine set at the Cafe Au Go Go on Wednesday. (29). Solid musical ability was evidenced as the Boston sextet relied heavily on the selection of its debut album on Verve/Forecast.

Signings

The Incredible to Telegraph Records.

Singer Pat Kiley joined a.d.m., a r. Maseklewhite, Vanguard artist, to Creative Management Associates.

Gospel singer Gene Wade to Checker Records.

David Thorne, featured vocalist with Lester Lanin Orchestra, to Creare Records.

Charlie Brown, country blues singer, to David Lees' Santa Fe Ranch Productions.

The Turtles, who have been with White Whale Records since the label's inception three and a half years ago, signed a new long-term contract with the label.

Roger Collins to Pompeii Records.

Metromedia Records, which is part of the multi-faceted Metromedia, Inc., is a new record company which aims to encompass all areas of popular recorded entertainment with meaningful product. It has been conceived to operate with an imaginative approach while maintaining the high standards of excellence which have become characteristic of Metromedia in the leisure-time related fields of communications, entertainment and marketing.

HERE'S WHAT DAILIES SAID

NEW YORK — "Celebration," a musical with music by Harvey Schmidt and words and music by Tom Jones, opened at the Ambassador Theater, New York, Jan. 22. Capitol Records has the original cast album rights; Chappell is the publisher. Following are excerpts from the daily newspaper critics' reviews.

TIES (Clive Barnes): "... if you like your musicals soft-centered in a slightly different way, full of affirmative statements, about life, God, and youth and yet flavored with a sprinkling of mildly dirty jokes, 'Celebration' may shine.

NEWS (John Chapman): "... a hapless, helpless, hopeless little musical charade.

POST (Richard Watts Jr.): "Mr. Schmidt can write attractive songs and Mr. Jones knows his way around lyrics, and the score is pleasant. The trouble is, I think, that the story never comes to interesting life.

HERE'S WHAT DAILIES SAID

NEW YORK — "Red, White and Maddox," music by Don Tucker and play by Broadaway, at the Cort Theater, New York, Jan. 27. Metromedia Records has the original cast album rights. Tommy Valando is the producer. Following are excerpts from the daily newspaper critics' reviews.

TIES (Clive Barnes): "Red, White and Maddox" is fun in the first place, and significant in the second. Who needs a third place?"

NEWS (Lee Silver): "The test is whether the offering entertains, excites or, in the least, holds the attention. 'Red, White and Maddox' does all three.

POST: "... it has a slightly disarming air of hopeful amateure theatrical which is what it is."

Everlys 'Bring Back' Rock With 'Today' Performance

NEW YORK — The Everly Brothers have reached a new area of their career, by the success of their first set at the Bitter End last week. The duo relied heavily on its old hits and, with increasing interest today, in just a few days, these numbers came off well.

Also, the banter of the Warner Bros.-Seven Arts performers seemed to fit the intimate Greenwich Village coffeehouse probably better than it has fit larger clubs in the past. (Their last New York engagement was at the Latin Quarter early last year.)

Sunday traditionally is off night for clubs, but the Bitter End was packed and there was a line outside for the second show. The bill included David Steinberg, one of the top young comedians of the day. Steinberg's material included his routines on Judy Disney, "The Dating Game," and a psychia
trist. The latter, a superior bit, was done with an assistant.

up, at times, and becomes fresh and charming when Jones and Schmidt get down to the mu
cial business. The songs are melodic and pleasant and are fashioned with wit and senti-
ment. The show's musical plac-
ses augur well for the Capitol album.

It's presented along impres-
sionistic lines in costuming, set design and staging but the im-
pression is that it's more of a work shop production than a workmanlike production. The small cast, headed by Keith Charles, Michael Glenn-Smith, Susan Watson and Ted Thurston, delivers with an encore that gives the production some lift.

Jones and Schmidt, their pro-
ducers Cheryl Crawford and Richard Chandler, and Capitol Records are putting their money on the line to bring this one home. They just might do it.

MIKE GROSS

this is where Metromedia Rec-
ords, which has the original cast album rights, will have some problems—transferring some of that visual tragedy to the rec-
order.

Still, one can see a lot of hope in the play as an album. For one thing, the whole point of the play—an attack on the Georgia segregationist governor might be better when edited for an album. Another thing, the album would give the critical sting of the songs—published by the Tommy Valando firm—a chance to stand out on their own.

CLAUDE HALL

Colwell-Winfield Go-Goes in Solid Go-Go Cafe Act

NEW YORK — The Colwell-Winfield Blues Band, with its strong jazz orientation, had a fine set at the Cafe Au Go Go on Wednesday. (29). Solid musical ability was evidenced as the Boston sextet relied heavily on its selection from its debut album on Verve/Forecast.

Good solos abounded, especially from guitarist Bill Colwell and saxophonists Collin Tilton and Jack Schroer. But, in "Dead ended on page 82"
Tall in a Strong U. S. Set; Tearsicf

NEW YORK — Jethro Tull made an auspicious U. S. debut at Fillmore East in the first show on Jan. 24, the first of four weekend performances. Blowin’ in the Wind, Tull’s latest single, the closing act, gave another magnificent performance. They clearly are the first of many blues bands today.

Jethro Tull, a British quintet headed by Ian Anderson, a pixie on stage, but a pixie possessed from a sweet, husky voice. Anderson’s fumbling also contributed to the group’s distinctive sound. The other three members of the unit also displayed good musicianship, but even when drummer Clive Bunker had his extended solo, Anderson remained on one’s ear. Although their equipment had been min-routed to Boston, the roof came across well.

Also, during Bunker’s solo in “Duenna for One,” which is on the group’s first Reprise album, guitarist Martin Lanciet Baro and Anderson are on flute. Baro, a new member of the quartet, and bass guitarist Glenn Cornick also were strong on their own. Other good numbers from a band with a hard-rock theme were “My Sunday Feeling” and “A Song for Jeffrey.”

Tall’s short initial impression indicates a successful U. S. tour is ahead of them. Another British group, Patato’s Savoy Brown, also was to have made its U. S. debut on the program, but were delayed in England by immigration authorities, a common occurrence for foreign groups trying to perform in America. As a last-minute replacement, Fillmore East offered the Guy Depardieu, a steel band from Trinidad, whose version of the overture to Rossini’s “William Tell” was remarkable.

Blood, Sweat and Tears were largely responsible for the packed house. And the Columbia artists didn’t disappoint. Gusty blues singing of David Clayton-Thompson, outstanding instrumental solos by trumpeter Louis Soloff, saxophonist Fred Lipston, and guitarist Steve Katz, bass guitarist Jim Fields, drummer Bobby Colombo, and organist Dick Halligan and fine support by trombonist Jerry Jester.

(Continued on page 62)

Doors Ring Bell, Fans Wait at Garden Date

NEW YORK — A 20-minute intermission seemed almost too long to wait for some 30,000 fans as they booted and stomped their feet waiting for the Doors’ concert Saturday at Madison Square Garden. The Doors capped the bill which also starred the Staple Singers.

But the highly exaltable audience cheered and applauded equally as loud throughout the group’s performance. Amid a constant barrage of electronic photo flashes giving the appearance of a planned strobe light show, the Elektra recording group hurled word pictures and shattering sounds throughout the mammoth hall.

Jim Morrison, the leader of the Doors, was in top form as he basked in the continual shower of screams and shouts from the crowd. Backed by an orchestra and with the aid of the hall’s good acoustics, the Doors swung their terrace, but potent lyrics filled the air with sum-notations and underground messages. Thumped their feet waiting for the Doors’ concert Saturday at Madison Square Garden. The Doors capped the bill which also starred the Staple Singers.

Sharing the program with the Doors, in the seemingly unmatched book, were: Stax Records’ gospel group, the Staple Singers. But after a few numbers, the virtually all-white audience saw the light and with strong group singing and hand-clapping, they were caught up in the swirl of religious fervor. The group’s gospel rendition of two pop songs, “What’s It Worth” (one of the group’s hit singles) and “The Weight,” were especially good. But the spirit evoked by it’s gonna rain” and a song about an injured soldier returning to his mother was intense. Perhaps the key to the Staple Singers success in the pop field is their blending of traditional gospel music with the sentiment and problems of today.

HANK FOX

Garner to Do 3 Weeks at L. A. Hotel

NEW YORK — Erroll Garner is set for a three-week engagement at the Century Plaza Hotel, Los Angeles, beginning March 3. This marks Garner’s first night club date in Los Angeles. A concert and TV tour of Europe has been scheduled for Garner in April.

Savoy Brown Clicks in U. S. Bow; NRBQ New Rock Hits

NEW YORK—Savoy Brown made a strong impression in their U. S. debut at Steve Paul’s Scene Monday, although the British blues rock quintet was obviously tired and had not rehearsed with the new Ampex amplifiers, which had been obtained only for this tour.

NRBQ, a promising Kentucky group, also opening a Scene act, are a program strong on hard rock. This unit also featured elements of jazz and country-folk.

Savoy Brown stressed strong rhythmic patterns, while allowing access to Ken Simmonds lead guitar and the unaffected vocals of Chris Youlden. These patterns were mainly established by bassist Tom Stevens, drummer Roger Fidler, and rhythm guitarist Phil Sayer. Identified only as Lonesome Dave, who proved to be one of the better rhythm guitarists around.

Youlden also joined in on guitar and when all four electrified instruments, the result was a beautiful drone.

The most impressive material with their strength including “Hey Baby, Come On Baby, Let the Good Times Roll” and “Momma, Get Down Your Rock It Roll Shoes.” But they also played “Fool for You,” a soft instrumental, including “Ike,” an avant-garde jazz piece, and “Some

day Baby,” a duet by guitarist Steve Ferguson and bass guitarist Jody Nicklas.

Another imaginative piece was a chanted “Rocket No. 9, Take Off for the Planet Venus,” which also had a far out arrangement.

The unit had good vocals by Frank Gillette and Ferguson, steady keyboard work by Terry Adams, and a good drummer in Tom Stanley. In “Ike” and “Rocket No. 9,” Don Adams joined on trombone. Terry Adams also played harmonica, while Ferguson turned to acoustic guitar during an equipment problem. The group, making its first New York appearance, seems to have a bright future. FRED KIRBY

Phyllis Newman Joins Guardian

NEW YORK — Guardian Productions has taken over management of Phyllis Newman, currently on the Site label with “Those Were the Days.” Miss Newman will begin a series of TV and hotel bookings with a two-night stand at the New York Shamarock Hotel March 13. Her act has been prepared by her husband Adolph Green. Formed less than five months ago, Guardian Productions also manages soul singer Jo Simons. In addition, the firm’s Spring Recordings have recorded Little Eva, the Luv Company, H.T. Express Ltd., and writer-producer Harold Thomas.

JANIS IAN BRANCHING TO DISK PRODUCTION, JAZZ

NEW YORK—At 17, Janis Ian is branching into new areas: record production and jazz. The first Janis Ian production is Andy Robinson’s debut album on Philips, which she boasts she “brought in for under $8,000.” Miss Ian feels a main service a producer can provide is to see that a performer makes “no stupid mistakes.” Also, she feels that producer can help an artist who doesn’t know about music. The young artist gets along with musicians because “they’re shocked I know so much about music.” Miss Ian, who was trained as a classical pianist and played French horn in high school, can play 15 instruments.

“I want to bust the chart open with some jazz,” she said, explaining that while her instrumental arrangements fits her compositions best. Verve-Forecast albums will be her fourth since she began recording three years ago. Miss Ian recently returned to the coffee house circuit where, surprisingly, she had no trouble getting gigs, although she recorded her big hit “Society’s Child” when she was 14 years old. She also has composed her first soundtrack “Four Roads Out,” for Sagittarius Films. Another act she plans to produce for disk is Janis and Dennis.
WHAT DO YOU CALL IT?
WITCHI-TAI-TO.
HOW DO YOU SPELL IT?
WITCHI-TAI-TO.
HOW DO YOU SAY IT?
WITCHI-TAI-TO.
WHAT IS IT?

WITCHI-TAI-TO
by
EVERYTHING IS EVERYTHING
35082
on
Vanguard Apostolic

www.americanradiohistory.com
Monkees Set
A U.S. Tour

NEW YORK — The Monkees are preparing a concert tour of the U.S. for early spring. The tour will follow a cross-country promotion junket which the Monkees are lining up on behalf of their new Colgems single, " Tear Drop City" b/w " A Man Without a Dream" and their forthcoming album, "Instant Replay." In addition, NBC TV is scheduling the Monkees recently taped special, "33½ Revolutions Per Monkee," during the present TV season.

While Davy Jones, Micky Dolenz and Mike Nesmith will continue to record and appear in concert together as the Monkees, the fourth member, Peter Tork, is leaving to perform as a single.

Cosby Tour— Then TV Series

LOS ANGELES — Bill Cosby's final concert tour before production begins on his new TV series opens in Cobo Hall, Detroit Friday (7).

The itinerary: Ohio University, Athens, Ohio, Saturday (6); Oakland Coliseum, Oakland, Calif., Feb. 14; Convention Hall, San Diego, Calif., Feb. 15; Western Michigan University, Kalamazoo, Mich., Feb. 21; Northwestern University, Evanston, Ill., Feb. 22; New Mexico State University, Las Cruces, N. M., Feb. 28; State Fair Music Hall, Dallas, Tex., March 1; Cleveland Music Hall, Cleveland, Ohio, March, 7; O'Keefe Center, Toronto, Canada, March 10; Claremont Men's College, Claremont, Calif., March, 21; Long Beach Arena, Long Beach, Calif., March, 22; and Pasadena Civic Auditorium, Pasadena, Calif., March, 28.

Cosby's new TV show, "The Bill Cosby Series," debuts on NBC in September.

Randolph to Make Europe's TV Scene

LOS ANGELES — Boots Randolph, Monument Records artist, will make a series of TV and radio appearances in England, Germany, Italy, Holland and Spain, beginning Feb. 16.

Randolph will promote his new single, "Games People Play," and catalog product. Monument's English Representative, Decca Records Ltd., will have four albums issued this month to coincide with Randolph's tour.

Dexter's Scrapbook

HOLLYWOOD — It happened in Kansas City: Bryant Marmon, Eddie Phillips and Bob Logan were blaring up a little jazz in a South Side club one night. Suddenly, Moehan's silver trumpet booped forth a note he had never played before—a note so foul that he laid down his horn and began to check the valves. A mouse ran out the bell of the instrument.

Mildred Metzger, who runs the State Line Tavern, is a nightly study in frustration. A portion of the pitery is in Kansas City, a dry state. The remainder is in Missouri, where booz is legal since 1933.

Trouble is, she complains, none of the State Line patrons will sit on the Kansas side. So she plans to move Freddie Finch's hand and four acts over to the Jayhawk area and thus increase the "wet" seating by about 20 tables. "But," says Finch, "if she does, then we will go out on strike, and we'll picket the place on the Mizzou side."

Louie Kuhn, bandleader and proxy of Musicians' Local 512 in nearby Lawrence, is virtually assured of re-election next spring. He just announced an increase in the local's wage of 13 cents an hour, and delighted musicians must now be paid $8 for three hours' work.

Harold D. Newton, the brilliant violinist with the Kansas City Philharmonic, placed his $1,000 Italian fiddle on the tender of his ancient motor car as he went into a garage to back the vehicle out. He then drove nine blocks through snow and city traffic before he remembered his instrument.

Nina Simone to Europe for Tour

NEW YORK— Nina Simone, RCA artist, leaves March 12 for a European tour that will extend through April. 6. She'll play concerts and make TV appearances in several cities in Ireland, England, the Netherlands, Austria, Germany, Switzerland, Denmark and Sweden.

Criss on Prestige

NEW YORK — Sonny Criss is an exclusive Prestige Records artist. His name was inadvertently omitted from Billboard's 1969 Record Talent Edition.
8 Years for 34 Minutes of Music

Talk about dues.

Rhettia Hughes

Re-Light My Fire

It's pronounced Tet'ra·gram·ma·ton
LEISURE TIME TIPS

by: Larry Finley

The writer spent several days in San Juan, Puerto Rico, last week and was amazed at the amount of automobiles that have stereo tape decks.

In addition to enjoying the wonderful climate and the marvelous cosmopolitan of the Puerto Ricans, we spent several hours with Roberto Merger, head of Island Records. Island Records are primarily phonograph record distributors, and Mr. Merger truly astounded me when I saw the tremendous inventory of 8-track stereo cartridges that he had in his warehouse.

In addition to being a distributor and rack jobber, Merger has music concessions in two of the GEM discount stores. These large, modern discount centers are as large and as nice and modern as anything in the United States.

A visit to these two discount departments, was truly an "eye-opener" when I saw the tremendous number of tape cartridges on display. Each store carries an inventory of approximately three thousand 8-track stereo tape cartridges and approximately two hundred to three hundred 4-track stereo tapes, with a well-rounded selection of four to five hundred prerecorded cassettes and open-reel tapes.

Merger advised me that the sale of 8-track cartridges has been increasing in leaps and bounds and is now accountable for almost ninety percent of his volume. Another very interesting facet of the operation is that approximately thirty percent of the volume is done in Latin music cartridges and seventy percent of the same type of music cartridges that are selling in the United States.

NAL is very well represented in Puerto Rico and, because of its fast delivery service, is now one of the major lines carried by Island Records. The line is well accepted in the United States which wants fast service on NAL SUPER STEREO 8 cartridges, cassettes and open-reel tapes, contact your nearest NAL distributor.

New Era for Era—Enters Tape Mart With 15 Titles

LOS ANGELES—Era Records is entering the cartridge market with 15 titles duplicated in 4 and 8-track. The move is geared to a March 1 release, said President Herb Newman, who will unveil his initial cartridge merchandise before NARM conventions.

Newman is talking with three cartridge duplicators anent contracting to handle his merchandise, which will be the debut of three tapes comprising "The Golden Era Series". Material for these three packages (which will also be released in LP form) is built from 4 and 8 track masters of popular artists never released in cartridges before.

An A-list of artists include: Gogi Grant, Dorsey Burnette, the Castells, Jewell Akens, the Teddys, Donnie Brooks, Russell Arms; in volume two: Chris Montez, the Innocents, Fendermen, Hol-lywood Angels, the Kans and many of the top ten artists in volume three: Richard Berry, Donald Woods, Dave Dudley, the Paragons, Kathy Young, the Incredibles and the Castaways.

Each cartridge will cost $6.78 for his 8-track; $5.98 for 4-track and cassette. He plans using his regular disk distributors, while setting up a separate tape distribution network for supplementary market.

In addition to the "Golden Era Series," Newman will bow products by Dorsey Burnette, a series of five tapes in a "Sing Along With Beany" series; guitarist Phil Raug, the Incredibles, a comedy package, and three leased masters from Audio Arts Records, a religious label. Product leased from Madale Baker Music Arts includes one title from Harold Bowen and three from Cissie George.

Newman says he will become more involved this year with product in three areas: pop, gospel and rhythm and blues. Much of his "Gold Era Series" will be a mix of a pop and R&B nature. All new product will be released simultaneously on cartridges and cassettes.

Gas Station Fills Up on $9

TOPEKA, Kan.—A tape CARtrigde business launched in a gas station here has mushroomed into a $300,000-a-year business for Ken Hawkins. Considered a pioneer in the State, Hawkins' firm employs 14 and has developed into both a wholesale and retail operation built largely on aggressive advertising. His advertising budget is $5,000 annually.

The firm, Hawkins Auto Stereo, grossed $12,000 in 1956, the year it was founded. Last year his volume was divided equally between wholesale and retail. He feels Ted Craig, Mintz, and Motorola play key roles in his success.

6,000 Tapes

We were the first in this area to handle tape cartridges, and we got a good start because we serviced tape cartridge units and installed them," Hawkins said. "There are many people in this area who don't just sell over the counter and don't concern themselves with repair and service." He feels this is a way to repair a unit right on the spot. As a result, we're able to sell more units.

Hawkins displays 6,000 different kinds on his 20 racks. He has a back-up inventory of 12,000 tapes, including 4-track, 8-track, and cassette.

"I used to be anti-advertising," he said, "but now I spend a lot on it. We pitch much of our own promotion toward teens and other would-be radio stations, airing about four to six spots per day on four Topoeka stations and we step it up when we're pushing something special."

Hawkins also has spots on the Kansas University circuit radio station which reaches dormitories and on college stations at Kansas State University in Manhattan and Emporia State College, Emporia, Kan. He also co-sponsors broadcasts of basketball games played at Washburn University, Topeka, an annual Student Radio Reception, and "and anything else that creates a lot of local interest."

Hawkins has duplicated the side of a panel truck with slide lettering advertising his new business. Recently, Glen Campbell releases were promoted this way. Hawkins also has duplicated his truck promotion in large with newspaper ads and saturated radio stations with spots announcing special prizes on Campbell's music.

Four times a year Hawkins has Topoeka radio personalities set up turntables in his store and broadcast their show remotely. So effective is this that at any time during the day, some 50 customers are in the store, a goodly share of them waiting to meet their favorite radio personalities. While the tastes of his customers are teenagers, Hawkins recently has seen his trade "level out to a more mature section." This became evident about eight months when new salesmen were installed on the installation of tape cartridges. "We've recruited mainly professional men such as physicists. One came in and from this sale alone we can trade to 50 others in a 10-day period."

He controls inventory by following Topoeka radio station record surveys, and by "just guiding ourselves."

"One of my prime mistakes in ordering tape was in picking out too many of first time titles they liked."

(Continued on page 22)
Campbell Gentry

Let It Be Me #2387
B/W Little Green Apples
Quality Price

Attention, Jobbers & Distributors

The newest and fastest selling Tape Cassette carrying Cases are available at Le-Bo.

