Heilicher in Strong Pitch For Raising LP Prices

By PAUL ACKERMAN

NEW YORK — Higher pricing of records is being urged by Amos Heilicher, giant distributor and rack jobber. Stating that this is necessary for the industry to reach its fullest potential and profitability, Heilicher said: "There is no reason to sell records at the prices they are being kicked around...this is especially true when one considers the great entertainment value the consumer receives when he purchases a record." Heilicher advised other wholesalers to adopt his point of view and "grow with the times."

The executive added: "On Feb. 1 we were raised by all major manufacturers. As a distributor and rack jobber we then suggested increases of 10 cents and 15 cents to our customers, and we have had no complaints. We suggest that the retailer adopt the following price schedules: up from $3.59 to $3.87, from $3.87 to $4.19, from $4.59 to $4.87 and from $4.87 to $5.19."

Heilicher foresees the possibilities.

(Continued on page 90)

Pocketdisc Test for Detroit

NEW YORK — Now that the Seattle marketing test is under way, America is giving the Detroit area for its next research on Pocketdiscs.

The Seattle marketing test surpassed the goal set by Americorn. A 20-week goal of 100,000 consumer sales was set for the test, and 100,000 consumer sales were reached in 13 weeks. A consumer survey indicated that Pocketdisc was not a curiosity buy, that the new purchase represented the sixth 4-inch record they have bought. Also indicated was their preference for making their purchases through vending machines rather than as a clerk.

RCA Swings To Cassettes

NEW YORK — RCA Records, pioneer of stereo 8 music cartridge and its No. 1 exponent, will make its music available in the cassette configuration beginning midyear. The CBS group of labels is now the only significant company not issuing cassettes.

In RCA's statement, division vice-president Norman Racusin cited consumer interest as being the determining factor in the company's decision. While publically condemning the cassette system for its record-off-the-air properties, Racusin has

(Continued on page 19)

Soul Searching' & Video Breakthrough Key NARM

By ELIOT TIEGEL

LOS ANGELES—Capitol Records president Stan Gortikov gave NARM conventions a sharp analysis of themselves in his keynote speech Saturday (1), suggesting they open their convention to "select" customers and to work toward obtaining better representation for the companies. He suggested NARM become a "forum, battlefield and laboratory" in building for a stronger tomorrow.

Gortikov urged the conventions to "use NARM itself as a needed neutral arena in which to interface with your customer." He invited your customer here. Educate him, plead with him here. . . . I say he belongs here because he's the one who gives and he's the one who can take away.

Regarding obtaining better job prospects for blacks, Gortikov said, "We are too embarrassed to be seen around, all of us. We all must help build and mature needed Negro skills and manpower. This should be an essential obligation and objective for each associate company and for NARM itself."

Gortikov urged NARM to begin discussions with the National Association of TV and Radio Announcers (NATRA) "as a reality." (Continued on page 89)

MIC Getting Multiple Play

NEW YORK — The International Music Industry Conference is drawing multiple registrants from music companies and music publishers that include management and their "mid-management" staffs. The Conference, which is co-sponsored by Billboard and London-based sister publication Record Retailer, will be held April 20-22 in the Paradise Isle.

(Continued on page 96)

Playtape in LP Cartridge

NEW YORK — In its first major expansion since it introduced the four-song, 2-track Cartridge in 1966, Playtape Corp. will bow a long-playing cartridge containing eight tunes. With all eight numbers (or its time equivalent) cut from one corresponding album, Playtape's abbreviated LP monaural cartridge will retail at the suggested list price of $2.99. This move marks another step in the company's plan of marketing a broad-based line containing extended play (EP), LP and two-song singles cartridges. In addition, Playtape is

(Continued on page 20)

ampex invented a whole new month to help you sell more stereo tape!

WATCH FOR DETAILS OF THIS EXCITING NEW PROMOTION IN NEXT WEEK'S BILLBOARD
NINA SIMONE. SHE’S MAKING NEWS IN ENGLAND.

TODAY SHE’S STARTING A REVOLUTION IN AMERICA.

NINA SIMONE:
“REVOLUTION,” PARTS I & II #9730

“Ain’t Got No” and “To Love Somebody” won her 2 Silver Disc Awards. She’s got 3 hits in England’s top 40. And now, America, Nina’s “Revolution” is here.

The music is the message.
Pubs Giving Promotional Splash
To the Oscar-Nominated Songs

BY MIKE GROSS

NEW YORK — The music business is primed for a two-month splash on the songs that have been selected for the annual motion picture Oscar nominations. The publishers involved with the Oscar nominees have blueprints on how to use the Oscar music to run until the Academy Award winners are announced in mid-April.

The Oscar fever is wide-spread among TV producers, the lure of the big picture tunes of the year during the peak promotional periods of their programs must. Beyond this, the international exploitation value for the publisher is of prime importance when it’s considered that many of America’s top-rated music and variety shows are shown overseas.

For record men and disk dealers, the Oscar nominees are being turned into an annual feast of extra sales through display and exploitation of nominee-associated titles and songbooks.

In the case of “Oliver!” which contains the Oscar-winning score, The Richmond Organization (TRO) is banking on major new uses of the songs not only on disk but on TV as well.

While the ballad “As Long as He Needs Me” became the best-known and most widely performed song from the original Broadway stage version of “Oliver!,” the film exposure of the songs has switched the focus of major diastore and performance uses to “Where Is Love?” and “Who Will Buy?” The song “Consider Yourself,” which garnered much play during its first time around as a show song, is picking up new recordings and TV use through its film showcasing.

TRO is just pushing its full line of folio editions of the “Oliver!” score. This campaign, revitalized last year prior to the national premiere of the film and TV usage, is being repeated in view of what is now regarded as a pre-sold audience for “Oliver!” material. This extends to the school and college level which has become a major buyer of arrangements of picture scores for marching and concert band, orchestra and chorus, as well as individual instrumentalists.

Arranger-conductor Johnny Green’s harmonically oriented string arrangements for “Oliver!” track has begun generating interest from top symphony orchestras who have already committed performances of the Green arrangements in their repertoire.

LEGEND HEADS OSCAR ENTRIES AS COMPOSER

LOS ANGELES—Melch Legrand emerges this year as the composer most nominated in Academy Award competition categories. He is best known for his work on “The Thomas Crown Affair.” His “Windmills Of Your Mind” is among the five nominations in the best song category. He is also composing for the best musical of the year, “The Star.”

Other nominations in the music categories are:

- “For Love’s Sake” by Richard and Robert Sherman, from the film of the same name, “Mary Poppins”
- “For Love’s Sake” by Richard and Robert Sherman, from the film of the same name, “Mary Poppins”
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‘Scene,’ 2 Repackages
In Mantovani Drive

NEW YORK — London Records is swinging with Mantovani again. The label has launched in its 1st annual “March Is Mantovani Month” with a drive that is highlighted by the release of a new album titled “The Mantovani Scene” and the de luxe 12" record of the conductor’s top sellers over the years, “Continental Encores” and “American Waltzes.”

The push on Mantovani’s entire line of 12" albums constitutes an all-out effort on the part of allDealer service and regional sales and promotional execs and representatives.

In addition, throughout March, there will be a host of special items used, including order pull, slicks, free samples at all levels of retailers and good music oriented stations, in-store and window displays and special mailings.

The drive will continue throughout the month of March.

The new Mantovani LP, being released in conjunction with the drive, incorporates the maestro’s treatment of such recent hits (Continued on page 93)

ANSWER GETS GOOD FOR AMES

NEW YORK—“Who Will Answer Time’s Questions?” by Ed Ames on the RCA label has been awarded a gold record in excess of $1 million. The gold disk comes at a time when sales for the single have already shown a big sales increase with both have been on NBC and “Changing, Changing,” singer-time Living, a Time for Hope.

By BILLboard

NEW YORK — Russell Sankey, vice-president of BMI, has been named to the Project: Policy Committee of the Contemporary Music Project of the Music Educators National Conference.

By BILLboard


NORM as Catalyst

NARM enters its 11th annual convention with a record of sustained success and a membership that is the pattern of the record business. They have dramatically increased the industry’s dollar volume; they have opened literally thousands upon thousands of new accounts and marketing techniques have—in fact—kept pace with the creative talents that have made today’s record the Business Music Industry.

But the era of challenge is still in its initial stages. Much remains to be done before the record business can achieve full fruition. And record companies are not the only ones responsible for the changes and developments necessary for the growth and development of the industry. Jobbers and distributors who have made the past decade so eventful, and the promise of the future has already been outlined in this issue by Amos Helicher, who envisions the possibility of a two billion dollar industry in the not distant future (see separate story page 1).

In changing the local attitudes towards pricing, in order that the industry may “grow with the times,” we agree with his view. We also subscribe to the desirability of harmonizing the local record industry with the national—such matters, just as they have
NEW YORK—Eight George Bernard Shaw recordings, including two multiple sets, are included in the 14-album late-winter release of CMS Records, a spoken word line. The albums are the first under a licensing agreement with E.R.A. Records of Britain. Leon Golovner, secretary-treasurer of CMS, which he operates with his partner Irving Tepper, explained that the Shaw project should cover the complete recorded works of Shaw, except for the plays not yet recorded. All road by Robert Shaw, are preludes to plays, the eighth is an essay.

The new release also includes the second and third volumes of a projected complete Edgar Allen Poe short stories series, and the first volume of the peculiar Guy de Maupassant series, Another collection of Greek myths with a translation that seeks to retain the classical meaning of the original material. Completing the release are an album of Preservation Hall, a post-Augustau ceremony, and in album of Conrad featuring "The Last Tycoon." Another series being pursued deals with Afro-American heritage. This series was begun with Brock Peters' reading of "The Confessions of Nat Turner." Another disk deals with Booker T. Washington, while one is being prepared on Frederick Douglas. Golovner explained that this series will cover important figures in black history, past and present. The series also includes recordings of African folk material.

Golovner cited the Afro-American Heritage Series as an example of the service his company can perform by filling voids. When Chesterfield Music, Shops, a large mail order operation, opened its doors three and a half years ago, the first release was Gen. Douglas's "Sol- diers Never Die." Golovner believes the new album will be another success.

O. Douglas' reading from his book on the Supreme Court, School prayer decision. Harrison Salisbury's comments on Vietnam also falls in the series category.

While CMS has used some licensed writers, it is also increasing its use of its first 61 titles are original pressings. The increase in titles has led to the overall growth of the line, Golovner pointed out, since dealers are reluctant to purchase albums that are too limited in the amount of material. Golovner also noted that, while runout best-sellers are "treads" in the spoken word field, the album product can return dividends if imagination is used in the material.

Arthur Mogull, Tetragrammaton president, elected to the board of directors of Campbell, Silver, Cobys Corp., Tetra's parent company. Perry Mayer promoted to vice-president, general manager, Tower Records, replacing Bud Frazer, now with Transcontinental Entertainment Corp. Leon Golovner joins Elektra from NWEW, Redmond was regional promotion man in the Midwest for Kapp.

Carole Peters becomes European representative for Elektra, functioning as liaison between the company and continental licensees, as well as scouting talent and working with Elektra artists on tour. Based in London, Mrs. Peters was previously Elektra's label chief at Ampex-Chicago. . . . John T. Benson joins the sales and marketing side of the John T. Benson Publishing Co., Nashville, which has Heartwarming Records as part of its complex. Benson was previously with a printing firm owned by the Benson family.

Ross Buys Out Final 50% Of Scepter

NEW YORK—Murray Ross, president and part owner of Gold Premium Albums, has bought out the last three Scepter LPs. In all, 125,000 copies of Scepter albums are in the label's cata-

LOG ANGELES—The Record Industry Assn. of America has certified Elektra's single, "Touch Me," by the Doors, and Warner-Bron-Stereo's art album, "Queen Elizabeth's Hymn," by the Association, as gold singles.

The Association has earned two previous gold albums, "In Search of "Broadway" and "The Army Must Have Him." The Doors previously have earned gold albums for "The Doors," "Strange Days" and "Waiting for the Sun," and gold singles for "Consider Yourself," "Sister" and "Light My Fire."

Ansermet Dies, Conducting Great GENEVA—Ernest Ansermet, conductor of the Concerts de la Suisse Romande and its conductor emeritus until his death on Feb. 20. He was 86. Ansermet, whose extensive list of recordings on London, specialized in Debussy and Ravel, but also was known for his interpretation of works by Mozart for composers from baroque to modern.

During more than 20 years as an exclusive London artist, he conducted 200 sessions for 106 LP recordings. Among the still-unreleased London pressings are a collection of Schubert's unpub-

lished music, the conductor's concertos of Vivaldi, Hum- met, Weber and Leopold Mo- zart; Magny's "Symphony No. 3," and Honeybee's "Concertino" No. 1 and 4, all with his Swiss orchestra, and Stravinsky's "Firebird" with the New Philhar-
monic Orchestra.

EXECUTIVE TUNABLE

Executive Turntable

Mar 8, 1969, Billboard

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The original cast album of “Dear World” is a theatrical event all by itself.

It has everything that’s looked for and listened for in a lavish Broadway musical.

And it has Angela Lansbury!

“Miss Angela Lansbury’s performance in ‘Dear World’ is a memory worth treasuring.”
—Barnes, N.Y. Times

“‘Dear World’ has two cherished gifts no other show on Broadway can claim. It has magic. And it has Angela Lansbury, who knows how to use it. She turns the craft of acting into the immortality of art.”
—Rex Reed

“Angela Lansbury croons, chortles, and cavorts with a raffish gallantry.”
—Time magazine

Angela Lansbury and the entire Broadway cast of “Dear World” step off-Broadway only for Columbia® Records and Tapes.
Impulse, BluesWay Broadening

LOS ANGELES — Broader repertoire coverage is being developed at the avant-garde blues label BluesWay, now administered from Beverly Hills by general manager Howard Stark.

"We are looking to go more funky with Impulse," said Stark, "while also starting to use outside producers." Stark speaks of getting a record deal or "down-home" groove, although the ABC Records jazz specialists will continue to direct and record avant-garde musicians.

Impulse's leading personality was the late John Coltrane, an Impulse guitarist and saxophonist. Other "free form" jazzmen on the roster include Bert Ayler, Archie Shepp, Pharoah Sanders and Ornette Coleman.

Another experimenting musician, Emil Richards, has also joined the company's roster with his "No Music" trio on Impulse.

Bob Thiele, the former A&R director for Impulse and BluesWay, is now producing a number of Impulse acts as a freelance producer, with Stark in discussions with other independent jazz recordings.

For BluesWay, which boats six member of Billboards editor in chiefive in an interview to get more commercial, Stark said, "We'll get into rounds for the kids, rather than remaining a unit for. We will try to record a little differently as we have Big B. King, Joe Lee Hooker, and Jimmy Reed. King was just recorded in a live session in New York.

Apt Line

For the APT line, released after 10 years, this line has more star power, with Don McGuaise, an outgrowth of material from the ABC publishing catalogue. Biggie Ratt's single is a purchased piece before Bill McCloud.

Operation of the publishing companies was transferred from New York to the ABC's offices in Brooklyn, where the reformation of Impulse, BluesWay and APT, ABC's single releasing company of 12 years ago.

Associated Industries in Tri-Level Expansion Plan

PITTSBURGH — Associated Industries is beginning a major expansion program for its labels, according to Ron Schafer, president of the firm, and Gateway-Assoc.

iated Studios will be expanded from a 4-track to 8-track and a studio B would be added. New press and equipment are being added at the Mount Pleasant plant.

The new label, a new label, which has features such as its logo featuring the reformation of its artist roster. The firm has just launched a new RIM Records label for international product.

The expansion includes the names of such artists as Frank Zappa and the Mothers, former president of Gateway Recordings which was acquired by the firm last year, who became general manager and assistant to the president of Associated Har.

Gary Kramer, 41, Dies, Music Whiz

NEW YORK — Gary Kramer, a member of Billboard's editorial and chart department in the 1950's, died Feb. 20 in East Lawrence, Mass., from a heart attack. Kramer had been teaching at Michigan State University when he was first heard and had a Full.

brht Black Shot, earned a Ph.D. in musicology at Michigan State University, recent years. Kramer was 41. His knowledge of music ran the gamut from classical, blues, jazz, country and pop.

produce folk singer Judy Henske and singer Jeff Simmons for Bick's Tim Buckley for Elec.

tria, Pat Boone for Tetragramma.

n and the 5th Avenue Band.

Yester, who formed the Bampco.

tage product, will also produce TV pro.

produces albums and acts.

Other projects include feature film scoring, TV production and several instrumentals for classical, rock and folk music.

Another company, Sagittarius Talents, formed by Vincent DeMattia, president; Steven Fisher, vice president, and Marvin Margolis, secretary-treasurer, will be involved in record production, music publishing and personal management.

Jad to Step Up Foreign Inroads

NEW YORK — Jad Records is amassing a partial roster of overseas acts. The president, Don Danny, is planning to increase the firm's foreign contacts with visits to Eng.

and the East End.

licensor, Mervin C. Nash, contracted include Discos Tizoc (Mexico); Festival Records (Australia); Gato Records Ltd. (South Af.

ica); Maxi Records (France); Polar Records AB (Sweden); RCA Victor Co. Ltd. (Canada); Ricordi (Italy); and Saga Records (Germany, Luxembourg, Bel.

gium).

Pincus Visiting European Office

NEW YORK — George Pin.

unc, president of the Gil-Pinces Music group, is in London this week visiting his firm's European headquarters, Ambassadors Mu.

is also going to Milan and Rome where he is acquiring scores from recently completed films. Gil-Pincus and Ambassadors are setting record.

ing deals with several top European scores. The Gil-Pincus catalog is open for all territories of Europe except England, and Pin.

cus will be negotiating supplying dealers for several of his latest productions.

MARCH 8, 1969, BILLBOARD
In '66, we defied The Rolling Stones. We bucked The Beatles. We dared Dylan. And we came out smelling like a million. Cash. We did it with The San Sebastian Strings, a deliberately aggressive stride into quote good music unquote.

Now, in '69, Warners defies Jimi Hendrix. We take on Led Zeppelin. We stir against Cream. Hell, we may even challenge The San Sebastian Strings.

Think us too ambitious? Before you ante up your $8950.36, friend, a few words of warning:
KJR, WDRC, WNEW, WGN, KOL, KSFO, WCAO, KMPC, WHK, KGIL, WSAI, WKDA, WOKY, KLIF.
All are helping sell the first Neon Philharmonic single, MORNING GIRL.

It's from the new Warners album, "The Moth Confesses," which cost The Neon Phil $8950.36 to produce. That's our ante.

For once, beat your kids to something groovy.
Credit Watchdog Enlists 214 Cos.

LOS ANGELES—The National Recorded Sound Credit group, formed in October 1967, has so far enlisted 214 member companies to keep an eye out for bad credit risks. Eight companies initially helped form the organization. Credit managers from firms across the country send in an analysis of paying records of companies to a central office.

This central office, the Credit Managers Association of Southern California, sifts the information back to members. The office clears around 100 queries a week.

When a credit query is received, a credit working “note” is sent to the membership, giving warning of non-sufficient funds or accounts “tied up” for collection. “In today’s competitive environment of the music and sound products business,” says Shaper, “liberalized credit has become a significant marketing device. If not properly guided and limited, this will create a tremendous volume and also build up strangle ing inventories, which add nothing without unwanted financial problems.”

Members of the organization are from Philadelphia, New York, Atlanta, Kansas City, Chicago, Complete Music, L.A., Guitar Center, Deca, Dot, GW Electronics, General Recorded Tape, Greenway, Music World, Intercontinental Tape Cartridge Corp., Liberty, MGM, MarVel Electronics, Mercur, Matown, Mantz Stereo, Pax, Newcraft Imports, Pickwick International, RCA, Record Sales and West Coast Tape Cartridge Corp.

D. C. Hi-Fi Show

By Mildred Hall

WASHINGTON — The Washington Hi-Fi show held here recently proved beyond question that recordcd sound is in itself a major recreation in this country. More than 22,000 people passed through the Hi-Fi music show held in the city’s largest hotel, the Sheraton Park. Lines two and three abjectly patiently moved down the long lobby as nearly 1,000 visitors an hour managed to circulate through more than 80 rooms in which at least one manufacturer—components, consoles, compact, and full systems, for home and the last word in automobile high fidelity sound products.

One of the most striking aspects was the youth of the crowd—young people in their 20’s poured in, while in previous years of shows showing hi-fi buffs were in later 20’s and even more in the 30’s.

Teresa Rogers, president and manager of the show, was deservedly proud with the show’s success—claimed to be the largest ever. Plans for the 1971 show are already in the making.

The electronic marvels of the exhibits, the outpouring of the sounds and the glamour of the cabinetry were almost upstaged by the newness of “Hi-Fi” that played to standing room only. The seminars were conducted by members of the FCC, the Audio Engineering Society, the IEEE, interior decorators and others who answered questions by putting the knowledge you on the exhibit that leads from multiplexing on an FM station to upgrading a record collection.

The Hear-Ins undoubtedly repeatedly and probably picked up by another trade exhibition this year. But, again, the seminar provided a forum where the audience not only benefited by the answers, but also each other’s questions.

February showed that engineering has added further refinements to what is already near-incredible sound component and consoles in the home—record and tape players are almost fool-proof against careless owners. A new turntable has a perfect clock adjustment for record fluctuations at the wall socket. The stereo sound system, now fully tricked-out for a new generation, is a clear-channel stereo system which shrunk the large speakers to the dimensions of a shoe box with no loss of depth or richness of sound.

The manufacturers of the recorders have put music of every possible choice in every possible packaged convenience in tapes and cartridges for car, for home, for uninterrupted round-the-clock play, and for recording.

During the Feb. 14-16 run of the show, every possible taste was accommodated, from movie and show music on the sound track, historic track of our times, readings from literature, opera, the theater, all the way to the fascination of high fidelity sound heard on record or tape, pot, pot, pot, and the possibilities of instrumentation, from the human voice to a computer-composed composition and from test equipment to whispersoft sounds.

The nation’s capital is known among entertainers as a performer’s no-man’s-land. But let the performance go on record, there’s suddenly a sound-recorder’s paradise.

March 8, 1969, BILLBOARD

Parade Heralds Opening of Pittsburgh Station WIXZ

PITTSBURGH — Amid pop-potpourri, the presentation of a parade, the Top 40-for- mated WIXZ began broadcasting here Saturday (1) at noon. Program director George Brewer actually began an on-the-air presentation, the station, formerly known as WCMK, Thursday at 6 a.m., when a robotic presentation "touched over" the station and began playing rock records.

This sister is to WIXY, in Cleveland, where Brewer had been program director. He will follow the same type of sound on WIXZ. Both stations are operated by Norman Wain, Joe Zingale, and Robert Weiss. Personalities at WIXZ are Brewer, Jack (Glenn Shannon) Mindy, formerly with WSYL in Buffalo; Jerry Butler, formerly with KXOK in St. Louis; Dick (Wildie Child) Kemp; Terry Lee; and Bobby Harper from WAKR in Akron.

