Col. Grammy Champ—Hold Award for TV

By CLAUDE HALL

NEW YORK—Columbia Records, scoring in nearly all phases of the business, captured 11 Grammy Awards Wednesday (12) at the 11th annual multi-city banquet of the National Academy of Recording Arts and Sciences. One of these awards was Song of the Year, which went to Bobby Russell; the hit recording was O. C. Smith's version of "Little Green Apples" on Columbia Records. RCA Records was second with seven awards; Warner Bros./7 Arts Records had five; Atlantic Records racked up three, two as a result of "Sittin' on the Dock of the Bay," by the late Otis Redding on Volt Records. Atlantic has the rights to Redding's recordings.

IMIC's Creative Program

NEW YORK—The creative end of the music and record industry will share the spotlight with the business and management fields of the business on the speaker's rostrum at the International Music Industry Conference at Paradise Isle Hotel, Nassau, Bahamas, March 20-23. The Conference is being sponsored by Billboard and its London-based sister publication Record Retailer. Speaking for the creative side of the business at separate seminars will be Felix Pappalardi, Frank Zappa, Tom Smothers, George Martin, Phil Ramone, Stan Kenton and Billy Taylor.

Recording Trade Goes Uptight As Theater, Indie Mtr. Angel

By BRUCE WEBER

LOS ANGELES—GRT, which is speeding up its timetable of becoming a total tape/recording complex, will not be a "financial angel" to independent record companies.

Instead, its concept of bringing independent firms under the GRT corporate umbrella will be to form "management partnerships," by allowing the independent label creative freedom in exchange for management control.

In all cases, GRT will manage companies, guide distribution, sales, marketing and merchandising, with creative control left to the record partner, said Alan Baysey, GRT president.

Bayley said GRT would provide the new companies under the GRT banner with an operating budget for promotion, production, publishing and artist relations, but will maintain a liaison personnel between the record company executives and GRT's Sunnyvale, Calif., headquarters.

Tom Bonetti, manager of GRT's newly created recorded sound, (Continued on page 78)

BEARISH ON 2 B'WAY SHOWS

By MIKE GROSS

NEW YORK—The preoccupation with caution attitude being assumed by record companies towards the musical theater is further pointed up by two musicals due on Broadway in the next two weeks that are coming without any disk company involvement. The first is "Come Summer," scheduled to open Tuesday (18), and the other is "Bily," set for a Wednesday (26) premiere.

S. Africa Co. Buys 7 Firms

By CLIVE CALDER

JOHANNESBURG—In one of the most significant deals in the history of the South African record industry, Telal Records acquired seven companies in transactions involving nearly $1 million.

The new acquisitions are the RCA Record Club, the Associated Book Clubs and Imber, a direct mailing discount house. (Continued on page 65)

U.K. Artists Go Public To Ease Tax's Sting

By GRAEME ANDREWS

LONDON—An increasing number of U.K. artists are channeling their record profits into publicly owned companies as a means of lowering the tax they have to pay.

Constellation Investments, the pioneer company in this type of deal, has taken over the companies owning the recording and songwriting services of the three former members of The Cream, Jack Bruce, Ginger Baker and Eric Clapton. In return for a block of stock in Constellation, the artists have turned over their earnings to the holding company with a warranty that each of them will earn not less than $1 million over the next five years.

Constellation has similar deals with actors and other artists including Cliff Richard. A similar type of operation, Management Agency & Music, recently began trading on the London stock exchange. Prinicipal assets of the company are the ownership of the services of Tom Jones, Engelbert Humperdinck and their manager Gordon Mills. (Continued on page 78)
THREE SOUL BROTHERS:

1.
The Friends of Distinction
“Grazing in the Grass”
74-0107

2.
The Wilson Brothers
“Soul Town”
47-9732

3. RCA
NASHVILLE — Lester Flatt and Earl Scruggs, Columbia Records artists, have broken up. "I have tried for the past two years to keep them together," said Cohen T. Williams, president of Martha White Mills, "but they seem to have reached the end of the rope." Williams, who has been a shareholder of Flatt & Scruggs in one form or another ("Grand Ole Opy, road shows, etc.) for more than 16 years, said he expects an official announcement on Monday. (Continued on page 32)

Audio Fidelity Lifts LP $$

NEW YORK—Audio Fidelity is raising its prices to conform with the industry's recent price rise. As of April 1, all LPs and 45s will carry a suggested $4.98 list price. In addition, the Audio Fidelity Personality and Aural Rarities series will now carry a $5.98 suggested list price.

Also, the company's First Country Classics Series (FCS) will be raised to a suggested $2.98 from the previous $1.98 list price. Mort Hillman, AF's sales vice-president, also noted that included in this group are the Mr. G., Karate and Parallax labels which will now carry a $4.98 suggested retail price as of April 1.

Turners' Album in Tie With TV Show

LOS ANGELES—Blue Thumb is marking the release of its latest album, a recording of the Andy Williams TV special, in which the band will be featured.