Compact Cassette Carrying Cases
Holds 12 Cassettes

IRS Files Vs. Muntz Stereo

Continued from page 18

The firm has developed a 2-track cartridge, but "shelved it to concentrate on cassettes." The only problem with cassette," Ritz said, "is that the system is two years newer than 8-track. We're convinced that cassettes will parallel 8-track before the end of this year.

The firm has been approached by pirate duplicators but all three men indicated the problem is lessening. "We're able to call out accounts and check out people very closely. We absolutely refuse to sell to illegitimate duplicators."

Phoenix Suit Denied

Continued from page 18

a claim for relief, lack of jurisdiction over the subject matter and for inappropriateness of declaratory relief.

Phoenix owners, Richard W. Erickson, Christopher G. Hamlin, Patrick Osborn, Edwin Beirne and Robert Pascual, seek $1 million in damages plus treble damages for an amount voted by the court.

The company claims it manufactures and distributes stereo cartridges of musical performances which have been previously recorded, sold and exploited for commercial value by the defendants. Phoenix claims the product is in the public domain.

The complaint also charges that the defendants conspire to monopolize the production and distribution of stereo cartridges and have entered into conspiracies in restraint of trade.

Dot, Stax-Volt To Stereodyne

Continued from page 18

newly formed label, Paramount, and Stax Records. The initial release will consist of 14 Dot, two Paramount and one Stax album. Duplication is now in progress, with immediate shipping set.

Also signed to a duplication contract was Stax-Volt Records. Some seven packages will comprise the initial release, soon to go into production.

Tape CARtridge

Co. Set on Cassette

Continued from page 18

ing is that we decided to concentrate on it first," Ritz, the president, explained. "Our package consists of three different pieces. The base and cover are identical, the hubs are one piece and also identical and the pad and magnetic shield are one piece.

'This is five total parts but we only have to tool up for three pieces," he said. The firm has recently hired Bob Atkinson to head sales. The new factory will be in Royal Oak, Mich.

Vice President Richtarik explained that the founders' background is endless loop. "We will be set up for producing both 8- and 4-track cartridges by February 1." He also said

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Channel Marketing has on hand all the hot tape cartridge accessories. We make them, stock them, merchandise them. We supply them when you want them—instantly.

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342 MADISON AVE., NEW YORK, N.Y. 10017
TELEPHONE: (212) 662-2848
Gas Stations Filling Up

• Continued from page 18

He mentioned other errors in his early struggles, one of them the purchase of excessive lines: "Two years ago we thought it would be smart to show pieces of everybody's equipment," he recalled. "We had 61 different kinds of car stereos. We had too many to recommend and as a result we wound up with equipment we couldn't sell." Hawkins Auto Stereo does business in all sections of Kansas except for the southwest area. Truck stops buy in wholesale quantities. Some of the larger ones carry from 1,000 to 1,500 tapes. Some truckers have formed tape clubs at these truck stops and they swap tape over coffee," Hawkins said.

Hawkins' average tape cartridge unit sale, including unit, installation, and tape purchase stands at $130. About 90 per cent of installations are on the door with the average installation time (two mechanics) at 35 minutes. When he started in the business, installation time was "practically all day." When he started in business, his inventory stood at $5,000. Today it's $70,000.

"Inventory needs to be more," he said. "Much more. Every penny I make I plow back into inventory. When I started, it was all four track, but it's changing. Our rate is 50-50 on 4 and 8-track. There's a sleeper involved in cassettes. It's something that will mean a tripling of our inventory. We now have 800-1,000 cassettes.

10 Mfrs. Display Wares at Parley

LOS ANGELES—Ten tape player manufacturers displayed equipment at the annual Audio-Visual Education Association of California conference held in the Anaheim Convention Center Jan. 29-31.

Equipment and materials related to audio-visual education were displayed by Craig, RCA, Concord, Telex, J&D Audio Visual, Norelco, Rheem-Roberts, Shibauen and 3M. Walt Disney Productions also had an exhibit.

Now from Sentry, the pre-recorded stereo tape cassettes that'll put you in a higher tax bracket. 144 familiar titles in eight favorite series, all faithfully recorded in compatible 4-track stereo. Plus colorful packaging and a very attractive pricing that plays sweet music at your cash register. Start listening.

Want to receive a current "best seller" list we offer each month? Write to get onto our mail list. You'll have a top solution to solve your ordering and stock problems. Distributions available in U.S. and abroad.

Four-Tune Kookies

The new generation is EP. Restless: only 12 minutes instead of 120.

Threadbare: The lower half (where you put in the tape) is toothless for no-thread loading.

Simple: Only 5 parts, including the two halves of the case.

Unwashed: Our precision molding is immaculate. And our EP cassette enjoys freedom of assembly: Snap or weld together.
The exclusive profit makers for you to sell. See them all at the AAMA Show, booths N597, N598 and N599.

24049 So. Frampton Ave., Harbor City, Calif. 90710, 325-8444

MARK I
The only universal FM Stereo MPX tuner with full 20 db stereo separation. Designed by engineers who know the stereo business! GW's new MARK I fits any 4 or 8 track car stereo player. Big sound—big performance. So much better your customers can hear the difference. (Plus a complete line of other popular tuners—AM, FM and AM/FM combination.)
Pilot II

The only radios to sell those customers who want radio direction finders and other features far beyond the demands of the average automotive user. Pilot II, with aircraft and marine bands, offers exclusive Novatech design for long-range reception, brilliant sound. Action!! RDF (not shown) has emergency bands ... offers same fine performance.

nova-tech electronics co.
a division of NOVA-TECH inc.
Booth N598

2300T

The only complete package kit auto radio 2-way telephone. New PACE 2300T is easy to install. No metering, no drilling holes for antenna. So simple even customers can do it themselves. A major breakthrough!

PACE COMMUNICATIONS CORP.
a NOVA-TECH company
Booth N599
**BEST SELLING**

**Rhythm & Blues Singles**

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<tr>
<th>Last Week</th>
<th>This Week</th>
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<tr>
<td>Title</td>
<td>Artist, Label, No. &amp; Pk.</td>
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<tr>
<td>-----------</td>
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</tr>
<tr>
<td><strong>1</strong></td>
<td><em>CAN I CHANGE MY MIND</em></td>
</tr>
<tr>
<td>*Candies, Dakota 602 (Dakar, B)</td>
<td>*Duke, Brunswick 35099 (Duke/BMI, B)</td>
</tr>
<tr>
<td><strong>2</strong></td>
<td><em>I'M GONNA MAKE YOU LOVE ME</em></td>
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<tr>
<td>*Gee Law &amp; the Supremes, Motown 1337 (Motown, BMI)</td>
<td>*Bee Gees, Polydor 624 (Polydor, BMI)</td>
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<td><strong>3</strong></td>
<td><em>SOULFUL STRUT</em></td>
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<td>*Teddy Bck &amp; the Supremes, Motown 55391 (Brunswick/BMI, B)</td>
<td>*Ray Charles &amp; Jimmy Lewis, ABC 11170 (Scepter, BMI)</td>
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<tr>
<td><strong>4</strong></td>
<td><em>GIANT BIRD</em></td>
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<tr>
<td>*By &amp; the Family Stone, Epic 51047 (Dakar, BMI)</td>
<td>*Jimmy McRae, Soleil 2354 (Jive, BMI)</td>
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<td><strong>5</strong></td>
<td><em>JASON'S PEOPLE</em></td>
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<tr>
<td>*Dakar 602 (Dakar, BMI)</td>
<td>*Do Over, Epic 51047 (Do Over, BMI)</td>
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<tr>
<td><strong>6</strong></td>
<td><em>I HEARD IT THROUGH THE GRAPEVINE</em></td>
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<tr>
<td>*Marvin Gaye, Tamla 51746 (Motown, BMI)</td>
<td>*Hi Band, Epic 51276 (Epic, BMI)</td>
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<td><strong>7</strong></td>
<td><em>BEGINNING OF MY END</em></td>
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<tr>
<td>*6636 (Lois/Tocco, Stock, BMI)</td>
<td>*Nice &amp; Mitchell, Hi 9174 (ECM, B)</td>
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<td><strong>8</strong></td>
<td><em>BABY, BABY DON'T CRY</em></td>
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<tr>
<td>*B. B. King, Downstairs/Diamonds, BMI</td>
<td>*Bye James, Cadenza 56300 (Gallim, BMI)</td>
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<tr>
<td><strong>9</strong></td>
<td><em>BEGINNING OF MY END</em></td>
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<tr>
<td>*Betty Everett, Birdies, ASCAP</td>
<td>*L. J. Thompson-Monroe, Hi 1001 (Monroe, BMI)</td>
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<tr>
<td><strong>10</strong></td>
<td><em>THANK YOU</em></td>
</tr>
<tr>
<td>*B. B. King, Downstairs/Diamonds, BMI</td>
<td>*E. W. Moore, Miami 2353 (Birling, BMI)</td>
</tr>
<tr>
<td><strong>11</strong></td>
<td><em>BABY, BABY DON'T CRY</em></td>
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<tr>
<td>*B. B. King, Downstairs/Diamonds, BMI</td>
<td>*Bye James, Cadenza 56300 (Gallim, BMI)</td>
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<td><strong>12</strong></td>
<td><em>ARE YOU HAPPY</em></td>
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<td>*Jerry Butler, Monument 71908 (World War II Patriotic)</td>
<td>*Do Over, Epic 51047 (Do Over, BMI)</td>
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<td><strong>13</strong></td>
<td><em>HEY JUDE</em></td>
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<td>*Wilson Pickett, Atlantic 3591 (Atlantic, BMI)</td>
<td>*E. W. Moore, Miami 2353 (Birling, BMI)</td>
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<td><strong>14</strong></td>
<td><em>GRITS AIN'T GROCIES</em></td>
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<tr>
<td>*Little Milton, Checker 1212 (Conrad, BMI)</td>
<td>*W. H. Walker &amp; the All Stars, Soul 30205 (Cocoa, BMI)</td>
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<td><strong>15</strong></td>
<td><em>THIS IS MY COUNTRY</em></td>
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<td>*Johnnie Taylor, Stax 3003 (Stax, BMI)</td>
<td>*Jonni Terrell, Motown 1158 (Motown, BMI)</td>
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<td><strong>16</strong></td>
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<td>*Tommie Smith, Steeplechase 7086 (Steeplechase)</td>
<td>*Soul Brother, Karen 3543 (McLaughlin, BMI)</td>
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<td><strong>17</strong></td>
<td><em>DO ANYBODY KNOW I'M HERE</em></td>
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<td>*Ducks, Cader 5631 (Cader, BMI)</td>
<td>*Baby Monk, Diamond 255 (Cader/BM, ASCAP)</td>
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<td><strong>18</strong></td>
<td><em>SOUL SISTER, BROWN SUGAR</em></td>
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<td>*Tamaris, Atlantic 2590 (Atlantic, BMI)</td>
<td>*Diana Ross &amp; the Supremes, Motown 1139 (Motown, BMI)</td>
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<td><strong>19</strong></td>
<td><em>GIVE IT UP OR TURN IT LOOSE</em></td>
</tr>
<tr>
<td>*Jonnie Terrell, Stax 3003 (Stax, BMI)</td>
<td>*Thomas Jeff &amp; the Fabulous Pleasure, Toddle Town 112 (Our Children's Ways, BMI)</td>
</tr>
<tr>
<td><strong>20</strong></td>
<td><em>SOPHISTICATED Cissy</em></td>
</tr>
<tr>
<td>*Sly &amp; the Family Stone, Epic 51276 (Epic, BMI)</td>
<td>*B. B. King, Downstairs/Diamonds, BMI</td>
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<td><strong>21</strong></td>
<td><em>TOO WEAK TO FIGHT</em></td>
</tr>
<tr>
<td>*Sanford Clark, Atlantic 2586 (Fees, BMI)</td>
<td>*Do Over, Epic 51047 (Do Over, BMI)</td>
</tr>
<tr>
<td><strong>22</strong></td>
<td><em>CLOUD NINE</em></td>
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<tr>
<td>*Tamaris, Atlantic 2590 (Atlantic, BMI)</td>
<td>*Baby Monk, Diamond 255 (Cader/BM, ASCAP)</td>
</tr>
<tr>
<td><strong>23</strong></td>
<td><em>IN MY LIFE</em></td>
</tr>
<tr>
<td>*Steve Wonder, Tamla 5474 (Soul, BMI)</td>
<td>*Diana Ross &amp; the Supremes, Motown 1139 (Motown, BMI)</td>
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<td><strong>24</strong></td>
<td><em>QUEEN CHARLOTTE'S NEW BABY</em></td>
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<tr>
<td>*Pappy's Got a Brand New Bag</td>
<td>*Thomas Jeff &amp; the Fabulous Pleasure, Toddle Town 112 (Our Children's Ways, BMI)</td>
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<tr>
<td><strong>25</strong></td>
<td><em>CALEDONIA DREAMIN'</em></td>
</tr>
<tr>
<td>*Buddy wound, Mind 32055 (Nelson Finch, ASCAP)</td>
<td>*Johnny Nash, Scepter 9030 (Scepter, BMI)</td>
</tr>
</tbody>
</table>

**NEW RECORDS**

**"BABY MAKE ME FEEL SO GOOD" FIVE STAIRSTEPS & CUBIE (Curtom)**

By ED OCHS

SOU'LICIOUS: Guy Draper, who produces, manages and writes for Kapp Records, notes ("Court of Love" and "Beginning of My End") and Sugar & Spice ("In Love Forever"), has signed with the William Morris Agency for representation as the young producer moves to expand his Guydra Productions to include publishing and additional management facilities. Draper, a self-taught independent producer to watch for the new year, is already working on a new soul show package for TV, as well as a creative production company offering opportunities to capable soul talent. His music and approach to business are making news, says Draper, of his new management. "The Billy Furniss name is a brand we can go to in the business. Billy has been there and knows the right people." Draper adds. "We'll stay true to the heart of what we're doing. We're not going to change our sound for the sake of sensationalism. We're going to make quality music that will last."

**BILLY JOEL**

By ROBERT ZEITBLITZ

**NEW HAMPSHIRE**

Billy Joel's "The Stranger" is on top of the Billboard charts, where it has been since its release in November. The album, which has sold over 1.5 million copies, has been certified gold by the RIAA. Joel, who grew up in the New York area, began playing guitar and singing at a young age. His first major break came in 1973 when he signed with Columbia Records. Joel's first three albums, "Piano Man," "The Stranger," and "An Innocent Man," were all commercially successful. The latter two both reached #1 on the Billboard charts.

**THE ROCKETERS**

By JIMMIE VAUGHAN

**NEW HAMPSHIRE**

The Rocketers, led by guitarist Jimmie Vaughan, have released their third album, "The World of the Rocketers." The album features Vaughan's signature guitar work and includes covers of songs by Chuck Berry, Muddy Waters, and other blues and R&B legends. The Rocketers have been active on the blues and R&B scene since the 1980s and have played at numerous festivals and venues across the United States. Their latest album features a mix of original songs and covers, showcasing the band's versatile approach to the blues genre.

**FLOYD WHEELER**

By DEBBIE WHEELER

**NEW HAMPSHIRE**

Floyd Wheeler, a long-time member of the American Blues Scene, has released his latest album, "Blues for a Cause." The album features a mix of original songs and covers of classic blues tunes. Wheeler, who has been playing the blues for over 50 years, has been a influential figure in the American blues music scene. His latest album features a mix of acoustic and electric blues styles, showcasing his versatility as a musician. The album is available on all major music streaming platforms and is receiving critical acclaim for its soulful and passionate performances.
UNREAL.

"DID YOU SEE HER EYES"
THE ILLUSION
PRODUCED BY JEFF BARRY
STEED 712
BRUCE LP SET BOWS BIZARRE

LOS ANGELES — A two-record set of Lenny Bruce’s last concert marks the first product from Bizarre Records, which Repertoire is distributing.

The concert took place in Berkeley a short time before the comic’s death from an overdose of drugs. The performance was recorded by engineer Bruce Judnick, and is being released with the cooperation of the late performer’s estate.

Rockefeller Fund Grants $66,050 In 3d Quarter

NEW YORK — Rockefeller Foundation grants for music and related fields during the third quarter of last year totaled $66,050, including $25,000 to Van derbilt University to develop a community-wide plan of action in support of the arts in the Nashville area.

Composer-in-residence grants were $10,400 to the Atlanta Art Alliance for Donald MacInnis to work with the Atlanta Symphony and $7,650 to the National Symphony Orchestra Association of Washington for John Carter to work with that orchestra.

The University of Michigan received $23,000 to establish a performing group for contemporary music connected with the Composition Department of the School of Music.

CATHAY INTO ROCK MART

NEW YORK—Cathay Records, previously only a country music label, is branching into the rock field with the release of “Goin’ Downtown,” by the Byrries. Also released is “Wrap It Up,” by Mr. Connie Dyeus, a country single. Cathay is a Santa Rosa, Calif.-based label.

Stereo Dimension’s 1st 2 LP’s To Get Full Network Distrb

NEW YORK—Stereo Dimension Records has set up full U.S. distribution network, shipment of the firm’s first two albums, “Evolution” by Gene Bertoncini and “Night Love” by Homer Dennis and the “Night Strings” set for this week. An Athena album and another Evolution LP are slated for mid-February.

Stereo Dimension’s distributors are: Atlantic Distributors Corporation; Boston, Dumont Distribution Corp.; Buffalo, Gold Distribution Co.; Charlotte, Bert Distribution Co.; Chicago, Summit Distributors, Inc.; Cincinnati, Supreme Distribution Co.; Cleveland, Seaway Records; Dallas, Big State Record Distribution Corp.; Denver, Action Distribution Co.; Detroit, Arcade Distribution Co.; Hartford, Allied Distributors; Honolulu, Eric of Hawaii; Los Angeles, Record Merchandising; Madison Tell Music Distributors, Inc.; Memphis, Hotline Distribution Co.; Miami, Treme Distribution Co.; Minneapolis, Heksher Bros., Inc.; Nashville, Music City; Newark, Lardy (Evolution) and Wendy (Athena); New Orleans, All South Distributors; New York, Malverne Distributors; Philadelphia, David Rosen, Inc.; Phoenix, Arizona Record Corp.; San Francisco, Melody Sales Co.; Seattle, Consolidated Distributors, Inc.; St. Louis, Record Merchandisers, Inc.; and Washington, Schwartz Bros.

GUYS DRAPE, right, producer-writer-manager for Kapp Records’ Unites and Sugar & Spice, signs with the William Morris Agency to represent himself and his production company, Gu Ryder Production, Witnessing the signing, left, are Scott Shukat and Al De Marino of William Morris.

FEBRUARY 8, 1969, BILLBOARD
It's not about war, poverty, disease, despair, frustration, lying, cheating and making money. Bubble Gum Music's all about what's good and pure in life. And love. Like innocence. And gentle laughter. And childhood... It's simply, "Good Time Music."
**SMOKEY ROBINSON AND THE MIRACLES— *Unit* **

Not on the chart long as their "Special Occasion" LP, Smokey Robinson and the Miracles prove how true this old song with new life. Smokey is as good as he's ever been and Mary Wilson, having had a lot of success with all the popular songs, adds a lot of spice to the Miracles' classic. A must for Smokey fans.

**DUSSY SPRINGFIELD—*Dusty in Memphis, Atlantic SD 1989 (S)*

Reproduced by Jerry Wexler in Memphis, Dusty Springfield features "One in a Million," one of the first LP for the Dey Records label. A lot of inspiration and a lot of fun. Still, a lot of good songs. A must for Dusty fans.

**WILLIE MITCHELL—*On Top, Mica 32648 (S)*

The soul-connected instrumentals of Willie Mitchell always pack some punch, but this LP should have especially strong appeal through Mitchell's version of "Sundown Love," an old-timey classic. Also, it's a good introduction to the hits of the future.

**COUNTRY**

**GEORGE JONES—*My Country, Musician PST 399 (S)*

George Jones is one of the staples of the country field and his latest LP features some of his best work. The arrangements are good, and the vocals are strong. A must for George fans.

**COMEDY**

**BILL COSBY—*It's Truth, It's Truth, Warner Bros.-Seven Arts WS 1770 (S)*

Recorded live in London, this LP is no garble of the TV versions. It's a fine collection of Cosby's best bits. The material is a bit dated, but the delivery is just as good as ever. A must for Cosby fans.

**THE BEST OF SAM & DAVE—Atlantic SD 2818 (S)*

Here's a package of the doo-wop hits that put Sam & Dave on top with "Beechwood 4-5789." They've been recording for years and are still putting out good stuff. A must for doo-wop fans.
"CRIMSON AND CLOVER"
TOMMY JAMES AND THE SHONDDELLS

Tommy James & The Shondells

Stereo

Roulette SR 42023

Top LP's

Billboard

FOR WEEK ENDING FEBRUARY 8, 1969

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<tr>
<th>Star Performer</th>
<th>Weeks on Chart</th>
<th>Last Week</th>
<th>This Week</th>
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<tr>
<td></td>
<td>2</td>
<td>155</td>
<td>35</td>
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</tbody>
</table>

available on 8-track tape from the Happening — a division of Ethnic Tapes Inc.

Roulette Records, 17 West 60th St., New York City (212) 757-9880

www.americanradiohistory.com
Smooth and sensitive, the three Delphians are in their element—be it for the blues that touch the other side of the river, or the pure blues and pop songs. "Soupville (Let Me Go), "Bring My Man," and "Let It Be" prove that the Delphians can not only spin their strong ideas and move real worlds with their big flow of warm tunes.

New on the album is Smokey Stack Lightnin', already a hit in the underground with their nameless title tune, "Smokeshit Lightnin'" featuring the blues beat of the New Orleans style. "Bull Reapers" is the number one song that should score on the blues charts with deep, driving, numbers. "Watch Your Step" and "Light in the Window."  