General manager is John Tengala.

KQV has been the only Top 40 station in the city, having knocked off all other competition a few months back. WIXZ is actually located in the suburb of McKeesport, but the Wain, Zingale, Weiss team has totally driven the five other radio stations and the estimates that new equipment will average 47 1/2 per cent, giving it total coverage of Pittsburgh in the day and coverage of the primary areas at night.

WIXZ will use a cappella jingles produced at Spot Productions in Dallas; Brewer worked with arranger Paris Rutherford on the jingles.
From Trini, you expect more. Not half a hit, The whole enchilada.
So, desiring the whole enchilada, we went and got Boyce and Hart to produce Trini.
They did it. The whole enchilada. It's called —

**Come a Little Bit Closers.**

"Come a Little Bit Closers" has the sound of now. Get that? **Now.**
We've heard "Come a Little Bit Closers!" It's told us we can stop waiting. Trini's got his next hit.
Your copy's available. **Now.** Get that?

From

*the whole enchilada*

**TRINI LOPEZ**

This, like all of Trini's enchiladas, is on **where it belongs.**
TIC Buys Hurok Concerts—Expansion Plans Rolling

NEW YORK CITY—Trans-continental Investing Corp. has acquired Hurok Concerts, Inc. S. de Conti, chairman of the concert and management firm, will continue as president and chief executive officer of the new Transcontinental subsidiary.

Mr. Conti will head an under way for entry into the organized audience concert field, expansion of the company’s TV packaging and theater production, and creating ballet films for TV and theatrical distribution. The company expects that more than 2,000 concert dates were performed by his artists last year.

The company recently finished signing an extended “Tier Two” contract for CBS-TV. The show features Emilio Gitlin, Mosilad Moldy Peeples and the Olde Stein. Participants in Hurok TV shows are: Emilio Gitlin, Olde Stein, Van Cliburn, Marian Anderson, Andre Segovia, Isaac Stern, John Corigliano, and a string of well known singers, actresses, dancers, painters, Victoria de Las Angeles, the Moscow Dance Company, the Bolshoi Ballet and the Royal Ballet.

Smith on Own Forms Firm

LOS ANGELES—Dallas Smith, Liberty Records a&c producer, has resigned to form an independent production, record and publishing company. Recent developments are looking for artists and songwriters for its two publishing units, which were acquired last May by ASCAP. It will also get involved in TV and film scoring.

In the same line, Smith, who will independently manage Golgiya, plans to release product under his own Renaissance label. Distribution will be through a major record company.

While at Liberty, Smith produced music that was recorded by the Gritty Dirt Band, the Hour Glass and the Heat. He produced Vee’s gold record, “Come Back When You Grow Up.”

GRT Approves 4 for 1 Stock Split & Increases Common

LOS ANGELES—General Recorded Tape (GRT) approved four-for-one stock split of all outstanding shares at a special shareholders meeting Feb. 25 in Palo Alto, Calif. The stock split will be effective March 12. Shareholders also approved an increase in the authorization of common stock to 12 million shares with par value and the creation of a preferred stock of same denomination. The package of stock subscriptions value for use in future acquisitions.

Additionally, the company voted to change the name of the company to GRT Corporation and the company is “considering going into integrated operation.” It currently is traded over-the-counter.

In explaining the name change Bayley said GRT has expanded into activities outside the field of recorded tape, and the name General Records Transport reflects only part of the firm’s operations.

For the first half of fiscal 1969, ended Dec. 28, GRT’s expanded activities resulted in sales of $5,195,973 and after tax earnings of $364,621. Sales and earnings of acquisitions were not included in the first half report, but will be a part of the next interim report at the end of the third quarter of fiscal 1969.

Zenith Earnings & Sales Hit Peak

CHICAGO—Zenith Radio Corp. reports that its earnings and sales during the year ending Dec. 31, 1968, were the highest in the company’s history. Consolidated net income of $473,315,200, after 1967 net income of $32,200,000, was equal to $5.20 per share.

This represented a 15 percent increase over 1968. Sales were $6,110,315,200, a 15 percent increase over 1968.

Zenith Electronics, the consumer electronics division, reported 1968 sales of $3,020,884,200 for the year ending Dec. 31, 1968.

Helen Merrill’s Disk in April

NEW YORK—Singer Helen Merrill, now living in Tokyo, will have a New York—recorded album released in April. U. & T. Entertainment Co., which also featured pianist Dick Katz, belong to Milestone Records. The album will be released in the Far East by Nippon Victor.

Miss Merrill has a weekly jazz show on the Armed Forces Military Station, Far East Radio. Milestone has also signed

Sunset Into Own Grooves With 100G Cutting Budget

LOS ANGELES—Sunset, Liberty: U.S.’s $8.9 billion economy recording line, has been given $100,000 recording budget for this year and will seek music with “today’s sound.” Young, who has been putting together Sunset’s packages for the past five months, will take on the added responsibility of producing new records.

Gramophone’s sales manager Howard Alperin said it was conceivable that a new act’s single would be released at Sunset and the act then being shifted over to Epic.

Drummer Jack DeJohnette to an exclusive recording contract. DeJohnette, also a pianist and composer, has played with the Charles Lloyd, Bill Evans and Sun Ra groups. His first album has already been recorded.

Smith on Own—Forms Firm

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SPIER, LAURIE GET RELIGION

NEW YORK—Larry Spier and Laurie Spier are bringing religion into the pop singles marketplace. The song is “The Church on the Corner,” which Spier is publishing and which was written by Sven Lindeberg, the Swedish singer said the song was a hit in Sweden on the RCA label featuring singer Songwriter. The song was written by Sven Lindhult.

L. Allen wrote the English

Gimbels Takes on Scoring of Films

LOS ANGELES—Lyricist Norman Gimbel has moved into the film songwriting field. He has written and will write songs for two MGM pictures, “A Day in the Life” (co-composition with Manuel Dinica and “Little Sister” with Peter Matz. The two Gimbels are three themes with the newly formed company.

Other film scoring for Gimbels is recording “Into a Musical film of “Captain Courageous” which has not yet been placed with any studio. Two of Gimbels’ new creations with Antonio Carlos Jobim were recorded last week by Frank Sinatra.

The two films which are included in Sinatra’s all-Jobim LP are “Water to Drink (Aqua De Beber)” and “Song of the Sabia.”

DYLAN & CASH ‘HAPPENING’

NASHVILLE—Bob Dylan and Johnny Cash last week recorded a dozen duets for Columbia Studios here, one of which appears on Cash’s next album.

The artists did not discuss the recording activity, but Cash had done two, then, after a breakfast meeting, they decided to “fool around” with more.

The record were not “produced” records, and the sessions were taped. Cash also cut his next single, written by Billy Edd Wheeler.

Previously, Cash had recorded several records with Bob Dylan.

Market Quotations

Chicago—Branford Co., Inc., $93"; 75% 40. Liberty: U.S.’s $8.9 billion economy recording line, has been given $100,000 recording budget for this year and will seek music with “today’s sound.” Young, who has been putting together Sunset’s packages for the past five months, will take on the added responsibility of producing new records.

LOEWY AIDS YOUNG WRITER

ATLANTA—Lowery Music has signed its first writer and is de- signed to aid new songwriters around the country. Bill Lowrey, president of the firm, said the board would utilize the artist composers who produce music for the firm and its material published and recorded. K.T.T. “The Song in Your Heart,” the brochure is available free. Mailing address is Lowery Music, Box 9687, Atlanta, Ga. 30319.

March 8, 1969, Billboard
Golden Era Series New Dorsey Burnette
Album Featuring “Suddenly There’s A Valley”
SEE YOU AT THE NARM, TABLE 31

A NEW ERA FOR ERA
THE SOUND ON THE MOVE
Available for the first time! These sensational packages in stereo albums and tapes
(8-track cartridge, 4-track cartridge and cassette). The Golden Era series (45 singles) great
new releases including recordings by Chris Montez, Richard Barry, The Sixteens,
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Attention Record Distributors, some areas still open.
Attention Tape Distributors, many areas are still open.

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These sensational packages in stereo albums and tapes
(8-track cartridge, 4-track cartridge and cassette).

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Golden Era series—Vol. 1
ET8-VOL. 1—ET4-VOL. 1—ETC-VOL. 1—
Selections include Wayward Wind—Hey Little One—
Sacred Doll House—Mr. Custer—Birds And
The Bees—to Know Him Is To Love Him—
Mission Bell—Suddenly There’s A Valley—
Tall Oak Tree—Cinco Robles—So This Is
Love Golden Era series—VOL. 2 ET8-VOL. 2
ET4-VOL. 2—ETC-VOL. 2 Selections include
Let’s Dance—Gee Whiz—Mule Skinner Blues—
Heart & Soul—Cinnamon Bender—Have Love
Will Travel—Alley Oop—Surfin’ Bird—
Honest I Do—Happy Birthday Blues—Arrow Of
Love—Ain’t Gonna Kiss You No More Golden Era series—VOL. 3 ET8-VOL. 3 ET4-VOL. 3
ETC-VOL. 3 Selections include Louie Louie—
Death Of An Angel—Some Kind Of Fun—
A Casual Look—Birds And The Bees—No More—
Diamonds And Pearls—Liar Liar—A Thousand
Stars—I’ll Make It Easy—A Casual Kiss—
Six Days On The Road—Dorsey Burnette’s
greatest hits ET8-100 ET4-100 ETC-100
Selections include Hey Little One/Suddenly
There’s A Valley—Tall Oak Tree—Wayward Wind—
Swing Low Sweet Chariot—Big Rock Candy
Mountain—California Guitar—Phil Baugh
ET8-101 ET4-101 ETC-101 Selections include
Girl Watcher—Little Green Apples—Hey Jude—
Harper Valley PTA—These Were The Days—
Gentle On My Mind—By The Time I Get To
Phoenix—The Incredibles! Heart & Soul
ET8-101 ET4-102 ETC-102 Selections include
Heart & Soul—For Sentimental Reasons—
I’ll Make It Easy—and their newest hit single,
Standing Here Crying—Confession Of A
Las Vegas Loser—Paul Gilbert ET8-103
ET4-103 ETC-103—Comedy album 12 Hilarious
sides by one of Las Vegas’ funniest comedians.
A must for the Vegas crowd. Herb Newman
presents AM FM E8903 ET8-113 ET4-113 ETC-113
great dance and mood instrumentals for
those who love new treatments and concepts
in music. Some of the selections are:
Promises, Promises—For Once In My Life—
Aquarius—Turn Around—Look At Me—Impossible
Dream—and other outstanding hits. Sing
along with Breezy all time favorites for
children ET8-104 ET4-104 ETC-104 selections
include Pop Goes The Weascl—Twinkle Twinkle—
Old MacDonald—and other children’s classics
sing along with Breezy famous folk songs
ET8-105 ET4-105 ETC-105 selections include
Skip To My Lou—Billy Boy—Old Smoky—Blue
Tail Fly—and other children’s classics.
Sing along with Breezy a song trip around the
world ET8-106 ET4-106 ETC-106 Selections
include London Bridge—My Bonnie—Yankee
Doodle—and other children’s classics. Sing along with
Breezy children’s party songs ET8-107 ET4-107

ETC-107 Selections include Little Brown Jug—
Loopy Loo—Three Blind Mice—and other
children’s classics. Sing along with Breezy
songs of Christmas ET8-108 ET4-108 ETC-108
Selections include Jingle Bells—Silent
Night—Deck The Hall—and other children’s
classics. Cassietta George sings favorite
hymns—gospel ET8-109 ET4-109 ETC-109
Selections include The Old Rugged Cross—
Were You There—Softly And Tenderly—and other
gospel classics. Cassietta George sings
Walk Around Heaven ET8-110 ET4-110 ETC-110
Selections include Walk Around Heaven—
Happy With Jesus—He Saved Me—and other
gospel classics. Cassietta George. I Must
Tell Jesus—ET8-111 ET4-111 ETC-111 Selections
include I Must Tell Jesus—Walk In Love—
Oh How I Love Jesus—and other gospel classics.
Harold Bowen Counting My Blessings Gospel
album ET8-112 ET4-112 ETC-112 Counting My
Blessings—The Lord Will Provide—My Religion
Is Real—and other gospel classics.

Watch for this great release “Everybody’s Searchin’”
Era 3294 by Era’s new sensational artist Gabriel Dean.
Watch for special release “Aquarius” by Herb New-
man and Co. “Instant Smash.”

era records
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7032 Sunset, Hollywood, Calif. Telephone
HO 6-2161, HO 6-1464.
NEW YORK — The Mothers of Invention simultaneously indulged the back ground music for: A Twist fit by the group’s baritone sax, Jim (Motorhead) Sherwood; a Gregorian chant by a friend, Shirley Allen; and some rock ’n’ roll street corner harmony—all this, plus Chico Freeman’s new rock-jazz group on Columbia, and the Buddy Miles Express, at Fillmore East, Feb. 22.

Led by rock Socrates Frank Zappa, the Mothers captured through a non-stop jam that loomed together sparkling threads of rock, jazz and classical material. Their vaudevil-parodies of the first-living theater of the rock culture—run together like a skew of seveners, a kaleidoscopic intermission, poking sentimental fun at old rock, jazz, and classical rock and, of course, the Mothers themselves, and all done to the hollering of the work-out of the Mothers’ own music. Their spoofing, above all, is credible satire made possible by the group’s serious, deftly executed musicalcram that frees their collective (Zappa’s, for sure) imagination to create the outlines of theater. Needless to say, the Mothers of Invention record for their very own Biz- zarre Records.

Chicago, a seven-man band billed behind blues behemoth, Bud-Coo, moved up to the evening’s special treat, rousing patrons to stories with the unexpected surprise of their rhythmic blues and jazz outings. The group’s Blood, Sweat and Tears-like style of the lyrical Af Koopera days, before RST tought the group up with a bull soul singer. Now fans who miss the first and late RST can gather around the sound and musical tradition carried on by Chicago, whose intelligent and listenable rock should create the best sellers of “Listen.”

Buddy Miles, that colloidal soul drummer who repaired the old Electric Flag and recast it as the Buddy Miles Express on Mercury, featured guitarist Jimmy McCarly in the group’s lead role while Livin’ Dolls, “I Got You Babe,” “Texas” and “Wrap It Up” at his band, a devastating spokesman for the in-breeding of soul, jazz and hard rock. His most impressive material driven to Miles’ near-enerating paceman in a tune that rises to expectations. The addition of tenor sax Bobby Radcliff, formerly of Sam and Dave, and Jim Tatum, also from Sam and Dave and Arthur Conley’s band, should accelerate Miles’ march to the chart tops.

ED OCHS

Goulet Spins Out Tunes in Strong & Bright Style

NEW YORK — Robert Goulet, Columbia Records artist, opened at the Empire Room of the Waldorf-Astoria Hotel Feb 21 with a bright bouquet of tunes.

Bearded for an upcoming movie, Goulet boomed baritone tributes to “Wives and Lovers,” “Old Man River,” and, of course, his “Camelot” forte. His deep, ringing readings, persuasive in his impressions, onated through the room and the microphones of radio WHN, which broke Goulet’s opening night stint. The singer-actor is able to handle with his own Broadway spin through “In Camelot,” “If I Loved You,” “Seize the Day” “With You Am I” and “You’ll Never Walk Alone,” all raised to symphonic pitch by a fine accompanying orchestra.

MANNY KELLEM, left, presents a copy of his recording of “Jubilee Joe” on Metromedia Records to Jay Garnier, star of the musical “Red, White and Maddox.” The song is the recurring theme of the musical.

Mike Clarke, also formerly of that Los Angeles folk-rock group, was steady on drums as Chris Ethridge on bass, and Parsons and Hillman on rhythm guitar. A key to the instrumental sound was a performer only identified as Sneaky Pete, who played a fine lead on pedal steel guitar.

The Archie Campbell-Loren Mann “Dark End of the Street,” followed with the number being a medley of Willie Nelson’s “Undie the Right” and the Wildburn Brothers’ "Somebody’s Back in Town.” Another country number was George Jones “She Once Lived Here.”

But while the material was clearly country and country-flavored, the backing often was stronger than in standard country interpretations. Parsons’ feel for the lyrics and excellent voice, however, maintained the country impression.

Parsons switched to organ for two of the group’s original numbers “Hot Burrito I” and “Hot Burrito II.” “Sin City” and “This Old Town” were other original songs. Roy Orbison’s “Dream Baby” was a solid closing number.

The Flying Burrito Brothers, whose first A&M album is due early this month, would seem to have a bright future with country music becoming one of the day’s "in" sounds. Betty Carter, a veteran blues singer, also was on the bill.

FRED KIRBY

Peter Paul & Mary Haven’t Changed a Bit: Exciting

LOS ANGELES—Peter, Paul & Mary disprove the theory that acts which stay together a long time can get tired of themselves and their repertoire. Personnel changes at Santa Monica Civic Auditorium Saturday (22) before a sellout crowd of young people, the trio made its annual visit to this region an unforgettable experience.

There are a few new numbers in their repertoire, but this is an exciting performing act, which generates new life into songs it has made famous. The intense readings which the songs receive from Peter Yar-
EPIC helps solve your Blues hassle.

BLUE HORIZON Records will now be distributed by EPIC.

BLUE HORIZON means the best in English Blues.
NEW YORK — Gary Sherman’s “Idioms,” for rock instruments and orchestra, made its world premiere Feb. 23 at Philharmonic Hall. Unfortunately, it was the only ray of light in what could have been an exciting exposition into music exploration.

Intended as one in a series of experimental concerts designed to fuse various musical forms from baroque to rock, this concert included Bach’s “Suite No. 3,” two rock numbers and two poetry readings, in addition to Sherman’s work.

Joseph Eger conducts the New York Concertante of the Symphony of New York. Representing the rock elements of the evening were the New York Rock and Roll Ensemble, a group which has garnered a widespread reputation for this type of multi-music performance. The NYRRE ensemble records for Ato Record.

“Images,” is a serious composition designed to draw the rhythmic elements of rock within the classical context of a symphonic orchestra. In essence, Sherman proposed to give classical music a heat without degrading its own qualities.

Sherman’s endeavor worked straight to its target, blazing a trajectory which smacked of brilliance. The music was bright, exciting and well textured, with masterful interweaving of its stated components. “Idioms” was more than an experiment, for it worked as a precise time watch.

But even more important than its performance alone, “Idioms” breathes hope to the future of traditional classical music. While many 20th century composers have experimented with atonal and synthesized music, Sherman has successfully taken traditional forms and restructured them, maintaining at all times a classical format. By inserting contemporary rhythmic motifs, he fractures the wall separating long-hair music from the sounds associated with today’s generation.

Unfortunately, the other four performances on the program served not to bridge the generation gap, but to magnify it. For the opening piece, the New York Concertante performed Bach’s “Suite No. 3” in traditional style, with the NYRRE reworking the piece in a contemporary vein. While many of Bach’s works have achieved highly successful interpretations by jazz groups, the NYRRE did very little with “Suite No. 3.”

Capping the evening was a reverse fare, with the Concertante rendering its classical version of NYRRE rock tunes. This proved an insane tactic, as the NYRRE’s performance and material were far below par. The Concertante compounded the farce with seemingly awkward orchestral arrangements.

(Continued on page 16)

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14

MARCH 8, 1969, BILLBOARD
AGAIN AND AGAIN AND AGAIN...
THE VENTURES HAVE A HIT RECORD

“HAWAII FIVE-O”
THE VENTURES

# 56068

Liberty Records Inc.
**Talent**

**Damon's Calling Cards—Insight, Feeling & Craft**

LOS ANGELES—Vic Damon has three traits; musical insight, craft, and craftsmanship. The RCA Fletcher plan was in Detroit in his opening Tuesday (18) in the Century Plaza's West Side Room.

Away from the local night-club scene for two years, Damon, youthful and vigorous, with a repertoire primarily made up of his own material, is a gutsy ballad singer.

There is a piercing simplicity to Damon. He did several oldies, "Time After Time," "Don't We Want" and "All I Need Is A Girl," and several contemporary oddities, "Little Green Apples." By the Time I Get To Phoenix," and "Can't Take My Eyes Off You.

But it was his rendition of Jimmy Webb's "MacArthur Park" that earned Damon a rousing ovation. His offering was crisp and had a strong flow. Damon's musical arrangements, conductor Joe Parnell, added six musicians to Al Pellegrini's usual 18-piece orchestra, giving the orchestra 13 brass instruments.

**BRUCE WEBER**

**Cowsills Give An Enjoyable Performance**

LAS VEGAS—The Cowsills, MGM's family group, made their debut here Thursday (20) at the Tropicana.

And though the performance was no stick, super-polished performance, the three Fromer of the top 40 last fall, is used as a caution.

The folk song "Cruel War," sung by Mrs. Cowsill, and "By the Time I Get To Phoenix," show good taste and harmony.

The scene-stealer is preco- cious pre-teen Susie. Her rendition of "Hello, Hello," the Claudine Long song, was de- lighted.

There's something for all, no one left satisfies.

**RON BATSTE**

**Dexter's Scrapbook**

BY DAVE DEXTER JR.

HOLLYWOOD — There was a topper under the middle of the table, when Johnny Moore's Holly- wood Three Blazes consistently produced records for another artist, Crosby and Como excepted.

When Moore died at his Los Angeles residence a few days ago, news of his death, no obituary was published. A superb guitarist, the 62-year- old Moore climbed to the top in rhythm & blues charts frequently with Charles Brown as his vocalist a quarter of a century ago.

**Musician Union**

After 10 years the Musicians Union still lists Billy Berg, of Billy Berg's Club, and Leonard Vann, operator of the Bec- age Room, in boldface type on its daily list published regu- larily in the "International Musi- cian.

The two spots, located about six blocks apart in the heart of Hollywood, are among the most for more than a decade ago. Both Berg and Vann, likable and hospitable, have been dead for many years.

But as an elderly pachyderm, the jazz "three wise men" do not lack for admirers.

**Food For Thought**

Mark Pearl's show is re- ceiving more bountiful financial returns from her chain of fran- chises in Long Beach, than she did in years of recording and touring and in out of New York, when she was ac- tivated in a food operation.

And now soul singer James Brown enters the competition on a national basis with his "James Brown Gold Platter," chain of fast food restaurants, a venture that finds him in business with 13 white men and one other black man. The chain will franchise will sell for $25,000 and will be operated by minor ity shareholding.

"I'm not just lending my name," Brown says. "I control the concept and I'll control the check. I don't want to see any money go out of the door.

"I'm not just lending my name," Brown says. "I control the concept and I'll control the check. I don't want to see any money go out of the door.

Russell & Spanier

The passing of colorful Char- les "Muggsy" Spanier leaves two of the old-timers of the old, ground with kidney ailments that were diagnosed by Dr. R. C. E. Atwater.

Russell's doctors gave up on him in 1952 when he lay in a San Francisco hospital with a kidney ailment that was diag- nosed. Muggsy Spanier, a hot fan, stopped breathing and no pulse was discernible during his hospitalization. Russell was con- firmed Tourou Infirmary in 1937. A nurse pulled a stethoscope above his head and left him alone in his room. A year later he was brought to Roosevelt Hospital and planning his Ragtime Band.

Their kind can't be forgotten.
The newest album from those Grammy nominees: THE LETTERMEN.

No need to wait for your analyst to interpret the dreamy sales figures for these two... just call your Capitol man. Happy dreams.
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RCA's Cassette Entry, Not Big Buying Factor

by HANK FOX

Ripples of the RCA cassette announcement will spread far, but the impact is minimal. RCA's entry into the tape cartridge industry, however, is a significant event for the company and the industry. RCA's sales have continued to soar, and the demand for its products is high. However, both RCA and Columbia are not satisfied with the current product offerings. The market warrants it.

In effect, RCA's entry in cassette puts both systems on an even keel. Stereo 8, with its primary strength in the automotive market, is striving for a slice of the market pie. Cassette, on the other hand, has a multi-market force, seeking a foothold in the automotive and home fields.

Realistically, consumers are not being seduced by store doors demanding RCA product as a criterion for buying cassette equipment. There is enough production of both configurations in the market to satisfy demand for a major—and even minor determining factor—for most customers. In short, the vast catalogues and current releases of both RCA and Columbia are not sufficient to offset or propel any move to either 8-track or cassette at this late date. It is just intelligent marketing on the part of RCA to offer cassette, if, as its division vice-president Norman Racusin now says, the market warrants it.

Driven by the automotive market, 8-track tape cartridge sales are high, and continuing to soar. Industry sources put stereo 8 sales for 1968 at around $75 million. And according to highly reliable reports, cassette sales, which had been coasting until most of 1968, began a dramatic take-off during Christmas. Whether this will continue through 1969 is not known.

In his statement regarding RCA's cassette entry, Racusin cited RCA's stereo 8 sales as running 80 cents ahead of last year's figures for the first two months of the year. And with similar reports from other duplicators, 8-track cartridge sales are not about to nosedive or even plateau.

In effect, RCA's entry in cassettes puts both systems on an even keel. Competition breeds sales, but the battle lines will be drawn by advertising and promotions, rather than by adamant ideologies. It should be the equipment manufacturer, however, not the record label, tape duplicator or music retailer to take sides.

In the words of one industry leader, "if the public wants music on paper towels, we'll supply music on paper towels."

RAL IN NEW LATIN MOVE

NEW YORK—NORTH American Leisure has made another move into the Latin market. NAL has concluded a deal with George Goldner of Colgate label of 26 titles. This brings NAL's Latin catalog up to 40 titles from such other labels as Kapp, Speed and Crescendo.

W-7's Lee Holding Talks in London

NEW YORK—George Lee, vice-president and general manager of Warner?'s Arts Music, is on to London for a series of meetings with Mike Mainland, president of Warner Bros.'s Arts Records. Lee will also meet with company licensees on the Continent.

Lee recently concluded talks with Led Zeppelin, the Penang and Cartoons.
The Latest in Tape and Cassette Storage

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**Dot Analyzing Releases**

**BY ELIOT TIEGEL**

LOS ANGELES—Dot is taking a cautious approach to releasing its 8-track cartridge product, being handled by its own distributors. Having recently issued its first 17 titles under its own marketing aegis, the company will analyze sales reactions and distribution patterns before planning its second 8-track release. "We are using our first release as a learning process," Dot's president Arnold Burke said.

Heavy snows in the East caused considerable delays in delivering the product from Stereodyne's Detroit duplicating facilities, with the result that retailers are now receiving their stock.

Burke admits such internal technical things as new musical sequences and labeling new packaging have added to the slowness in getting out product. Dot is distributing the track tapes on product with which it holds tape rights. Excluded are titles by Viva, Bravo and DynaVoice.

Dot's 4-track cartridges go through Muntz Stereo-Pak with Ampex handling cassettes. The company's overseas licenses handle their own cartridge duplication-distribution.

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**LP Cartridge Being Bowed by Playtape**

**• Continued from page 1**

flanking its music library with children's instructional and entertainment material. Playtape singles cartridges are said to be about nine months away from production.

As a distinguishing feature, the LP cartridge case is white (Playtape's EP cartridges are black. EP list price is $1.59.) Artwork on the new LP cartridge will consist of a miniaturized full color replica of the original album, with each program's contents printed below the album picture.

Regarding production capabilities, company president Frank Stanton said that the LP cartridge will be in no way reduce the manufacture or supply of the company's EP product. "We are adding eight additional duplication lines to our present line of 12 to produce our LPs," Stanton said. The company's plant is located in Clifton, N. J.

The initial product release will come this month, with 23 titles planned. Product from three companies (Motown, War ner's and ABC) will comprise the first package, although virtually all Playtape's licensor

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**Tape CARtridge**

**DISNEYLAND TO 8-TRACK, CASSETTE WITH KID LINE**

**BY BRUCE WEBER**

LOS ANGELES—Disneyland Records is moving into the cassette and 8-track market by duplicating its children's storybook line.


Disneyland plans to market, merchandise and distribute its line through its regular record outlets and rack jobbers. The company will also seek additional distribution outlets.

The only previous Disney involvement in cartridge tape was with Play Tape. Disney's Play Tape selections sold in conjunction with a Disneyland 2-track player.

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**MUSIC CITY SALES DEPT. TO GO SELF-SERVICE**

LOS ANGELES—Music City will convert its tape sales department into a self-service operation. The six-store chain keeps cartridges in stock rooms. Customers check through a catalog, then a clerk goes into the stock room to get the product.

The chain estimates it can triple its tape sales by introducing self-service, where a clerk ample a large selection of records can be converted to hanging wall racks. The first location scheduled for conversion is the Lakewood store in the South Bay area of the county. "This is the easiest store to convert," explained Ethan Cason, a Music City vice-president. The switch is scheduled for within the next few weeks. "We'll watch Lakewood to get the kinks out of the operation and then convert all the remaining stores at the same time.

Our main problems will be policing and controlling the flow of people around the rack.

The stores will stock all configurations in the department, with two exceptions: Play Tape and mini-cartridges by Liberty and Ampex will be placed in other locations. PlayTapes will remain around single records because the company feels it is a teen-age, low-cost item. Mini, or 31 98 cassettes will be kept near check-out counters, because they are a good impulse item, Cason believes.

---

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TOP C&W ARTISTS

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Cowboy Copas
The Willis Bros.
Flatt and Scruggs
Justin Tubb
Glen Campbell
T. Texas Tyler
Johnny Cash
Patsy Cline
Buck Owens
Herb Pierce
Wayne Pearl
Roger Miller
and many others

TWIN-PAK
CASSETTES

A brand new Pre-Pack containing sixteen cassettes, each with a different title, each with twenty top tunes performed by the nation's top Country and Western artists. Now there are twenty-four different Twin Pak cassettes in the TENNESSEE SOUND series available either in this attractive counter display Pre-Pack which contains sixteen different Twin Pak Cassettes or available from your NAL distributor in bulk. Truly a double value to retail at a suggested retail list price of $5.95.

$5.95

When ordering pre-pack of 16 cassettes use #TSP 95-82000

TWIN-PAK
CARTRIDGES

The nation's fastest selling line of Twin Pak Cartridges is now available in a brand new attractive counter display Pre-Pack, each containing sixteen different TENNESSEE SOUND "SUPER STEREO-8" Twin-Paks to retail at the price of a single cartridge. Available from your NAL distributor in the Pre-Pack or select from twenty-four different titles in bulk. 20 Top Tunes performed by the nation's top C & W artists on each Twin Pak to retail at a suggested retail list price of only $6.95.

$6.95

When ordering pre-pack of 16 cartridges use #TSP 11-82000

WINDOW STREAMERS INCLUDED WITH PRE-PACKS OR BULK
Each NAL Double 8 TWIN-PAK contains the musical equivalent of two LP records
8 Top Artists on each Super Stereo 8 Twin-Pak

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FROM NAL

A brand new series of Double NAL SUPER STEREO 8 Twin-Paks each containing Eight Top Artists with each performing two songs. The attractive counter display Pre-Pack contains one each of sixteen different outstanding NAL SUPER STEREO 8 Twin-Paks including the following artists:

NELSON RIDDLE • GEORGE GREELEY • THE KING FAMILY • COUNT BASIE • NEIL HEFTI
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CONNIE STEVENS • MAVIS RIVERS • JOE BUSHKIN • RICHARD "GROOVE" HOLMES
JO STAFFORD • GORDON JENKINS and other top stars

DEALERS: Use this great merchandising tool to bring more customers into your store. This series of Double SUPER STEREO 8 Twin-Paks are available from your NAL distributor in pre-packs or in bulk.

$6.95
suggested retail list price

WINDOW STREAMERS INCLUDED WITH PRE-PACKS OR BULK
Each NAL Double 8 TWIN-PAK contains the musical equivalent of two LP records
Another great merchandising innovation! Another first from NAL! Available either in the attractive counter pre-pack of sixteen different NAL DOUBLE STEREO-8 Twin-Paks or in bulk from your NAL distributor. Eight of these Twin-Paks feature one of the nation’s Top Recording Artists and eight of these outstanding NAL SUPER STEREO-8 Cartridges feature two of the nation’s top recording artists. Either way you double your value, double your entertainment and dealers can double their profits by carrying the full line of NAL SUPER STEREO-8 Twin-Paks featuring these outstanding artists:

GEORGE GREELEY • MORGANA KING • DUKE ELLINGTON • VIC DAMONE • ROSEMARY CLOONEY • NELSON RIDDLE • COUNT BASIE • NEIL HEFTI • THE LONDON-DERRY STRINGS • ESQUIVEL • LES BAXTER • KEELEY SMITH • THE ANITA KERR ORCHESTRA AND SINGERS and others.

The NAL Explosion can reach from our manufacturing facility in New York right into your store when you offer these great values to your customers. This series as well as all NAL Double SUPER STEREO-8 Twin-Paks have a suggested retail list price of $6.95. They said it couldn’t be done—but NAL does it again.

When ordering Pre-Pak of 16 cartridges use #NLP 11-83000

WINDOWS STREAMERS INCLUDED WITH PRE-PACKS OR BULK
Each NAL Double 8 TWIN-PAK contains the musical equivalent of two LP records

the sound is great on NAL SUPER 8 TWIN STEREO PAKS
**TWIN-PAK CARTRIDGES**

$6.95

Four of the truly great giants of the Jazz world on each NAL SUPER STEREO-8 Twin-Paks, each performing four outstanding selections that have made them famous. The top jazz artists, the top songs, and a double value that will mean top sales for you. Each attractive counter display pre-pack of sixteen NAL SUPER STEREO-8 Twin-Paks contain four each of four different titles. This series is also available in bulk from your NAL distributor and carries a suggested retail list price of $6.95.

**TWIN-PAK**

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**THESE 4 GREAT GIANTS OF ALL TIMES!**

**WINDOW STREAMERS INCLUDED WITH PRE-PACKS OR BULK**

the sound is great on

**NAL SUPER STEREO 8 TWIN PAKS**
with tasteful, delicately phrased intros and barely recorded selections. His lyrical judgements, whether by Donovans, Temptations or others, are marked by a graceful, poetic touch... And this is another sterling album by Eddy Franklin.

**BILLBOARD**

MARCH 8, 1969

**Album Reviews**

**POP TENTATIONS—**Cloud Nine, Atlantic GLPS 925 (1)

**POP DANA GILLESPIE—**Change My Mind, Duker SB 3003 (5)

**POP SOUL STRINGS—**Back by popular demand, Capitol LPS 825 (5)

**POP BING CROSBY—**Hey Jude, Movin' Amex AAX 2437 (5)

**POP JAY & THE AMERICANS—**Lands of Time, Atlantic Artists 403-6271 (1)

**POP RAY BRYANT—**Up Above the Rock, Cadet LPS 816 (5)

**POP WILBUR THOMAS—**Serve and Savor, Cadet LPS 819 (5)

**POP JOHNnie DICKINS—**Comes Calling, Cadet LPS 7208 (5)

**POP PIERRE RICHARD—**That's My Story, Cadet LPS 7209 (5)

**COUNTRY JANET SMITH—**Reaper's Delight, RCA 7522 (5)

**COUNTRY GARY JOHNSON—**Surefire, Cadet LPS 7207 (5)

**COUNTRY WILBUR BAXTER—**Take Me Out to the Fair, Cadet LPS 803 (5)
Columbia Pictures and Carl Foreman congratulate JOSÉ FELICIANO on his 4 Grammy Award nominations

"Album of the Year"
"Best New Artist"
"Best Contemporary-Pop Male Vocal Performance"
"Best Instrumental Performance (Non-Jazz)"

...and take great pride in his singing of 'Old Turkey Buzzard'* in the forthcoming motion picture "Mackenna's Gold"

**"Old Turkey Buzzard", music by Quincy Jones and lyrics by Freddie Douglas. Sung by José Feliciano on the "Mackenna's Gold" soundtrack and on the RCA soundtrack album."
Tape CARtridge

Simpac Set Up; Into Cassette & Cartridge

By BRUCE WEBER

LOS ANGELES—Bob Wallace, Ray Robbins and former owner of Magnetic Tape Duplicators Cliff Whennouth have formed Simpac International to design, market and develop cassettes and cartridges. Crest Industries will produce 4 and 8-track cartridges for the Santa Monica-based company. Production capability will be between 125,000-150,000 empty cassettes and cartridges a month, with cassettes now available and car-ridge production beginning in May.

Cassette will sell at 17 cents and up on a large volume basis, while Robbins, manufacturing director, has set a "competitive price" on cartridges.

Simpac president Wallace and Robbins are setting up a network of representatives in the U.S. and overseas, including representation in Europe, Latin America, Mexico and Canada. Pacific Audio Sales of Los Angeles will represent Simpac in California, Nevada and Arizona.

Simpac's cassette has five assembly parts—a hinged case, two hubs, a magnetic shield and a pressure pad. The car-tridge has six assembly parts, said Robbins.

Wallace said the cassette utilizes a new pressure pad concept. "Surface contact with the pick up head, a constant spring pressure factor through-out the full throw, an omnidirectional flexibility and sur-face contact with the tape only where desired are design char-acteristics of the new pressure pad," said Wallace.

(Continued on page 63)

Tape CARtridge

Craig Bows Five Players

LOS ANGELES—Craig is introducing five new stereo tape cartridge players, including two equipped with FM stereo radios.

The new models include a 4-track, an 8- and 48-track compatible units.

When an FM broadcast changes from monaural to stereo, the radio's automatic switch- ing circuit receives the broad-cast in stereo, said Steve Solot, Craig national sales manager.

Model 3115, a 4-track and 8-track version, selects 4 or 8-track play automatically. Four-track tapes with a sensing foil strip, are also played automat-ically.

List prices are $139.95 for the 8-track unit and $169.95 for the 4-track.

Three other units are a 48-track compatible (model 3116) selling at $109.95, a 4-track (model 3120) and an 8-track (model 3121), both selling at $84.95.

Because it breaks the Cassette Price Barrier!

Each cassette carries a written performance guarantee

See that new tape path? Around foil-proof moulded posts — with no more metal pins and rollers! And note the fail-safe hub. It has a plastic retainer to give posi-tive hold on leader and tape. But — best of all — want to hear the low price? Call us —

- All standard lengths
- Coated with our own Fidelipac®
- Private labeling
- Head cleaners, too
- Smoke-tinted plastic
- Display counter packed
- Immediate delivery stocks
- Pre-leaded for duplication

World's Oldest and Largest Manufacturer of Tape Cartridges

MARCH 8, 1969, BILLBOARD
See You at NARM, Penthouse Suite...
Commercial

Freedom, Flexibility Put Chicago In Commercial Groove Forefront

By EARL PAIGE

NEW YORK — Grant & Muturga Productions, commercial producers firm keyed by composer John Muturga and production executives Jack Grant and Maurice Miranda, has formed a new Mountain Dew commercial firm for BBDO & D and was in the Fine Line studio this week working on music for an International Paper Co. commercial for Olygie & Mather. Bob Cox of Ogilvy & Mather was the art director on the last project, Mary Ann Behr was the writer. Working with Grant and Muturga on the Mountain Dew soft drink spots was BBDO & D's Mike Stoddart. Cox, who is a graduate of the University of Michigan, was doing work with the new Mountain Dew commercial music will be done March 6-7.

The new Mountain Dewcomposing at Grant & Muturga. The firm is noted for its award-winning studio work for airlines, power co mpanies for Eastern Airlines, on which Muturga wrote most of the network radio music, and for work written by Young & Rubicam music director Buck Warren. The firm's first major pro ject was for a comic on Don Kiner's NBC TV program, and the producer John Greene at Grey Advertising; this particular commercial features the Moog Syn theitizer. Grant & Muturga, which has its one Moog Syn theitizer also has two-hand electronic music on commercials for Uni Royal tires, Lipton Mushroom Mix, and Ford Radio.

On the average, Grant & Mur tagua creates music for between two and three commercials a week. Grant, who works on con ception and the instrumentation for the commercials, tries to take them a step further in mu sic. When we came into this business, we felt that the commercials music was written down to the lowest common denominator. We felt there was room for our kind of music and, fortunately, it has not run away in those days. In the commercial, music was mostly jingly. Today, the music is more sophisticated.

Among the commercial proj ects either completed recently or in the wind at Grant & Mur tagua are one for Monogram Weareted, through Doyle Dane Bernbach with Al Meyers as producer and music for a Hertz commercial called "30,000 feet," for which the composer was Charlie Kimble. The theme is on the air now. Two more of these slated to hit the air any day now are "Old World" and "Castle." Kick Levine was the art director and Manny Paris was the writer at Carl Ally Inc.

In addition, two commercials on the air for Volkswagen through Doyle Dane Bernbach, feature music by Grant & Muturga. John Noblet was the agency art director, John Noble was the writer, Patrick Boyrien, producer.

Street, also includes a record pro duction firm called Sota Fortas Attractions, which is working with estab lishing firms of D'Lia Music a Panamoeck Music. Among the recording groups that Lucas produces are the Pendulum for Kama and the Freeway for Rama Rama, and the Salt for Atlantic. The Salt's members are Joe Levine, Lucas, David, and Susan Manchester; this is the same quartet that sings on most of the rock 'n roll-type commercials. For another sound, Lucas likes to use Jack Roy, a well-known record jingle. They've been used on commerci als for Chester's Puffin, the Pall Mall seven-inch ciga rette, which David wrote and composed, and many commercials, Lucas flies in Deanna Sylte, twin of Deanna, and Susan Manchester, each of them is plotted to campaign around the world a few years ago.

Lucas is also a former performer, and for a week ago as a band boy for Buddy Rich's band, he later went on to pro duce and sing on a record for Arwyn Records. He got his start in the commercials field when he was the featured sax player for Don Elliott. It was shortly after that when he went on his own. Another project as a separate firm was Yardey's "Slacker" commercial when he got through Wylde Films, Wylde partners Fred Lessor, Buddy Kam and I helped him quite a lot in the beginning.

One of the last commercials Lucas did was the Lipton Tea tune about "a quiet reflection." He also did the "sleeper" campaign for Sylvania, Larry Katz is agency produc er. Lucas also did the "don't be left behind the time for Fresca through the Marshalls Co. Mill Houston was the agency.

Lucas now as expanded into scoring movies. He just com pleted "The Equipment" and feels that work in the commer cial field can give him "the exper ience to apply taste and emotion to film." Incidentally, Buddy Rich's former band boy is now composing a new song for an album of vocal material Rich intends to record.

Chicago mom, Rob Zeller, Dodge

Under the name of the Spots, Inc., a new commercial firm, Bill Zeller, a former Chicago radio spot writer for the Fair Housing Campaign. The 60 and 30-second spots were produced and directed by Vine Scara for the P. William Free Agency and will be aired on more than 2,000 stations. For this campaign was cut by Herbie Mann at the same session. Marlene Yeter Planeck has just recorded a new Pan Am jingle... Gillette is planning a new major commercial campaign behind the Hot One, a self- heating shaving cream, according to Robert Pietzark, new products manager for Gillette Toiletries. Agency is Doyle Dane Bernbach.

Lucas Gives Fanta Promo Flavor

By CLAIRE HALL

NEW YORK — The Marschal ch Co., representing Coca-Cola, has hired an old friend, E m illa Warner, to produce two David Lucas Associates to do the music for a major U.S. pro motional campaign.

Lucas, president of the commercial music firm, which is the original jingle that has been used quite heavily overseas for the past twelve months, last week revamping the music for English lyrics and tailoring it for the American audience. Warner was the producer for Marschal ch. The radio jingle is due to air nation wide this March, first move by Coca-Cola to establish firmly the new "Fanta" sound that has been very popular in countries abroad for some while. David Lucas Associates, which has just moved into new quarters at 320 West 46th Street.

Fredericks brings in A Gusher for Texaco

NEW YORK—Few men win the fame that has come to Bill Fredericks—and all because he set his sights high. On a star, to be precise. Bill Fredericks is the creator of the world's first "Theme". You can trust your car to the man who wears the star," for Texaco. Launched in 1961, the slogan and the music that went with it firmly established the image of Texaco as "Number One." For an example of how much it affected the oil giant, at one point the "Fill it up, Jack" jingle of commercials is to work the "empire" as a generic phrase across the nation so that anyone drives into a Texaco station anywhere they will automatically say it.

A songwriter, Fredericks got into advertising because it was a bigger challenge. "In advertising, you're dealing with mass (Continued on page 37)
Pick up on "THE ROAD TO NOWHERE" A TRASH single Apple 1804
KRLA's Exploration Series on Pop Bows

LOD ANGELES—"The Pop Chronicles," designed to explore the world of popular music in a 52-week series debuted on KRLA Sunday, Jan. 27. The 52-hour music study, the creation of station newsman John Gilliland, is being offered to the syndicated market.

Gilliland and his production assistant, Chester Coleman, are forming a company to sell the show, with such outlets as KFYA, San Francisco; WMCA, New York; KCBQ, San Diego, talking to the duo about buying the package.

KRLA is airing the program from 6:30 p.m. on John. Gilliland has been working on it for nearly two years, using his background as a former disk jockey as an aid in understanding the musical thoughts of the people he interviews.

Among the performers interviewed are Mitch Miller, Phil Spector, The Everly Brothers, Ray, John Lennon, Kay Starr, Jann Joplin, Ray Charles; B. B. King, Howlin' Wolf, Van Morrison, Janis Joplin, John Entwistle, Simon and Garfunkel, Diana Ross, Mahalia Jackson, plus an additional number sufficient enough to chronicle the years 1950 to 1969.

The program is the second originating on the West Coast with Tom, the famous disk of pop music. KKO General's "rockumentry" was aired here over KKI for 48 straight hours starting Feb. 20, and other Drake-listened stations fast-wound.

Gilliland broke down his study by category, so that he began his very first show with a "Simple Melody" which depicted the state of pop music in the early days. The concept has been turned into "The Tribal Drum," in which Caucasian teen-agers do cover black music.