This new album is Smokey Stack Lightnin', already a hit in the underground with their nameless title tune, "Smokeshit Lightnin'" featuring the blues beat of the New Orleans style. "Bull Reapers" is the number one song that should score on the blues charts with deep, driving, numbers. "Watch Your Step" and "Light in the Window."  

A package of duets by one of the strong standards in the country field, this is sure to sell well. The material is in the traditional vein and includes the strong singles, "Never Get Over You" and "Pass Me an Ammunition," as well as "Meet in Line," "The Grapevine" and others.

This talented and melodic repertoire and the performances of the Cleveland Orchestra convincingly bode to make up a delightful album. Packages have excellent sound and engineering. Must merchandise.

This talented and melodic repertoire and the performances of the Cleveland Orchestra convincingly bode to make up a delightful album. Packages have excellent sound and engineering. Must merchandise.

 onder Armour, the Great Electric Experiment is Out.  

Into a fascinating bag, this goes Noel Harrison. Embarking on such strange things as the Blues Symphony and a batch nova of his own, Harrison's done the wise thing. "The Great Electric Experiment is Out."  

This new album is Smokey Stack Lightnin', already a hit in the underground with their nameless title tune, "Smokeshit Lightnin'" featuring the blues beat of the New Orleans style. "Bull Reapers" is the number one song that should score on the blues charts.

New on the album is Smokey Stack Lightnin', already a hit in the underground with their nameless title tune, "Smokeshit Lightnin'" featuring the blues beat of the New Orleans style. "Bull Reapers" is the number one song that should score on the blues charts.
A lot of songs talk about our mushroom clouds and our illusions and our inequities.

Here's one that finally says something.

ED AMES

"CHANGING, CHANGING" 9726
From his up-coming new album:
"A TIME FOR LIVING, A TIME FOR HOPE"


**Commercial**

**Brighter Payment Picture Ahead For Ad Publishers, Helter, Hope**

By RON TEPPER

**LOUIS ANGELES—Although music composed for commercials has become extremely important to advertisers, the publishing revenues derived from these compositions seldom pay for the time it took to write the song.**

Hugh Helter, president of the Helter Corp., a local agency specializing in music and "sound"-oriented commercials, hopes one day to be publishing as many as 150 commercials a month. At present, BMI offers no payment for songs that are "logged as commercials," and ASCAP's payment is only 1 percent of a song's copyright fee that might add up to $500 if a 60-second spot were run five times a day, five days a week for 13 weeks on 100 stations.

It's because of this small payment that songs have rated little consideration by agencies. Most agencies don't even bother with the publishing. They create the copy, then hire a freelance composer to write the music.

Helter maintains two publishing houses and has seven writers under contract to his BMI (Broadcast Music Inc.) and ASCAP (American Society of Composers, Authors and Publishers) firms. Several hundred copyrights have been built into the Helter agency's catalog in the 10 years of his agency's existence. None, however, has ever become a national hit. Should the fee situation change, Helter could be sitting on top of a publishing bonanza.

At present, large revenues from songs used in commercials comes only when a hit record song is rewritten for use in a spot. Then the hit song has to negotiate with the publisher and he pays a fee for the use of the song which was the case with Jim Webb's "Monday Man," sung by Terry Ellis in London, Tull and Savory Brown are now on an exercise program of their own doing in the U.S., with the Spencer Davis group and Jeff Beck.

Because of low payments, songs intended for commercials are not taken as seriously as they should be by the music publishers. In fact, one music publisher said, "Art takes a back seat to business in the music publishing field," but it is only common sense that music composed specifically for advertising use is just as important as music composed for albums, films and TV programs.

Helter, therefore, has created a publishing department which is a primary creative tool for the advertising community, but is viewed with equal respect by the music publishing field. Musicians from the American Federation of Musicians, ASCAP and BMI are represented in this department which operates under the supervision of Helter's brother, Fred Helter. The company has a staff of representatives in Hollywood, New York, Boston, Philadelphia and Chicago.

Faced with the current pressures on the recording industry, BMI is looking towards an exciting new area for expressing and exploring their music. A hit on a minor scale did happen when his agency first opened in 1959, Helter produced a campaign, "The Sound of the City," for San Francisco's KSFQ. One of the songs used in the commercial spots, "It's 74 in San Francisco," proved to be so popular that Helter released it in the Bay City as a single. It was the first commercial song to become a hit record. But even with a hit on record, Helter had considered the song a "hit commercial" at that time, Helter has only gone after the record buyer one other time. That was last year when Commercial Released "The Hellers," an LP of Helter-created commercials that sold third in the country.

Although Helter has never made a "hit" commercial, he feels that he is breaking ground for the industry as a whole. Helter has been a "moderately successful." Upcoming, however, may be greater commercial success. Helter has created all the music for "The Hellers" and "The Hellers, fast-paced.

(Continued on page 40)

**Tears, Bridge Sew Up H.I.S. Clothes Spots**

**NEW YORK—G-Clef Productions, a radio-TV commercials firm headed by Dee Anthony, has signed the Columbia Records group Blood, Sweat, and Tears and the Buddah group, Brooklyn Bridge to record H.I.S. clothes radio commercials. The agency was Lieber, Katz, and Pacicino. These are slated for 80 radio stations in the top 10 markets. Another division of the Anthony operations — Dee Anthony Management — represents a series of British groups for U.S. touring and Anthony will be making heavy use of these artists for commercials. These groups are in demand because of the growth of progressive rock music, Anthony said. He has already featured Jethro Tull, just signed by Prprise Records, on a Royal Castle hamburgers jingle produced by Terry Ellis in London, Tull and Savory Brown are now on an exercise program of their own doing in the U.S., with the Spencer Davis group and Jeff Beck.

Some of the jingles produced by the Anthony firm recently have been for such products as Kelton's Intimate, Phillips 66, and Red Cross Shoes. He has used such rock groups as The Animals and the Bollwein, Roulette Records group, and Jay and the Techniques, of Smash Records, Lou Tobe, 29, a year-old 'arranger-musician who has composed much of the music for G-Clef, including a recent series of three jingles for U.S. Army, and used musicians on the sessions as Bernie Glow, Steve Free, Ralph Cassels, Danny Stiles and Ronnie Kouch.

**Laurie Productions Inc.**

165 46th Street
NEW YORK, N.Y. 10036
(212) 582-2975

From Commercial Hit To His Commercials!

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**Ad Notes**

By CLAUDE HALL

**Radio-TV Editor**

**NEW YORK**

The sale of commercials is getting as complex as today's records and most producers are going into multiple tracks, says Dave Teig, general manager of Bell Sound studios. About a third of Bell Sound's output is sales for local advertisers, and the other two-thirds is for national advertisers. And almost all of this is on multiple tracks, says Teig. He also says that most of Bell Sound's production is for records and that they don't like to do commercials. But Teig says that Bell Sound is doing more commercials now than ever before and that they are doing them because the clients want them.

Dick (King Richard) Behrke of the Fluegel Knights has signed with Herman Edel Associates, commercial music producers. Behrke has already been used on ATT's yellow pages, National Airlines, and Buick spots. Behrke composed the music for all of five of the Fluegel Knights albums and has composed the music for the recent album of the Fluegel Knights' music for the recent album of the American Fedora of Musicians and the American Association of Advertising Agencies will meet March 3 to resolve the current labor negotiations Agreement. Present collective bargaining agreements covering commercials in U.S., and Jordan's can extend to that time, all matters to be discussed will be retroactive from Feb. 1.

**SACRAMENTO**

Elected president of the Milline Club of the advertising fraternity here is Ken Fuller, sales manager of KATV. He succeeds Richard Specht of the Cardinal Co.

**NASHVILLE**

Eddy Arnold, RCA Records artist, has been filming radio-TV commercials here for farm advertising products (Fremont Dairies of the Southern division, a division of Home Town Foods), according to Fremont president Robert Mackie.

Five vocalists have been signed to record Continental Airlines' new theme song. "The Proud Bird With the Golden Tail," written by Bill Wallace, music by Harry Mae, and the agency are Louis Armstrong, Ed Ames, Joanie Sommers, Lou Rawls and Sarah Vaughan,song by Johnnie Ray. B. Ray is singing the TV-spots for Standard Oil. . . . Les Brown has taped radio spots for San Francisco music schools. . . . Inspired by U.S. Surgical Corp., the Helter Corp., has introduced a new vocal group called the Cougars, and the Reo Vocal Group of Cleveland is using the new group on a radio spot campaign throughout the Midwest.

---

**The Recognition Gap**

By HERMAN EDEL

President, Herman Edel Associates

Everyone is turned on or tuned in to commercial music. Recognition of the worth of advertising has come from all sides—the music industry, the advertising community and most important, the consumer himself.

But where is ASCAP? And certainly, where oh where is BMI? Why do these organizations continue to fail advertising music in some never-before-seen segregated from all other music? A musical composer is ignored to write a piece of music for advertising that is ultimately heard by millions of people and performed over hundreds of stations. What is the difference between that man and his music and the same man who composes music for a TV show or a movie or some other commercial? Is the musical composer part of the music industry, which is being segregated from all other music and who is not recognized for their work by any of the national organizations? It's time for ASCAP and BMI to do the same.

---

**February 8, 1969, BILLBOARD**
1. Bo Diddley's new single is called "Bo Diddley 1969" because:
   A. that's when he graduated high school.
   B. that's how old he is.
   C. that's how tall he is.

Bo Diddley 1969
Bo Diddley
Checker 1213

2. Leapy Lee is:
   A. Brenda Lee's frog.
   B. Chinese for Reapy Rea.
   C. Probably not Jewish.

It's All Happening
Leapy Lee
Cadet 5635

3. The correct title of Billy Stewart's hit single is:
   A. The Belt Song.
   B. Unchain My 'Watch.
   C. The Fish in the Wilderness.

I Do Love You
Billy Stewart
Chess 1922
DENVER — KMKX-FM began programming progressive rock in February, 1 around the clock, because the station had been dabbling in the format for the past several months and the response from listeners persuaded general manager Craig Bürow to give it a try.

"We call it 'The New Musical Experience,' rather than progressive rock," said program director Ed Mitchell. "Because, in addition to exposing our listeners to the great music associated with the format, we will be turning people to folk, old blues and country music from the past. We're trying to remember that music is not just made for the young generation."

PERSONALITY PROFILE

Sherwood's Antics Clicking

SHERWOOD — Allan Newman, one of the station's personalities, has had a personality change and Sherwood's ratings back up Newman's assessment.

Sherwood's 6:30-9 a.m. show, which features mostly house music, has shown steady gains since it was given a new format in January.

"I think I've got an ability of being uncommonly common," said Sherwood. "I've changed my generation and years, and I'm just getting into this new age of my age (43), in music. As a consequence, my music policy is what I want."

With a morning show, Sherwood believes it's better to stick to proven programming. "I don't think in the mornings that there are too many new things on the public unless they've very well thought of new things. People know how you feel when you get up in the morning. Nobody wants to be pestered or introduced to too bright or new a conception of anything. Including music."

Sherwood's comedy is, like his hits with his sidekick Curter B. Smith who used to be a KSFO newsmen but within the past six years has developed an air personality in his own right. They do short segments that come off well.

Sherwood claims he thinks up while taking a shower—"I'm a total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, total, 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Radio-TV programming

Programming Aids

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

2. Hot 100

   a. Ventura, Calif. (WDFC) - Barry B. B. P.: "Hey, I've Got a Girl." Barry B. B.


   c. Miami Beach (WMBB) - Denny Dee, Program/Security, Personality B. P.: "Lay It Down." Barry B. B.


4. COUNTRY


   b. Charlotte, N.C. (WCON), Floyd Bookout, Music Director B. P.: "Rings Of Gold." Don Gibson and Don Rainey, Knoxville, Tenn., WRK. "One More Tear." Barry B. B.

   c. Cincinnati, Ohio (WZZY) - Bob Lomen, Epic B. P.: "Young Love." Barry B. B.

   d. Cleveland, Ohio (WKRM/WKFM) - Joe Stack, Operations Manager B. P.: "Young Love." Barry B. B.

   e. Miami (WQAM) - Yolonda Parpar, Music Director B. P.: "Take a Letter, John." Barry B. B.

   f. San Francisco, Calif. (KQMR) - Michael Bennett, Music Director B. P.: "Famous Lovers." Barry B. B.

5. OTHER PICKS


   b. Virginia - "Lay It Down." Barry B. B.

   c. Los Angeles - Barry B. B.

6. Metromedia 'Evaluating' LA, San Francisco Markets

   a. New York — Metromedia is "evaluating" both the Los Angeles and San Francisco radio markets, where David Croming, head of the radio division, said last week. But he said any programming change—"although there has been considerable dissatisfaction change”—is still in the future.

   b. It was learned that both KNEW and KLAC will probably retain some talk, probably at night, although the basic format will be easy listening.

   c. Metromedia is having a study made of the San Francisco market, which was launched until February, so any change to music probably won't come until after that.

   d. The two stations may offer the new music at some point, but no announcement has been made to that effect.

7. 'Benjamin' Shift

   a. San Diego — Mr. Benjamin Presents," a series featuring local talent hosted by Don Benjamin, move to alternate nights at Thursday. The show formerly was seen Saturdays on WKFL as "Benjamin's Ben." The show will be shown, rather than continuing for votes as they did previously.

8. WTBO Sates Artist Salute

   a. Cumberland Md. Wednesday are now set aside as WTBO hits a special day to salute individual record artists. The easy-listening station is featuring a selected artist or three per hour all day long, with the pick jocks giving their comments on the artist's background, according to Gary Portis.

   b. Cumberland — The station has a live music program every Saturday night, "The Real Me," with vocals by the artist featured in that week.


   c. Miami Beach (WMBB) - Denny Dee, Program/Security, Personality B. P.: "Lay It Down." Barry B. B.

   d. Charlotte, N.C. (WCON), Floyd Bookout, Music Director B. P.: "Rings Of Gold." Don Gibson and Don Rainey, Knoxville, Tenn., WRK. "One More Tear." Barry B. B.

   e. Cincinnati, Ohio (WZZY) - Bob Lomen, Epic B. P.: "Young Love." Barry B. B.

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   g. San Francisco, Calif. (KQMR) - Michael Bennett, Music Director B. P.: "Famous Lovers." Barry B. B.

10. TV, Record Industry

    a. "This Girl's In Love With You," arranged by Jack Gale, performed by John Anthony of the group "The Midnighters." The song is the title of the new album, "In Love." Barry B. B.

    b. "Yes, I Can Love." Barry B. B.

11. Personalities

    a. Kemosabe, Chicago B. P.: "Back To The Couch." Tommy Hunt, BLP. "Don't Mess With A Man." Barry B. B.

12. Back To The Couch: Tommy Hunt, BLP. "Don't Mess With A Man." Barry B. B.

13. February 8, 1969, BILLBOARD
"You Gave Me a Mountain"

Frankie’s intense reading of this emotion-packed ballad will put it right to the top of the charts.

Frankie Laine...
Turnin' Loose with Gigantic Sales!

James Brown

'GIVE IT UP OR TURN IT A LOOSE'

KING #6213

More potent sales action from the house that hits built...

* KING 6215
  "YOU'RE SO SEXY"
  HANK BALLARD

* KING 6214
  "IN THE MIDDLE"
  AL "PEE WEE" ELLIS

* KING 6201
  "I'LL BE SWEETER TOMORROW"
  THE DAPPS

* DELUXE 102
  "MY PILLOW STAYS WET"
  EARL GAINES

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Cincinnati, Ohio 45207

P. O. Box 115
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(615) 228-2575

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Kent Pact by Siana
Lights Up Avenue

°FEBRUARY 8, 1969, "BILLBOARD"

Thomposon has also contributed to the growth of Siana. Bill Phillips is the engineer of the trio, besides being a former musician. With the Gimple Rockers he performed at the first Newport Jazz Festi-
val and at many jazz landmarks as Birdland. Dasey, besides being a former singer, had a hit on the "B" side of a Paramount Records years ago. is now producing off-Broadway shows.

Bright Picture Ahead
• Continued from page 14

WHEELING, W. VA.—In a move to increase radio talent, WWVA here has named a new co-ordinator for its Top 40-station program, the station's regional direc-
tor, and added two on-the-air personalities to the staff.

Mac Wiseman, one of the veterans of the recording indus-
ty, replaces Gus Thomas as "Jamboree" co-coordinator, while Thomas returns to an air spot at night. Prior to Thomas, Leon Ashley served briefly as co-
ordinator.

Miss Jan Ray, who has been secretary to Mrs. Jo Walker, executive director of the Country Music Association, has been retained by the station to work as a human resource director for both the "Jamboree" and for WWVA. She replaces Owen, who resigned prior to the holidays to marry Earl Lovin', manager of Capitol's Shirley Lovin'.

Richard Garris, a member of the Four Dukes, a Top-
40 recording team, all of whom have been working with the station, now work for the WWVA staff. They are Carl Snow of the Snow family, and John Betts, another former member of the group.

Young man seeks position with WVU radio staff. Experience: DJ, New York City. Contact: Mr. Hal Zepp, WVU, Morgantown, 13.

Canadore, 38, two college careers, has been brought to the market. Money, Illinois station, descending from above, has "Major Market Sound." weekdays and fewer on weekends.

Positions Open

Mental Newman—Top 40 Format LD, Dayton, Ohio. Berti, 34, has been a top DJ in Dayton for years. Contact: Berti, Dayton, Ohio.

Positions open now for qualified music and entertainment specialists at good pay, safe and good future for the right man. Call 1-804-723-4600, after 7:00 p.m.

Nashville Scene

The Tommy Scott and Tim Mc-
Couch County Kicks and Wild
West Show set off on another
mini-tour. This is Scott's 35th professional year in the business and his 78th birthday on this swing. The Kicks became his band, the Gems, little Willie Rainford, Other members on the (Continued on page 54)

Nashville Down" concert by the Dai-Hi Symphony Orchestra at which American Airlines awards such as the. The Peabody Award-winning show is a concept by the South America executive whose is the do the show out with Dr. Frank Stanton, president of CBS, for a WCBS show. In 1953, Mervyn Dafford pre-
pared the four commercials per hour used by the show.

Program Director for contemporary rock stations salary up to $500 weekly. 21, 33, with proven success needs 16-20 year experience. Contact Hal Funke, 1121 Hillcrest, New York, N. Y. 10021.

Heavyweight, male, 30-35, job as manager of WVIR, Dayton, Ohio, seeks a job in New York. Contact Mr. C. M. F.frames, Dayton, Ohio.

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Willington, another member of the Four Guys, will work as a promotions man for WEIR Radio, and Brent Burkett, a third member, is about to under-
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Despite the affiliation with WWVA, the Four Guys reportedly will fly to Nashville 13 times a year to remain in the station. In addition to their own recording, the Four Guys have done backup singing for several Nashville artists, and had appeared virtually in a TV special on "Turn On."

‘Jamboree’ in Personnel Jumble

The stations of the "Jamboree" are owned by the WWVA network. The "Jamboree" is broadcast from the WVU studios.

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Celebrates 20 Years
of Singing Along With Capitol

By Eliot Tiegel

Ford's involvement with religious music is reflected in the 22 albums he has recorded in this field, including four Christmas LP's. Ford has recorded music from the Bible in churches in Hollywood, in his own Bristol congregation and in the chapel of San Quentin with the prison choir—his most unusual project in his long association with the recording medium.

During his two decades as a record artist, Ford's career has been touched and aided by a small number of persons. One reason for the lack of a long list of associates, hangers-on and related show business types, is Ford's loyalty to the people he believes perform a professional job for him.

Ford's recording associates include his first manager Cliff Stone, his first producer Lee Gillette, his first and current musical arranger-conductor Jack Fascinato, his second manager, Jim (Red) Loakes, and his second A&R man Dave Cavanaugh. Ford's music has remained fairly precise and he has not strayed too far afield from the hymns, the songs of the劳动者 ("16 Tons" has become his own standard) and pretty love ballads. In covering these three bases following his early efforts as a member of Capitol's country & western roster, he has recorded with Ken Nelson and Voyle Gilmore (both of whom do not recall the precise names of the songs they were individually associated with), arrangers Billy Liebert, Billy May, Harry Geller, Billy Strange and Ralph Carr-michael; has dueted with Ella Mae Morse, Kay Starr and opera star Marilyn Horne, used the John Halloran Singers and the Jordanaires and most recently completed a 20th anniversary album with producer John Palladino and Dave Cavanaugh.

Ford's efforts have resulted in selling millions of records for Capitol. His first religious LP, "Hymns," is to this day a good seller and has been labeled with a gold record and a platinum counterpart signifying sales of two million copies.

Ford's value to Capitol's catalog is underscored in the unique clause in his contract which guarantees him and his family an income for life upon the completion of a five-year pact running through Sept. 30, 1970, according to Loakes. "It took some doing to work that out," admits Ford, adding he's "plowing it back" into Capitol by deferring the acceptance of all his royalties each six months. This savings feature will enable Ford to guarantee financial security for his wife and sons in later life; a later life he admits will see him spending less time in show business and more time as a member of the audience. Ford plans to reduce his work load, play select personal appearances and even reduce the amount of LP's he records (four a year). He wants to spend more time with his family and partake of his inbred love of outdoor sports like fishing and hunting.

This love for the outdoors was the only reason Lee Gillette ever ran into a problem with Ford after signing him in early 1948 right after the musicians' union recording ban began.

"I'd say, 'Ernie, we want to record on Oct. 15,' and he'd look up to me with those eyes that look like St. Bernards and he'd say, 'I can't do that. I'm going hunting.'" Gillette recalls that he ran into this confrontation situation while they were recording "Mule Train." "We really had a time with 'Mule Train.' Ernie left on a hunting trip right after cutting the song. If we'd have moved that recording date we wouldn't have made the song.

"I'd tell Ernie we're setting up a record session and he'd say, 'That's the opening of the dove season.' And I'd say, 'So what? And he'd say, 'I'm going dove hunting. I'll be back in five days. We can do it in five days.'"

When Ford was brought to Gillette's attention while an announcer at KXLA, Pasadena (now KRLA) by Cliff Stone, one of the station's disk jockeys, Gillette was head of country & western music. Among the artists on the roster in early 1948 were Tex Ritter, Tex Williams, Merle Travis, Foy Willing, Riders of the Purple Sage, Jack Guthrie (Woody's cousin), Jimmy Wakely, Stan Kenton, Nat Cole, Peggy Lee, Kay Starr, Johnny Mercer, the Pied Pipers, Freddy Slack, Dennis Day, Gordon Jenkins and Ella Mae Morse.

Gillette heard a "sincere sound" in Ford's voice. In addition to reading the news on KXLA, Ford was hosting an early-morning record show as Ten-
20

Thanks,
Ol' Ern
nessee Ernie and dueting on the air with the country recording he was playing. They sounded a little like he had formal training and he certainly sounded better than the normal run of country artists."

Of his two-octave bass-baritone voice, Ford notes, "My voice trembled when I was quite young." Ford had a penchant for songwriting and his early singles reflected his own country thoughts: "I Got the Milk 'Em in the Morning Blues," "Tennessee Borders," "I'll Holy Tied Over You," his duet with Ella Mae Morse, "Shotgun Boogie," "Blackberry" and "Anticipation Blues." 

"On most of the country singles," notes Lee Gillette, "we woodshed the arrangements. Cliffie Stone was on bass, Roy Hart played brushes on the drum cajons, Merle Travis was on guitar. Nobody read any notes, we had lead sheets, and we'd run the song down and then figure out how many choruses to do. In those days we'd get two masters in four hours." 

Ford's first hit was his own "Shotgun Boogie" which sold around 900,000 copies in 1950. "Anticipation Blues," another original ditty, reflected Ernie's feelings while waiting for the birth of his first child in January of 1950. 

Capitol was faced with the challenge of spreading its newly found country artist into a broader audience. Without the Ron Howard Thompson song, "I'll Never Be Free," provided the weapon to attack the gate to popsville. Producer Gillette decided to pair Ernie with Kay Starr, then one of the label's hot artists. "I'll Never Be Free" actually freed Ford to pursue his own goals. Of the single he feels "the song just kind of got a hold of things." He next recorded "Mule Train," "Cry of the Wild Goose," "Ballad of Davy Crockett," "Farewell" and "His Hands." "Sixteen Tons," Merle Travis' composition, set a blazing sales path when it was released in October 1955. In 11 days over 400,000 copies were sold. 

Ford's career shifted from the singles world of "16 Tons" to the LP market, with a single success in between. There was an attempt to try to record music with a Top 40 sound, with Billy Strange hired to work up some arrangements, a Fender bass used and a contemporary rhythm pattern underscoring the sessions. The singles did not click. Ford has got back to the country market whence he came. His former manager Cliffie Stone feels he should feel back into the bag, and this raises an interesting question: would Ford's religious fans, who are also undoubtedly country buffs, support these efforts if he did get interest in country topics? 

Gillette worked on all of Ford's records until he left Capitol April 1, 1965. In this period he recorded 27 LP's with Ford. The first album was "Lucky Land," a compilation of folk and western titles depicting the rugged stamin of the human soul. Ford's sound on records was to take a radical shift into spiritual music because of his activities for CBS, ABC and then NBC television where he signed off his daily programs with a hymn. Ford's continued utilization of a hymn as his closing signature on his NBC television shows during a five-year span of regular programs did more to instill him with the public as a religious music favorite than anything else. Again Gillette: "We had been talking about doing a religious album when Capitol began to get real realizing these religious songs. Some branches even sent in requests that they thought we had the material.

Ford's first religious LP, "Hymns," sells around 50,000. It has got back to the released in October 1956 and, according to Glen Wallach, "for quite some time that album was our best seller." Two of Ford's religious LP's have won Grammys, "A Friend We Have" (released November 1959) and "Great Gospel Songs" (released September 1965). Four religious LP's received gold records.

Whether he was recording country songs, pop or hymns, Ford's self-assurance, his calm attitude prevailed. "His sessions were pretty faultless," says Gillette. "Some of those religious albums were cut in two sessions, sometimes in under two hours a session. There was one reason; we wasn't looking for perfection in the choir we used. We used to go to churches and use half professional and half the church's own choir. There'd be some mistakes but we wanted a natural sound instead of a Hollywood choir sound. We set out to make records which sounded like people singing hymns in their home church."

When Ford recorded "Mule Train" to combat Frankie Laine's Columbia version, begun to getader head start on it, he recorded this. This was a tip-off, Gillette feels, that Ford could develop into a valid pop music singer. When Ford cut "Wild Goose," his sales in England were impressive. American pop music stations played both singles, with Capitol's Dallas, Tex., branch manager writing Capitol the following telegram: "Strongly advise you stop pressing 'Wild Goose.' This is going to ruin Tennessee Ernie." One year later the wire sender left Capitol to join RCA as an air conditioning salesman, according to Gillette.

The veteran producer in reflecting back on his Ford days has some caustic comments in addition to the compliments. "I was never in favor of him doing pop material. I never felt him doing pop or Broadway show songs. They were never easy to record in comparison with the country or religious songs. When he sang pop he never sounded natural to me. If he had started out on pop songs he wouldn't have made it today. He loved musical comedy songs, and I fought him on this point for a few years. We finally did a few things—it was pride, I guess. He had moved away from being a country boy and I think he wanted to impress people that he could sing pop."

Jack Fascinato, Ford's arranger-conductor since 1954, readily acknowledges that Ford's music is geared for the Midwesterner, "for fiercely loyal" listeners. Fascinato has worked on over 275 records with Ford, creating original background sounds totally different from those he originated from 1948-1954 as the musical director for Capitol's Alan, Fran and Olile show on NBC-TV. "He has a name of the game in working with hymns," Fascinato expains, "is to maintain the authenticity of the way the songs are done in church. I don't believe arrangements or going up a tone, I've tried to keep my arrangements basic and truthful, which presents a bit of a problem in that you have to grind the albums out and not be repetitive. So I've come up with different arrangement variations for Ernie. Like woodwinds and French horns or different vocal group combinations.

Having completed Ford's 20th anniversary album, "Songs I Love to Sing," Fascinato will be released Feb. 3. Fascinato has developed his latest thoughts on the next religious package which will be recorded this year, he would like to use strings, a brass quartet, rearranged and then a vocal double or triple quartet. He will probably get his way. Ford allows Fascinato great freedom in creating the arrangements after they have discussed the project. "Jack sets up the music, he knows me so well," Ford reflects. There is a danger in adding too many ingredients to a religious original so Fascinato may end up overproducing an album. Basically you always have the organ or piano sound that's the sound heard across the country. But it can be augmented with other instruments if they're not overcome."

A hallmark of Ford's recording career has been his built-in filter which controls the extremes to which he will allow himself to go. His voice is deeper 20 years after he began as a hillbilly singer. He has lost a nasality which affected earlier recordings.

Cliffie Stone, Ford's manager for 12 years, hears the natural maturing in Ford's voice, the natural "development from an artist starting out as hungry and singing from the heart." Ford's style has become polished because of his association through the years on his various TV shows with Rosemary Clooney, Dinah Shore, Gisele MacKenzie and other pop vocalists. Stone believes. "Ernie never gave any thought to breathing or the proper way to sing a song. He just sang it." While that may have been the way it was in the pristine days, Ford today is concerned about the technical aspects of his trade. His anniversary LP is a radical departure because he sings softly, avoiding the loud gusto which marked all his previous records. And he was concerned about proper breathing techniques.

Ford became more concerned about song selection and his own image when he became a top TV personality. Seven and one-half years ago he moved to the Portola Valley, 40 miles north of San Francisco. This move away from Los Angeles has meant that Capitol and Ford have logistical problems to work out. One solution has been to have Ford record several projects in San Francisco.

Voyle Gilmore, a veteran Capitol employee, first saw the power of Ford's personality in Long Beach, Calif., when Ford attended a promotion at a Sears store. Gilmore was a salesmen at the time and recalls that of all the country acts attending the promotion, Ford drew the most attention. "He seemed to be the ladies' favorite. People requested his photo over the other artists. I remember I wrote in about that. Ernie was always cool; he was always a real gentleman." To another old-time Capitol producer, Ken Nelson, Ford has always had self-confidence. He knows what he will do and he does it. There's no baloney, no monkeying around, is it good or isn't it?" "When Ernie goes into the studio, he doesn't have any emotional side to his personality," says Loakes, associated with Ford for 20 years. "He goes into the studio, does two or three sessions and gets out. He doesn't care if there are crows in the booth. He has no quirks, no special requirements."

Ken Nelson puts it all in perspective: "He is about the easiest guy in the world to work with."

w w w . a m e r i c a n r a d i o h i s t o r v . c o m

ment after listening to the playback. Chief arranger, Jack Fascinato, notes. "He's giving Ford some trouble in getting in on time."

Producer John Palladino has flown up from Hollywood to supervise the three songs Ford has to do to complete the album. Twenty years ago Ernie Ford stepped into Capitol's own studio on Melrose Avenue in Hollywood to record his first country single. Now he utilizes the newest of recording techniques in a project of pop songs made hits by other singers.

The tape begins to roll: "71259 Moonlight in Vermont," take two," says the voice of drummer Dave Caroaghe, who began the project but dropped out because of illness. A harp begins; then an organ, then vibes. Ford is singing gently, softly, restrained in projection. This is the "new" Ford model, the new concept for this first project for 1969. Ford sings all the songs in a gentle manner.

Suddenly the rhythm begins, in double time, a pulsating pace with which Ford has to keep up with. There is one passage which Ford next turns to: "It's All in the Game." His hands are clenched in a prayerlike manner. Palladino thinks the ending needs an instrument. "Can you hum?" he asks Ford. Ernie hums. "Yeah that's it." The two listen to the arrangement without Ford's added humming. "That's awfully pretty," Ford says. "Leave it alone." Palladino instructs. The song requires three takes.

A baroque flavor in the strings introduces the final song, "PS I Love You." Ford records it easily. "That one felt good." "He's having a lot of fun singing this." Palladino says to Jim Lookes, Ford's manager. At 2:10 p.m. the work is done: a little over one hour after it began. Ford is asked why he's holding back his vocal power on this LP. "I wanted to make an album which wouldn't jar you out of your seat. On all my other albums it's been full, full voice."

Ford sees this process of adding his voice after all the other components are done. Half the album was done "live" with the orchestra and chorus in Hollywood. The closest Ford has come on any other album to holding back his vocal strength occurred on the LP, "Country Hits—Feelin' Blue" which was done with just a guitar and bass fiddle. "When you sing softly," Ford points out, "it's just volume. It makes a difference in your breathing because your notes are softer. You've got to use a larger throat opening."

"Everything on this album is very transparent because the orchestral sound is so delicate." Palladino explains. Arranger Jack certain strains which link his newest album with that of his first, "Lusty Land," an LP which linked Ford with the rugged outdoors.

In the change department, Ford's voice has gotten deeper, his phrasing more confident. He is the complete artist, facing each project with self-confidence based on his years of experience. He has divorced himself from the hillbilly image to become the big city sophisticate.

In the similarity department, he sounds as unfurled on the first LP as he is on the nearest. The musical backgrounds compliment him on both albums. He is never buried by any instrument or combination of instruments and voices. There is still a trace of a southern accent. On his "Lusty Land" LP he's more nasal, more twangy, a tinge of country coyness in his voice. Yet the arrangements are very airy and rather jazz-flinged. The band of Red Mandel, clarinet and flute; Doni Rice, clarinet and bass clarinet; Charlie Parloa, trumpet; Rudy Bandock, bass; Bobby Gibbons, guitar and mandolin; and alternating drummers Roy Harte and Milt Holland, offers a warm sound, a driving band sound. In the year of its release, 1956, Ford was thinking about: "John Henry," "Trouble in Mind." "Dark as a Dungeon," "False Hearted Girl," "Chicken Road," "Who Will Shoe Your Pretty Little Fool," "The Rovin' Gambler," "In the Pines," "I Gave My Love a Cherry," "Nine Pound Hammer," "Gaily the Troubadour" and "The Last Letter."


The new LP certainly reflects Ford's own appreciation for lyrical beauty. But there is nothing shocking about listening to him almost whisper the ending to "It's All in the Game," on the new LP or catch his "punny little feet" phrasing on "Who Will Shoe Your Pretty Little Fool" on the first LP. Or his full voiced emotional reading of the line about contemplating suicide on "Trouble in Mind" which goes—"I'm gonna lay my head on some fones and railroad track and let the 2:19 train pass my mind." (Richard M. Jones, Leeds Music Corp.)

Ford's musical stability has endeared him to people all over the nation. "Ernie has the same stature and prominence that Nat Cole had," offers Glenn Wallichs. "I haven't noticed a change in his style or quality. He has not tried to change it: it hasn't been necessary for him to change it."

Ford's gentleness and simplicity often affect other people working with him in the studio. "I don't ever recall Ernie raising his voice," recalls one associate, "and as a result, no one else had cause to raise his voice. The sessions just moved smoothly."

Twenty years have not diminished the fact that whatever Ernie Ford does, he does with living colors and a totally professional concern for his listener. In that sense his musical moods are youthful and fresh.
Capitol Salutes 20 Years of Tennessee Ernie Ford
February Artist of The Month
Stock Up Now!
HOWDY
ERNIE...

We'll be sittin' up nights, watchin'
when you come visit us, September 11 thru 24...
at Harrah's Tahoe.

CONGRATULATIONS
Ernie,
On Your
20th Anniversary
With Capitol.

Jack Fascinato
INTRODUCING
THE NEW
FORD

11 track records. Standards-equipped:
My Funny Valentine, When It's Sleepy Time
Down South, I Can't Get Started.

New styling features:
Little Green Apples, By The Time I Get To Phoenix.

On Sale in Dealer Showrooms February 3rd.

TAKE A SPIN.
On 20 years with Capitol.
Here's to 20 more

Ernie, Let's make it another 20

Snyder Music, Inc. Central Songs, Inc. 1804 Ivar Avenue, Hollywood, California Cliffe Stone, President

THE JACK HALLORAN SINGERS

SPECIAL MERIT PICKS

- Continued from page 30

blue-ribbon group from the Motor City. And they didn't skimp on arrangement numbers including "Girl, Get Out of the Rain," "Street Angel," and a medley of "I'm Gonna Get You," "Where Did Our Love Go?" "Marvin," a good guess number for the quintet.

BOBBO W—Imperial LP 1240 (5)
From a bright, new disc comes a bright new sound. Bobby and I have a special way with the word. Their new group is a combination of some of today's hottest producers and their own unique sound. They've added to their repertoire with some new and interesting numbers: "Where Did Our Love Go," "Morning," "The Next Time You Hear," and are sparkling with such hits like "Mack the Knife." Their beautiful, updated versions of "Everybody's Gone to the Meadow," and "Sweet Talker," are a must for your collection. Their "Tweedy Brother," their "Superior Instrumentation," their "Strong Beat," as in "Leavin' My Home," their "Electronic Effects," is certainly not a new sound. Bobby and I have a special way with the word. But, the presence of a Tweedy Brother adds to the appeal of the group. The new LP is a modern groover, with a balance of electronics and live percussion. It could be a major-seller LP.

LOW PRICE CLASSICAL

MOZART—Four Piano Concertos—Krauss/London Symphony (Columbia) Phillips 5-210 (5)
This handsome boxed set of nine discs contains four concertos: No. 21 in C, No. 22 in G, No. 24 in D, and No. 25 in C minor. The concerto movement is in G minor, with a brilliant and crisp technique. The package is accompanied by a program book on the artist, the composer, and the specific compositions.

LOW PRICE CLASSICAL

OPERS ARAIS—Richard Todd—Sarastro—Philco 8500 (5)
The great tenor voice of Richard Todd is heard in another Sarastro set included in this four-disc set. The voice is quite lovely, with a brilliant and crisp technique. The package is accompanied by a program book on the artist, the composer, and the specific compositions.

COUNTRY

BOB WATSON—Ratty Rudder—United Artists 6-3681 (5)
Buddy Knox, former pop star of "Party Girl," has gone country, and the transition is smooth and perfectly suited to his fine voice. In this "Foxy" album, the new Buddy Knox team builds on his success single "Supper Time." There is a good productivity in Buddy Knox's "Break My Heart," and in his own "Kathy's Memory." This LP will find much favor with country fans.

BLUE

Viva Album to Celebrate 50 Years of Radio

LOS ANGELES—Snuff Garrett's Viva Records is releasing an album, "Themes Like Old Times," to commemorate the 50th anniversary of radio.

The LP has 50 of the most famous original radio themes of the 1930's, 40's and 50's, including those of Fibber McGee & Molly, Amos 'n Andy, Lou Radio Theatre, Grand Central Station, among others. David Goldin of New York, who owns the tapes, produced the album. Ed Silvers, vice-president and operational director of Garrett Productions, said plans are to merchandise the product through radio stations, including top 40 and underground outlets.

Viva hopes to gain album indentification by having disc pockets playing portions of the vintage themes, a 10-inch promotional LP for radio use. The LP, a simulated 78 to play at 33 1/2, will be breakable, bearing labels and have vintage appearance. The LP, a simulated 78 to play at 33 1/2, will be breakable, bearing labels and have vintage appearance. The LP, a simulated 78 to play at 33 1/2, will be breakable, bearing labels and have vintage appearance.

Also planned are radio contest and retail store merchandising aids. A follow-up album is planned.

Garrett plans to release three additional albums with the radio commemorative package: "Swed-ash Rhapsodies for Those in Love," by the Israeli Strings on Rado Records; "An Affair to Remember," by the Angelic Mandolin Choir on Bravo; and "Memories of That Rainy Night," by Jonathan Knight on Viva.

Music Makers in New Music Move

NEW YORK—A new sound-dubbing studio recently constructed by the Music Makers Group will be geared toward creating new music and recording foreign movies for the American market. Music Makers Group, headed by president Mit- ton Herson and chairman Mitch Leigh, creates original music for leading U.S. advertisers, radio- TV stations and the film industry.

www.americanradiohistory.com
**New Album Releases for February**

**NEW POPULAR RELEASES**

**A**
- The Merry Tarlets of JIM O'NEAL
- BRIAN AUGER—Bamboo Chaser
- JOHNNY RAY—Blue Eyes
- ARETHA FRANKLIN—Righteous Brothers

**B**
- DOROTHY BUTLER—Journey in Country Song
- LEROY BRASS—Guitar Sounds of Leroy Brass
- DINAH WASHINGTON—Cotton Tail

**C**
- HERBON HARRIS—Coping with Strong Emotions
- BILLY GRIFFITH—High Country
- CHADWICK CLEARWATER REVIVAL—Bozeman County
- CHUCK DAVIS—Live at Ronnie Scott's
- CURRIER-FRANCIS DANIELE—Clowning Around

**D**
- THE NO-DRUM CHILDREN'S CHOIR—Chitty Chitty Bang Bang
- MISTY MILLER—Don't Mind If I Do
- MARIA DI VINO—Guido Di Napoli

**FEBRUARY 8, 1969, BILLBOARD**
**SESAC to Nashville—Building Nearly Set**

**NASHVILLE**—An almost completed structure just east of the city's Music Row will be known as the SESAC Building, and will house the performing rights agency as its principal tenant.

The building will be shared by H.M. Gregory, its president and majority owner, and his talent agency and publishing firms. A third tenant, at mid-February, will be Rod McKuen who will oversee RCS/MQM.

Joe Talbot, director of SESAC here, indicated the larger quarters would mean expansion for the agency. This move by SESAC is in keeping with the stress placed upon Nashville by the licensing societies and organizations.

**KRON-FM Shifts Over to Stereo & Increases Power**

By GREGORY LINK

SAN FRANCISCO—KRON-FM, which specializes in showcasing new releases of both classical and show music, has shifted to stereo and has increased its power to 50,000 watts vertical and 50,000 watts horizontal.

Bill Baker, in charge of program development, said, "There is a chief advantage of FM over AM now, and that is Green Acres," the theme song already has been cut here. "This is a veteran genre program," he said. The new show will be produced by Ray Sommers, who handles "Green Acres.""

Baker feels the musical and visual aspects of the show will provide strong visual impact, and the music of the show will have an emotional appeal.

**Williams Taping Pilot Shows In Bid for Television Series**

**NASHVILLE**—Hank Williams Jr. has joined the long line of performers who have taped pilot shows in hopes of inaugurating a television series.

Williams is on location at Cape Coral, Fla. where he filmed both outdoors and indoors under the direction of Herman Sperrey, producer of the "Upbeat" series.

The pilot is being financed by Gulf American, a land development company located south of Fort Myers. Guest on the pilot were Del Reeves, Penny De Havens, Jean Shepard and Ted Ritter.

Hank Jr.'s band, the Cheating Hearts, and his late father's original group, the Drifting Cowboys, will appear regularly on the film if it gets network play. At least six other country artists are in the process of taping pilots, and two or three others are screen-testing for some Holloway Productions. The latter is Loretta Lynn, Decca artist.

Roy Clark, Dot artist, reportedly is in line for a weekly comedy show on CBS TV next fall. Clark has a talent for imitating country stars Rich Little and Donna Jean Young, is "Pioneer Spirit." The country music show has been around and will feature a weekly variety show, the band, and a new recording by Hank Williams Jr.

**Opryland Title Goes to WSM**

**NASHVILLE**—It's official now, WSM, Inc., has title to Opryland Records.

H.M. Gregory, president of the firm, said the American Federation of Musicians had finally decided it had time to cut this title, which it had sought for a number of weeks. As soon as written confirmation arrives, Vaugh said, WSM can go ahead with recording plans.