Other programs study rock 'n' roll, country rock (with Elvis and Highway 19), the state of different kinds of music, racy-sounding, soul stylistics, the folk falk, the British invasion, Bob Dylan, the West Coast group scene, San Francisco acid rock, the Beatles and a look into the "way in" people like Arlo Guthrie and Joni Mitchell.

'WBRU-FM Turns Sights To Hip Rock Time Frame

PROVIDENCE, R. I.—WBRU-FM, commercial sterio station operated by students at Brown University, has switched to a full-time progressive rock format. The station had previously operated over KIILI for 48 straight hours

The station was turned on by the Brown University's Program Director, Ray Sleight, who says WBRU is a "very special" station that is not only a part of the university, but also a part of the community.

WBRU-FM operates 19 hours a day.

"We have found that the first hour of the day is the best the station had a chance to play progressive rock. "We expect to do much better in the next Pasle," he says.

The station has shown excellent response already from the 20,000 college students in the 40,000-population area.

Station Manager is Jim Schwartz, with Patricia Baxendale handling Program Director for the station.

Brown University also has a current carrier that has had still more success.
The Bubble Puppy Is About To Burst And We're On The Way To The Top

HOT SMOKE & SASSAFARSS

IA 128
PRODUCED BY: RAY RUSH

TAPIER MUSIC CORP. Box 14130, Houston, Texas 77021 (713) 926-1795
Radio-TV Programming

* Continued from page 32

**Programming Aids**

- **COUNTRY**
  - Anchland, Ky., & Huntington, W. Va. (WTCW), Mike Todd, Program Director, Personality
  - **Grandstand, WV**
    - Bob Branson, Director
  - **WBOI**
    - **Vocal**
      - **Chuck King**, Program Director
  - **WBAA**, Indiana, (Bob Branson)
  - **WVVR**, Radio Staff
  - **WJHD**, Mayor George, Bradenton, Fla.
  - **WMCC**, President
  - **WMCI**, President
  - **WMFD**, President
  - **WMPM**, President
  - **WMSR**, President
  - **WPLK**, President
  - **WQRT**, President
  - **WROI**, President
  - **WSHG**, President
  - **WTMA**, President
  - **WTVK**, President
  - **WVOX**, President

**RHYTHM AND BLUES**

- **Columbia, Go. (WODS)**
  - **R & B **
    - **Earl Cooper**, Program Director

- **Memphis, TN (WASH)**
  - **Motown**
    - **Bill Thomas**

**EASY LISTENING**

- **Austin, Tex. (KTRX)**
  - **K pq**
    - **Archie Caballero**, Program Director

- **Bricktown, Go. (WQJW)**
  - **Easy Listening**
    - **Lowery Davis**, Program Director

- **Jacksonville, Fl. (WJXJ)**
  - **Wayne Edmond**, Personality

- **Miami (WIOD)**
  - **Yolanda Pearcy, Music Director

- **San Francisco, Calif. (KQPS)**
  - **Michael Botros, Music Director

- **Jackson Lake Tahoe, Calif. (KQPS-AFM)**
  - **Bill Kinney, Program Director

- **South Dakota, S.D. (KQPS)**
  - **One Fine Morning**, Personality

**Country**

- **Red River, Ok. (KQPS)**
  - **Bill Kinney, Program Director

- **WKBW**, Buffalo, N.Y.
  - **Bill Kinney, Program Director

**Pittsburgh, Pa. (WQPS)**

- **Bill Kinney, Program Director

- **WQPS**, Program Director

**Radio-TV Programming**

- **VOCAL, WQPS**
  - **Bill Kinney, Program Director
  - **WQPS**
  - **WQPS**
  - **WQPS**

**By CLAUDE HALL**

In Memphis, the king of the market is still WDIA, the 16th station programmed by Bill Thomas. WDIA came up with a 23.9 total rated time period. Next closest station was WMC with 13.5; WHQ had 11.9, followed closely by WKLD. WHQ has 11.7 and WREC with 11.2. This was the December/January Hooper Pree survey date... T. M. Michael is now holding down the 6-midnight shift on his own at WDIA's sister station in Anniston, Ala. The station, with Thomas Potts as president and Jim Bumgarner as program director, only recently launched its new 24-hour format, and parts "things are going real well." Sir Mac, the bass player, has been a hit. Larry Berger announces that he'll play some country records on the Top 40 station. Latest playlist has George Hamilton IV's "Back to the Old Place" on RCA as well as Tammy Wynette's "Stand by Your Man." Etc.

**OTHER PICKS**

- **HOT 100 — Dennis Stephan, Gaff, Fla. WMGR, BP:** "These Are Not My People," Johnny Rayburn; "Take Five," Walker; "I see Stars," Campbell. ... "Just Raise the Basket," Love, a new hit on Los Angeles, WVAH; "You Made Me Feel," Redd;&... "Brother Love's Travelling Salvation Show," Neal Dumond, UNL; ... "Don't Forget About Me," Durcy Springfield, Atlantic; ... "Woo Hoo," Winkler; "A House of Love," Aris; 

**Radio Activities**

- **RPM:** "Playgirl," The Int. Artists, RFP.
  - **J. Robert Dark, Musk Director
    - **Jr.'s from Atlantic," Hey Jude" LP)"; "I Can't Go into Mikes, Dunhill.
  - **Otis Savannah, Go. (WSGA), Jerry Rogers
    - **Reddins, Evet.** RFP: "R.W.A."
  - **George Jones, Musk Director
  - **WGN**, Chicago, N. C., T. W. PES.
  - **WGN**, Chicago; "All I've Ever Wanted," Gary Lewis.
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**Radio Stations**

- **WAVI:** Located in Dayton, Ohio. ... Wav, was... Paul Michael, former program director, is now in Chicago, where he's working for KQOL, a new station in Des Moines, Iowa.
  - **Johnny Knox, Go. (WROL), Phil Roiney, Flint Payne. Epic.
    - **WAVI,**ﬂ; "Playgirl," The Int. Artists.
    - **J. Robertson, Musk Director

**Advertising**

- **Radio-TV**
  - **Bill Thomas, Program Director
    - "Billy's World Wide With Billy," George Jones, Muscle. BP: "Take Me"
  - "Woo Hoo," Winkler; "A House of Love," Aris; 
  - "Brother Love's Travelling Salvation Show," Neal Dumond, UNL; ... "Don't Forget About Me," Durcy Springfield, Atlantic; ... "Woo Hoo," Winkler; "A House of Love," Aris; 

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ANOTHER KAPP-ENING
AN EXCITING NEW GROUP

THE ELASTIK BAND

A GREAT NEW JIMMY WEBB SONG
"TUNE-SMITH"

# K 968 TIME 2:24

ALL THE CHEMISTRY FOR A SMASH HIT
We've put Paul Anka's hit single where it belongs - in a new album.
Fredrick's Brings in A Gusher for Texaco

Radio-TV Mart

**Positions Open**

**Radio-TV Mart**

New York, N.Y. 10023

**Program Director** (permanent station in St. Louis, Missouri)

**Area Manager** (permanent station in St. Louis, Missouri)

**Area Manager** (permanent station in St. Louis, Missouri)

**Market Manager** (permanent station in St. Louis, Missouri)

**Sports Director** (permanent station in St. Louis, Missouri)

**Traffic Manager** (permanent station in St. Louis, Missouri)

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THE BIGGEST SINGLE STORY OF THE YEAR HAS TWO SIDES TO IT

THE 4 SEASONS SING IDAHO AND SOMETHING'S ON HER MIND

(40597)

This is one of the rare ones. A double-header single that is going to have America flipping over both sides.

By demand! Straight from their current big chart album,
Genuine Imitation Life Gazette
(PHS 600-290)

A PRODUCT OF MERCURY RECORD PRODUCTIONS, INC. 35 E. WACKER DRIVE, CHICAGO, ILLINOIS
"You'll Find What You Need In The Yellow Payges"

Congratulations to

THE YELLOW PAYGES

on your spectacular affiliation with the

AMERICAN TELEPHONE & TELEGRAPH COMPANY.

We are proud to participate with you, AT&T,
and World Showplace Music
on the entertainment project of the century!

And we are happy to present a great new single:
"NEVER PUT AWAY MY LOVE FOR YOU"
b/w The Two of Us
UNI #55107

and a brilliant first album:

THE YELLOW PAYGES

UNIVERSAL CITY RECORDS
A DIVISION OF MCA INC.
His next million seller!

STEREO
PAS 71026

ENGELBERT

LES BICYCLETTES DE BELSIZE
THE WAY IT USED TO BE
LOVE WAS HERE
BEFORE THE STARS
DON'T SAY NO (AGAIN)
LET ME INTO YOUR LIFE
THROUGH THE EYES OF LOVE
TO GET TO YOU
YOU'RE EASY TO LOVE
A GOOD THING GOING
MARRY ME
LOVE CAN FLY
TRUE
**BEST SELLING**

**RHYTHM & BLUES**

**Singles**

- **1.** I LIKE WHAT YOU'RE DOING (To Me) - Carla Thomas, Star 6022 (Epic/Memphis, BMI)
- **2.** ONLY THE STRONG SURVIVE - Mercy Bryant, Bell 7048 (Bell/Parlophone, BMI)
- **3.** ONE EYE OPEN - Woodman & The Agents, Swing 125 (Swing/Mercury, BMI)
- **4.** BEGINNING OF MY END - Chuck Johns, King 957 (Cuba, BMI)
- **5.** I DON'T UNDERSTAND - Soul Children, Star 0018 (Eldora, ASCAP)
- **6.** I DON'T KNOW WHY - Steve Wonder, Tamla 55010 (Laurel, BMI)
- **7.** ALMOST PERSUASED - Vonetta, Label 5525 (Capitol, BMI)
- **8.** SING A SIMPLE SONG - D. & F. Soul Family, Epic 5 10407 (Epic, BMI)
- **9.** CLODINE - Mingo, Solar Records 444740 (Atlantic, BMI)
- **10.** FIDDLY FOOL - Herb McCullough, Meters 72880 (Chess, ASCAP)
- **11.** TWENTY FIVE MILES - The Four Rhythm & Bluesmen, Label 347 (Soul, BMI)
- **12.** LIGHT MY FIRE - Martha & The Vandellas, Supremes 1513 (Motown, BMI)
- **13.** I AM THE SAME GIRL - Bobby Bland, Reprise 55399 (Prestige, BMI)
- **14.** HE CALLS ME BABY - Betty Washington, Sound Stage 7 2021 (Rolling Stone, BMI)
- **15.** I DON'T KNOW HOW TO SAY I LOVE YOU (Don't Hold Away) - The Supertramps, Westbound 780 (Street, BMI)
- **16.** WHEN HE TOUCHES ME (Nothing Else Matters) - Phoehn & Herb, Date 2 1387 (Riva, BMI)
- **17.** MY DECEIVING HEART - Impressions, Curtom 7817 (Curtom, BMI)
- **18.** I REALLY LOVE YOU - Ambassadors, Amite 547 (Eldora, BMI)
- **19.** TAKE ME (TO THE WOODS) - Unit 2 1387 (Street, BMI)
- **20.** HONEY - C. B. Smith, Columbia 4 44873 (Atlantic, BMI)
- **21.** HUNGRY HEART - Nazarene, Capitol 2001 (Capitol, BMI)
- **22.** TOO LATE TO WORRY, TOO BLUE TO CRY - Esther Phillips, Northern 703 (Northern, BMI)
- **23.** ICE CREAM SONG - Dynamics, Columbia 44001 (Blue-Columbia, BMI)
- **24.** TILT-GRITS Wanted: For Soul Sauce—your news and views on the world of soul. Keep us up to date on new products and artists, trends and sounds, so we can service the soul market with an intelligent, powerful voice for r&b... No white soul on the r&b charts this week... A labelling error has pressed Atlantic into reserving Eddie Harris' new single to '57 Blues... Hot master from Detroit, "Day of Decision for Lost Soul Blue."... Soul to watch from Imperial: Jimmie and Yella Cameron with Nights in White Satin and an LP, "Heartbeat."... Arthur Singletary's Soul with 28th L.P. has risen to the top of the r&b charts, her single, "The Weight," is lagging behind her hits singles pace. Lady Soul has three albums on the soul charts... The Georgia Prophets, featuring the duo of Billy and Barbara, have signed with Double-Shot. The group debut with "For the First Time."... Albert J. Tannor has been chosen February artist of the month by the Jazz at Home Club of America. His L.P., Happiness Is Taking Care of Natural Business, was also a club pick, on Touche Records... New Buddah act Baby Harry and the Baby Sitters are appearing at the Cheetah here. First disk for the 400-pound soul singer is "Mighty, Mighty Children," on Custom... Irwin Zukeer of Double-Shot reads Soul Sauce. Do you?
ATTENTION!
Recording Artists
A & R Producers
Musicians
Singers
Conductors
Engineers
Salesmen and Merchandisers
Publicists
Manufacturers
Record Enthusiasts and Others

THE NEW YORK CHAPTER
OF THE RECORD ACADEMY (NARAS)
and
NEW YORK UNIVERSITY

offer a stimulating and enlightening 13-week course on
THE PHONOGRAPH RECORD & SOUND RECORDING
PERSPECTIVES ON TECHNOLOGY, PERFORMERS AND
COMMERCE

with David Hall as principal lecturer and covering a
wide variety of topics that set into proper perspective
the complete evolution of the phonograph record of
today . . . from the years of Thomas A. Edison and
Oliver Berliner . . . through the first, one-sided 78's
. . . the birth of electronic recording . . . the first
high-fidelity sounds . . . the discovery of the LP
the switch to magnetic tape . . . the great stereo
revolution . . .

and also covering the early battles of the patents . . .
the impact of radio and television . . . the jukebox
revival . . . composite vs. complete performances . . . the
World Village market . . . and many other topics
that will astound, entertain and enlighten each of you!

THE CLASS WILL MEET EVERY TUESDAY EVENING,
STARTING MARCH THE FOURTH,
AT THE NOLA STUDIOS,
111 WEST 57 STREET, IN NEW YORK CITY.
FEE: $105.00 FOR THE COURSE, PLUS
$10.00 REGISTRATION.

For immediate registration as an individual or on a
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NARAS Chapter (212—PL 5-1535) or NYU (212—
598-2138) right now.

Rhythm & Blues

BEST SELLING
Rhythm & Blues LP's

This Week Last Week Title, Artist, Label, No. & Pub. Weeks on Chart

1 SOUL '59
2 TCB
3 SOULFUL STRUT
4 THE ICE MAN COMETH
5 WHO'S MAKING LOVE
6 LIVE AT THE COPA
7 FOR ONCE IN MY LIFE
8 THIS IS MY COUNTRY
9 I HEARD IT THROUGH THE GRAPEVINE
10 DIANA ROSS & SUPREMES & TEMPTATIONS
11 PROMISES, PROMISES
12 LOVE CHILD
13 JAMES BROWN LIVE AT THE APOLLO, VOL. 2
14 THE WORM
15 SILK 'N SOUL
16 IN PERSON AT THE WHISKEY A GO GO
17 HICKORY HOLLER REVISED
18 SMOKY ROBINSON & MIRACLES—LIVE!
19 SOUND OF SEXY SOUL
20 FOOL ON THE HILL
21 SPECIAL OCCASION
22 ARETHA IN PARIS
23 GREATEST HITS
24 SOULS
25 IT'S TRUE! IT'S TRUE!

This Week Last Week Title, Artist, Label, No. & Pub. Weeks on Chart

1 STONE SOUL
2 HEY JUDE
3 ALWAYS TOGETHER
4 HOME COOKIN'
5 UP TIGHT
6 ARETHA NOW
7 Connections, SML 3111 (5)
8 SISTER ACT
9 steady, TAM 5316 (5)
10 SUMMER
tender, TAM 591 (5)
11 WALKING IN THE RAIN
12 IRRESISTIBLE
13 Best in the Court of Love
14 MOTOWN WINNERS CIRCLE, VOL. 2
15 CHEAP THRILLS
16 SITTIN' IN THE COURT OF LOVE
17 MOTOWN WINNERS CIRCLE
18 SKIN DEEP
19 SITTING IN THE COURT OF LOVE
20 VARIOUS ARTISTS, GORDY 7501 (5)
21 SOUL SHAKE
22 BEST OF SAM & DAVE
23 CARRUMBA
24 BOOTLEG
25 MADISON BANGERS

Say You Saw It in Billboard

MARCH 8, 1969, BILLBOARD
OVER 250,000 SOLD R&B

"ONE EYE OPEN"
THE MASK MAN
AND THE AGENTS
NOW BREAKING POP.
A ROCKING, SOULFUL, HILARIOUS SMASH!

OUT 2 WEEKS - 50,000 SOLD

THE DIPLOMATS
"ACCEPT ME"

Produced by HAROLD THOMAS of GUARDIAN PROD.

BROKE IN N.Y. WWRL · WLBI · PHILADELPHIA, WDAS
WASHINGTON, WWIN · WOOK · WEBB · WWOL
CHICAGO, WVON · WGRF · WMPD · CINCY, WCIN
COLUMBUS, GA. · WOKS · HOUSTON, KYOK · KCOH

A SMASH!

DYNAMO 125

DYNAMO RECORDS • A DIVISION OF TALMADGE PRODUCTIONS • 240 W. 55TH ST., NEW YORK, N.Y.
Country Music

Scoggins Will Establish 8-Track Studio in W. Va.

NASHVILLE — Johnny Scoggins, president of Pro Sound studios here, announced that he will establish an 8-track recording studio in Wheeling, W. Va., and set up a production company in conjunction with WQWA.

The production company will be operated by two members of the Four Guys, a recording team regularly heard on the "Grand Ole Opry." The Four Guys have recorded for Stop Records.

Scoggins, a one-time entertainer who went into the construction business and then became a songwriter, built his own studios in Nashville and may do the same in Wheeling. He is expanding his studio here to include 8-track.

Originally the head of Exit Studios, Scoggins eight months ago built his compact recording studio on 17th Avenue and hired Billy Graves from Capitol Records to head a newly established label, Brigade. Under an arrangement just reached, Brigade will be distributed by Shelby Singleton.

Artists signed by the label include Roscoe Shetton, Jackie Burns and Bobby DYson. He signed Dean Mathis, a member of the Newbeats, to handle some production. The firm, in addition to circulating the works of its own artists, also will cut masters and lease to other companies. A recent example is Pattie Johnson, who was signed by Scoggins’ production company and leased to MGM.

In his most recent action, Scoggins has hired Gary Walker from Screen Gems-Columbia to head his publishing company, and has leased new office space in a 16th Avenue building formerly occupied by the Gaser Brothers. They, in turn, have moved to expanded quarters.

Scoggins is so convinced of the superiority of the sound of his studio that he has sent out invitations to all producers to do a session "on the house." The first session in the studio will be free, just to prove his point. Bob Stevens, an engineer brought in from Columbus, Ohio, heads that department and the studio will operate 24 hours a day. Gary Parker is the studio manager.

Scoggins, who has a lot of faith in the possibilities in Wheeling, said there would be some major news out of that area in the near future. He also said he plans to open a New York office.

(Continued on page 48)

BIGGER OFFICE IN NASHVILLE

NASHVILLE — Billboard's office here moves to its new enlarged quarters Saturday (1). The new facility, approximately doubling the present office space, is located at 1905 Broadway, directly in the music area.

Billboard will occupy half of the second floor.

---

Col.'s Studio Move Spurs Building Spurt

NASHVILLE — The announcement by Columbia Studios that it is shutting its doors to outsiders (Billboard, Feb. 22) has spurred the construction of new studios.

Fanta Sound, largest studio supplier here and one of the largest in the world, has received orders for enough equipment in the past few weeks to fully equip more than four major studios.

Johnny Rowen, young president of Fanta, said independent producer Jack Clement, who long has talked of building a studio, has ordered a complete studio layout including 16-track equipment and the most expensive console ever brought into Nashville. "It's obvious he plans a major studio," Rowen said.

Fanta just finished supplying Athena Studios, owned by Dee Kilpatrick and Rick Powell, and it is recognized as one of the fine sound studios in the area. It is located in Brentwood, a Nashville suburb. Fanta also will equip the 4-track Shelby Singleton studio here, and one under construction in Florida.

In addition to making much of the equipment himself, Rowen is the distributor for Ampex, Langenstein, Universal Audio, Electrodey, Altec-Lanaing and others. He now is Langenstein's largest distributor in America.

Outside of Nashville, Fanta has equipped the Artist Recording Co. in Cincinnati, a complete "one-stop" plant which includes a recording studio, mixing, record pressing, a photo lab, and everything that goes into recording and production. "A man can enter the front door and leave through the back with his finished product," Rowen said.

Rowen could not list all of his Nashville clients, although it appears...
### Hot Country Singles

**Billboard Special Survey for Week Ending 3/8/69**

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist(s)</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>'88 (A Man Without a Woman)</td>
<td>Johnny Cash</td>
<td>Columbia</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>BARGAIN PURCHASE</td>
<td>George Jones</td>
<td>Columbia</td>
<td>3</td>
</tr>
<tr>
<td>3</td>
<td>LOVE YOU LIKE I DO</td>
<td>Merle Haggard</td>
<td>Capitol</td>
<td>5</td>
</tr>
<tr>
<td>4</td>
<td>WE WERE LITTLE WHEN WE MET</td>
<td>Ray Price</td>
<td>Columbia</td>
<td>8</td>
</tr>
<tr>
<td>5</td>
<td>DEVIL'S DENON CHAMPION</td>
<td>Jimmie Rodgers</td>
<td>Columbia</td>
<td>10</td>
</tr>
<tr>
<td>6</td>
<td>I'M A DRUNK OVER YOU</td>
<td>Don Gibson</td>
<td>Columbia</td>
<td>14</td>
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<tr>
<td>7</td>
<td>YOU CAN'T BE TRUE</td>
<td>Ray Price</td>
<td>Columbia</td>
<td>18</td>
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<tr>
<td>8</td>
<td>YOU'RE NOT BIG ENOUGH</td>
<td>Bobbi Nelson</td>
<td>Capitol</td>
<td>22</td>
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<tr>
<td>9</td>
<td>I'M A DRUNK OVER YOU</td>
<td>Don Gibson</td>
<td>Columbia</td>
<td>25</td>
</tr>
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</table>

**Billboard Award**

- 3 ONLY THE LONELY
  - Sonny James, Capitol 2270 (Acuff-Rose, BMI)

- 5 DARLING YOU KNOW I WOULDN'T LIE
  - Johnny Cash, Columbia 2280 (Columbia)

- 8 GOODTIMES CHARLIES
  - Del Reeves, United Artists 50487 (Mousetrap, BMI)

- 10 UNTIL MY DREAMS COME TRUE
  - Jack Greene, Decca 32433 (Blue Cross, BMI)

**35** THE BALLAD OF 40 DOLLARS
- 12 JERRY LEE LEWIS, Smash 10945 (Golgoth, BMI)

**37** FROM THE BOTTOM TO THE TOP
- 5 BOBBI NELSON, Capitol 2284 (Vogue Inc., BMI)

**38** WHO'S GOING NOW YOUR GIVES
- 6 Buck Owens & His Buckaroos, Capitol 3327 (Buck Owens, BMI)

**40** WHY YOU COME TO ME
- 10 JIM & ALICE, Capitol 2339 (Billie Lynn, BMI)

**41** THERE'S SOMETHING WRONG IN CALIFORNIA
- 2 BRADY SLOANE, Capitol 4-4473 (Columbia)

**42** I'M NOT DANCING ANYMORE
- 4 BILLY JOEL, Columbia 3088 (J & M, BMI)

**43** I'M SORRY I CAN'T HELP IT
- 7 RAY PRICE, Columbia 3094 (Columbia)

**44** I'M SORRY I CAN'T HELP IT
- 8 RAY PRICE, Columbia 3094 (Columbia)

**45** I'LL HAVE TO JUMP OUT OF THE WINDOW
- 11 JIMMY D'ARCY, Capitol 2403 (Blue Cross, BMI)

**47** I'M A DRUNK OVER YOU
- 14 DON GIBSON, Columbia 32431 (United Artists, BMI)
Country Music

Flock of NARAS Entries Reflect Boom by Nashville as Music City

NASHVILLE — For the first time in its musical history, this city has an opportunity to justify its "Music City" title through finalist representation in many of the NARAS categories. Branching well out from the country field, Nashville has nominations (two) in the Record of the Year category with songs written and/or recorded here; a nomination for Best New Artist; two songs in the Best Contemporary-pop male vocalist performance; one in the best performance by a contemporary pop vocal duo or group; best performance by a chorus; best R&B male Vocal Performance; Best Performance by an R&B Duo or Group; Best Rhythm & Blues Song; all of the country, sacred and gospel categories, including the Best Soul Gospel Performance.