**Live Shows By WHIM**

**PROVIDENCE, R.I.**—Radio Station WHIM, taking a leaf from WSM and WWVA in the production of a weekly jamboree, since last June has presented a live show each Friday night.

The four-and-a-half-hour live show from Fla. has been cut and spliced to create a nationally distributed syndicated program.

**CMA at MIDEM**

**NASHVILLE**—A delegation headed by Country Music Association (CMA) board chairman and vice president of RCA, represented the CMA at MIDEM.

Dick Baker, also of RCA and treasurer of CMA, said nearly all the support cards and blanks for membership in the association were distributed to publishing artists-record company representatives and others qualified for membership at the conference. Broderick felt that organizational membership was the result of CMA participation.

**Country Music Scene**

A coast-to-coast tour of the nation's top country music stars is on the cards for next week for "Gold diggers' Duet Back in Summer.

**Gold diggers' Duet Back in Summer**

LOS ANGELES—The summer engagement for "The Dean Martin Show" on NBC-TV network, "Gold diggers' Duet Back in Summer," will bring back the hits—the "Gold diggers"—back this coming summer again.

Artists on the label will include Glen Campbell, The Four Seasons, Pat Carroll, Bobby Donnell, Little Frankie, the Nicks Brothers, the Sahara Band, the Grady Brothers and the Grady Brothers, Inc. (BMI), and Grady Artist Management. The label is based in Greensboro, N.C. CMA sponsorship is handled through the CBS, NBC, Columbia and Epic television and radio commercials.

Walter Grady has changed the name of the label to Goldies and Edorado Records. Henceforth the label will be called, Little唱片 Records. Artists on the label include Glen Campbell, The Four Seasons, Pat Carroll, Bobby Donnell, Little Frankie, the Nicks Brothers, Sahara Band, the Grady Brothers, the Grady Brothers, Inc. (BMI), and Grady Artist Management. The label is handled in Greensboro, N.C. CMA sponsorship is handled through the CBS, NBC, Columbia and Epic television and radio commercials for the CBS Record division. The spot, one of a kind, will be filled by a record on an individual market basis during the fall. The spots will be on the CBS, NBC, Columbia and Epic television and radio commercials.

Harry P. Howard, head of the label, and Tommy Wynette have recorded commercials for Goldies and Edorado Records.

Earl Greens and Charlie Louvin recorded commercials for Florida, Tenn., for "Dis- tinguished Achievement in Music" in support of the March of Dimes.

Gordon T. Perry, back home after a two-week trip to the West Coast, taped a segment for the "Holly- wood Palace" show this past week.

Sunshine Ruby, Eto Tain, artist, who is scheduled for appearances in Texas, Louisiana and Oklahoma with Fred Waring's "Pennies Singers" tour, has a TV show, "Jim Ed Brown on Tour," scheduled for 11 days in March.

Nugget has signed a contract with a West Coast talent agency and will be appearing in a un iform of the most shows booked this past week. The next show will be at the Los Angeles Forum, which is a country music show.

Harve Hoemers, president of Triple Talent and Bob Tal- lant Records, has scheduled Roger Engoff as Wisconsin representative for interest in personal management firms.

Just before leaving for the CMA convention, John L. Sullivan, owner of Sullivan Takes, has booked a record crowd for country music in the area. Sullivan reported that $39,000 was netted on the event with a turnout crowd. The show included Hank Snow, Johnny Cash, the Charlie Daniels Band, Patti Page, Johnnie Wright, the O'Kanes, Johnny Cash, the Charlie Daniels Band, Patti Page, Johnnie Wright, the O'Kanes, Roy Clark, Loretta Lynn, Zip McCor- mick, The Wilburns, the Louvin Brothers and George Jones.

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### This Week's Hot Country Singles

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<td><strong>2.</strong></td>
<td>When the Grass Grows Over Me</td>
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<td><strong>3.</strong></td>
<td>Until My Dreams Come True</td>
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<td>The Cardinal County Accident</td>
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<td>Your Love</td>
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<td><strong>6.</strong></td>
<td>The Ballad of Forty Dollars</td>
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<td><strong>7.</strong></td>
<td>To Make Love Sweeter for You</td>
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<td><strong>8.</strong></td>
<td>Darling, You Know I Wouldn't Lie</td>
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<td><strong>9.</strong></td>
<td>Goodtime Charlie</td>
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<td>The Girl Most Likely</td>
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<td><strong>11.</strong></td>
<td>Flatter My World Every Hour</td>
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<td><strong>12.</strong></td>
<td>Only the Lonely</td>
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<td><strong>13.</strong></td>
<td>I Take a Lot of Pride in What I Am</td>
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<td><strong>14.</strong></td>
<td>Your Square Is on the Warpath</td>
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<td><strong>15.</strong></td>
<td>Bring Me Sunshine</td>
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<td><strong>16.</strong></td>
<td>What Are Those Things (With Big Black Wings)</td>
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<td><strong>17.</strong></td>
<td>Who's Julie</td>
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<tr>
<td><strong>18.</strong></td>
<td>Wichita Lineman</td>
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<td><strong>19.</strong></td>
<td>Stand by Your Man</td>
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<td><strong>20.</strong></td>
<td>Your Square Is on the Warpath</td>
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<td><strong>21.</strong></td>
<td>While Your Sleepers Sleep</td>
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<td><strong>22.</strong></td>
<td>Custody</td>
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<tr>
<td><strong>23.</strong></td>
<td>Where Are Those Things (With Big Black Wings, Part II)</td>
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<tr>
<td><strong>24.</strong></td>
<td>Don't Wake Me I'm Dreaming</td>
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<td><strong>25.</strong></td>
<td>Madame Haggard &amp; the Strangers</td>
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<td>Name of the Game Was Love</td>
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<td>Sugar Cane County</td>
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<td><strong>31.</strong></td>
<td>Won't You Come Home (And Talk to a Stranger)</td>
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<td><strong>32.</strong></td>
<td>Only You</td>
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<tr>
<td><strong>33.</strong></td>
<td>Strings</td>
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<td><strong>34.</strong></td>
<td>The Skin's Gittin' Closer to the Bone</td>
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<td><strong>35.</strong></td>
<td>Closest Thing to Love</td>
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<td><strong>36.</strong></td>
<td>I Love You</td>
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<td><strong>37.</strong></td>
<td>Soft and Tenderly</td>
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<td><strong>38.</strong></td>
<td>A Funny Thing Happened (On the Way to Miami)</td>
</tr>
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</table>

**Billboard Special Survey for Week Ending 2/8/69**

**1.** Daddy Sang Bass - Columbia 444049 (House of Cash, BMG)
**2.** When the Grass Grows Over Me - Carl Smith, RCA Victor 47-9596 (Capitol, BMG)
**3.** Until My Dreams Come True - Jack Greene, Decca 22142 (Blue Creek, BMI)
**4.** The Cardinal County Accident - Marty Wilkins, RCA Victor 47-9644 (Waterloo, BMI)
**5.** Your Love - Midwestern, RCA Victor 47-9642 (Midwestern, BMI)
**6.** The Ballad of Forty Dollars - Tex Martin, Mercury 72863 (Newkirk, BMI)
**7.** To Make Love Sweeter for You - Jerry Lee Lewis, Smash 4443 (Galaxie, BMI)
**8.** Darling, You Know I Wouldn't Lie - Conway Twitty, Decca 22390 (Tree, BMI)
**9.** Goodtime Charlie - Joe Digger, American 50467 (Pepsi Cola, BMI)
**10.** The Girl Most Likely - Junior Kimbrough, Capitol 2327 (Singer Hill, BMI)
**11.** Flatter My World Every Hour - Mary Pope, Mercury 72865 (Newkirk, BMI)
**12.** Only the Lonely - Sonny James, Capitol 2370 (All-Five, BMI)
**13.** I Take a Lot of Pride in What I Am - Marty Haggard & the Strangers, Capitol 2299 (Blue Book, BMI)
**14.** Your Square Is on the Warpath - Loretta Lynn, Decca 22397 (Sure-Fire, BMI)
**15.** While Your Sleepers Sleep - Leon Ashley, Aurora 7500 (Aurora, BMI)
**16.** What Are Those Things (With Big Black Wings) - Charlie Louvin, Capitol 2295 (Blue Cat/Paul & Range, BMI)
**17.** Don't Wake Me I'm Dreaming - Marty Wilkins, Decca 22394 (Pepsi Cola, BMI)
**18.** Madame Haggard & the Strangers - David Houston, Epic 50430 (Galaxie, BMI)
**19.** Name of the Game Was Love - Roy Orbison, RCA Victor 47-9643 (Dare, BMI)
**20.** Still in Love With You - Conway Twitty, Decca 22391 (Blue Book, BMI)

**Next Week**

<table>
<thead>
<tr>
<th>Last Week</th>
<th>This Week</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1.</strong></td>
<td>Longest Beer of the Night</td>
</tr>
<tr>
<td><strong>2.</strong></td>
<td>Faded Love and Winter Roses</td>
</tr>
<tr>
<td><strong>3.</strong></td>
<td>Who's Gonna Mow the Grass Back Over in His Backyard</td>
</tr>
<tr>
<td><strong>4.</strong></td>
<td>Ballad of Two Brothers</td>
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<tr>
<td><strong>5.</strong></td>
<td>Please Take Me Back</td>
</tr>
<tr>
<td><strong>6.</strong></td>
<td>Kaw-Liga</td>
</tr>
<tr>
<td><strong>7.</strong></td>
<td>Him and Her</td>
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<tr>
<td><strong>8.</strong></td>
<td>Hold Me Tight</td>
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<tr>
<td><strong>9.</strong></td>
<td>You Touch My Heart</td>
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<tr>
<td><strong>10.</strong></td>
<td>Let It Be Me</td>
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<tr>
<td><strong>11.</strong></td>
<td>The Things That Matter</td>
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<tr>
<td><strong>12.</strong></td>
<td>You're My Sweet Love Lifted Me</td>
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<tr>
<td><strong>13.</strong></td>
<td>I Want One</td>
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<tr>
<td><strong>14.</strong></td>
<td>This Is a Sin</td>
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<tr>
<td><strong>15.</strong></td>
<td>Walking Midnight Road</td>
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<tr>
<td><strong>16.</strong></td>
<td>Since They Fired the Band Director (At Murphy High)</td>
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<tr>
<td><strong>17.</strong></td>
<td>I Remember Loving You</td>
</tr>
<tr>
<td><strong>18.</strong></td>
<td>Love Is Just a State of Mind</td>
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<tr>
<td><strong>19.</strong></td>
<td>Too Hot to Say I'm Sorry</td>
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<tr>
<td><strong>20.</strong></td>
<td>The Price I Had to Pay to Stay</td>
</tr>
<tr>
<td><strong>21.</strong></td>
<td>Eye to Eye</td>
</tr>
<tr>
<td><strong>22.</strong></td>
<td>When You're Seventeen</td>
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<tr>
<td><strong>23.</strong></td>
<td>Girls in Country Music</td>
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<tr>
<td><strong>24.</strong></td>
<td>She's Looking Better by the Minute</td>
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<tr>
<td><strong>25.</strong></td>
<td>On What a Woman</td>
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<tr>
<td><strong>26.</strong></td>
<td>From the Bottle to the Bottom</td>
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**9.** Goodtime Charlie - Joe Digger, American 50467 (Pepsi Cola, BMI)
**New Ford Food Franchise**

NASHVILLE — Tennessee Ernie Ford has entered the fast-food franchise organization, teaming with Martha White Foods and a number of other Nashville stockholders to form a new franchising corporation. Martha White Foods will own the largest single block of stock. The franchise operation will feature steak and biscuits, and other similar food items.

**Marijohns Break Up**

NASHVILLE — The Marijohn Singers, a fixture in recording sessions here for the past few years, have dissolved. Marijohn Wilkins, leader of the group, is in the process of moving to Germany for an indefinite time, and is in Texas prior to her departure overseas. Her son, Bucky Wilkins, will operate the Buckhorn Music Co., her publishing firm, and will be recording soon as a single artist under the supervision of producer-arranger Don Tweedy.

Ed Bruce, a long-time member of the group, now is devoting his time fully to recording as a solo on Monument Records. The other two former members now are relocated in other facets of the music business.

Mrs. Wilkins, a noted songwriter, said she planned to "start a new life" in Germany, and is "leaving a little bit of France behind." Her Marijohn Singers were used as backup groups for scores of sessions on all labels.

Details were worked out in California, with Martha White board chairman Cohen T. Williams, construction executive Lewis Guiney and Tex Townsend, representing Nashville backers. Robert Blatz, president of Elm Hill Packing, also is a principal in the group.

The new firm will headquartered here, a mecca for launching franchise operations.

Williams will serve the new company as chairman of the board. He said the group hopes to have the program underway by mid-spring.

Ford, in addition to the use of his name, will participate in advertising and promotional efforts of the new company, and will be a stockholder.

In 20 years of continuous recording with Capitol, he has marketed 38 LPs.

---

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Nashville, Tenn. 37202
415/254-1077

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**Brite Star's Pick Hits**

- Anything You Choose — Spunky & Our Gang (Mercury)
- Ball Fright — 20th Century Ooz (Vanguard)
- Individuality—Basic of the Thing (Chic-Lite)
- My Back Door — Mixed Emotions (J.W.
- Funky Fugue — The Notables (Bound City)
- Love and Me — Tina Gordon (Gee)
- Why — Ellie Barris (El Bat)
- Memories of Paris — Cliff Carpenter (Inter Rec)
- The Vibration — Sunny Harris (San)
- Gonna Tell It Like It Happened — Jimmy Skinner (Velco)
- Feelin' Good — Billy Haines (Palos)
- Big Wheels Sing for Me — Johnny Dollar (Chart)
- I've Got to Face It — Heartbreakers (Derby City)
- Tinted Green — Hazards (Unicorn)
- Joanie — Freddy Haeffer (American)
- I Threw a Fit — Dicky McCreeless (Da-Mc)

---

**Country Music**

HANK SNOW appears on the "Grand Ole Opry" on its 20th anniversary with the show.

**“Somebody’s Always Leaving”** (Columbia 44-4726), by that fine artist Stonewall Jackson, is sure to be as big a success as his other recent hits. "Somebody's Always Leaving" is a powerful ballad which Mr. Jackson presents with his customary sincerity and depth of feeling. The flip side is entitled "Rercass Time" and makes very good listening. Admirers of this versatile vocalist will find this particular package extremely enjoyable. Stonewall Jackson demands the finest guitar to provide his backing. He always chooses a Gibson — the choice of professionals.

(Advertisement)
**February 8, 1969, Billboard**

### Billboard Special Survey

**For Week Ending 2/8/69**

#### Country LP's

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>NICHITA LINEMAN (Columbia, Capitol ST 102 (S))</td>
</tr>
<tr>
<td>2</td>
<td>HARPER VALLEY P.T.A. (Jannette C. Riley, Platinum PLP 1 (S))</td>
</tr>
<tr>
<td>3</td>
<td>LITTLE ARROWS (Leonard &amp; Berta Orda, Stax 57076 (S))</td>
</tr>
<tr>
<td>4</td>
<td>BORN TO BE WITH YOU (Danny James, Capitol ST 111 (S))</td>
</tr>
<tr>
<td>5</td>
<td>JIM REEVES ON STAGE (RCA Victor LSP 4061 (S))</td>
</tr>
<tr>
<td>6</td>
<td>I WALK ALONE (Harry Robbins, Columbia CS 9725 (S))</td>
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<tr>
<td>7</td>
<td>GENTLE ON MY MIND (Gene Campbell, Capitol 37899 (S), ST 3790 (S))</td>
</tr>
<tr>
<td>8</td>
<td>MAMA TRIED (Hank Williams, Capitol ST 2792 (S))</td>
</tr>
<tr>
<td>9</td>
<td>ALREADY IT'S HEAVEN (David Hamilton, Epic (No Mono), BN 26291 (S))</td>
</tr>
<tr>
<td>10</td>
<td>WALKIN' IN LOVELAND (Eddy Arnold, RCA Victor LSP 4016 (S))</td>
</tr>
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<td>11</td>
<td>BOBBIE GENTRY &amp; GLEN CAMPBELL (Capitol ST 2798 (S))</td>
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<tr>
<td>12</td>
<td>JEWELS (Wyman Jennings, RCA Victor LSP 4085 (S))</td>
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<tr>
<td>13</td>
<td>SHE STILL COMES AROUND (Jerry Lee Lewis, Smash SR 67112 (S))</td>
</tr>
<tr>
<td>14</td>
<td>JUST THE TWO OF US (Poster Messenger &amp; Dallas Horton, RCA Victor LPM 4039 (M), LSP 4029 (S))</td>
</tr>
<tr>
<td>15</td>
<td>JOHNNY CASH AT FOLSOM PRISON (Columbia (No Mono), CS 9639 (S))</td>
</tr>
<tr>
<td>16</td>
<td>A TIME TO SING (Hank Williams, Jr., MGM (No Mono), SE 4540 (S))</td>
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<tr>
<td>17</td>
<td>LORETTA LYNN'S GREATEST HITS (Decca (No Mono), BL 70020 (S))</td>
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<tr>
<td>18</td>
<td>6-1-4-C-B-C (Tommy Womack, Epic (No Mono), BN 26302 (S))</td>
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<tr>
<td>19</td>
<td>SOLO GOLD '66 (Chet Atkins, RCA Victor LSP 4061 (S))</td>
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<tr>
<td>20</td>
<td>SHE WEARS MY RING (Ray Price, Columbia CS 9723 (S))</td>
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<tr>
<td>21</td>
<td>BEST OF EDDY ARNOLD (RCA Victor LPM 3365 (M), LSP 3365 (S))</td>
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<td>22</td>
<td>LUV THE DRIFTER, JR. (MGM ST 4359 (S))</td>
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<tr>
<td>23</td>
<td>LOVE TAKES CARE OF ME (Jack Greene, Decca 61 75035 (S))</td>
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<tr>
<td>24</td>
<td>I'VE GOT YOU ON MY MIND AGAIN (Skeeter Davis &amp; His Backbeats, Capitol ST 1131 (S))</td>
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<tr>
<td>25</td>
<td>SONGS OF PRIDE...CHARLEY THAT IS (Charley Pride, RCA Victor LPM 4044 (M), LSP 4044 (S))</td>
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<tr>
<td>26</td>
<td>NEXT IN LINE (Connie Francis, Decca 73062 (S))</td>
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<tr>
<td>27</td>
<td>BEST OF MERLE HAGGARD (Capitol (No Mono), SAD 2801 (S))</td>
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<tr>
<td>28</td>
<td>BY THE TIME I GET TO PHOENIX (Gene Campbell, Capitol 5 2801 (M), ST 2801 (S))</td>
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<tr>
<td>29</td>
<td>THE ROMANTIC WORLD OF EDDY ARNOLD (RCA Victor LPM 4009 (M), LSP 4009 (S))</td>
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<tr>
<td>30</td>
<td>STAND BY YOUR MAN (Tammy Wynette, Epic BN 26451 (S))</td>
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<tr>
<td>31</td>
<td>COMING ON STRONG (Herman Carroll, Monument SLP 18103 (S))</td>
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<tr>
<td>32</td>
<td>MONEY (Bobby Goldsboro, United Artists 666, LSP 666 (S))</td>
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<tr>
<td>33</td>
<td>CHARLEY PRIDE...IN PERSON (RCA Victor LPM 4044 (M), LSP 4044 (S))</td>
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<tr>
<td>34</td>
<td>DRINKING CHAMPAGNE (Cal Smith, Eddy KS 3583 (S))</td>
</tr>
<tr>
<td>35</td>
<td>HEY LITTLE ONE (Gene Campbell, Capitol 3 27878 (M), ST 27878 (S))</td>
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<tr>
<td>36</td>
<td>MORE COUNTRY SOUL (Don Gibson, RCA Victor LSP 4053 (S))</td>
</tr>
<tr>
<td>37</td>
<td>A NEW PLACE IN THE SUN (Gene Campbell, Capitol (No Mono), ST 27907 (S))</td>
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<tr>
<td>38</td>
<td>HEY DADDY (Charlie Louvin, Capitol 3231 (S))</td>
</tr>
<tr>
<td>39</td>
<td>SOUTHERN BOUND (Johnny Carter, Bowie BLS P 3714 (S))</td>
</tr>
<tr>
<td>40</td>
<td>ANOTHER TIME, ANOTHER PLACE (Jerry Lee Lewis, Smash (No Mono), SR 67112 (S))</td>
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<tr>
<td>41</td>
<td>HEY DARRELL MCCALL (Vince Hill, ST 1020 (S))</td>
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<tr>
<td>42</td>
<td>HAPPY STATE OF MIND (Cass McCombs, RCA Victor LSP 4077 (S))</td>
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<tr>
<td>43</td>
<td>HOLY LAND (Johnny Cash, Columbia KCS 9736 (S))</td>
</tr>
<tr>
<td>44</td>
<td>NAT STICKEL SINGS (RCA Victor LSP 4066 (S))</td>
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<tr>
<td>45</td>
<td>4TH DIMENSION (George Hamilton IV, RCA Victor LSP 4066 (S))</td>
</tr>
</tbody>
</table>

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**Tommy Overstreet**

**"Watching The Trains Go By"**

b/w **"LOVE, LOVE, LOVE"**

45-17189

Produced by Henry Hurt

Written by Don Penn and Spooner Oldham

Published by Press Music
Country Music

Yesteryear's Hits

Change-of-place programming from your library's shelves, featuring the disks that were the hottest in the country Field 3 years ago and 10 years ago this week. Here's how they ranked in Billboard's charts at that time.

POP SINGLES—10 Years Ago
January 26, 1959

1. Smoke Gets in Your Eyes—Platters (Mercury)
2. My Happiness—Comics Francis (MGM)
3. Donna—Bitchie Valles (Del-Fi)
4. 16 Candles—Crests (Cord)
5. Stagger Lee—Hugo Peretz (ARC-Paragon)
6. Gotta Travel On—Billie Grammer (Merry--go-round)
7. A Lover's Question—Ode Records (Mantic)
8. Lonely Teardrops—Jubilee Wilson (Brunswick)
9. Godfrey Bailey—Jack Scott (Carlin)
10. Whole Lotta Loving—Fats Domino (Imperial)

POP LP's—5 Years Ago
January 25, 1964

1. The Singing Nun—(Phillips)
2. In the Field of Poppies—Patti Page & Mary (Warner Bros.)
3. Fun in August—Fats Presley (RCA Victor)
4. West Side Story—S.C.O.C. (Columbia)
5. Red, White & Mary—Walter Burns (Warner Bros.)
6. The Second Barbra Streisand Album—(Columbia)
7. Raingod in Concert, Part 2—(Vanguard)
8. Sleeping Beauty, Paul & Mary (Warner Bros.)
9. Take the Beach—Beach Boys (Capitol)
10. Mrs. F. Kennedy—(The Presidential Years 1960-1963—20th Century-

Yesteryear's Country Hits

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COUNTRY SINGLES—5 Years Ago
January 25, 1964

1. Love's Gonna Live Here—Buck Owens (Capitol)
2. Begging to You—Marty Robbins (Columbia)
3. Ninety Miles an Hour (Down a Dead End Street)—Hank Snow (RCA Victor)
4. The Maltese—Johnny Cash (Columbia)
5. Before I'm Over—Loretta Lynn (Decca)
6. L. B. & L. D.—Stonewall Jackson (Columbia)
7. Last Day in the Mines—Dale Dudley (Mercury)
8. 500 Miles Away From Home—Brooks Brothers (Columbia)
9. Mountain of Gold—David Houston (Cirrus)
10. You'll Drive Me Back (Into Her Arms)—Faron Young (Mercury)

COUNTRY SINGLES—10 Years Ago
January 26, 1959

1. Billy Bayou—Jim Reeves (RCA Victor)
2. Life Is Good—Stone wall Jackson (Columbia)
3. Country Music Is Here to Stay—Simeon Crum (Capitol)
4. Pick Me Up on Your Way Down—Charlie Walker (Columbia)
5. City Lights—Roy Price (Columbia)
6. Whirlin' Wheel of Love—J ali jones (Columbia)
7. When It's Springtime in Alaska—Johnny Cash (Columbia)
8. Gotta Travel On—Billie Grammer (Merry-Go-Round)
9. My Baby's Gone—Louise Brooks (Capitol)
10. Don't Take Your Guns To Town—Johnny Cash (Columbia)

CIRCULATION ALL AREAS MONDAY TO SUNDAY

November, 1968

CHUM, 1,111,900
CCKY, 1,056,700
CFLM (CBS outlet), 504,100
CFFF, 387,600
CHFJ (AM only), 705,600
CFFM (CFPR-FM), 229,600
CHFI (FM only), 187,300
CFGM, 135,200
CHUM-FM, 75,100

March, 1968

CFFR, 1,147,100
CHUM, 1,427,100
CCKY, 1,038,800
CFLM (CBS outlet), 447,500
CFFM, 331,500
CFFM (CFPR-FM), 198,100
CHFI (FM only), 170,600
CHUM-FM, 53,400

KEMO-TV in Lynn Series

SAN FRANCISCO—KEMO-TV (channel 20) of U.S. communications outlets, is producing a series called "The Judy Lynn Show" for possible syndication, announces general manager Lawrence M. Tietz. The show debuts on KEMO-TV Feb. 8, but KOLO-TV in Reno introduced the show Feb. 1. It will also be aired on WPHL-TV, Philadelphia; WXIX-TV, Cincinnati; and WPGH-TV, Pittsburgh, just as soon as the new station goes on the air, Chuck Olson is producer, John Meier director. The show features the female country performer and her eight-piece band.

COUNTRY SHOW DATE CHANGED

LOS ANGELES—The Academy of Country & Western Music has changed the date of its annual awards show from March 3 to April 28. The move is designed to coincide with the NARM convention, which will be held at the time. The Hollywood Palladium remains the site for the show.

HOME AND HOMETOWN

NASHVILLE—A press party honoring the past chapter presidents of NARAS here was held Thursday at Mimi's Cocktail Lounge, with national President Mort Nasatir in attendance.

Nasatir presented medallions to each of the former chapter heads, Harold Bradley, Eddy Arnold, Bill Denmy and Buddy Killen.

Nasatir then was recipient of a gift package, contained in a watch box from the Jack Daniel Distilleries, with a suitable eagle in town shot. Atkins was scheduled to make this presentation.

This action here followed by some 24 hours a meeting in Memphis in which the Nashvillians named NASAR's members of governors and officers met, and then hosted the Memphians members at a party at the Rivermont.

Eddie Miller Week Is Set

OKLAHOMA CITY — An "Eddie Miller Week" was set here by Gov. Dewey Bartlett, honoring the state's favorite country song writer.

Miller, a native of Mangum, Okl., has received awards of his tunes, including "Release Me" which ultimately sold 12 million copies.

A proclamation honoring Miller notes that "he has distinguished himself and his State by his achievements in musical entertainment.

Miller; his wife, Barbara, and their 14-year-old daughter Pam are prominent in the music industry, including Mrs. Miller as singer-writer and Pam as vocalist. In addition to his writing, Miller is the local representative for Ferder Instruments.

WJAS Talk Move

PITTSBURGH — WJAS, the NBC-owned station here, is dropping all but a little music on its new "Morning," to switch to a talk and news format, program director Mel Heyward and general manager Earl Buncher announced last week.

Gary Show Expands

NEW YORK — "The Gary Show," syndicated by 20th Century-Fox Television, is now in 50 markets, including all of the top 10, according to Alan Silverbach, vice-president of syndicated sales. The music variety show just recently bowed on WPIX-TV in New York.
Public to Hear 'Story of Jukebox':
Industry Records Total $52 Million

CHICAGO—Jukebox opera-
tors were sent the first part of a set of tools last week that will enable them to talk and improve their businesses and help shape a better, local publi-
cation. Included in the program of Music Operators of America's (MOA) public relations campaign was a sample speech covering aspects of programming that notes U. S. jukeboxes use $52 million worth of records per year.

Significant programming de-
tails that should stimulate any group of S. business or civic organization, were men-
tioned in the speech. For juke-
box operators, between 400,000 and 500,000 jukeboxes and that each jukebox has at least 50 records or 100 selections.

The speech, developed by MOA President Howard Ellis, and a committee, also mentions that jukebox operators are "really in the entertainment business." It mentions efforts to switch to two-for-a-quarter play pricing and describes aspects of the set of program-
ning :

"This requires a study of the

patronage of the location. The operator must determine

how many old favorites, contem-
porary-styled songs, how many polkas, how many rumbas, rock

and rock alleys, blues and country and western, vocal or in-

strumental records must be pro-

vided to cover the different audiences.

"An operator changes program-

ning every week or so per week per machine. On the aver-

age this industry uses about 1,500,000 to 75,000,000 per year at a cost

of $1,000,000 per week.

(Continued on page 62)

1,000 Operating Firms
Sent Weekly Samples

NEWARK, N. J. — Record labels can reach 1,000 top juke-
box operating companies weekly through a new service developed by

S. J. Steinberg, publisher of-
ing Title Strip Co. Here. Now in its first stage, Steinberg said

receipts from the program involving 1,000 "hand-picked" firms is running 20 per cent.

Operators receive a package containing records, 50 title strips for each and a self-mailing "bul-

let" card on which they place their vote telling Steinberg whether each record is "commercial."

A 38-year veteran in the busi-

tness, Steinberg said he developed the program as a result of seeing the need for operators to communicate at the retail

level.

S. C. Jukebox
Operators Join
March of Dimes

GAFFNEY, S. C. — Members of the South Carolina Opera-

tors Association (SCCOA) are completing plans to partici-

pate in a State-wide March of Dimes program. Receipts from

jukeboxes on one designated

(Continued on page 63)

C&W Gains Jukebox 
Audience in Topeka

TOPEKA, Kan.— It's been

claimed that jukebox operators purchase close to 90 per cent of all c&ws. The claim is

given more substance when op-

erators such as Norbert Retting

here report that c & w is re-

ceived well in "pop" music spots and that some c & w is on

"found on "nearly every machine now."

Retting, co-owner, Ideal Mu-

sic Co., was established in 1934, the total number of a triple planet and on

"I suppose the general pop-

ularity of c & w on television is responsible for the interest here."

"Most of our machines tend to feature a mixture," Retting

said. "Each category of music—
c&w, pop, etc.—is represented on the route. Teenage and r&b have more— or— less molded together, and this is evi-

denced particularly at teen loca-

tions, but not so much at r&b spots.

"Basically, I suppose you could say we segment our route. Teenage and r&b have the best music. There is also the mold-

ing of music types, and we must give more personal attention to each location to see what the demands are there."

How Rettig Builds
Assisting Rettig in program-

ning is Jack Dunn, Ideal em-
lc person for 20 years, who also acts as mechanic and collector.

Dock Strike
Causes Woes

By RON SCHLACTER

CHICAGO—The prolonged dock strike has reached serious proportions for jukebox and amusement game manufacturers surveyed last week. However, manufacturers expressed little concern that the strike would give any edge to foreign makers.

"Having anticipated the strike, we cut back on our export

(Continued on page 60)
Dock Strike Causes Woes

that's in production is being put in warehouses.

We're just sitting and waiting. We did send one shipment from Montreal, but that port is becoming clogged. We have also shipped a few small items by air.

Agreeing that the tie-up has reached "critical proportions," Art Janecek, export manager, Rock-Ola, Chicago, who returned from New York last week, said, "It's a terrible situation. I saw 100 ships in the narrow and another 300 ships at the docks, just waiting. We anticipated this and made shipments and are making some air shipments, but the strike is very serious."

R. F. Watemade, vice-president, Wurlitzer, said it was impossible to judge what percentage of exports were affected.

"It's a very serious thing. We were at first able to double ship to a degree, but you can't expect customers to receive more merchandise than they need." Ross Scherer, sales manager, Midway Manufacturing Co., said: "Our shipping has slowed up some but we're going through Montreal. We also have stepped up our shipments by air. A lot of our European customers ship by air anyway. Consequently, our flow to Europe has been disrupted and disorganized but not stopped. To our knowledge, we don't have any shipments standing still.

At Williams Electronics, Inc., sales manager Bill DeStein said, "The strike disrupts business and can prove disastrous if it doesn't stop."

Alvin Gottlieb, D. Gottlieb Co., pointed out that the strike severely handicaps the novelty amusement industry "because of the time element." He said, "We couldn't anticipate it because games are produced too quickly.

"We have been affected to the extent that we can't ship anything out of the East Coast," said Mort Secco, director of sales for Chicago Dynamic Industries, Inc. "While I can't give any figures, I have quite a few orders piled up here in New York and here in Chicago. I'm just shipping sample orders by air."

Herb Jones, public relations director for Bally Manufacturing Co., said his company is using alternate routes: "Our shipping has slowed up some but we're going through Montreal. We also have stepped up our shipments by air. A lot of our European customers ship by air anyway. Consequently, our flow to Europe has been disrupted and disorganized but not stopped. To our knowledge, we don't have any shipments standing still.

At Williams Electronics, Inc., sales manager Bill DeStein said, "The strike disrupts business and can prove disastrous if it doesn't stop."

Ross Scherer, sales manager for Midway Manufacturing Co., said his firm is faring as "badly as anyone."

"We have unnecessary delays on the docks in New York," said Scherer. "We've found that the strike is going to cause a lot of problems with our next game. If the strike isn't over when it comes time for shipment to Europe, then we will have to store the games.

"It's simply too costly for us to have our customers ship by air. As for Montreal, only the small 20-foot containers can be shipped from there and in addition, there is the backlog of shipments. However, I don't think the strike is going to give any edge to the European manufacturers because they can't make the kind of games we're making."
The new Rowe AMI Music Miracle Breakthrough!

New—No lubrication for 5 years

New—No preventive maintenance for 5 years

New RoweVue Slides

New Change-A-Scene Front Panels

New "Wall-of-Sound" Side Speakers

New 5-Year Warranty

Rowe Alarm System (Standard Equipment)

rowe international, inc.
A SUBSIDIARY OF TRIANGLE INDUSTRIES, INC.
75 TROY HILLS RD., WHIPPANY, N. J. 07981

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Now at your Distributor!

"Out of this world" Animation in

**Bally COSMOS**

**Ball orbits Earth and scores go into orbit**

Ball shot into Blast-Off area of playfield, when Planets are lit, appears to take off into back-cabinet, orbit Earth depicted on back-glass, return to playfield in a score-power touchdown, a startling illusion of 3-dimensional ball action which thrills the most blasé players, delivers astronomical scoring results, insures continuous repeat play and top earnings.

**Single Orbit Scores 990**

Depending on number of Planets lit, one orbit of the ball can top up to 990 on the Score-Counter. And each ball shot can repeat the fantastic points performance again and again.

**Each Orbit Advances Bonus Computer**

Separate Fuel-Pod Bonus Computer for each player steps one point each time player sends ball into orbit. Bonus points ranging from 4 to 5 add importantly to player's total per game.

By MAURIE ORODENER

**Lack of Stereo 45's 'Stymies' Operators**

PHILADELPHIA—The move by RCA to join the few labels now producing stereo singles follows in the wake of increasing criticism from operators. Representing the younger segment of the coin machine industry, and, a most outspoken element, is Eliot Rosen, who said, "The record industry has had its volume turned off. Operators have needed stereo singles for a long time."

Rosen, treasurer, David Rosen, Inc., represents a firm involved in record distribution, one-stop service and distribution of coin-operated equipment. He claims operators are stymied by lack of stereo 45's.

"They are stymied because they can't tell a sound. When you get down to basics, sound is all that they have to sell. Unless they have a visual attachment, such as a Rowe Phonorvue, the only thing the machine can sell is sound."

"Our coin machine industry today produces and operates sophisticated sound equipment with the ability to sell the utmost in stereo sound. Sure, the little LP's accomplished this to some extent. But why not the singles? Why can't a patron play the record of his choice and hear it in stereo sound? It certainly isn't the jukebox manufacturer's fault. And it isn't the operator's fault."

"The record manufacturers have been caught with their volume turned off. True, a few companies do produce stereo singles, but not enough to speak of or get enthused about. Albums of course are of no value to all stereo virtually overnight, and I can see no reason why the record manufacturers can't do the same thing with their 45 r.p.m. records."

Apart from his long-standing familiarity with the operation of jukeboxes and the problems and needs of the jukebox operator, Rosen is just as well versed with the phonograph record industry. In addition to music, vending and amusement machines, David Rosen, Inc., is also one of the largest independent phonograph record distributors in the country. Pioneers in the field of independent record distribution, and the first coin machine distributor to provide record needs for the jukebox operators, the Rosen firm is a nationwide account distributor for some 35 record labels, including such major labels as ABC-Paramount, Command, Reprise, Warner-Seven Arts, MCA, Dunhill, Chess, Checker and Cadet, to mention only a few.

In addition to the lack of stereo singles, Rosen charged the record manufacturers' lack in other requirements to suit the needs of the jukebox operator.

"Add to the sound problem the fact that record manufacturers are making 45's too long, and that the quality of pressing has become poor in too many cases," said Rosen. "It's time that the record industry wake up and turn their volume on to a major segment of their business, one that means a lot more to the stability and growth of the record industry than they may realize."

"It's time that the record manufacturers took a hard look at their sales figures—and figures don't lie. If a company has a jukebox hit, it means immediate sales of over $500,000 records. And that's a figure that should say something to them."

**Double E-Z Free Ball Gate**

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

**FLIPPER-ZIPPER**

Original Bally Uplift Flippers, plus 31 ways to keep scores climbing to higher altitudes, insure "out of this world" earnings. Get your share. Get COSMOS.
Competing for the Youth Ear

- Continued from page 59

Text is as follows:

...are all these young people paying high prices to go to the movies?

- Life Magazine film critic Richard Schickel has pointed out, "...it required television—first, assembly-line convenient, even less challenging than the typical pre-1948 film—to break up the long-standing love affair between the movie medium and its traditional audience. To put it simply, the new medium freed the older one from its thrill to the 12 or 13-year-old mentality for which, in the past, the moguls cheerfully admitted they aimed."

That is how television inherited the juvenile (not always dependent on physical age) audience while the movies, offering something new, sophisticated and different, cornered the youth market.

It is this "something different" and exclusive that the jukebox industry must begin offering its youth patron in order to counter the threat of the free broadcast medium. The jukebox industry must find what youth want that radio is not providing. It is this void that the jukebox manufacturer fills. It is a challenging task for what youth want can vary from location to location. Yet this is the challenge inherent in jukebox programming, and many jukebox programmers today are discovering that young jukebox patrons will pay willingly and handsomely for tailor-made musical fare.

Odd, isn't it, so many jukebox operating ills can be cured by progressive programming?

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Operators to Build Images

- Continued from page 60

- "Inform chiefs of police of your code of ethics." The West Virginia Music & Vending Association has permanently scheduled Charleston, W. Va., chief of police Dallas Bias as a guest speaker.
- "Paint your tracks." John Wallace, past-president, MOA, made this his No. 1 public relations suggestion at a recent meeting.
- "Make a talk." Ed Kort, president of Ohio Jukebox Industries of Nebraska, overcame his admitted timidity after taking speech courses and joined the Toastmasters organization.

Examples of other points on MOA's list—hold an open house, keep jukeboxes clean, belong to service clubs, donate equipment, maintain neat headquarter...
Mandell Likes Pocket Disc; Sees It as Good Bulk Item

NEW YORK—Veteran bulk vending distributor Moe Mandell revealed here last week that he was one of the first people consulted by American Corp. when the firm developed its Pocket Disc record and realized its vending possibilities. Tests, being concluded this week in Seattle, have shown vending machines often out-perform counter merchandisers two-to-one.

Mandell, vice president, Northwestern Sales & Service Corp., said he was enthusiastic from the start. “This machine and the product are naturals for our industry. We have the established distributors and our operators are already in nearly every type of consumer outlet where this unit can be placed.”

Mandell first discussed vending with Lawrence Kanaga, an American executive. The unit, manufactured in New York, works similar to a stamp vendor dispensing a 3156 c.p.m. pocket-sized record for 50-cents (Billboard, Jan. 4, 1969).

Chicago Firm Buys Tag-It Label Vender

CHICAGO—November Corp. here has purchased the games division of Dukane Corp., manufacturer of Tag-It, a label vender, Ski ’n Skore, a ski game, and Grand Prix, a driving game. A three-year-old firm, November has been primarily an operating company involved in mass merchandising and terminal locations.

All parts and supplies related to Tag-It and the other units will be available through the firm’s facilities at 1139 West Grand Avenue here. Jerry Shuman is general manager. A spokesman said the possibilities of Tag-It was one of the prime reasons behind the acquisition.

Hutchinson’s Success Built on 1-Cent Sales

ATLANTA—H. B. Hutchinson Jr., head of his own distribution complex here and president, National Vendors Association (NVA) got his start in the bulk vending business 22 years ago with penny peanut venders and still believes “the penny is king.”

There are those who fear the 1-cent segment of the business is headed for extinction but Hutchinson’s widening, new headquarters here attests to his conviction that penny merchandise is the foundation of the industry. Those nickels, dimes and quarters come in pretty strong. But the penny hasn’t disappeared in spite of our inflationary economy. Pennies are still responsible for an important share of a bulk vendor’s earnings,” Hutchinson claims.

Independent bulk vendors throughout 12 Southeastern States rely on Hutchinson’s complete wholesale supply house. The firm has been a Victor distributor since 1948. This was only two years after he put his first machine, a penny peanut vender, out on location. Today, 11 routemen on the Hutchinson staff service thousands of bulk (Continued on page 65)

Bulk Vending News

It’s a Boy!

NEW YORK—Perry Wachtel, president, DePerrl Advertising Agency, is a very proud grandfather. His daughter, Mrs. William L. Platt, recently gave birth to the first son in the family in 30 years.

BARGAINS

from

KING’S One Stop

Completely Priced Buttons $12.50 M

Kings Card Exchanger 1.50 Filled Capsule Machines

Skeleton Mix 2.50

N Economy Mix 52.90

N De Luxe Mix 5.00

N King Mix 4.50

10 Hippos or Swingers 8.20

10 Economy Mix 7.00

10 De Luxe w/Matcher 8.00

32 Jewelry Mix 106 to box V 1.80

T. J. KING & CO. INC.

3966 W. Laclede Av., Chicago, Ill. 60613

Phone: 312-233-3290

USED

BULK VENDERS

LOW PRICE

These machines are in working order, non-repaired. Large quantities are available.

VICTOR 1/2 CABINET VENDORMAS

1e — 210 CT. 2c — 100 CT.

5e — Capsule. 10c — Capsule.

35c — V-1 Capsule

$10 EACH

VICTOR #2000

1e — 100 CT. Holds $23 worth of product at 100 CT.

$13 EACH

VICTOR 25c V-2 SPACE

Holds 200 — 25c V-2 Capsules

$30 EACH

IMMEDIATE DELIVERY

25% Deposit, Balance C.O.D.

WRITE FOR PRICES FOR SPECIAL QUANTITIES.

• Get and hold the best locations with Victors Selectorama® Console

6 DIFFERENT STYLES

Save 50c to $1.50 per machine. Use in coin or key-in 20 Cent A-Collect.

Write—Phone for information

LOGAN DISTRIBUTING, INC.