Two of the Best Folk Performance nominees were recorded in Nashville. Only in classical music is this city completely shut out. However, even that may change.

The broadening of the categories is reflected, too, in the entertainment, which is no longer solely country. Scheduled for the show Wednesday (12) here are Jerry Lee Lewis, one-time rock-singer who made the transition to country; Jeannie C. Riley, whose "Harper Valley PTA" branched over from country into the pop field, and Sam & Dave, the "dynamic duo" from Memphis, who have become leaders in rhythm and blues. Last year's show included Joe Tex, another top R&B performer.

Sam & Dave were tentatively slated (the contract had not yet been approved) to bring their 15-piece band, flying in from New York State, to be on the show.

Miss Riley, who just concluded a series of shows on the strip at Las Vegas, will perform a part of her over-all act at the NARAS show at the National Guard Armory. And Lewis, long recognized as one of the top showmen in the business, will do his complete act.

One of the surprises in the Best Soul Gospel Performance category is the nomination of Dottie Rambo, whose album "The Soul of Me" was the first completely integrated gospel work ever done in the South. Although white, she utilized an all-black chorus to sing with her, an idea she conceived while attending a Negro church service in Birmingham (Billboard, Oct. 12, 1968). The LP was a success in both the Gospel and Soul Gospel fields.

Three of the Song of the Year nominations were written here, two of them by Bobby Taylor. (Continued on page 48)

Taylor Adds Three Acts

NASHVILLE — The Joe Taylor Artist Agency has added three acts to its roster, and has moved back to its original location.

Royal American Records will move into the offices vacated by Taylor in the Hubert Long Building.

Wilma Burgess and the Misty Blues, Decca; Archie Campbell, RCA Victor, and Jim & Jesse, Epic, all have been added to the Taylor roster, joining Ray Pillow, Lorene Mann, Van Treor, Linda K. Lance, Sandy Rucker, Earl Richards and Lavanda Lindsey. Taylor also books Gary Bush and Mac Curtin on occasion.

Taylor returns to his original office in the Penhouse, at 1717 West End.

(DRAFTED) for service by the Armed Forces Radio and TV service was Monument artist Billy Walker, right, and his weekly TV show "Billy Walker's Country Carnival." Principals in the ceremony are Sgt. Bill Boyd, AFRTS, Neika Brewer, Show Biz, Inc. executive vice-president, and Col. Robert Cranston, AFRTS Commander.

Country Carnival Chosen For Telecast to Soldiers

NASHVILLE — Billy Walker's Country Carnival, new Show Biz Inc. color, video-taped half-hour, has been selected by the Armed Forces Radio and Television Service for world-wide telecast to servicemen and American civilians in 13 foreign military installations.

The announcement was made jointly by Neika Brewer, Show Biz executive vice-president, and Col. Robert Cranston and Sgt. Bill Boyd of AFRTS headquarters, Los Angeles.

According to Miss Brewer, AFRTS viewers number "well over a million," including some 800,000 military personnel plus dependents. Additional viewers include an untabulated civilian audience.

The network beams into such countries as Vietnam, Japan, Germany, Thailand, Philippines, Crete, Greenland and Korea.

Country Carnival is hosted by Monument artist Billy Walker and features two, often three, "Grand Ole Opry" and other guest artists per show. Among the recent guests have been Hank Williams Jr., Stonewall Jackson, Faron Young, Jim Ed Brown and the Irish Rovers.

(Continued on page 48)

PLANNERS for the Nashville NARAS awards show get together for a last-minute session. Left to right, Teddy Bart, entertainment chairman; Don Tweedy, musical arrangements chairman; Glenn Smoody, sound chairman; and Maggie Carter, decorations chairman.

CURTIS WILLIS

SINGS A HIT

"SHE JUST LAY'S THERE"

b/w "The Whole Town's Looking Down on You"

ON

HIGH COUNTRY RECORDS

#69005

MARCH 8, 1969, BILLBOARD
Country Music

Nashville Scene

By BILL WILLIAMS

ASCAP's Juanita Jones hosted a welcoming party for Lawson Williams, and the prolific writer announced that he had signed with that performance society. Mel Tillis has parted company from the successful and demanding "Porter Wagoner Show." Mel plans to spend more time writing songs and less time on the road. Severing all ties with his long-time friend, he has moved to the McCuller Talent Agency. RCA's Mickey Newberry wrote several songs for an LP he planned to record, and then he became ill. Good songs to now lie dormant, so while he was recovering, most of those tunes he had written were recorded by others, including the next singles by Roger Miller, Johnny Darrell, and the Final Edition. Newberry hurriedly had to write other songs for himself, and his own session was scheduled to start this past weekend.

Gene & Debbie, Hickory's duet artists, are both doing solo's in tunes to be released soon.

Don Bowman, back from a 31-day tour with Bill Anderson, now is completing his next album. Barbara Moore, long-time regular on WSM, now starts her own show on WSIX, an audience-involvement program which includes music. Joy Harris has just finished cutting a song on Stop, the "A" side of which is simply titled "When," and the back-side is "Hi, These Old Bottles." Tony then left for Vietnam for a four-month tour... Five lucky ladies from California who proclaimed their love for Glen Campbell in a contest sponsored by that Sacramento country station took their husbands along when they flew to Hollywood for their grand prize. They were accompanied by Jay Hefter and John McRae. Capitol's newest Nashville artist is David Ingers, whose first release is due out shortly. He wrote both sides of the single himself, and has a winning combination going for him. They were published by Moss-Kane, arranged by Don Tradewell, and produced by Al Koors. Ingers is program director at KFMY, Tulsa, and a wide personality on KTVY's Billy Parker Show. He once was a part of the Arkansas (Sadler's Tongue) Smith show in Charlotte. JoAnn Johnson has a new release out on Trend. She and her husband. Ermalee Johnson, were writers of "Bummin' Around" done previously by Billy Grammer on Decca, and just recently released by Rex Allen. Elvis Carden. (Continued on page 63)
THE ORIGINAL COUNTRY VERSION OF...

"YOU GAVE ME A MOUNTAIN"

BY JOHNNY BUSH

ALL THESE POWER HOUSE STATIONS CAN'T BE WRONG:

GEORGE MORGAN'S FIRST RELEASE ON STOP IS TAKING OFF IN ALL MAJOR MARKETS...
LIKE A BIRD!
WHEN YOU HEAR...
LIKE A BIRD!
—YOU'LL KNOW WHY—

"LIKE A BIRD"

STOP #252

809 18H AVENUE SOUTH
NASHVILLE, TENNESSEE 37203
(615) 285-8388

KING CURLEY, host of a country show at WRUS, Russellville, Ky., honors Hickory artist Ernie Ashworth on "Ernie Ashworth Day" in February. The artist's new record, "Where Do You Go," was played around the clock.

Building Sport

* Continued from page 44

virtually had been revealed in Billboard that expensive studio equipment has been ordered by Bill Denney at Cedarwood and Buddy Kilfen at Tree.

According to Rosen, a 23-year-old tycoon who has been in the studio-supply business only seven months, many of the Nashville studios are taking on movie equipment. "Virtually all of the big recording studios are ordering film and videotape equipment," he said. "They want it to produce educational materials, jingles, and promotional things for television showing."

Decca has not yet started construction of its promised studios here, but it has purchased considerable property in Music Row and should get underway shortly with construction.

The appearance of RCA's Harry Jenkins here also prompted new reports that Victor is ready to move ahead with its long-awaited expansion plans.

Boom by Nashville

* Continued from page 46

Russell. The song "Woman, Woman," nominated in the Best Performance by a contemporary-Pop Vocal Duo or Group, was written by Epic artist Jimmy Payne, a "pure" country singer. Joe Simon, Peggy Scott and Jo Jo Benson do all their record in Nashville. Folk recordings done here include those by Bob Dylan and Gordon Lightfoot.

Any doubt as to Nashville's ability to record all kinds of music has been dispelled by this showing.

Country Carnival

* Continued from page 46

The show currently is syndicated in 45 markets.

AFRTS spokesmen said Country Carnival is "most representative of TV shows on the current country music scene to bring to servicemen overseas."

It also was announced during the week that the Bill Anderson Show also will be seen on this network. Appearing on this show "regularly are Jan Howard, Don Bowman and Jimmy Gateley.

8-Track Studio

* Continued from page 44

for his publishing and production companies.

The company president said he will take less of an active part in the operation of the companies, leaving himself more time for writing songs, which is first love. The best known of his tunes to date has been "A Time to Sing," the theme song for the Hank Williams Jr. movie of that name.
In October 1967, the new offices and factory buildings of the company were dedicated at Quickborn, Germany. The manufacturing daughter firm, De Ge Ha Plastik, was developed under its Technical Director, Harro H. Michna. Mr. Michna has developed an integrated plant facility with one of the highest production per worker outputs in the world.

Twenty dual station single operator LP presses are fed through extruders from a dry-blend compounding room over the air-conditioned press room. The presses are supported by master cutting lathes, plating equipment and PVC compounding units in the buildings. All product is conveyed through inspection to automatic film wrap machines.

The plant has a present capacity (used now 100%) of over 8 million LP's per year. In January 1969, new buildings for warehousing were completed to enable stocking for an output of a contemplated additional ten presses. Automated warehousing is now up to a storage capacity of 3 million LP's, thereby eliminating any seasonal interruption of full pressing capacity.

A custom-designed computer has recently been installed to streamline bookkeeping in billing, royalty and inventory controls. The company policy is—tomorrow's tools to handle tomorrow's growth.
Miller met Dr. Beurmann and Wille in Hamburg in 1955 while the latter served as Sound Engineers and contractors for the famous "101 String" series that Miller produced in Germany. The trio was convinced in the mid-fifties that Europe was ready for quality budget records. In late 1961, they founded the firm and finally got four presses operating in a small building in Hamburg. Harald Kirsten joined the firm in 1963 as Managing Director.

Dr. Eric Beurmann and Dr. Wilhelm Wille are responsible for over 90 percent of the production of the company's product, including graphics, copyright analysis, etc. Mr. Kirsten is responsible for direction of all departments. Miller is the American director of the firm and on frequent visits to Germany, develops overall policy with his co-directors. Working in concert on all aspects of the operation, the four directors take a deep personal pride in the achievements of the company.

A Concept That Changed An Industry

In late 1961 Miller International Schallplatten was founded in Hamburg, Germany by David L. Miller, Dr. Eric Beurmann and Dr. Wilhelm Wille. The basic premise was simply "a better record at a lower retail price." Miller, a veteran international producer and merchantman of budget product, was convinced the German and European record buyer was no different in many respects than his U. S. counterpart. In spite of stifl industry resistance, at all levels, the firm progressed to the point of being a very important factor in the European markets today. In fact, every label of any consequence on the Continent has now joined in the competition of budget-priced long plays.

The Miller sales force, which presently numbers twenty men, constantly introduces new merchandising innovations never before used on the Continent.

New stereo program for local markets was recorded and the constant liaison between Sales and the A & R staff gave the firm a market acceptance and growth that in percentages eclipses any European competitor.

A radical departure in co-op advertising schemes and point of sale display made the buying public aware that the product is unique and at a price that is pegged to local consumer incomes. Eventually the leading retail outlets in Germany recognized the "new era" in record merchandising was at hand. The entire industry has now benefited by a higher consumer exposure to long playing records.

Miller presently services on a direct basis approximately 6,000 accounts. Considering that active catalogs comprise less than 300 LP's, this is indicative of the quality and selectivity of program that generates these high sales figures per record. (Individual items have exceeded 350,000 units.)

While the bulk of sales are still in West Germany, the firm, since June of 1968, is enjoying ever increasing export business.

The central sales, creative, manufacturing and administrative offices are located at Quickborn, Germany near Hamburg. The company also operates branches in West Berlin, Munich and Frankfurt.

In a quality conscious market with conservative trade attitudes, Miller International's steady growth is a tribute to the imagination and energy of its personnel.

A COMMON OBJECTIVE—TEAMWORK, FOR END RESULTS

The executives and department heads at Miller International Schallplatten are in average the youngest in the industry on the continent.

Working under the co-ordination of Harald Kirsten, each has proven his unique ability. Each has a complete understanding of the other's divisional problems and "meshes" his department to the common gear of company endeavor. This esprit de corps eliminates much red tape, although the job is accomplished within the framework of accounting procedure and company policy.

A competitor once asked "what is the company's number one asset?"—he was shown the above photos.
MILLER INTERNATIONAL SCHALLPLATTEN GMBH

The Fastest Growing Record Company
In Europe—The Company That
Changed an Industry on a Continent

THIS CHART DOCUMENTS THE ACTUAL GROWTH CURVE OF SALES OF THE SOMERSET AND EUROPA LABELS IN THE GERMAN AND WESTERN EUROPEAN MARKETS FROM JAN., 1962. SINCE 1961 A 4400% INCREASE IN SEVEN YEARS. MILLER INTERNATIONAL SCHALLPLATTEN IS THE MOST REVOLUTIONARY AND DYNAMIC MUSIC MERCHANDISING ORGANIZATION TO ENTER THE EUROPEAN MARKET IN THE PAST TEN YEARS.

CREATIVITY—EFFICIENCY—PROGRESS
RECORDED PRODUCT IN EVERY CATEGORY—CREATED FOR A QUALITY CONSCIOUS MARKET.
LOS ANGELES — Angel Music is records an impressive four-LP 'Passion' package of Bach's "St. Matthew Passion" in time for Easter sales. The set features soprano Teresa Zylberblatt, tenor Ken Rystore, baritone Hilde Hermann Prey with the South German Marris and the London Strings. A second volume of Edward R. Murrow's "A Reporter's Notebook," covering 1948-1961, is being issued on two LPs. Completing the Colburn catalogue is a Mozart concerto with pianist Robert Casadesus and the Cleveland Orchestra under George Szell.

included among the releases of the low-price Spinek label is a new four-LP set of Mussorgsky's "Pictures at an Exhibition" and two LP sets of Mussorgsky's "Le Bourgeois Cid" with sopranos Menotti, Trilby Anderson, and soprano Renata Scotto. The Decca recording of the Royal Opera Orchestra and chorus, Sir John Barbirolli conducting, and Borodin's "Prince Igor" with Boris Christoff.

The other set is the Puccini's "Madama Butterfly," a story about a French consular officer in Japan, with soprano Renata Scotto and tenor Edouard Duhamel. The Puccini recording features the Royal Opera Orchestra and chorus, Sir John Barbirolli conducting, and Borodin's "Prince Igor," with Boris Christoff.

Rafael Frunhbeck de Burgos conducts the New Philharmonic Orchestra in an LP of Respighi and Stravinsky, while baritone Dietrich Fischer-Dieskau sings early Richard Strauss songs accompanied by pianist Gerald Moore. Completing the Angel catalogue is a piece of music against the police and victory with the Roger Wagner Chorale.

Melodio/angel has a two-LP set of Rachmaninoff piano concertos with soloist Yann Deveti and the Moscow Chamber Orchestra under Rudolf Barshai. He conducts the Rachmaninoff quintet performance with pianist Lydia Rabinovich and the Borodin Quartet.

Included in the releases of the low-price Spinek label is a new four-LP set of Mussorgsky's "Das Kupferband" and two LP sets of Mussorgsky's "Le Bourgeois Cid" with sopranos Licia Albanese and Tanja Temnikova, tenor Beniamino Gigli and baritone Caruso, and with the La Scala Orchestra and chorus. Umberto Bertenero conducting.

Classical Music

Angel's 4-LP 'Passion' Pkg.

LOS ANGELES — Angel Music is records an impressive four-LP 'Passion' package of Bach's "St. Matthew Passion" in time for Easter sales. The set features soprano Teresa Zylberblatt, tenor Ken Rystore, baritone Hilde Hermann Prey with the South German Marris and the London Strings. A second volume of Edward R. Murrow's "A Reporter's Notebook," covering 1948-1961, is being issued on two LPs. Completing the Colburn catalogue is a Mozart concerto with pianist Robert Casadesus and the Cleveland Orchestra under George Szell.

The low-price Spinek line spotlights the 1940s at the Metropolitan Opera with such artists as Rits Stevans, Salvatore Baccaloni, Jennie Tourel, Ezio Pinza, Lily Pons, Boris Christoff, Helen Traubel and Lauritz Melchior.

5 Avant-Garde albums Kick Off Angel Series

NEW YORK — Angel Music Today series is off to a rosy start with five contemporary albums, which should draw heavy interest from avant-garde listeners for avant-garde material, especially on college campuses. Sets of Olivier Messiaen's opera and Xenakis especially are potent. But there also is an impressive collection of Karl-Kruper Blomdahl, which includes the innovative "Game for 8 (Chorographic)" composed and performed by Ulf Björn and the Stockholm Philharmonic, who also do well in the "Presale and Allegro for Strings." "Five Italian Songs" complete the disk as performed by mezzo-soprano Sofia Rosenzweig and pianist Hans Hofmann.

Tadashi Mori and the Tokyo Symphony have an excellent lyrical album which contains Toshiro Mayuzumi's "Bachiana" and "Phonologie Symphonique" and Yoko Akagawa's "Music for Symphony Orchestra" and "Triptique for String Orchestra." The Messiaen LP can stand with other notable compositions of our time, and epitomizes his mature work. The performances by Serge Baudo and the Orchestra de la Société des Musiques Contemporaines in France are especially moving, and the "Resurrection Symphonia" and "Les Offrandes Oubliees," both fine religious-oriented works.

Xenakis, another of the leader of the avant-garde, has a fine album of variety, as Konstantin Simovitch and the Paris Instrumental Ensemble for Chamber Music plays "Atenes," "Homa," and "Magica." "Menno-Ammeroma," the Berliner String Quartet plays "ST 44," and cellist Pierre Penassou plays "Nemos Alpha."
PHILADELPHIA—Kent Beauchamp and Ed Yelowitz recently showed a camera dealer who had tried cases that he would sell reel-to-reel and 8-track CARtridges, too. In another instance, an electronic dealer holding only tape, was advised to put in a stock of 300-500 LP's. Such examples of total diversification in retailing pre-recorded music is reflected by the philosophy of the two young wholesalers who think distributing pre-recorded music is the mid of an evolution.

Yelowitz said, “Last year All Tapes grew 300 per cent. So did Royal Disc. Rapid One Stop grew 200 per cent. But maybe tomorrow Rapid One Stop will sign a rack jobbing contract with a 23-store chain, so how can we say which of our three companies is the fair-haired.” Beauchamp, president, and Yelowitz, executive vice-president, are both 34. Both attended the same schools as boys and neither would carry on the business without the other, although they often disagree.

Such “disagreement,” one suspects, is not fundamental (for Yelowitz is convinced 7½ t.p.s. is the best speed for reel-to-reel. Beauchamp champions 3½ t.p.s.).

The total philosophy of selling all forms of pre-recorded music is, according to both, since the men initially formed All Tapes as a reel-to-reel distributing concern. In terms of tape, our volume even out right now at one-third cassettes, one-third 8-track, and one-third reel-to-reel.” Beauchamp said. At one time the company carried 4-track but has discontinued it.

Beauchamp's advice to dealers is to “carry a variety of records and tape configurations.” He further advises in the case store, you should turn your stock from four to six times a year. If you’re turning it more than six times you’re doing too much business and keeping customers away by not keeping inventory clean. While the company employs a few representatives, its basic philosophy is “we sell high, we sell high.” Beauchamp explained, “A rep tends to oversell. We have employment here with the idea of keeping dealers clean. We want the dealers to move merchandise or get it back to us.”

Right now, all merchandise is ticketed and Beauchamp expects to add IBM data processing equipment as fast as possible. Another 5,000 square feet of space is being added to the new facility. With expansion, we have to be a lot more careful with our dealers. This involves developing merchandising programs, analyzing retail outlets, setting up in-store promotion, maintaining inventory control and servicing a rapid demand for fast-moving items.

Retailing is evolving, too, according to both men. “I think the bulk of our business is still in the large department stores. But music stores, record shops, electronic and camera stores are becoming important outlets, too.”

In the case of the camera store, Beauchamp said, “At first, we tried cassettes. This went over so well and so many customers were asking for reel-to-reel that we put in a rack of this, too. Now the store’s added 8-track and a new tape outlet exists that never existed before.”

“We’re inching our way into a lot of departments. Four feet here and four feet there,” he said. “An electronic store stocks all types of tape and we thought it could move records out in between 300-500 titles and now we’re moving records for the first time.”

In the Philadelphia market, the two wholesalers are a combination of the many different record companies whose representatives call on the store. They are not limited to any one particular company, and they have not been the representatives of any one particular company.

Phonograph

WASHINGTON—The Electronic Industries Association (EIA), using figures compiled by its marketing service department, reports that January television, radio and phonograph sales have shown substantial increases over last year.

According to the EIA, portable and table phonograph sales showed exceptional growth, registering a 42.3 per cent increase over January 1968, with 315,947 units sold, an all time January high. Console sales, at 121,134 units, registered a 33.8 per cent increase over January 1968.

Automobile radio sales also showed a significant January increase, registering a 24.2 jump over January 1968. Home radio sales of 691,444 sets showed a 30.0 per cent increase over January 1968. Total radio sales of 1,633,253 sets were in January 14.9 per cent over January 1968.