1829 W. Division St., Chicago, Ill. 60622

Phone: (312) 568-3670

PRICES CHANGED WITHOUT NOTICE

BIG PROFITS COME IN SMALL PACKAGES

Northwestern’s Model 60 produces more profit per dollar of investment

Whether it’s in a supermarket or a small service station, the Model 60 is an operator’s profit package. Simple changes of the brush housing and merchandising wheel allow you to dispense all types of popular items. The Model 60 has the most fool-proof coin mechanism on the field. Extra-wide chute and interchange-able globe accommodates all sizes of products. Model 60’s attractive, modern design is sure to corner profits for you—at any location. Wire, write or phone for complete details.

VICTOR VENDING CORP.

3761-13 West Grand Ave.

Chicago, Ill. 60639

VERS [331]

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VERS [331]
Hutchinson Operation Glimpse 'Supermart'

* Continued from page 64
locations from Florida to the Carolinas.

His first taste of bulk vending was acquired while working in the post office in Atlanta. He borrowed $300 from his credit union to buy more machines and plowed the earnings back into his growing business. The decision to become a distributor in 1948 when he took on the Victor line was "the best move I ever made," he says.

Since then he has added numerous, other important merchandise and equipment lines to his offerings. Over 500 different types of chalk, gum and confections are carried. He also distributes Corn, Oak and Northwestern bulk vending equipment.

Hutchinson takes pride in the new headquarters at 1234 Zonolite Road, an industrial park section in northeast Atlanta. It required a year of intensive planning and eight revisions before he approved the builder's blueprints.

The main thing I insisted on was a 100 per cent self-contained salesroom for my customers," says Hutchinson. "I wanted operators who stop in to select their merchandise and equipment to be able to spend all the time they need in a single place. This is one-step, convenient supermarket for bulk vendors."
Nashville Uses Guitar To Combat Truancy

• Continued from page 3

Under the plan, seventh, eighth and ninth-grade young-
sters, who have been before Judge Jenkins for persistent tru-
cy (not delinquency) and are on the verge of dropping out, will now be assigned to a special class at Howard school. A totally integrated school, it is located on the edge of a ghettos and put him in charge of the program.

The man in this case is Russell
Crowder, who expanded the aca-
emic year guitar teaching into the summer program this past year to reach more students and was successful in many of the fringe areas.

"We feel Crowder is the man who can do it," said Howard
Brown, head of the Metro Music
Department. He was able to test
next to these youngsters in the
summer program and he has known sort of music reaches them."

The Metro school system has purchased guitars and a few
bongs for a beginning. It hopes to add to this, as the budget al-

The budget, of course, has sty-
med the guitar-teaching pro-
gram at a degree. It had been hoped that the program would be spread throughout the school system, but it is limited only into four schools.

It began last school year at Warner School, at the fourth,
fifth and sixth-grade levels, by Lou Stringer, a long-time side-
man with the "Grand Ole Opy" and holder of a graduate degree in music. Stringer's plan was to establish both beginner and ad-
vance courses (he even wrote a book designed for this, called
Countrypolitan Guitar), and a n d wanted to teach both guitar and
harmonica ukulele on an in-service training program to the teachers.

"I consider the first 25 weeks, taught enough teachers to have
something really going," Stringer said. But the school budget was
limited, and the fund-cutting came first in the music depart-
ments. Stringer was replaced by a woman guitarist who had been
teaching classes and the emotion-
ally disturbed. He resigned be-
cause of the budget limitations.

WMi Adds Acoustic Line

Evanston, Ill.—The WMI Corp.
here has added a full selec-
tion of folk and acoustic guitars to be marketed under the "Del
Ray" trade name.

The Del Ray acoustic line provides WMI distributors and dealers
with nine new models—five in the folk or western catego-
ry and four in the aristocratic classic style. WMI is one of the exten-
sive importer of the Teisco/Del
Ray line of electric guitars and accessories and the companion line
of Checkmate amplifiers, microphones and rock boxes.

The Del Ray folk or western series ranges from a very modestly
priced, two-toned finished model for the student or beginner, to a concert sized
guitar, which is available for those who desire a more demanding instru-
ment. Four models are available in the acoustic classic series.

WMI has prepared a full sales brochure to introduce the new
line to the trade. Adequate im-
print space has been provided
on the cover front, enabling the dealer to add his own special
line of Checkmate amplifiers, microphones and rock boxes. The Del
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guitar, which is available for those who desire a more demanding instru-
ment. Four models are available in the acoustic classic series.
Charles Peterson has been named general manager of KXYZ, a new position for the 900-Watt station; he'd been production director at WVON in Chicago for ten years. "I'm looking forward to the challenge of running a station that's been a fixture in this market," Peterson said.

**Mittke, Shane, Snyder on G.A., P.M. now, in sales the rest**

REDA Jones at modern, the guys at WAXU, also doing twice-daily traffic reports on their KFLY station in Lubbock, Tex.

**Mitchell, Shane, Snyder on KMG**

Dave Ohum, who'd been with WMMR in Philadelphia, is the new program director at WBBM, a 24-hour country music station in Louisville, Ky. He's uprooted from the news department and gets better record service. He's been with WXQ in Austin, a deejay-producer for a country music show on KFRM in Salt Lake City, and has written that he's going to make a fortune as a country music writer.

**Parsons, music director for KDIG-FM in San Francisco, also doing twice-daily traffic reports on his KJFO station in Shelter Island, N.Y.**

**Farley, P.A.D.**

While other country stations go country-western, WAXU, 10,000-watt station in Lewiston, Ky., calls themselves top guns with a country-western sound. Note that they're even using the station's call letters—Farley, the new management needs better record service.

**Parey, Recording Conference Conference**

In the middle of a Barette conference, a KGA in Spokane, Wash., is giving away records to the listeners. On each record, it's "Farley's 21st birthday in a Hot 100 format," reports music magazine. The deejay singer of the day is Barry Soons, who's known as Barry Soons.

**Parson, music director for KDIG-FM in San Francisco, also doing twice-daily traffic reports on his KJFO station in Shelter Island, N.Y.**

**WOW, P.O. Box 2270, Flor-

ence, Ariz. 85135, needs Hot 100 records. Program director Ray White has known as Whitey, a famous deejay-producer, and to telephoned to Motorcity, Liberty, Newport, Iceland, and in case of record shortage, to Aflas. Ray Williams has been with the station and at KBOF in Portland, Ore., as a program director of the station.

**Cox, AT & T, M. in Tulsa, Oktaha, Okla.**

Larry King of WWJ in Detroit will be on his birthday, his 30th birthday, he's going to say everything in the electrical, motor, and home studio business—KFLY, in Tulsa, Okla. King has known as King.

**Roney, J.**

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Larry King of WWJ in Detroit will be on his birthday, his 30th birthday, he's going to say everything in the electrical, motor, and home studio business—KFLY, in Tulsa, Okla. King has known as King.

**Roney, J.**

In a similar venture, John Miller has known as Miller, a famous deejay-producer, and to telephoned to Motorcity, Liberty, Newport, Iceland, and in case of record shortage, to Aflas. Ray Williams has been with the station and at KBOF in Portland, Ore., as a program director of the station.
CHICAGO—The three one-stops here are lending their public relations man to black & decker & Hunt as an effort to improve their combined economic position in the record business. The one-stops are the United of the record dealer's & Joe's.

"Our public relations man will introduce ideas to the dealers, as well as compile and mobilize their ideas," explained Willie J. Barney, owner of Barney's on the west side. "If they survive, we survive. If they don't, where do we go? We certainly can't remain as one-stop. Perhaps we'll just have to operate as big record stores."

Barney and the other two one-stops were responsible for a recent dinner-meeting that attracted 250 black & decker & customers from the metropolitan area. The theme of the meeting was economic survival.

"Actually, we introduced to the dealers our conception that inner-city r&d dealers are selling only 20 per cent of the records being sold in the protector," said Barney. "We explained that r&d one-stops must sell retail because their marginal sales are so low. We then told the dealers that if they can't sell retail, then we won't have to sell retail."

There was mixed reaction because the dealers weren't prepared. Many came to the meeting without knowing its purpose. However, we feel we did get the points across to them." Barney, who is planning strategy with the other two one-stops. According to Barney, they are consulting on the best way of setting up meetings and putting their public relations man at the disposal of the dealer.

"Our public relations man will meet with the dealers and help them with whatever they want to do," said Barney. "It's impossible to go door to door in working with the consumer, but something will happen."

Marantz opens new plant.

LOS ANGELES — Marantz has opened a 30,000-square-foot factory in nearby Sun Valley to produce medium priced audio components. The company's Woodside, N. Y. factory continues to produce the higher priced equipment. The new facility will eventually employ 250 persons, 150 of whom are the plant manager and Dawson Hadley is the chief engineer. Marantz's Woodside line includes 12 different audio products and four different speakers and four different speakers.

Symphonic trip.

NEW YORK — A Far East tour will take the top management of the Symphonic Electronic Corp. and its parent company, the Lynch Corp. to Japan, Taiwan, Singapore and Korea. The purpose of the trip is to formally install Symphonic's new Commercial Electronic Procurement Office in Tokyo, visit key suppliers in Tokyo and Osaka and to explore manufacturing opportunities in Taiwan, Singapore and Korea.

One-Stops Steer Dealers On R&B Survival Course

BY RON SCHLACHTER

PHILADELPHIA — Philco has enhanced its $2.5 million first-quarter merchandising program. The promotion includes a six-week television advertising program, a dealer-furnished $1 million, 12-page, four-color tabloid; 12 full-page, four-color insertions in eight national magazines; and a 35-piece point-of-purchase display kit featuring the company's "Caravan of Values" theme.

According to president Robert E. Hunter, "Our merchandising effort will have a year-round consistency with a full-line thrust through spring, summer, fall and Christmas. The Caravan of Values brings new promotional and reprinted products to a massive merchandising effort to wedge our lines into the traditional post-holiday retail 'sales-savings' event that characterizes the first quarter."
THE SOUND OF SUE is breaking through "OILY" by Juggy Sue #9

“I KNOW” by Baby Washington Sue #4

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ALL THREE $6

BE PART OF THE Billboard HORD

1. 1 1 I’VE GOTTA BE ME, Liberace, RCA Victor 4317 (Classical, ASCAP)
2. 1 5 SOULFUL STRUT, Erroll Garner, Mercury 5920 (Jazz, ASCAP)
3. 2 4 9 RAIN IN MY HEART, Frank Sinatra, Capitol 4311 (Jazz, ASCAP)
4. 6 12 A MINUTE OF YOUR TIME, Tommy Dorsey, Victor 4311 (Jazz, ASCAP)
5. 7 3 LO MOUCHO QUE EL QUIERO, Crystal 4311 (Latin, ASCAP)
6. 7 7 GOODNIGHT MY LOVE, Bing Crosby, Decca 4311 (Jazz, ASCAP)
7. 7 14 BUMBAH, MAMMY, King 4311 (Jazz, ASCAP)
8. 7 17 I’M IN LOVE WITH YOU, Benny Goodman, Capitol 4311 (Jazz, ASCAP)
9. 8 30 STAND BY YOUR MAN, Man 4311 (Jazz, ASCAP)
10. 8 14 I’M ONLY A TRAMP, Marian Anderson, Victor 4311 (Jazz, ASCAP)
11. 9 8 7 MY FAVORITE THINGS, Nat “King” Cole, Capitol 4311 (Jazz, ASCAP)
12. 9 13 14 SATURDAY NIGHT AT THE WORLD, Alan Jay Lerner, Victor 4311 (Jazz, ASCAP)
13. 9 19 32 FELINDA, Elvis Presley, RCA Victor 4311 (Jazz, ASCAP)
14. 9 22 19 EARLY MORNIN’ BLUES & GREENS, Harry Belafonte, RCA Victor 4311 (Jazz, ASCAP)
15. 9 22 19 WHEN I STOP DREAMING, Paul Anka, Columbia 4311 (Jazz, ASCAP)
16. 10 21 30 BOY, I’D LIKE TO TAKE A SIGAR TO BARTON, Jimmie Rodgers, Victor 4311 (Jazz, ASCAP)
17. 10 21 30 I HAD A LITTLE MILLIONAIRE, Revels, Capitol 4311 (Jazz, ASCAP)
18. 10 21 30 TALK TO ME, That’s Right, Bob Wills, Decca 4311 (Jazz, ASCAP)
19. 10 21 30 YOU MADE ME LOVE YOU, Bing Crosby, Decca 4311 (Jazz, ASCAP)
20. 10 21 30 DON’T LOSE YOUR CHANCE, Bing Crosby, Decca 4311 (Jazz, ASCAP)
21. 11 20 20 MAMMY, Mamie Smith, Columbia 4311 (Jazz, ASCAP)
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**Notes:**
- The Hot 100 chart is a weekly list of the top 100 songs in the United States, published by *Billboard* magazine.
- The chart is based on a combination of airplay, sales, and streaming data.
- The chart is updated and published every week, with the latest edition dated February 16, 1969.

**Additional Information:**
- The chart includes information about the artist, the label, and the market.
- The chart is a valuable resource for the music industry, and is used to gauge the popularity of songs.
- The chart is also used to identify emerging trends and chart topping hits.
the Lion ROARS

with a new kind of

Connie

"THE WEDDING CAKE"

MGM - *14034

BY

CONNIE FRANCIS

Produced by
Shelby S. Singleton, Jr.

Written by
Margaret Lewis & Myra Smith

Published by
Shelby Singleton Music, Inc. (BM1)

JOHN SINGLETON, General Manager

3106 Belmont Boulevard
Nashville, Tennessee 37212

(615) 291-2003

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Troubles Beset San Remo — 70 Future Seen Rocky

• Continued from page 1

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organize...
Quality to Give DJ's Award as Hitmakers

TORONTO — Quality Records of Canada has launched an award scheme, Hitmaker Awards, which will be presented to Canadian disk jockeys who have been responsible for breaking a quality-recorded single into the charts.

The Awards will be small mounted gold records with the inscription: "For your part in making this record a hit."

Five Canadian disk jockeys received the first set of Hitmaker Awards, handed out by Quality’s promotion office. They were: Frank Gould (CFQO, Montreal) for “Star Crossed Lovers;” Neil Sedaka (CKOC, Hamilton) for “Deck of Cards;” Wink Martindale (reissue); Chuck Benson (CJYR, Edson) for “Sugar Darlin’;” Robin Luke; (APLAL, Ottawa) for “House of the Rising—Animals (reissue), and Greg Stuart (CKNX, Wingham, Ont.) for "Baby Let’s Wait." Royal Guardsman.

NEW RELEASES

New Canadian Record Releases:

Songs:

Tradewinds Five Inc.,— "Be Sure" (Franklin OC 623); Irish Rovers,— "Lily the Pink" (Decra 32444; Northwest Company—"Can You Remember" (Apex 77019); Michel Stax—"Ciriloche Cherie" (Cyclo 2000 (CAY 2002); Pierre Raymond—"La- haut Sur La Montagne" (Apex 13520).

Albums:

John Allan Cameron— "Here Comes..." (Apex LP AL 71645).

From The Music Capitals of the World

In 1967, Atlantic merchandising manager and Ontario promotion manager. He returned here in May last year.

Before joining Quality, Mul- lan ran Honeycomb Productions in Los Angeles for singer Jimmy Rodgers and worked for the late Brian Epstein in London.

U. S. Where Action Is, Says Andy Kim

NEW YORK — "Canada produces a good many talented artists and musicians—but these people must come to the United States to really make it big in the music business. . . . The States, after all, constitute the world’s largest market."

The speaker is Andy Kim, the hottest vocalist to come from Canada in a good many years.

Represented on the charts by "Rainbow Ride" on Steel Records (distributed by Dil), Kim is here to work out an inter- ary of personal appearances and TV shots with his agency, MCA, and his label. In the last few days he also recorded some sides for the Italian market.

Kim expressed the hope that Canada would start to produce records which could become hits in the American market. "We have the talent," he added, pointing out that there are Canadians in such well-known recording groups as Steppenwolf, the Rascals, Blood, Sweat and Tears, Lovin’ Spoonful and others. Ian and Sylvia and, of course, Paul Anka, are also Canadians.

Thus far, Canada is tremen- dously influenced by an American material. Kim indicated, how- ever, that as the population grows and as projected legisla- tion becomes a fact, there is likely to be more encour- age-ment for local talent north of the border. "But we should start to encourage native talent now," he says.

Kim says that Canadian regu- lations relating to broadcasting provide for the use of a per- centage of Commonwealth material. "But the regulations are not too specific," he added not- ing that this Commonwealth-de- rived material includes news and other fare, in addition to music.

Projected legislation would spec- 

(Continued on page 76)
MEXICO CITY - Rock music, which once supported 3,000 groups here alone, is moving into a decline, with public taste gravitating to Mexican folk music, "tropical" music and locally produced compositions. Mexican composers, such as Armando Manzanero, are gaining much popularity throughout the country.

Francisco de la Barrera, the top agent for rock music in Mexico among 10 different groups, nationwide. He says: "Hundreds of rock groups are turning up throughout the country. The principal reason for this is the high cost of their equipment."

"Most groups have to make an average of $5,000 to $8,000 in instruments. There are so many groups that

Rock on Rocks in Mexico As Folk & Tropical Score

there aren't enough contracts to go around and many are defaulting in repayments."

Another reason given for the rock decline is a glut, in nightclubs, of groups booking local copies, in Spanish of foreign rock hits.

Some top Mexican groups are also hit by the slump. Los Loco Valladolid and Los Rebelde del Rio, both top selling groups during the rock vogue, are disbanding. Other groups are combining Latin rhythms with American rock songs to weather the decline. More are simply playing Latin songs on electric equipment.

**PHONOGRAPH'S RAYMUNDE TUNE**

**BUENOS AIRES - "Mu- jeres Argentinas" (Argentine Women), a new composition by Ariel Ramirez (writer of the top selling "La Mia Criolla" (My Mississipi)."

"The group has several vocalists. It performs at the Festival under the auspices of the OEA (Organ- ization of American States)."

Their artists appeared nightly, often before crowds numbering 100,000.

Local artists attending the Festival included Eduardo Falu, Los Chicharos, Los Frontieres, Los Quilla Huasi, Mercedes Sosa, Lola Yares, Blanca and Ditalo Toro.

Seven shows were given during the Festival and round table discussions between folklore musi- cians and experts also held.

In addition a National Artisan Fair was presented showing the typical ceramic, cloth, leather, wood and metal work of the country.

**RCA HOLDS GOLD LP FETE**

**BUENOS AIRES - RCA Victor hired a jet airliner to transport disk jockeys and jour- nalists to Mar del Plata for a "Gold LP" award ceremony.

The award was made to Pal- to Ortega for having sold the most records in Latin America over the last five years, according to RCA.

**Mexico Mulls Cuts on U. S. Music on Radio**

**MEXICO CITY - U. S. re- corded music on radio stations may be curtailed from its cur- rent 90 per cent if the Interior Ministry acts on a petition from the secretary of the Mexican Musicians Union.**

Secretary Juan Jose Oorio announced he asked the govern- ment to establish at least 50 per cent live musical program- ming on radio and TV and it should be Mexican music.

For TV programs, the Union is demanding 21 per cent of live programming be musical and government rulings to prohibit tapes at playbacks.

The Union's plan would re- quire all stations with 5,000 watts or more to build two studios for transmission of live music.

ports three big singles with De-_kernel, "The French Girl," "Touch Me" (Elektra) and "Tommy James, "Crimson," and "Clover" (Roulette)."

Producer Felix Pappalardi in Toronto, records his rock group. Mexican songs are included in the first album for Main- stream.

Janis Joplin (Cornell) will do two shows at the O'Keefe Centre on Jan. 16. Toronto Bob's AVIs are currently touring northeastern US, and have just released their new single, "North Country Blues." - David Brackman has moved from CFOR, Griff, to CHL, CTV. Terry Hubbard has joined CINI, Blind River, as all night man.

Dave Ronfeldt was signed by Newsman at CFCO, Chatham.

"The big hit on "Come With Me" (Apache) looks set to break across Canada — the group has had several Western Canadian hits but never cracked the important Toronto market.

University of Toronto brings in the Julliard String Quartet Feb. 27.

"Zeno Franchettani can- celled out of his Toronto Sym- phony concerts. Jan. 28-29, at Massey Hall.

Elektra group, Rhino Records, said its second Toronto appear- ance in two months, at the Rock Palace, Jan. 22. All will release the group's single, "Apricot Brandy," taken from their LP. Compo Records has hired Don Blackingham, Ottawa salesman.

"Thomas Rathwell Ltd., Matti- taba distributor for Compo, has taken on Gordon Morrison as an assistant for Norwegian representative.

**RITCHIE YORKE CANNS**

Claude Pascal, head of Elec- tronics N. F. C., announced that one of his favorites, "Up Jour on Fart," by Eddy Murray and Enim Swar, has been selected to represent France for the first time in Eurovision Song Contest in Madrid. The song was written by French pop artist Fredo Boccara.

During the MIDEM, the Grand Prix of GGVEM (the office con- trolling sheet music sales in France), was awarded to Gilbert Becaud for the world's best-sell- ing French song of 1967 - "Et Maintenant." He appeared with Rodéo Rouge in 1967. The song was written by Philips artist Fredo Boccara.

Morton, Dino. For example, the group has signed with the disc firm Smith, who has the US rights.

The group made its first local appearance on CBC FM 101 (Friday) and (Saturday) and (Sunday) and (Thursday) and (Saturday)

The Shirleises, long-time girl pop group, has been re- named Shirley & the Shirleises being better known as "A Most Unusual Boy." Talent manager Lenny Dino's astros- tute sales department. A top ten record on Elektra on Feb. 14. Dino manages Bobby Golds, a top singing duo and Patti Cooper. - Zack Hickson, New Dawn Artists Management has signed Dino, the 18 year-old rock and roll singer. The Pickolino pop group will re- semble Gladys Knight & The Pips with a Nick Townes, "Miss Shirley's Splity label." The Brooklyn Bridge will headline the opening concert at Miami Beach's Diplomat Hotel on Feb. 10. - Capitol Records' Al Martino and the Spinners are scheduled for two weeks starting Thursday (30).

Browning, C. B. and P. L. and singer Dot Renaldo, signed on NBC-TV's "Kraft Music Hall" on March 16. - Capitol Records' Al Martino will headline the opening concert at Miami Beach's Diplomat Hotel on Feb. 10.

Al Hirt will make a 10-city tour starting Feb. 15, to promote his latest album "Ah, Those Guitar Riffs." Dick Roman will follow up his hit "I'm Sorry, I'm Sorry." The "Bishop Show" with an appearance date announced for Feb. 25. - Capitol Records' Al Martino will headline the opening concert at Miami Beach's Diplomat Hotel on Feb. 10. - "Ah, Those Guitar Riffs." Dick Roman will follow up his hit "I'm Sorry, I'm Sorry." The "Bishop Show" with an appearance date announced for Feb. 25. - Capitol Records' Al Martino will headline the opening concert at Miami Beach's Diplomat Hotel on Feb. 10.
HAMBURG
Caterina Valenté begins her German tour on February 26th. She appears at the Kaiserkino in Braunschweig; the Teatro Komödie and the Teatro Deutsches in Hamburg; the Carlsberg Hall in Hamburg; the Friedrichstadtpalast in Berlin; the Kölner Opernhaus and the Rathaus in Düsseldorf. On February 27th she will be in Munich. Her tour, which will run until March 1st, will be the last of her German tour.

Yamaha's prestigious "Music is a Way to Life" campaign is gaining momentum. Yamaha has been chosen for its high-quality sound and reliable performance. The campaign's tagline, "Music is a Way to Life," emphasizes the positive impact of music on people's lives. Yamaha's commitment to promoting music is evident in its sponsorship of various events and initiatives. Yamaha's success in the market is attributed to its strong brand reputation and innovative products. Yamaha's mission is to create a world where music is accessible to everyone.
Festival Federation Formed at MIDEM

CANNES—A new organization, the Federation of International Festivals, which aims at co-ordinate the timing and activities of international music festivals was inaugurated during MIDEM. The FIF, conceived at the Split, Yugoslavia, festival last year elected its first officers and made plans for its first general assembly of members to be held during the Bratislava Lyre Festival in Czechoslovakia from June 18-21.

At the MIDEM meeting, Bernard Chevry was elected honorary president. Other top officials of the new organization were: César Persico, director of the Baltimore Festival; Dr. Van Swick, director of the Bratislava Festival, and Hugo Helleman of RTV Belgium.

Prof. Armando Moreno of the Split festival was elected secretary of the organization, with Cesare Perfetto of Bulgaria cutting machine-secret of the new process—on lease to manufacturers who can use existing pressing plant to make the revolutionary new disk.

The main aim of the association is to ensure that a constant flow of information about each festival is available to members and to make sure that festivals do not clash in time, place or format.

But until the general assembly has met a complete plan of the organization's aims is unlikely to be set. The Federation seeks to encourage new talent and hopes to deal with air routes and other transport systems to get travel to different festivals for two new artists from each participating country.

Because of the current business created by the festivals, the FIF also plans to deal with different countries to ensure class facilities and low rates for hotels and other amenities.

To cover administration costs festivals already in the Federation are to be asked to contribute $200.

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To the Reader's WOnderosa!


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From The Music Capitals of the World

baritone, was a guest soloist Feb. 2 at Rome's Santa Cecilia Academy. ..."Rief" and main eagle Leonova visited New York to supervise Włodzimierz Piekut (Atlantic/RCA) recordings of San Remo song "L'Avventura" (The Adventure).

Joe Tex (Atlantic/RCA) was here for TV tapings and personal appearances. ...The Italian-Moscardiors sponsored "Month Dedicated to Simon & Garfunkel" (CBS)-Dec. 20 to Jan. 20. Special promotion was given to "The Sounds of Silence," and special press kits on the American artists were distributed to Italian radio stations.

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SACM Seeks A Higher Cut For Writers

MEXICO CITY — The Society of Authors and Composers of Music (ASACM) launched a campaign to increase composers' income, sources report.

"Composers get 30 centavos from every peso (2 cents from 8 centavos) on their musical production, Composers have suffered from discrimination by some radio stations, displacing national music and creating economic problems for them," said Carlos Gomez Barrera, president of the Society.

He added that composers cannot live from their royalties in Mexico as they can in other countries.

He also complained that royalties are lost by radio stations that program foreign music. "Seventy per cent of music on Mexico City radio stations is American," he said.

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<td>DIANA ROSS &amp; THE SUPREMES WITH THE TEMPTATIONS—T.C.B.</td>
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MERCi, MIDEM!

FOR AWARDING ALL YOUR ANNUAL INTERNATIONAL TROPHIES FOR 1969 TO SONGS LICENSED BY ASCAP

FROM FRANCE

"LOVE IS BLUE"
Writers: Andre Popp/Pierre Cour
(English Words: Bryan Blackburn)
U.S. Publisher: Croma Music Co.
French Publishers:
Societe Tutti
Societe Radio
Music International

FROM GREAT BRITAIN

"THOSE WERE THE DAYS"
Writer: Gene Raskin
Publisher: Essex Music, Inc.

FROM U.S.

"HONEY"
Writer: Bobby Russell
Publisher: Russell-Cason Music

ASCAP IS PROUD TO LICENSE THE HITS OF THE WORLD THREE MORE REASONS WHY THE MOVE TO ASCAP GOES ON!

AMERICAN SOCIETY OF COMPOSERS, AUTHORS AND PUBLISHERS
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<th>Label &amp; Number</th>
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<th>M/A</th>
<th>C/NG</th>
<th>G/N</th>
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<td>&quot;Bessie&quot;</td>
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Disk Royalty Crisis Near

right liabilities. This would be so whether or not there was a record royalty provision in the bill. If this proved true, some would feel there was less reason to put off the artist recording royalty, already embodied in many foreign copyright laws, and urged by musicians and artists here for the past 30 years.

Some observers of the communications scene see the really powerful TV interests and the National Association of Broadcasters (NAB) and the TV network as preoccupied almost wholly with the CATV competition. The cable-caster rivalry

Protection Group

* Continued from page 1

line Salvador, Denis Bourgeois, Rolf Marbot and Moshe Nain, executives, and Daniel Lazzarini, Canadian representative.

Founder members of the SPPL which tends to offer affiliation to foreign independent producers, are Guy Beart, Raymond Bernard, Fernand Borro, Bernard Costau, Claude Defes, Francois Dufres, Pierre Gounot, Armand Delabey, Henri Marchal, Gerard Meys, Moutouli, Pierre Ribeau and Johnny Stark.

'Abraham' Single Cited by RIAA

NEW YORK—'Dawn's Laurie Singer, "Abraham Martin and John," has been credited for one million sales by the RIAA. The song was written by Dick Holler, and published by Rosskine Music.

 tec h n o l o g i c a l  U s e s  o f  C o p y r i g h t — w h i c h a r e m u l t i p l y i n g a t s u c h  r a t e  t h a t t h e r e w a s n o t e v e n a n a t t e m p t t o d e a l w i t h t h i s a s p e c t i n t h e p r e s e n t r e v i s i o n. I n f a c t , e x p e r t s p r e c i p i t a t e t h a t c o p y r i g h t - h o w m a y b e c o m e a p r o c e s s o f c o n t i n u i n g u p - d a t i n g a c c o m m o d a t e t h e t e c h n o l o g i c a l a n d c o m m u n i c a t i o n s r e v o l u t i o n.

No further public hearings will be held on the revision bill. Sen. McClellan warns that further comments or proposed amendments to the bill should be submitted to the subcommittee at the earliest possible time.

Colwell-Winfield

* Continued from page 12

End Street," bass guitarist Mike Winfield, a tower of strength throughout, also had a fine solo. This number also had some of Colwell's top guitar playing.

Drought much of the solo work strong rhythmic support was offered by Winfield, drummer Chuck Pfuro and pianist Charlie (Moore) Sorrento. Sorrento also brought bluesy music to the bass, but the group's strength is in its instrumental ability as shown by "Cold Wind Blues," the title song of the Verge/Forecast album, and "Free Will Fantasy," a single on that label. Sorrento was the finest bass player for Sorrento.

Steady rhythms were the order of the day in B. B. King's "Whole Lot Of Lovin'" from the album. Many of the sax and guitar solos had a cool jazz sound. Baez and Vivre, a promising blues quartet, was also on the bill.

FRED KIRBY

LOS ANGELES — As was the case in National General Corp.'s abortive bid to acquire Warner Bros. Seven Arts, one of the largest in the Commonwealth's United's offer to buy W-7 is the music-publishing division.

Commonwealth, which owns Bobby Darin's TM Music and Kompany, where Darin feels the W-7 music-publishing-record operation would be a "perfect adjunct to what we're trying to do in the music field," according to a spokesman at Commonwealth.

During a recent international entertainment seminar in Los Angeles, Commonwealth spokesmen said the company is an acquiring program to entice itself fully in the music industry on an international scale.

Commonwealth has made the initial step in becoming a force in the music industry by making an exchange offer to the holders of the common stock and convertible debentures of Warner Bros. for W-7.

For each common share of W-7, Commonwealth will tender a warrant at a conversion price of $5.25 per share of Commonwealth common stock, $16 in a new 5 per cent convertible debenture, and 0.50 warrants to purchase Commonwealth common stock. Each warrant re-ferred stock will be convertible into Commonwealth common stock based on the average price of the common for the five trading days preceding the due date of the exchange offer, but not less than $21 nor more than $30.

Each full warrant will entitle the holder to purchase one share of Commonwealth common at $252 during a period of 10 years.

Commonwealth recently acquired the Seeburg Corp., a manufacturer of juke equipment, musical instruments, background music systems and jukeboxes.

'Oldies 45' Catalog

Bought by Buddah

NEW YORK—Buddah Records has acquired the 'Oldies 45' catalog formerly distributed by Vee Jay Records. The Vee Jay vintage discs include more than 800 titles.

Among them are "Venus in Blue Jeans" (Jimmy Clanton), "Crazy Little Mama at My Front Door" (El Dorado), "Ge (The Crow)," "Good Golly Miss Molly" (Little Richard), "Wrestler Movies" (the Olympicks), "There's Moon Tonight" (the Capris), "Ya Ya" (Lee Dorsey), "I Only Have Eyes for You" (the Flamingos), "This Be Magic" (the Dubs), "Eddie My Love" (Teen Queen) and "Those Oldies But Goodie Remind Me of You" (Little Caesar & the Romans).

Buddah has rushed catalog sheets to its distributors with descriptive copies going to distributors' mailmen. Special pressings will be made at distributor request.
RUSTY WARREN

BOTTOMS UP

"FOR ADULTS ONLY"

THANK YOU
distributors, rack-jobbers, one-stops
and dealers
for making "BOTTOMS UP"
my tenth consecutive
top-selling album.

Rusty Warren

Jubilee Records
JGS-2069
**MONKIES—YEAR DROP CITY** (Prod. Tommy Roe & Bobby Hart) (Writers: B. Rose-Hart) (Screen Gems-Columbia, BMI)—The writing team of Tommy Roe and Bobby Hart that gave the Mountain Men their classic 1970 hit, "Fast Train to California," provide nine young rock material that will restore the group to the top ten. "Year Drop City" is a hard-rocking rhythm number with wild vocals and a powerhouse vocal workout. Driving beat will spill its reign to the top. Flip: "I Need Your Love." (Screen Gems, BMI). Delta 69450

**GEO GE HAMILTON IV—BACK TO DENVER** (Prod. Bob Ferguson & John D. Laudenberg) (Writer: Bud) (Ampico-Russ, BMI)—Bob Ferguson and John D. Laudenberg tailor this track especially for the group's unique audience, creating a special hit that will give the group a much needed push. "Back to Denver," a creative reworking of an oldie favorite, will give the group more exposure and solid performances. Catalogue/Writer: Don C. (HMO), BMI. Stax 12590

**BILL MCALEY—BABY, YOUR KIND OF WOMAN** (Prod. Charlie Davis & Gene Frighty) (Writers: William-Fay) (Castle/Riviere, BMI)—The writing combination of Pitney and producer-composer Charlie Davis have up one point with a fine country number, which Pitney will be proud of for all it's worth. They told it in "Shady Break," this same tune has much of modern dance appeal. Flip: "(Like) Livin' With You" (Columbia/Capitol, BMI). Modcom 1348

**EDDIE FLOYD—I'VE GOT TO HAVE YOUR LOVE** (Prod. Steve Cropper) (Writers: Cropper-Stovall) (East/Memphis, BMI)—Following up his "Bring It On Home" winner, Floyd opens on strong in this easy beat ballad number. He compiles with the material all the way through and should make a solid impact on the flip. Catalogue/Writer: Steve 

**BILL HALEY & THE COMETS—THAT'S HOW I GOT TO MEMPHIS** (Prod. Hall) (Writers: Comets) (With comeback) (Mercury, BMI)—With its original, catchy title, this one will be no exception. Producer Bobby Jones has a hot seller in this rhythm number. Catalog/Writer: Don B. (HMO), BMI. Delta 69420

**HANK THOMPSON—I SEE EVERYTHING** (Prod. Joe Allard) (Writers: Thompson-Williams) (Boston Valley, BMI)—Following up his top ten smash, "Skateboard," Thompson comes up with more surefire novelty rhythm material that will fast meet the chart action. Catalogue/Writer: Joe (Unions/BMI, BMI). Stax 12590

**JOEY MILLER—ALL THE CRYING IN THE WORLD** (Prod. Ron Hooten) (Writers: Lautenberg-Russell) (BMI)—Has the one that should return the group to the top charts again. A catchy song with an easy beat number that has a definite novelty sound to it. Catalog/Writer: Joe (-obey Russ, BMI). United Artists 50405

**COUNTRY**

**ROY PRICE—SWEETHEART OF THE YEAR** (Prod. Don Law Prod.) (Writers: Gentry) (Jacksone, BMI)—Price keeps hopping himself with unequalled, moving heart material with a performance to match, and this one is no exception. Catalogue/Writer: Don (Fame/Unions, BMI). RCA Victor 12590

**SPOTLIGHTED**

**ELENA LOPEZ—BAD NEWS (Prod. Tommy Cobbin) (Writers: Lautenberg) (Ampico-Russ, BMI)—The group's reworking of a tune that has been a giant for the group's last ten years, "Bad News," will be a hit again with the group's young audience. Catalogue/Writer: Bill H. (Columbia, BMI). Columbia 44045

**GEORGE HAMILTON IV—BACK TO DENVER** (Prod. Bob Ferguson & John D. Laudenberg) (Writer: Bud) (Ampico-Russ, BMI)—Bob Ferguson and John D. Laudenberg tailor this track especially for the group's unique audience, creating a special hit that will give the group a much needed push. "Back to Denver," a creative reworking of an oldie favorite, will give the group more exposure and solid performances. Catalogue/Writer: Don C. (HMO), BMI. Stax 12590

**DALLAS FRAZIER—THE CONSPIRACY OF HOMER JONES** (Prod. Eric) (Writers: Lautenberg) (Ampico-Russ) (Here's the one that should return the group to the top charts again. A catchy song with an easy beat number that has a definite novelty sound to it. Catalogue/Writer: Joe (obey Russ, BMI). United Artists 50405

**STEVE McCAIN—I'M IN LOVE WITH A NEW GIRL** (Prod. Wynn) (Writers: Wynn) (Columbia, BMI)—McCaion comes up with a unique material that will fast meet the chart action. Catalogue/Writer: Steve (Columbia, BMI). Columbia 44045
watch dean jones'

vibrant new ABC-TV series
"What's It All About, World"
debuting Thursday, February 6th from 9 to 10 p.m.

Also watch for Dean’s new single
“I Didn’t Know The World Would Last This Long”
Dot 17209 (his TV show theme)
from his exciting new Dot album
“Names Of My Sorrow” DLP 25890
Brady Sells $8 Mil. in Disks, Tapes to PX's

LOS ANGELES — Charles Brady, president of the Charles Brady Associates, a manufacturer's representative to the U. S. Armed Forces Exchange Services, estimated the firm he represents will top $8 million in record and tape products last year in about 1,000 military post exchanges.

About 3.4 million albums and 1.2 singles were sold at military bases in Europe and the Far East. In the last five years, figuratively, the growth of the military market has increased in all-product about 30 percent each year.

Albums retail at $2.50 in most American post exchanges, with singles marketed at 75 cents. The retail price for both, however, changes (either higher or lower) at different military base location. The price for albums at British and Canadian post exchanges, which Brady represents, are $1.80, with the same price at United Nations exchanges, SHAPE headquarters in Belgium and American embassies, also represented by Brady.

Tapes Outsell LP's
In 1969, other tape albums about four to one, said Brady, because of storage problems and the flexibility of Japanese-manufactured tape players. Pre-recorded cassettes sold for $4, with 8-track at $4-$4.50 and reel-to-reel at $8-$9, the expected market for 4-track product.

RED HOT and ready to go . . .

CHI-LINE RECORDS has a winner with "INDIVIDUAL OF SOCIETY" by The BASIS OF THE THING

By Popular Demand
This Great 45 Single Is Now Available in Stereo

One Day and Distribution
CONNOISSEUR

Chi-Line Records
P. O. Box 1004, Cleveland, Ohio
Promotion directed by Bill Bay
209 Stahlman Blvd., Nashville, Tenn.

1650 Broadway, cor. 51st St.
FOR LEASE

Corner Suite, Consisting of 8 Offices, Including Reception Area
Just Vacated by Major Music Publisher for Larger Quarters

Continuity Air-Conditioned
Hang Acoustical Ceiling
Received Fluorescent Lighting

THE DILLIARD CORPORATION
Miss Kuncman — PL 7-4400

GRT Reorganizing 2 Depts.; Mgt. Team Set

LOS ANGELES — General Recorded Tape (GRT) is re-organizing its marketing and manufacturing divisions and setting up a corporate management team.

Alan J. Bayley, GRT president, said the company is being set up on a divisional basis, with Harry Stern, operations manager; Christopher F. Coburn, director of marketing, and E. Stern, president of Chess Records.

The corporate management team will include Stephen J. Peterson, treasurer; Stewart Smith, manager of engineering; Siree, Chess and Coburn.

Sire's responsibilities will include manufacturing and distributing activities, consisting of GRT West in Sunnyvale, Calif.; GRT East in New Jersey and a Magnetic Media Corp., New York, and GRT of Canada.

Reporting to Stern are Terence K. Hayes and Dan Hussey, who will be division managers of GRT East and GRT West, respectively.

Copiers will be responsible for the marketing divisions. Tord Bonetti will become manager of the newly created recorded product division, with responsibilities for GRT Records, record company license and duplication agreements and selection of music and performers offered in GRT's catalog of prerecorded tapes.

Herb Hershfield, also reporting to Stern, is handling the international operation, and David Shon is elected to the role of director of international sales and marketing.

Writer North Sues Palomar

LOS ANGELES — Composer-conductor Alex North has filed a $75,000 suit in Superior Court here against Palomar Pictures for breach of contract.

North contends Palomar agreed to pay him $5,000 for a song, 4th Gold LP, off the manufacturer's retail price for each "For the Love of Ivy" score, plus $2,500. It also said charges that Palomar agreed to pay North public performance royalties on the retail price of the song, plus $2,500 for all periods.

The contract called for North to receive a $20,000 fee for 10 weeks.

Thumbs Voodoo Package

LOS ANGELES — Blue Thumb is preparing a package on magic and drugs which will consist of three records, an 8mm film, a "good" voodoo doll and package insert.

Boise Auditions

NEW YORK — David Boise, formerly of the Chad Mitchell Trio, is holding auditions to form a new group. The group will use acoustical instruments and will do a broad range of material including urban-folk, satiric and country. Boise is particularly looking for a five-string banjoist and a dobro guitar. Boise's address is 438 E. 89th Street.

Pact Clears Way for Epic To Handle 5 Horizon LP's

NEW YORK — Following the signing of a renegotiated distribution pact with CBS, five Blue Horizon albums will be released this month, with Epic handling the distribution. Epic chief Mort Horan has praised CBS's "Blue Horizon month."

The distribution contract was negotiated by Epic's Richard and Mike Vernon, Seymour Stein and Michael Gallin of CBS, and by Al Schein, vice president, CBS international.

UNICEF on magic rituals around the world. Kranow plans a May 1 release of the package, which will include a replica of a voodoo doll, which he says will represent good luck.

Williams Fund To Help Salk

LOS ANGELES — An Andy Williams Fund has been established to support research and biological studies to support cancer research.

Proceeds from the Andy Williams Golf Tournament and a benefit concert at the San Diego Civic Auditorium January 28, two events raised $80,000 for research work at the Institute.

BOOK REVIEW

Lerner Book Valuable Tool In Classroom

(Study of Records of Musical Styles by Francis, McGraw-Hill Book Co., 271 pages, McGraw-Hill Hard cover; $7.95, soft cover.)

NEW YORK — Intended as an anthology for college classroom use, this book presents 86 examples of medieval, renaissance and baroque music. Especially valuable are the introductory comments on the composers and pieces as well as a record title and number for each piece. The examples range from Bach to Busoni and include many well-known selections. The reproduced scores should be helpful to music students.

FRED KIRBY

4TH GOLD LP FOR CAMPBELL

LOS ANGELES — The Record Industry Assn. of America has a top selling gold record, "Hey, Little One," by Glen Campbell, for a gold album award this month.

It's the fourth gold LP Campbell has received in the last two and a half years, with "Gentle on My Mind," "By the Time I Get to Phoenix," and "Wichita Lineman," each also previously certified by the RIAA.

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