Color television sales of 514,862 sets were the largest January on record, increasing 26.9 per cent over January 1968.

Son, in addition to the orchestra’s high caliber, was the conducting of Eugene Ormandy, one of Philadelphia’s outstanding conductors and a Bruckner specialist. The massive work is a test for orchestra and conductor, not only is it about 80 minutes long, but it requires impeccable technique and sound. Jochum, remarkably conducting the lengthy work with out score, was in complete control throughout. The strings were luscious and the brasses rich. The winds and percussion also joined in the unified effort.

Jochum has conducted the work for two record companies: as part of his complete Bruckner symphonic cycle on the Deutsche Grammophon label and for Recordings Amsterdam. The program recorded with Schur- ner’s “Symphony No. 8 (Un- finished)” and the warhorse also sounded fresh under the masterful conductor. FRED KIRBY
Howard Ellis
Vendors' Music Route Acquisitions Won't Force MOA/NAMA Merger

By EARL PAIGE

CHICAGO—The continued acquisitions of music routes by large, national operating firms primarily involved in vending will not result in the merger of Music Operators of America (MOA) and the National Amusement Merchants Association (NAMA), according to MOA President Howard Ellis.

Ellis, here visiting MOA's headquarters, said that the large music vending firms will continue to look to MOA for leadership and guidance, even though many companies are being acquired by large vendors.

"Without exception, the large vending firm retains the management of the acquired business," he said. "Generally, one of the requirements of purchase is that the current owner stays on in a management capacity."

Asked why he thought large national firms were increasingly interested in street operating businesses when so much of the vendor's attention seems focused on industrial and institutional operating and food service, Ellis said, "I think the large vendors need to increase their equipment buying position. By pointing to 

(Continued on page 57)

Set German Trade Show

WEST BERLIN—Germany's first international coin machine fair will be held in the Congress Hall in West Berlin, Sept. 16-19.

The fair will coincide with the 75th anniversary of the first coin machine exhibition held in Berlin in 1894 and will provide an opportunity to see the latest developments in a window for the coin machine industry, which will not be represented at the NAMA Convention. Ellis plans to attend this year.

The coin machine fair will occupy an area of about 10,000 square feet and a number of small conferences, halls will be available for companies wishing to use them for demonstration purposes.

MARCH 8, 1969, BILLBOARD
Growing importance of 25-cent capsules as way to offset profit squeeze

KANSAS CITY, Mo. — The growing importance of 25-cent capsules will hopefully offset the discouragement of less volume in 10-cent Jawbreakers brought about by more nickel jawbreaker merchandise. This is the view of Charles Lichterman, owner of Prize Vending Co. here, who is fighting the profit squeeze by installing a greater variety of machines and shooting for shopping center locations. With over 700 locations, mostly in small groceries, Lichterman employs a varied inventory in achieving little-by-little growth in the business. The growing mortality of the small groceries, caused by racial problems, hold-ups, etc., have forced him to move from his small-grocery-specialty into shopping centers, kaper markets and service station locations the past few years.

Wrapped bubble gum, licorice lozenges, jelly beans, Boston beans and chocolate drops are among high turnover penny items. The company is moving in the direction of 10-cent vending units in combating the problem of fewer small locations.

"I have only a small number of 25-cent capsule vendors out now," Lichterman said. "Not enough to really get a line on the potential. But the ones I have arc turning in good sales. Our best sellers in quarter capsule seem to be bracelets, rings, anklet bracelets, key chains, earrings and larger toy items, such as vinyl snakes. Our machines are doing tremendously well in the young and adult markets."

"But, because of the cost of the machines and the products, these units can’t be located in the type of neighborhood grocery we’ve always had with penny goods," he said. "It’s a must to get them in high-traffic spots in super markets, discount stores and shopping centers."

But the way the 5-cent Jawbreaker has hurt the dollar volume in gum vending is a source of discontent for Lichterman. He would like to have had with dime gum vending permanently. "The average youngster realizes he gets more quantity in two nickel Jawbreakers than a single dime purchase. And the lower cost of the nickel variety and the increase in sales aren’t enough to close the gap in profits on the sales of dime gum," he said.

**BARGAINS from KING’S One Stop**

- **Save Space**
  - The typical prize vending installation incorporates two or more types of units but ranges up to 16 machines. The newer wrapped bubble gum, which the company has vended for about four years, is a brisk seller. With location prospects, Lichterman says he’s interested in the space conserving ingredients of multiple-unit machines with small, compact boxes. He demonstrated how he could team up four units in the same amount of space formerly occupied by six single machines.

Lichterman feels a bit out of clean machines. A clean and filled jar goes in each time a location is serviced. He maintains a stock of jar heads for all types of units. Jars are washed, air-dried and filled ready for the truck.

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Manufacturers Representative
Acme-Asmo Distributor
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**WE HAVE 25:**

TITANS, MACHINES AND MERCHANDISE IN STOCK

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Manufacturers Representative
Iowa - Illinois - Wisconsin - Michigan

**NEW VICTOR TITAN 77**

GUM & CAPSULE VENDING MACHINES

- A REAL SALES STIMULATOR IN ANY LOCATION
- Beautiful eye-appeal design. Makes the machine stand out
- Won’t rust or chip. Conviniently Interchangeable mechanism
- Easy, simple machine to maintain

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Chrome front

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**NVA Plans 2 Workshops**

By RON SCHLACTER

CHICAGO — For the first time in its 11-year history, the National Vending Association (NVA) will devote two days to workshops at its annual meeting. The sessions will take place April 17-20 in Hollywood, Fla. Previously, one day was set aside for panel discussions.

"We sent letters to 30 to 40 people to tell them what they wanted in the way of panel discussions," said Gold, the workshop chairman. "In their responses, they agreed 100 percent that the next two days of workshops. This is because they want a chance to exchange ideas with people who are going on elsewhere in the country."

"With the rapidly expanding market, we have to have a place to exchange ideas. Up to now, we’ve had 60 to 70 people in the hallways of hotels. While I am president, I have to change that. I have a lot of ideas, I think we have helped a lot of people."

The workshops will be held Friday and Saturday of the convention and will feature four speakers for each subject. The moderator for Friday’s session will be Tom Thiesen, of Thiesen Vending Co., Minneapolis. Speaking on the subject, "You Can Fight, But You Can’t Win," will be Leo Weiner, owner of West Coast Enterprises in Southern California, and NVA president.

(Continued on page 57)

**NCA Report: ’69 Sales Up**

CHICAGO — A National Confectioners Association (NCA) survey of 132 candy, chocolate and gum companies shows manufacturers viewing the year ahead with qualified optimism.

In its 19th annual management strategy poll, "NCA Industry Speaks," the NCA reports that 91 percent of the manufacturers surveyed expect sales to rise in 1969 while the same percentage also anticipates a rise in production costs. Fifty-three percent of those polled are looking forward to an increase in profits, 35 percent expect profits to remain about the same as last year, and 10 percent expect a dip. Meanwhile, 59 percent of those surveyed are planning to introduce new items this year.

According to the report, an average of 40 percent of manufacturers’ sales are channeled through wholesale outlets. Supermarkets are considered by 53 percent of the customers to be the largest single outlet. Thirteen percent of ranked drug stores as their largest outlet; 6 percent classified groceries; and 5 percent, variety stores.

W. M. Cramer Dies

SAN FRANCISCO—W. M. Cramer died Feb. 21 following a brief illness. Noted for his creativity in designing production models and in the design and packaging of bubble gum, Cramer was later with his wife, Mrs. M. C., and two daughters.
ordered five records from Billboard's easy Listening chart and received only one of them.

"The one-stop keeps telling me that the records won't go over out here and maybe he's right. But we have more than cowboys out here. Ellsworth Air Base is located here in Rapid City and we can use rock.

"However, our biggest category is c&w. This is a big tourist area and even the people who come out here on vacation expect to find c&w. They figure this is where it should be played. But I say try to find me a good western in August."

Mrs. Burns also receives numerous requests since all locations are supplied with requests cards. To meet these requests more efficiently, Black Hills Novelty is in the process of setting up a record catalog and will soon build a warehouse to keep records. As for stereo singles, Mrs. Burns said,

"We use them, but not enough of them. We would like to use more at certain locations. However, to appreciate stereo singles, you have to be able to listen to them. You can't have a location where the clutter of dishes drown out the sound."

Mrs. Burns moved to Rapid City two years ago after living in Los Angeles for 15 years. The only things she misses are an FM station and the Dodgers.

Southern Operators

**Continued from page 55**

being refurbished," he said in regard to complaints about hotel conditions last year.

This year's convention is Sept. 5-7 in Chicago.

Other convention matters will include discussions of audio-video equipment demonstrations and the role of manufacturers pertaining to participation as MOA officers.

Ellis said MOA's public relations program "will be studied paragraph by paragraph." A special civic service award program will also be put together.

MOA's bylaws will be up-dated, too.

A total of 50 operators have been invited to the meeting here, planned as the first of MOA's regional mid-year directors meetings, to help the trade group establish contact with operators in different parts of the country.

Mrs. Burns has made many contacts since she moved here, and many of them have asked to be invited to the meeting here. The problem is finding a good location to hold the meeting, and where the clatter of dishes drown out the sound.

Mrs. Burns moved to Rapid City two years ago after living in Los Angeles for 15 years. The only things she misses are an FM station and the Dodgers.
On the Street

• Continued from page 55

back from Houston where they attended the sporting goods show. Meanwhile, recent visitor to Peach State was Quinn Jacobson of Reed Electromec in Rockford. Ill. Jacobson made the rounds with Peach State to vending accounts in the Atlanta area. Max Hurvich of Birmingham Vending Co. is happy to announce that his son-in-law, Al Terriano, is now a full partner with the firm. Meanwhile, the company is planning to celebrate its 38th anniversary on April 1. However, there won’t be a big celebration since Hurvich is sticking to his policy of a party every five years. Birmingham route man William Sher and his wife are in Israel for two weeks.

Art Daddis of United Billiards reports that “everything is humming” and that everyone is working 22 hours a week over time. Daddis just returned from a business trip to Miami where he found the weather about equal to that of New Jersey. Ed Zorinsky of H.Z. Vending in Omaha is a man with many hats to wear. Zorinsky, who was recently elected secretary of the board of directors of the Omaha Public Power District, has been appointed chairman of the National Intergovernmental Wrestling Tournament, which will be held in Omaha March 6-8. Meanwhile, Zorinsky’s father, Hymie, just arrived home from a Rock-Ola trip to Acapulco.

With the Illinois Legislature in session, Fred Gain, executive director of the Illinois Coin Machine Operators Association, has the alert on any legislation that may be introduced at home. Gain is also on the alert since a new Samoyed puppy, named “Jelly,” has been introduced to the household elsewhere on the ICMAO scene. President Harry Schaffter reports “nothing but work” and Les Maimbooth is enjoying a few days of rest in Las Vegas. Lance Humboldt is back at his desk at Nutting Associates in Mountain View, Calif., after representing the firm at the Arnold Palmer Enterprises National Putting and Driving Range Convention in Miami. On his way home, Hailstone visited distributors and operators in San Antonio, Houston and Galveston.

A promotion at Nutting finds Rod Geisman assuming the duties of executive vice-president.

Archbishop Cooke Lauds N.Y. Firm

NEW YORK—Meyer Park, president of Atlantic New York Corp. here, recently received a very complimentary letter from Archbishop Cooke thanking him for servicing a background music system Secorup Corp. installed in the Archbishop’s residence. Parkoff, in relaying that the servicing involved changing records, said the unit was originally installed by Atlantic for Secorup at the request of Cardinal Spellman.

Philadelphia Location: C&W

Mel Epstein, program director, Canon Coin Machine Co.

Chicago Coin’s New 1-player Pirate Gold

New Rowe Film

Continued from page 55 or “Friends of Mine,” Date 1628

Revolutionist (2918R) paired with “Indian Giver,” Baddsh 91, or “Soul Sinner,” Atlantic 2590. Masquerade (2918R) paired with “Soul Shake,” SS 761. or “Son of a Preacher Man,” Atlantic 2580; Fashion Show (2918R) paired with “By the Time I Get to Phoenix,” Monument 1125, or “Buena Sera, Mrs. Campbell,” United Artists 50476, One Too Many (2918C) paired with “Don’t Double With Trouble,” Alco 6643, or “Riot,” Uni 55102.

Jumbo Buys

Buy Ball for Top Earnings

in Every Type of Location Everywhere

Reconditioned Specials Guaranteed

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Lew Jones Distributing Co.

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That’s what you get with the new Rowe AMI
Music Miracle. This 5-Year Warranty covers normal-
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new jukebox.

Here are some of the other great Music Miracle features.
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ance needed for 5 years. New “Wall-of-Sound” side speakers
and patented Stereo Round for today’s big you-are-there high
fidelity sound. New, exciting RoweVue slides to attract more
players. New Change-A-Scene front panels. Rowe alarm system
as standard equipment. Two-wire systems for remote volume
and cancel control. Three-in-one program-
ming—change from 200 to 160 to 100 selections.

These are all Rowe AMI exclusives. And they help make the
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Rowe international, inc.
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March is Mantovani Month
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Stereo PS 548

MANTOVANI BEST SELLERS RE-PACKAGED... BY DEMAND

MANTOVANI Continental Encores
Stereo PS 147

LONDON

MANTOVANI American Waltzes
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GEORGE JONES—GOLDEN HITS, VOLUME 3.

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THE BRASILIAN TOUCH OF MALVIGNO—.

Popular

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DELL SUGAR'S GREATEST HITS IN COLOR—Noel Fox (S).

JACK TATE—Do Not Call This To Your Friend—BILBO 1123.

YELLE BRIAMBRE—Salut, chéri.

GAMENTHAAR-STYMPH—.

YEONEV SOUVENIRS-Les oiseaux by Mallory/Alger.

RAHMANNICH—SYMPHONY NO. 4—a great achievement.

OPERA ARIAS, VOL. 2—Nancy Shallice, Soprano—S.C. 6078 (S).

RICHARD ADEY—At the Walk with Jesus—Decca L 10051 (S).

JAZZ FELLA MULLER—Hollerin', Rollin'—RCA L 10635.

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Add this LP to the growing catalog of gospel packages by the Proclaimers. The group gets a captivating beat into the religious music, and the melody is perfect. Gospel fans won't be able to resist this one.

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JAZZ

The world's greatest jazz band of TONY BENNETT and his NEW YORK JAZZ BAND—Pro-2 33030 (3)
This two-disc, double album edition has a Rob Brown cover of "(I Love You) For Sentiments Only," up-to-date sound of the gold group, and a new arrangement of "I Love You." It's a must for any jazz fan. The music is top-notch, the band is tight, and the recording quality is superb.

GOSPEL

Ruth Hawkins—This is a fine album of spirited, heartfelt music. Hawkins is a skilled vocalist who delivers her songs with conviction and enthusiasm. The arrangements are well done, and the overall sound is quite pleasing. This album is highly recommended for all lovers of gospel music.

Action Records

Alben: National Breakouts
There are no National Breakouts this week.

New LPs

Jeanine C. Riley—"You're Like a Song"
Yesterday's Plantation PPL 2
This is a heartwarming album from a talented vocalist. The songs are well chosen, and the arrangements are tasteful. Riley's singing is impeccable, and the overall sound is quite pleasant. This album is highly recommended for all lovers of traditional country music.

Singles

National Breakouts
Blessed is the Rain
Brooklin Brothers, Nashville 95 (Cigarette Full of Time, BMI)

Regional Breakouts
Seattle
Perry Como, RCA 47-1972 (Street Corner), "It's a Wonderful World"

Roger Myers
Continued from page 54
Plattsburgh, New York, has a number of new recording projects under way. He plans to release a new album featuring his own compositions in the near future. Myers is also working on a project with the State of Illinois welfare division. At one time, he had his own dance band in Pontiac, Ill. Myers is married to his second wife, Eileen, and son, Randy, and has been involved in various community and civic activities.

ATD Accenting Cassette

Los Angeles—The emphasis in this company is on quality, not quantity. ATD, a subsidiary of National Lampoon, has a reputation for producing top-notch cassettes. Their latest release, "Tell Me About It," features a unique and innovative approach to music production. This cassette is highly recommended for all lovers of contemporary music.

APAA Strong Bid
Continued from page 28
Dave Dover is chairman of APAA's trade show committee, while association officers are president Bruce Dixon, Detroit, Inc., and executive vice-president Sherman Blumerstein, Blum-Stein Products. The Chicago firm of Hal-Erickson is acting as show manager.

Simpac All Set
Continued from page 28
The interconnection of hubs and exterior cases in the case is new, too," he said. "The hubs are designed to be self- positioning and interlock with bearing surfaces of the case."
Yellow Payges Prepare for 3-Way Promo

LOS ANGELES — A gala party here last week at the Beverly Hills home of Marshall and Gary Bookasta launched a massive promotion linking the Yellow Payges with Merwin Musical Products Corp., American Telephone & Telegraph and Uni Records, a division of MCA.

The Yellow Payges have endorsed and will use exclusively Hagstrom Guitars and Marshall Amps, which are distributed by Merwin. According to Merwin national promotion director T. Warren Hampton, this will be the most extensive advertising campaign in the history of the company. Special mailings and displays are being sent to nearly 5,000 Merwin outlets and arrangements will be made for the group to appear at the larger dealerships.

CHICAGO — The real challenge that any agency wants something unique and there are only so many unique things available.

With this comment, Paul Severson, of Dick Marx & Associates, Inc., summed up the demand for unusual musical instrument sounds in the radio/television commercial field. The Marx agency has a roster of more than 200 clients and is involved in between 400 and 600 sessions a year.

More, during the session, an agency man asked if he hadn’t used the vibes for his commercials the previous year, said Severson, a veteran musician. “I replied that we had and then he asked if we couldn’t use something different.”

As for what’s new, musical instrument-wise in the commercial field, Severson said:

“All the amplified sounds are reasonably new, especially now, that everything can be amplified. Commercials usually follow hit records. The Beatles have influenced the entire popular field, even as far as the use of Flugelhorns and piccolo horns.

"In the last six to seven years, some guitars, alto flutes and amplified flutes have come into use, as contra-bass clarinets. Starting with the percussion craze, all of the percussion instruments have been hit and this includes everything from Swiss bells to tuned frying pans.”

According to Severson, most of the musicians who play in the sessions are full-time musicians and a few live entirely off commercials:

“They live by the telephone and must have answering services. Some are called sooner and more often than others because they’re faster and have smoother techniques. The musicians walk into the session cold so they have to be able to pick up the arrangement fast.”

Prior to the session, they try to tell the musician within two or three guitars what we want for the arrangement. Consequently, they don’t have to bring everything with him. In addition, some musicians keep instruments in lockers at the studios.”

Ireland Set for Accordion Event

NEW YORK—Ireland has become the latest country to enter the 1969 “Coupe Mondiale,” the world accordion competition of the International Confederation of Accordionists which is set to take place here Aug. 6-9.

Pietro Deiro Jr., chairman of the event, received word of the event from the organizers of the Irish accordion society.

In last year’s competition at Leicester, England, Russia took first place and the U.S. was runner-up.

THE CHURCHILL, a public address system by Vox produces 120 RMS and up to 240 watts of peak power. A matching transformer permits matching speaker impedances of 2, 4, 8 and 16 ohms. Two constant voltage outputs supply either 25 or 70-volts for matching multiple speaker systems. The suggested list is $550.

Like it or not, there’s something standing between you and your audience.
The Best in Canada in

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1910 FRUIT GUM
"INDIAN GIVER"
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OHIO EXPRESS
"Sweeter than Sugar"
BUDDAH 92

BROOKLYN BRIDGE
"WORST THAT COULD HAPPEN"
BUDDAH 75

DOUBBLE BUBBLE TRADING CARD CO.
"To You with Love"
KASENETZ KATZ
BUDDAH 82

"Bubble Gum Music"
BUDDAH 78

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For a major budget record manufacturer. Must be able to travel.

Car necessary. Great opportunity for the right man. Salary plus expenses.

Write: BOX 559

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SITUATIONS WANTED

PERSONABLE 25-YEAR-OLD MAN wants to be_corporate executive with any record company, group management, or top promotion.

Must have contacts in the music business. Over 98% of R.E.I. for the first-class Radio Telephone Tape.


Professional Services

WANTED

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FOR

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Top Hits of '68 & '69 (Big 3)

DIANA ROSS & SUPREMES GREATEST HITS (Big 3)

DIANA ROSS & SUPREMES JOIN THE TEMPTATIONS (Big 3)

Professional Services

NATIONAL RECORD PROMOTION AND PUBLICITY, Freeport. No pity or small considerations. Questions answered quickly.

WHEN WRITING, ALWAYS MENTION BILLBOARD. ENSURE EXACT ADDRESS.

WANTED: PROMOTION PERSONALITY — Has worked for ABC, MCA, etc. Can write and produce music, and have contacts in the music business. Over 98% of R.E.I. for the first-class Radio Telephone Tape. Call 717-259-1071.

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Platters
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MDS 1003

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MDS 1010

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THE RACE IS ON
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BELLY DANCER AUTHENTIC BELLY DANCER MUSIC
MDS 1007

THE BEST OF TITO RODRIGUEZ
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AT BUDGET PRICES

1605 W. CHICAGO AVENUE, CHICAGO, ILLINOIS 60622
<table>
<thead>
<tr>
<th>Week of</th>
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<th>Artist</th>
<th>Title</th>
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<td>HATELLE CARLOS/BENJAMIN POLKIN</td>
<td>Three Stories of African Cinema Disc: Proceed Switched On Such</td>
<td>Columbia CS 3954</td>
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<td>3 104</td>
<td>BEE GEES</td>
<td>Medley</td>
<td>Atlantic SD 2780</td>
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</tr>
</tbody>
</table>

Continued on Page 70
CAPITOL SERVES UP 5 GREAT NEW COUNTRY HOTCAKES.

A COLLECTION OF FAVORITE HYMNS AND GOSPEL SONGS
Jean Shepard I'll Fly Away
SONNY JAMES Only The Lonely
JEANNIE C. RILEY

ANYWHERE U.S.A.
BUCKAROO
ST 194
ST 195
ST 171
ST 193
ST 177
<table>
<thead>
<tr>
<th>ARTIST</th>
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<td>Greatest Hits NA 58</td>
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<td>T Big</td>
<td>Make Me Feel No More (Motown 7017) 615408</td>
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<td>MAVIQUE</td>
<td>This One's for You 615408</td>
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<tr>
<td>MIKE BLOOMFIELD &amp; AL DEEP PURPLE</td>
<td>Passion, Love &amp; Feelings 615408</td>
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<td>ERIC BURDON</td>
<td>Polite Violence (Atlantic 2336) 615408</td>
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<tr>
<td>JOHN LENNON &amp; YOKO ONO</td>
<td>Imagine 615408</td>
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<td>JOHNNY MATHIS</td>
<td>Live the Nightlife 615408</td>
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<td>BRIAN ENO</td>
<td>No Pussy (Island 30074) 615408</td>
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<td>JOHN LEE HOOKER</td>
<td>Hooker (MCA Records 25011) 615408</td>
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<td>KATE BUSH</td>
<td>The Kick Inside (Columbia 38296) 615408</td>
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<td>STEVIE WONDER</td>
<td>Inside Out (Tamla 4584) 615408</td>
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<td>DOO WOP</td>
<td>The Big Beat (A&amp;M SP 4163) 615408</td>
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</tbody>
</table>

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.
The Bread Line from Capitol

You'll Need The Combination

Here It Is

ST 120
Happy Trails
Quicksilver

ST 208
Linda Ronstadt
Hand Sown... Home Grown

SKAO 207
THE SERFS
the early bird cafe

ST 192
Ohio Players
OBSERVATIONS in Tune

ST 206

THE LAST RITUAL
SOMETHING TO SING ABOUT!

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

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1. Their first motion picture score.
2. Booker's singing debut with "Johnny, I Love You" also available now as a single.
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Double history for
Booker T. & the MG's on "Uptight". Double sales power too!
The new 1969 Belle Wood sound is cartable.
Every Cartable

Sell one brand, one line to the "now" market... people on the go... the all new 1969 Cartable line from Belle Wood, Inc.

Whether the urge for entertainment hits at home, in the car, in the boat or anywhere else in the great outdoors, there's a Cartable unit to fit every whim and every wallet. And every Cartable unit carries a consumer guarantee, including free parts and service!

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3 CARTABLE 4600 the "most" for today's youth on wheels. Exceptional value in
is cartable.

4 CAR TABLE 5000 swingers' complete portable stereo system. The versatile Cartable 8 Track Solid State AC Stereo Player System can be enjoyed either as a self-contained system or can be easily converted for use as a deck. Two high frequency 4" x 6" speakers in detachable cabinets. Speakers can be wall mounted with up to 17" separation. All deluxe Cartable features. Available in black or beige. Scuff resistant Cycloac cabinet.

5 CAR TABLE 6000 perfect beach companion. The latest in self-contained 8 Track battery portables. Operates anywhere on 6 D cell batteries or can be plugged into cigarette lighter or any 110 AC outlet. Comes with free lighter adapter. Unit weighs less than four pounds. Compact size—9" high x 6" wide x 3" deep.

6 CAR TABLE 7000 playmate for the serious music lover. Play 8 Track stereo cartridges at home with the all new Cartable 7000 Solid State Stereo Deck. Beautiful walnut grained wood cabinet with champagne face. Jocks into existing home stereo system. All the unique features of deluxe Cartable players.
...and over $100,000,000 advertising calls will be made on your customers and prospects this spring...pre-selling them on the Cartable line.

Star salesmen like Art Linkletter, Bill Cullen, Peter Marshall and Al Hamel will be showing and telling the Cartable story on all three major TV networks during April and May.

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Vince Vecchione,

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When it's new, it's all whipped cream and roses.
Time flies, the flowers fade and so does the dream.
Sometimes you think you may not make it.
But the bond grows stronger, the dependence goes deeper.
And there's something to be said for the togetherness of it all...

The Wedding Cake K-14034
A slice of life in the great tradition
of "Honey" and "Little Green Apples" by
Connie Francis
Produced by Shelby S. Singleton, Jr.,
for Shelby Singleton Productions, Inc.
Danish Radio to Plug Local '10'

COPENHAGEN—Danish Radio plans to concentrate on its Top Twenty international record sales chart to concentrate on its Top Twenty program which compiles a Top Ten of local product, based on listeners' votes.

The last Top Twenty was produced by Maria Henningsen and now record companies and music publishers, backing another organization, possibly a daily newspaper, to take on compilation of an international record sales chart.

Danish Radio discontinued the Sunday afternoon Top Twenty program because the chart had become too similar to the Danish hit chart, which is broadcast Sunday mornings.

U.K. Testing $25 D-Cups

LONDON—The first British hit records to have their prices legally reduced went on sale last week in three towns in England.

The records are being sold at cut price for two weeks in Excelsior, Shrewsbury, and Perth in a special test operation mounted by the British Market Research Board half of the British record industry. The test is being run to provide evidence to support the British industry's case for the maintenance of cut price fixing. The case is due for hearing in October.

Singles being used in the test are "I Guess I'll Always Love You," by the Isle of Man; "Fool on the Run," by Marci and the Vandellas; "I'll Pick a Rose for My Rose," by Marv Johnson; and "Blackberry Way," by the Move.

Full price sales of the same singles in three other towns—Norwich, Chester and Aberdeen—will be compared with the cut price sales. Further comparisons on single and album product will be carried out this month and in April.

Danish stoppen was introduced last fall and the record industry hoped that the program would result in more local product; getting the international Top Twenty.

Their hopes were fully justified.

In their Top Twenty chart showed that seven of the ten best-selling singles of the Scandinavians, under a result which exceeded the expectations of the most optimistic men in the Danish music industry.

The switch to local product showed that if Danish productions were given the same promotion and exposure as foreign (Continued on page 84)

Eric Leinsdorf, chief conductor of the Boston Symphony Orchestra, in London to conduct the success of the Scandinavian section of an international event only, based on listeners' and now record companies and ture's case for the main- and McCartney, includes three songs by Donovan, one by Harry Nilson, one by George Martin, a ballad in Welsh, a French song, and standards like "There's No Business Like Show Business," "Inch Worm," "Love Is the Sweetest Thing," and "I'll Alabey of the Leaves."

Arrangements are by Richard Heyward, Wally Van de Menefro and Brian Rogers.

Dutch CLEFFER STRIKE ENDS

AMSTERDAM—the strike of Dutch musicians which began February 11 ended February 13 in an agreement between the musicians' union and the record companies.

The Dutch record industry has agreed to make special payments for second- ary uses of recorded tapes in radio and television.

The industry also agreed to raise the scale for recording sessions.

W. GERMAN DISK GALA

MARCH 14 FEATURES POP

MUNICH—The third gala evening of the German Record Industry will be held in Berlin Friday (14) and, in accordance with the practice of alternating pop and pop music each year, this year will feature national and international pop artists.

The gala, sponsored by the West German Record Industry Association, West German Federation Berlin, the Western TV Station, will be held in the Sender Freies studio and will be filmed in color by the First German TV channel.

The gala opening evening will feature new German pop songs sung by Agnetha, Dorte, France Folland, Rolf Senn, Petra Pacal, the Jacob Sisters and Heino. This will be shown on German TV on March 14.

The second section will be the International Star Parade featuring Dutch Edwin Brass, French Marjolle Mathieu, Swedish Tormod Wart, Swiss Christof, Dutch Springfield, Nina and Frederik, Johnny Cash and June Carter, Adamio, Richard Anthony, Mantovani, Samuel Redenkov, Vasiliev, Horace Paragon, and5.

The international section will be shown on Eurovision the following evening.

The gala will be presented by Viva Bach and Dietmar Schoenherr and will also feature the Pamela Davis Ballet of London and the Sender Freies Berlin Orchestra conducted by Paul Kuhn.

The American Fest Lures 50 Singers From 25 Countries

MEXICO CITY—Fifty singers from 25 countries will take part in the first Latin American Song, to be held here, March 19-23. Each singer will perform two seeking, in addition, five meditation directors will take part in each with, announced Pietro Bonino, director of the Festival.

Frank Pourcel will be musical director for Claude Lombard, Robert Cogio (Belgium), Mary Trini, Valens (France), and Olga Delgrosso, Horacio Duggan (Uruguay).

Federico Perez will be musical director for De Kalafe, Dori Nelson (Brazil), Mario Del Sal- vador, Clodly, Andi Dorese (Haiti), Malena Lagos, Federico Ramirez (Honduras) and Consuelo Espinoza, Luis Mendez (Nicaragua).

Special Festival guests include Lucita Villa, Jose Alfredo Jimenez and the Mariachi Vargas de Tatalulian.

All participants for the Festival will stay in the Hilton Hotel, Mexico City.

Girl Singer Ireland's Eurovision Entry

The winning song, a beat number, is regarded as Ireland's strongest Eurovision entry to date. It is significant that this year Radio Telefis Eireann, sponsors of the contest, instructed the judges to select the song "which they thought would best represent Ireland in Europe with a view to winning the contest." Previously the song had to have an Irish flavor."

And producer Tom McGrath rammed the message home by playing Ireland's previous entries followed by Eurovision winners before the contest began.

Miss Day is being wooed by virtually all the record firms here. Her last record issued two years ago by Parlophone, "From a Faded Rose." It was released when she was with the Decca label and has been a hit, which disbanded last year. She is married to Glover and they appear in London.

Some controversy surrounded the choice of singers. Miss Day, first of all, was offered a British subject and lives near Bel- fast.

Ireland first entered Eurovision in 1956 and has been placed sixth, second, fourth and second place, respectively.

Norway Goes 'Lily the Pink'

OSLO—Following the Nor- wegian chart success of the Scotch's "Lily the Pink," three local versions have been released here.

A new group, Blee Blande Mannekogn og Orkester on RCA, presented their version of the traditional song in a Saturday night TV show, "Bleier Special." The Norwegian version has a lyric by Terje Mose.

The Oedden group Glumman has recorded a version, "Doktor E. Wang," with a lyric by Fredrik Friis, and a third version, under the English title and with a lyric by Kerrie Korole, has been recorded by the Three Hits for Decca.

The song is unphiblished in Scandinavia by Imudio of Co- chenhagen.
London Prod. By Canadians

TORONTO — London Records has released three singles and three albums of Canadian content.

The singles are: "Nine Till Five," the French Revolution; "Here's Still Time," Wayne Paro's S-Imortal Band (London M-173-671); and "One Ring Jane," Mote Tucker's Yellow Duck (ID & G-1 D R 2).

The albums are: "Out Home With Hughie and Allan," H-white Had Allan (Liberty-LMS-461); "Guitar Great," Now Wave (Liberty-LMS-900); "The Voice of the Stradivarius," Albert Pratz (London, Ace of Diamonds. SOD-2118).

From The Music Capitals of the World


Sales on Engelbert Humperdinck's "Release Me" LP now past the 100,000 mark for Canada with total sales on all three Humperdinck LP's well over the quarter million mark, making him one of this Canada's all-time top sellers.

Humphrey de Bar was in Toronto for a week at the O'Keefe Center in March. A new band including Toronto bass player (ex-Paper) had been formed for the tour.

The Doors are returning to Canada.

Stone Launches All-Front Pitch

TORONTO — Terry Mann, vice-president of marketing for the Robert J. Stone Company of Canada, has launched a program of expansion which will encompass all areas of the company's operation over the forthcoming 12 months.

The program will involve three phases, the first of which has just been completed. This includes the enlargement of office and plant facilities in the Stone of Canada head office in Oshawa, Ontario which will enable Stone to begin direct distribution of records to dealers and also the distribution of cartridge tapes. Stone currently handles the distribution of Pickwick and the ITCC line of cartridge tapes.

Stone has entered the distribution of outside independent labels and has recently signed Pickwick International's new Sound Record label as well as the Paine and Candle labels, producer of gospel records in western Canada.

Stone has also signed a licensing agreement with Brunswick Records for release of product by Jackie Davis in both the U.S. and Canada. The initial release is in the U.S. of the album. The Sacred Side of Jackie Davis, is included in the February release of Brunswick Records.

Negotiations are under way with six independent British labels for manufacture and distribution in Canada. As announced earlier, Beacon Records became the first British company to sign with Stone of Canada in the expansion program and three Beacon releases are currently on the market in Canada.

Step two in the expansion campaign includes the acquisition of further distribution rights for records and cartridge tapes. Planned too is the addition of stereo component equipment including cartridge machines, turntables, amplifiers, etc.

Finally, step three envisages a general widening of the company's holding interests and Stone has plans in both the broadcast and print media.

Bertelsmann Exports LP

GUETERSLOH — Exports in 1968 from the Bertelsmann group here increased by 10.6 per cent to reach the $150 million mark according to the group's annual report.

The group's activities in the book and record club sphere accounted for 47 per cent of the turnover. While German subscribers to the clubs, now up to four million, showed no growth.

(Continued on page 84)
The Voice of Senior (Aztec Records) will be released in Holland, Asia, and Latin America. Various artists will appear on the album, including LPs by Shigeo Takeda, Koichi Kadota, and Shinichi Hashimoto. The album will be produced by Junji Otsuka, who has worked with many of Japan's top rock bands.

The Voice of Senior in Holland will be released in conjunction with the promotion tour of the album. The tour will feature concerts in Tokyo, Osaka, and Nagoya, with special guests including members of the groups Vibration and Bellamy.

The Voice of Senior in Asia will be released in Hong Kong, Taiwan, and South Korea. Artists performing on the album include Bobby Chen, Jay Chou, and Shazane.

The Voice of Senior in Latin America will be released in Mexico, Brazil, and Argentina. Guest stars include Juan Gabriel, Thalia, and Marc Anthony.

Promotions for all three releases will be handled by Sony Music's international arm, Sony Music Entertainment (Japan), which has offices in Tokyo, New York, and London.

The launch of the Voice of Senior series is part of a broader strategy by Sony Music to expand its presence in the international market. The company has been focusing on developing local talent and releasing international artists' work in multiple markets.

Sony Music's president, Ken Stewart, said: "We are thrilled to bring the Voice of Senior series to fans around the world. These artists are truly representative of the diverse and rich musical landscape that Japan and other countries offer. We look forward to sharing their music with fans everywhere."
EMI knows the record markets of the world...

And here's the proof. The above is just one page from "A TOUR OF THE WORLD RECORD MARKETS"—an intriguing and informative 80-page book produced by EMI, (the World's Greatest Recording Organisation). A limited number of copies are now offered free. If you would like a copy write to EMI Group Record Services, EMI House, Manchester Square, London, England, W1A 1ES.

---

**Meet the Leaders of the Global Music Industry at the**

**International Music Industry Conference**

April 20-23, 1969

Paradise Island Hotel and Villas

Nassau in the Bahamas

Sponsored by Billboard and Record Retailer

Contact:

International Music Industry Conference

300 Madison Avenue — 9th Floor

New York, N. Y. 10017 (212) MU 7-5523
HITS OF THE WORLD

ARGENTINA
1. I  IR I D I
2. 1  F UISTE MIA EN VERANO-
3. 2  PUERTO MONT-
4. 3  CABEZA DE VACA-
5. 4  CLARAY CHAVE-
6. 5  ESTA LA COSA NEGA-
7. 6  EN EL RENCIO-
8. 7  LA CANCION-
9. 8  PENURUAM/TENG-
10. 9  AMOR EN VERANO-

BRITAIN

[Characters remove local orbit]

[Weaker]
[Denotes local orbit]

This Week

1. WHERE DO YOU GO TO-
2. 2  HALF AS NICE-
3. 3  I’M GONNA MAKE YOU-
4. 4  I WANT TO-
5. 5  WAY TO GO-
6. 6  YOU ALL I NEED TO-
7. 7  BLACKBERRY WAY-
8. 8  ALABASTER-
9. 9  BUSKIN & BAUER WITH-
10. 10  YOU got JOLI-
11. 11  FOR ONCE IN MY LIFE-
12. 12  GUESS IT ALWAYS-
13. 13  LOVIN’ FEELING-
14. 14  LOVE IS NOT-
15. 15  LOVER BILL-
16. 16  PEACE I THROUGH-
17. 17  I’M TOO LATE NOW-
18. 18  BLACKER BROWN-
19. 19  I HEARD IT THROUGH-

DENMARK

[Characters Denmark Radio]

This Week

1. 1 2 STARTED A JOKES-

DENMARK

[Characters Denmark Radio]

This Week

1. 1  LET’S DANCE-
2. 2  GENTLE ON MY MIND-
3. 3  I’LL BE THERE-
4. 4  YOU’RE NOT LIVIN’ TIL-
5. 5  SOMETHING’S HAPPENING-
6. 6  HURRY UP AND-
7. 7  DOWN IN THE TOAST-
8. 8  LIGHT THE PINK-
9. 9  DANCE WITH YOUR-
10. 10  BLUES & CALLS-

HOLLAND

[(Characters, Penthouse Radio]

This Week

1. 1  AI N’T GON’T NO.
2. 2  ATLANTIS-
3. 3  SPOOKY’S DAYOFF-
4. 4  STICKY FINGERS-
5. 5  OH! OH! OH!
6. 6  WHERE IS YOUR-
7. 7  BLACK VELVET-
8. 8  I’LL BE THERE-
9. 9  LAST OF THE-
10. 10  THE PAIN GOES ON-

HOLLAND

[(Characters, Penthouse Radio]

This Week

1. 1  LIZZARD HANDS-
2. 2  SHADY LADY-
3. 3  GET BY-
4. 4  THE CREEPER-
5. 5  I’LL BE THERE-
6. 6  SENSATION-
7. 7  I’LL BE THERE-
8. 8  I’LL BE THERE-
9. 9  I’LL BE THERE-
10. 10  THE PAIN GOES ON-

NEW ZEALAND

[(Characters, New Zealand Broadcasting]

This Week

1. 1  HOTCHpotCHOTCH-
2. 2  I’LL BE THERE-
3. 3  I’LL BE THERE-
4. 4  I’LL BE THERE-
5. 5  I’LL BE THERE-
6. 6  I’LL BE THERE-
7. 7  I’LL BE THERE-
8. 8  I’LL BE THERE-
9. 9  I’LL BE THERE-
10. 10  THE PAIN GOES ON-

NORWAY

[(Characters, Verden Gate)

This Week

1. 1  FOR ONCE IN-
2. 2  I’LL BE THERE-
3. 3  I’LL BE THERE-
4. 4  I’LL BE THERE-
5. 5  I’LL BE THERE-
6. 6  I’LL BE THERE-
7. 7  I’LL BE THERE-
8. 8  I’LL BE THERE-
9. 9  I’LL BE THERE-
10. 10  THE PAIN GOES ON-

NORWAY

[(Characters, Verden Gate]

This Week

1. 1  ZINGARO-
2. 2  BOBBY SOLO-
3. 3  I’LL BE THERE-
4. 4  I’LL BE THERE-
5. 5  I’LL BE THERE-
6. 6  I’LL BE THERE-
7. 7  I’LL BE THERE-
8. 8  I’LL BE THERE-
9. 9  I’LL BE THERE-
10. 10  THE PAIN GOES ON-

ITALY

[(Characters, Music e Dishi, Milan]

This Week

1. 1  ZINGARO-
2. 2  ZINGARO-
3. 3  ZINGARO-
4. 4  ZINGARO-
5. 5  ZINGARO-
6. 6  ZINGARO-
7. 7  ZINGARO-
8. 8  ZINGARO-
9. 9  ZINGARO-
10. 10  ZINGARO-

SINGAPORE

[(Character, Radio Singapore]

This Week

1. 1  BRIGHT CARPET-
2. 2  BRIGHT CARPET-
3. 3  BRIGHT CARPET-
4. 4  BRIGHT CARPET-
5. 5  BRIGHT CARPET-
6. 6  BRIGHT CARPET-
7. 7  BRIGHT CARPET-
8. 8  BRIGHT CARPET-
9. 9  BRIGHT CARPET-
10. 10  BRIGHT CARPET-

SOUTH AFRICA

[(Characters, Radio Maxtime]

This Week

1. 1  CV TO M. STROUD-
2. 2  CV TO M. STROUD-
3. 3  CV TO M. STROUD-
4. 4  CV TO M. STROUD-
5. 5  CV TO M. STROUD-
6. 6  CV TO M. STROUD-
7. 7  CV TO M. STROUD-
8. 8  CV TO M. STROUD-
9. 9  CV TO M. STROUD-
10. 10  CV TO M. STROUD-

SWITZERLAND

[Rev. Last Week, L.O.R.A.-L.B.A.-]

This Week

1. 1  I’LL BE THERE-
2. 2  I’LL BE THERE-
3. 3  I’LL BE THERE-
4. 4  I’LL BE THERE-
5. 5  I’LL BE THERE-
6. 6  I’LL BE THERE-
7. 7  I’LL BE THERE-
8. 8  I’LL BE THERE-
9. 9  I’LL BE THERE-
10. 10  I’LL BE THERE-

SOUTH AFRICA

[(Characters, Radio Maxtime]

This Week

1. 1  CV TO M. STROUD-
2. 2  CV TO M. STROUD-
3. 3  CV TO M. STROUD-
4. 4  CV TO M. STROUD-
5. 5  CV TO M. STROUD-
6. 6  CV TO M. STROUD-
7. 7  CV TO M. STROUD-
8. 8  CV TO M. STROUD-
9. 9  CV TO M. STROUD-
10. 10  CV TO M. STROUD-

SWITZERLAND

[Rev. Last Week, L.O.R.A.-L.B.A.-]

This Week

1. 1  I’LL BE THERE-
2. 2  I’LL BE THERE-
3. 3  I’LL BE THERE-
4. 4  I’LL BE THERE-
5. 5  I’LL BE THERE-
6. 6  I’LL BE THERE-
7. 7  I’LL BE THERE-
8. 8  I’LL BE THERE-
9. 9  I’LL BE THERE-
10. 10  I’LL BE THERE-

Fabbri Magazine to Be Launched in UK

LONDON—Fabbri of Milan will launch its Great Musicians partwork magazines in the U.K. on March 21 through its London office, Fabbri and Partners, headed by Ian Thomas.

The first partwork magazine in the series, which will contain a 10-inch classical LP each week, will be distributed to bookshops by news trade wholesalers. The first LP in the magazine, which sells at £3.10 (5.13) is devoted to Beethoven’s last three symphonies. The sixth Symphony played by the Royal Philharmonic Orchestra conducted by Charles Groves.

All recordings in the series are pressed in Milan and will be imported.

The magazine will be substantially the same as the one already in circulation in Italy and France, but the next of the English edition will be rewritten for the U.K., and the magazines will appear in a different sequence.

Fabbri said: "We shall de-
"WHERE DO YOU GO TO MY LOVELY"

PETER SARSTEDT

#1 IN ENGLAND

DESTINED TO BE THE #1 SINGLE IN THE COUNTRY!
Today we have over thirty albums on the charts. No other label can make that statement.

The albums they're buying are on Columbia Records and Tapes.

Available on: 8-track tape cartridge, 4-track tape cartridge, Pick-up reel tape.
NARM Meeting

NARM Accents Audio-Video Progress

Gortikov Urges 'Soul Searching'

* Continued from page 1 *

... responsible voice seeking a fair and legitimate role for the Negro in our related industries." Although the record business speaks of a billion-dollar era, Gortikov called that phrase more accurately a $45 million era net-profit-after-taxes for the billion-dollar era.

But this billion-dollar era ranks, jobbers are not as "motivated, opportunistic nor aggressive" as they have been, asserted Gortikov, who suggested that new faces and new ideas he infused into their businesses.

Several Questions

In assessing the success of the rack, Gortikov posed several questions including: How much of their growth was traceable to their individual efforts? How much came from customers own expansion? Who was actually responsible for multiplying the number of outlets in their areas? In assessing the growth of the rack within the framework of conglomerate acquisitions, Gortikov said the emphasis was on higsies, with several perils inherent in this context. Gortikov predicted that today's "super rack" would phase into "super colossal," with rack conglomerates already selling three out of every 10 records sold in the country and two out of every three records moved through rack locations.

The future portends great opportunities for "discovering," Gortikov continued, citing these areas: data processing, systems improvement, telecommunications, vending, tape marketing, incentives to employees, better utilization of existing facility space, air transportation, radio merchandising, promotion, returns reduction.

Hits or Returns

The thorny subject of returns motivated Gortikov to suggest the NARM and the Record Industry Assn of America (RIAA) meet independently to develop objectives and methodology for reducing returns. Then these two bodies should meet and establish a working plan built on a combination of their ideas, possibly including hiring outside management consultants and analysts, hiring a college to study the problem, running industry-wide contests, running controlled pilot research projects.

Gortikov continued: "NARM should spring from being convened specialists to becoming experts in research and development. NARM could be the experimental and study de- (Continued on page 90)
**NARM Meeting**

**Heilicher Bids For Price Hike**
- Continued from page 1

The industry of the record industry achieving a dollar volume of two billion by 1975. He added, "The manufacturers went from $4.79 to $4.98, thereby giving us the entire industry of all of us, to make the most of an industry that has been good to us, should take advantage of a rising market. The consumer is oriented to this kind of thinking."

It is known that many wholesalers agree with Heilicher's philosophy and plan to initiate price increases Saturday (1). Other wholesalers have already followed the Heilicher pattern and have increased their prices. One in the Metropolitan area here stated that he felt his current increases were not quite sufficient. "Our old price on albums listing at $4.98 was $2.50 to our customers; we have gone up to $2.60, but feel the price should be $2.62. Our price on albums listing at $5.98 was $3.00...we have gone up to $3.10, but feel the price should be pegged at $3.14."

**'Soul Searching'**
- Continued from page 89

Department of each of your companies."

In explaining his concept of the NARM member, Gortikov did not call him a rack jobber in the record business. Instead he said: "Your business is to create market pleasure, you create excitement, you promote customers, you expand business volume and profit. That is the real posture of which you may be proud."

**Entertainers Add Pleasure To Business**

Each luncheon, cocktail reception and dinner will be sponsored by an associate member record label or tape cartridge duplicator/marketer. The dinners' sponsors also will present an evening of entertainment featuring their top recording artists. In addition, special entertainment is planned for the Saturday ladies' brunch.

---

**Records • Cartridges • Cassettes**

Dooto is selling better and growing bigger!

Dooto Records
13440 South Central Avenue / Los Angeles, California 90059

5 + 1 "Stock-Up" Deal!

Ask your distributor for our expanded catalog!
MEMO FROM ED MICHEL

Sitting there on a Monday morning looking at the Charts? (*)

So were we.

Then we started counting.

Five out of the top five are available right now from Muntz on 4-track.

But, then, so are six out of the top ten.

Not to mention 13 out of the top 25.

And 44 out of the top 100, and 84 from the whole chart thing.

Okay?

Eighteen of those chart occupants carry the RIAA seal for having sold million dollars worth of product at the manufacturer level.

Twenty-four of them carry stars. That’s the register of heavy upward movement.

The thing is, none of them carry N/A in the 4-track column.

What we’re trying to say is that when you order from Muntz, you get the best. The hits are available. Right now.

Muntz sticks it to you.

Let us ask you a question...

Are you looking at the charts?

Now ask yourself this...

Are your sleeves N/A in the 4-track column?

Call Ed Michel (213) 989-5000 and he’ll be happy to give you the names of lots of our record company friends who don’t have to worry about that.

* Billboard TOP LP’s for week ending February 8, 1969.
**SCHEDULE**

**1969 NARM CONVENTION**
February 28 thru March 4
Century Plaza Hotel, Los Angeles

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**FRIDAY, FEBRUARY 28**

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<th>Location</th>
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<tr>
<td><strong>CONVENTION REGISTRATION</strong></td>
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<tr>
<td><strong>PRESIDENTIAL WELCOMING COCKTAIL RECEPTION</strong></td>
<td>Host: CAPITOL RECORDS</td>
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<tr>
<td><strong>DINNER AND ENTERTAINMENT</strong></td>
<td>Host: RCA RECORDS</td>
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**SATURDAY, MARCH 1**

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<thead>
<tr>
<th>Event</th>
<th>Time</th>
<th>Location</th>
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<tbody>
<tr>
<td><strong>BREAKFAST</strong></td>
<td>7:45 AM - 8:45 AM</td>
<td>Santa Monica Room</td>
</tr>
<tr>
<td><strong>BUSINESS SESSION</strong></td>
<td>9:00 AM</td>
<td>Beverly Hills Room</td>
</tr>
<tr>
<td>Chairman</td>
<td>Jack Grosman</td>
<td>Chairman's Chairman</td>
</tr>
<tr>
<td>Invocation</td>
<td></td>
<td>Antos Halliche, Vice President, NARM</td>
</tr>
<tr>
<td>President's Welcome</td>
<td></td>
<td>Jack J. Geldhart, President, NARM</td>
</tr>
<tr>
<td>Keynoter Address</td>
<td></td>
<td>Stanley M. Gottlieb, President, Capitol Records, Inc.</td>
</tr>
<tr>
<td>Featured Speaker</td>
<td></td>
<td>Dr. Peter C. Goldmark, President, CBS Laboratories</td>
</tr>
<tr>
<td>Presentation of Presidential Award</td>
<td></td>
<td>Jack J. Geldhart, President, NARM</td>
</tr>
<tr>
<td>Panel Discussion</td>
<td></td>
<td>&quot;The New Sound&quot;</td>
</tr>
<tr>
<td>Moderator</td>
<td>Clive J. Davis, President, Columbia Records</td>
<td></td>
</tr>
<tr>
<td>Speaker</td>
<td>Ahmet Ertegun, President, Atlantic Records</td>
<td></td>
</tr>
<tr>
<td>&quot;The New Sound Then&quot;</td>
<td></td>
<td>Jac Holzman, President, Elektra Records</td>
</tr>
<tr>
<td><strong>PERSON TO PERSON CONFERENCES</strong></td>
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<tr>
<td><strong>TAPE PRODUCT DISPLAYS</strong></td>
<td><strong>EXHIBIT BOOTH AREA</strong></td>
<td></td>
</tr>
<tr>
<td><strong>COCKTAIL RECEPTION</strong></td>
<td>Host: DECCA RECORDS</td>
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**SUNDAY, MARCH 2**

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<tr>
<th>Event</th>
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<tbody>
<tr>
<td><strong>REGULAR MEMBERS LUNCHEON - MEETING</strong></td>
<td>12:15 PM</td>
<td>Westwood Room</td>
</tr>
<tr>
<td><strong>PERSON TO PERSON CONFERENCES</strong></td>
<td>2:30 PM</td>
<td>California Drive</td>
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<tr>
<td><strong>TAPE PRODUCT DISPLAYS</strong></td>
<td><strong>EXHIBIT BOOTH AREA</strong></td>
<td></td>
</tr>
<tr>
<td><strong>COCKTAIL RECEPTION</strong></td>
<td>Host: DECCA RECORDS</td>
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**MONDAY, MARCH 3**

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<th>Location</th>
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</thead>
<tbody>
<tr>
<td><strong>BREAKFAST</strong></td>
<td>7:45 AM - 8:45 AM</td>
<td>Santa Monica Room</td>
</tr>
<tr>
<td><strong>WORKSHOPS</strong></td>
<td>9:00 AM</td>
<td>Los Angeles Room</td>
</tr>
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**TUESDAY, MARCH 4**

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<tbody>
<tr>
<td><strong>WORKSHOP KNOG BREAKFAST</strong></td>
<td>7:45 AM - 9:45 AM</td>
<td>Santa Monica Room</td>
</tr>
<tr>
<td><strong>PERSON TO PERSON CONFERENCES</strong></td>
<td>10:00 AM - 1:00 PM</td>
<td>California Drive</td>
</tr>
<tr>
<td><strong>TAPE PRODUCT DISPLAYS</strong></td>
<td><strong>EXHIBIT BOOTH AREA</strong></td>
<td></td>
</tr>
<tr>
<td><strong>COCKTAIL RECEPTION</strong></td>
<td>Host: NORTH AMERICAN LEISURE CORP.</td>
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<td><strong>DINNER AND ENTERTAINMENT</strong></td>
<td>Host: COLUMBIA RECORDS</td>
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<td><strong>NARM AWARDS COCKTAIL RECEPTION</strong></td>
<td>Host: ATLANTIC RECORDS</td>
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<td><strong>NARM AWARDS BANQUET</strong></td>
<td>8:30 PM</td>
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Every tape duplicator is entitled to Audio Magnetics’ PRL-21, the Compact Cassette that is really made to the North American Philips specifications.

Yesteryear’s Hits
Change-of-page programming from your libration’s shelves, featuring the disks that were the hottest in the country field 5 years ago and 10 years ago this week. Here’s how they ranked in Billboard’s chart at that time.

**Yesteryear’s Country Hits**
Change-of-page programming from your libration’s shelves, featuring the disks that were the hottest in the country field 5 years ago and 10 years ago this week. Here’s how they ranked in Billboard’s chart at that time.

**BOSTON — A 16-track mobile recording facility has been introduced by Petrucci & Atwell, Inc., recording studio here. The facility, which can travel by truck or air, features a 32-input console, 16 channels of Dolby noise reduction equipment, and closed-circuit television monitors.**

Petruci, Atwell Goes Mobile

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Mantovani Drive

*Continued from page 3*

It’s a rerun...it’s the first orchestral composition featuring the authentic Hawaiian steel guitar.

Written by Boudleaux Bryant, the LP features the steel playing of Jerry Byrd, and depicts the many moods of Hawaii.

The recording’s premiere was held with week-long festivities, including a press party at the city’s newest restaurant, the Ma-himahi. The Polynesian restaurant is managed by Jerry Glaser, a radio executive.

Each person attending received an autographed copy of “The Polynesian Suite.” Byrd and Bryant then were hosted on a live TV show telecast from the restaurant the following day. The album was recorded in Mexico.
Spotlights Predicted to reach the top 20 of the HOT 100 Chart

DIANA ROSS & THE SUPREMES & THE TEMPTATIONS—‘I’LL TRY SOMETHING NEW
(Producers: S. Brown, S. Brown, J. R. Harris) (Motown, BMG)—As the group's latest single, it's sure to make a splash with its catchy melody and dynamic vocals. A strong contender for chart success.

GARY PUCKETT & UNION GAP—DON’T GIVE IN TO HIM
(Producers: C. Williams, L. D. Williams) (Gamble, BMG)—The follow-up to their hit, “Love Is On Your Side,” this song delivers a powerful message about the importance of staying true to oneself. With its infectious beat and relatable lyrics, it's poised for chart dominance.

BOOBY WALKER—I LEFT MY HEART IN SAN FRANCISCO
(Producers: S. Brown, J. R. Harris) (Motown, BMG)—A heartfelt tribute to the city, this song showcases Walker's soulful voice and emotional delivery. With its upbeat tempo and memorable hook, it has a strong chance of becoming a chart-topper.

NINO TEMPO & APOLLO STEVE—YESTERDAY I HEARD THE RAIN FALL IN LOVE
(Producers: J. Morris, J. Morris) (Casablanca, BMG)—The follow-up to their surprise hit, “I像RUDE BEHAVIOR,” this song delivers a message about the importance of listening to your heart. With its catchy melody and relatable lyrics, it's a strong candidate for chart success.

PETER SARSTEDT—WHERE DO YOU GO TO (MY LOVELY)
(Producers: S. Brown, J. R. Harris) (Gamble, BMG)—The follow-up to their surprise hit, “I像RUDE BEHAVIOR,” this song delivers a message about the importance of listening to your heart. With its catchy melody and relatable lyrics, it's a strong candidate for chart success.

ISLEY BROTHERS—IT’S YOUR TURN
(Producers: S. Brown, J. R. Harris) (Casablanca, BMG)—The follow-up to their surprise hit, “I像RUDE BEHAVIOR,” this song delivers a message about the importance of listening to your heart. With its catchy melody and relatable lyrics, it's a strong candidate for chart success.

I SINGL E S R E V I E W E D

• RED SKELETON—The Pledge of Allegiance (Valeceni, ASCAP)—Takin' from his TV program of January 14, this moving and compelling Statue of Liberty ditty is backed by an all-star cast of performers, including the dynamic Vocals of the Flagship Dazzlers. It's a stirring call to action, and sure to move listeners to tears.

• PAUL WEAVER & HIS BAND—Freedom Is Sweet (Motown, BMG)—A stirring call to freedom, this song delivers a powerful message about the importance of standing up for what you believe in. With its catchy melody and relatable lyrics, it's a strong candidate for chart success.

• BROTHERS TOGETHER—We've Got a Good Feeling (Casablanca, BMG)—The follow-up to their surprise hit, “I像RUDE BEHAVIOR,” this song delivers a message about the importance of listening to your heart. With its catchy melody and relatable lyrics, it's a strong candidate for chart success.

• BARBARRA-Touch of a Nymph (Casablanca, BMG)—The follow-up to their surprise hit, “I像RUDE BEHAVIOR,” this song delivers a message about the importance of listening to your heart. With its catchy melody and relatable lyrics, it's a strong candidate for chart success.

• EDDY ARNOLD—DON’T FORGET ME
(Producers: S. Brown, J. R. Harris) (Motown, BMG)—The follow-up to their surprise hit, “I像RUDE BEHAVIOR,” this song delivers a message about the importance of listening to your heart. With its catchy melody and relatable lyrics, it's a strong candidate for chart success.

• STANLEY SULLIVAN—Lovin’ You Is So Very Hard to Do (Casablanca, BMG)—The follow-up to their surprise hit, “I像RUDE BEHAVIOR,” this song delivers a message about the importance of listening to your heart. With its catchy melody and relatable lyrics, it's a strong candidate for chart success.
From Hit...To Hit...To Hit...To Hit...

Andy Kim

"Tricia Tell Your Daddy"

...he's everybody's Daddy for awhile...

Steeed 715
Produced by Jeff Barry

Call your local Dot Distributor for immediate stock!
LOS ANGELES—Two songs by Randy Newman are being adapted for an animated short for the theater showing around the country.

The utilization of the motion picture short, rather than the exploitation film for TV dance and variety shows, is based on Warner Bros.-Seven Arts producer Lenny Waronker's belief that an untapped area for exploiting albums he works on is a through movie house.

Once writing animators Jim Murcami and Fred Wolf are working on the storyboards for Newman's songs, "The Fat Boy" and "Laughin' Boys," which have been cut from Newman's debut album on Reprise, the W-7 company.

Newman's interest is appropri-ate for animated cartooning because of the way the composer

2 Newman Songs Adapted for Movie Animation by W-7 Arts

characters tell his stories. The blending of the two songs will run the film up to six minutes. "There is definitely a market for music shorts," Waronker said, "provided it's the right type of musical product determined is what's been correlated to today.

Waronker says the amount of money to be made from licensing music to a film animator is very minimal, "but for a record company that's not the point, the point is that it's another market." Waronker doesn't believe in song films for TV because the song's been all star-typed. "Besides, those films are only good for a group which has a hit record before they have a hit group, it doesn't mean anything to have kids run

ning at the camera in slow motion."

Waronker takes his interest in the visual medium one step further; he has begun approaching album projects like they were a movie. He is the producer and director of a TV show; the system works for him because he is not a musician, and so he assigns the role of communica-tion technically with the music to the director, who becomes the director. Waronker has co-produced two films for the television market. The first, an avant-garde country single by Val Valentine, was produced for the Wynn's Amusement Parks, an artist records. The second record involves the Every-Very, an unusual duet of comedy and Ry Goodman sharing producer credits. Waronker splits his royalty fee with his co-pro-ducer.

"My job as the producer," Waronker said, "is to find the artist and the right material and to be at the session to tell the performers how to sing. The arranger has more technical knowledge and can put a point across to the musicians a lot easier.

VMC Adding Promo Men for Release Plan

LOS ANGELES—VMC Rec-ords has added two publicists for men to handle the 15-20 albums and singles in its company that will release this year.

Steve Vall, VMC president, also will add 10-12 artists to the label's 12-actor roster, including recently signed singers Duke Bostick and Susan Doyle and three rock groups, the Pacific Ocean, Eastfield Mountain, and Motion City, which includes Danny Thomas, Tony Waronker, as the promotion staff are George Russell and Tony Richland, both operating on the West Coast; Bob Hart, Bobby Holladay, Nashville; Gary Sites, Miami, and Pete Wright, Chicago.

Vail plans expanding his pub-lishing division, VMC (ASCAP) and VSM (BMI), by hiring a publishing director and several songwriters. Baxter and Doyle also will sign for VMC to find the artist and the right material and to be at the session to tell the performers how to sing. The arranger has more technical knowledge and can put a point across to the musicians a lot easier."

IMC Getting Multiple Viewers

Continued from page 1

Hotel, Paradise Island, Nassau, in the Bahamas.

Among the record companies already engaged in the exploitation, and more participants are the CIS group, which covers Columbia, Imperial, Epic and CBS International, Capital, Monogram, Monument, Warner Bros.-7 Arts, and Shelby Single-ton, Inc. On the music publishing front, Edwin H. Mor- ris has booked four revenues.

The action for IMC is ex-pected to continue at an even level as well, inquiries have come in from the U.S.S.R. and Yugoslavia. Expecting interest in the Conference from the U.S.S.R. is L. N. Pfeiffer, assis-tant to the Commercial Coun-selor of the Embassy of the U.S.S.R. Armando Moreno, gen-eral secretary of the Federation for International Festivals, re-presented Yugoslavia.

Heartbeat

IMC and Jimmy & Vella Cameron's debut album, "Heartbeat," on a Kuster and Klasses Sunset Strip, Flanking the recording artists are manager and co-producer Robert Apprene and Liberty/UA national advertising director, Derek Church.

A&R Man, Writer South, Moves Into Singing Orbit

LOS ANGELES—Joe South has extended his activities in the record business from songwriter to vocalist.

He is represented as a singer by "Games People Play," on Capitol, and as writer with "These Are Not My People," by Johnny River on Imperial, "The Greatest Love," by Dorsey Burnett on Liberty; "Rose Gar-dens," by the Midibus on White Whale; "Don't Throw Your

Executive Turntable

* * *

Fred Ware to his staff for the Southern region and Harry Coombs for the East Coast region. Ware has been with ABC Records, Southern region; Coombs had been manager of the Ramsey Lewis office in Chicago. "Roulette Records has added Jon Mathews, former music director and assistant program director at KDWB in Minneapolis, as Southwest regional promotion manager; Mike Kelly, previously general professional manager of Botaque Rec-ords, has been named a regional promotion manager for Roulette."

* * *

Triangle Industries Inc. which recently acquired a minority interest in Victor Products Corp. of Hagerstown, Md., has elected William Harper president of Victor and Harry Martin executive vice-president. Other Officer executives are Alvin Schalter, general sales manager, who has been elected vice-president of manufacturing. Clarence Vaughn, vice-president of marketing, Jerome Marcus, treasurer, P. C. Hochman, secretary and general counsel. Carl Wenger, chairman and president of Triangle, is chairman of the board. William Disotto, a director of Rowe International, another subsidiary of Triangle Industries; he's been controlled of Triangle Conduct and Cable Co.

At North American Leisure, Al Goodman has been named general manager; he'd be production manager at 20th Century-Fox Records, Eugene V. Lipski has been appointed manager of MGM Records; he'd been in the same position at MGM Tape Cartridge Corp.; Jack Francis was named manager of music; he'd been general manager of MRE of America., Billy Fields has been named manager of the Detroit district office; he'd operated his own management firm, Sky Records has appointed Joe Petralia as director of national sales and promo-tional, independent representing such artists as Tony Bennett and Lainie Kazan.

* * *

Blair Weille will operate the foreign and production depart-ments of Stereo Discount Records, New York, and will handle tape productions for ABC Records.

Robert C. Randall has been named sales representative for Audio Magnetics, New York, formerly national sales manager for the Columbia Auto Radio, auto player manufacturer. Lawrence G. Handy joins General Recorder Tape as corporate director of independent sales administration for Bechtel Corp., San Francisco. Eddie Ray promoted to ad vice-president at Tower. He has been ad director since joining the label's marketing staff. "When I came here, I was with Imperial for nine years," Mike Ross has retired as general manager of the home entertainment division of Decca. He has been living in Los Angeles since 1954 when he shifted there from New York City and Kansas, a constant, takes over as his ad-ministrative duties.

* * *

Jerry Allison has been named professional manager of Russell-Cason West, Studio City, Calif., the first West Coast outlet for the publishing and production activities of Bobby Boris Pickett, Allison is also guitarist and drummer with the Crickets.

Harold Komiser has been named staff manager, advertising, at Decca; he'll report to Tony Martell, manager of Decca for the West Coast, chairman of original cast and sound-track albums at Columbia Records.

Dennis Murphy has been named national director of publicity for Columbia; he's been with the CBC in Toronto.

Madlyne Altshuler has resigned as public relations manager of the Vanguard Records to get married and move to California.

* * *

Vinnie Testa has resigned as vice-president of Community Productions. Gerry Dubin has been named director of Underground Promotion and publicity at MGM Record, replacing Phil Morris, who has resigned. Dubin had been doing promotion for MGM's pop labels.

* * *

Ron Newman, former national album and tape CARtridge director for Motown Records, has been named general manager of 20th Century-Fox. Newman had been national sales manager of Phonodisc.

Kapp Gets Track Of Newley Film

LOS ANGELES—Chris San-cer, vice-president for marketing, sales and promotion, has joined Kapp Records. "I'm also interested," Dan Rama and Record Memories, has set up a two-week West Coast exploitation, "It's a great opportunity," says Steve Schwartz, general manager, is interested. In the West Coast, Schwartz and Schwartz are promoting Rama Sana singles and albums for 2000 and Hot. Rama single by Inevitable, and a Tuba single by Vincent Lomax, and a Rama single by Vinni, and a Rama single by Wanda. Schwartz is interested in "Dr. Zhivago as an album by Frank Lloyd."

MARCH 8, 1969, BILLBOARD
Boone cannot live on bread alone.

To the tune of 50 million records, Pat Boone is one of the industry's all-time money-makers.

"But," he tells us, "I want to do the stuff they'd never let me do before."

We've heard it and we're coming with it. It's Big.

Another million records can't hurt Pat's record.
And, we can always use the bread. Can't you?

"July, You're A Woman" on Tetragrammaton.
How many racks could a rack jobber job if a rack jobber could job racks?

Ever think of how much valuable time you waste worrying about missing orders and late deliveries? At GRT, we work harder to make a rack jobber's job easier. Our Service Department makes sure rack jobbers get the hot tapes before they cool off. They'll even call a jobber when there's a tape that's just about to take off.

We take care of rack jobbers at GRT. And they take care of us. And that's a big part of what makes the great tapes great.

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