Douglas Into Music Field

NEW YORK—Douglas Records is expanding from the documentary field with three independent production deals.

The label to the album by a producer is El Sonders, leader of the Fugs, who will produce the debut album of Lionel Goldbart, who has written songs for the band. The album will consist of one instrumental side and one lyrical. Guitarist Eric Gayle will interpret a veggie musical, the "Eric Group" LP of rock-steady and Alice cooperation. Rock converts Rainbow and Ellie Greene, Producers in Production will produce the final album, a version billed as a hip raconteur.

The Lanie-distributed label last week released four albums featuring Luther Johnson and the Muddy Waters blues band, David Bird, Allen Gigene and an LP on Malcolm X.

Phantom Formed In Reed Tie-In

RICHMOND, Va.—Phantom Records, an independent record label, has been formed in affiliation with Reed Enterprises, Old Dominion Publishing (BSN) and is a new venture to service the new "Phantom" label.

Initial East Coast distribution has been set up with Sea Island (Baltimore), Bib (New York), General (Baltimore), Bib (Charlottesville), Southland Records (Alabama) and Hotline (Memphis). Artists signed to the label are the Mecca, The Rhythm Shadow of Soul, Little Ivory and the Bees. First release by the label is "That's the Way Love Goes."
Col. Champ Hold Key Award for TV

• Conferred from page 1

the show, although it has gar- thered a growing audience. The award has several interesting aspects this year. A few radio stations are scheduled to have a link with the year before. While Bobby Russell received a songwriting award for "Little Green Apples," because of O. C. Smith's hit recording, he actually wrote the song some time previous. Roger Miller had a country hit on the same song many months ago. Glen Campbell received an award for Album of the Year on "By the Time I Get to Phoenix." At last count, Campbell had received two awards resulting from the same record by that title. This LP was a follow-up to the single.

Johnny Cash came through loud and clear with a song written and recorded about a dozen years ago, "Folsom Prison Blues." As he is originally recorded on Sun Records' 78 rpm series, Cash received awards for Columbia Records for Best Album of the Year and Best Country Vocal Performance—Male. At the recent LP, "Johnny Cash at Folsom Prison," he added one of his songs from that album. A few more along the same lines were the classic "Ballad of the mountain Man Breakdown" which brought Lester Flatt and Earl Scruggs of Columbia Records a Grammy in the country music category and "Light My Fire," which was the rock hit of the year (RCA Records scored this year's award in that category previously for the Doors).

This year's awards were more spread out among record labels. Last year, there were only 12 separate labels, this year 17 different labels garnered awards, including Word, Elektra, Heartwarming, Scepter and Bell, etc.

Emcee was Steve Lawrence. Entertainment was provided by the Columbia Symphony Strings, Tonight's Orchestra, O. C. Smith, Jackie Vernon, Peter, Paul and Mary, and George Carlin. The show was produced by Nick Perenchio and George Simon. NARAS executive director, Bill Williams.

Nashville

With three recipients walking away with the top prize, Johnny Cash, Loretta Lynn and Jim Reeves, these on behalf of others, the massive crowd warmed to the emcee's call for the remainder of this year's NARAS awards celebration.

The entertainment was spiced with a surprise appearance by Arnold brought on by 69-year-old Gene Austin, who performed a medley of hits from the past including "My Blue Heaven," "We're Having Fun," "This Train," and "Melancholy Baby." This was as close as the evening came to country music. Jerry Lee Lewis turned the audience on with a rendition of this decade-old "Great Balls of Fire." He also performed his new single, "Don't Be Cruel to Me," for which he received a Grammy award. It was one of the finest performances of the evening. The show was well directed, swift and with great polish by Dick Clark.

**1968 GRAMMY CHAMPIONS**

**ALBUM OF THE YEAR (Awards to the Artist and Recording Engineers)** By the Time I Got to Phoenix—Glen Campbell. A&R Producers: Bill Reuss (RCA) Best Vocal Performance—Male

**SONG OF THE YEAR (Songwriters' Award)** "Don't Call Him Johnny"—Bobby Russell (Country Music, Inc.) Publisher: Russell-Cosum Music, Inc.

**BEST NEW ARTIST OF 1968 (Artist or Organizational Group who first achieved national recognition during the Eligibility Year as result of original recording)** Jose Feliciano (RCA)

**BEST INSTRUMENTAL ARRANGEMENT (Arranger's Award) for a Single or Track** "Flamenco Blues"—Tribute to Tino Martinez, Classical Gas—Mason Williams.安排者: Mike Pasto (Warner Bros.)

**BEST RECORDING AWARD ACCOMPANYING VOCALISTS** Arranger's Award for a single or album track. Maynard Ferguson—Richard Maris, Arranger: Jim Webb (d'Unaf)

**BEST ENGINEERED RECORDING (Other than Classical)** (Producer's Award) Washita Livermore—Glen Campbell. Engineers: Jim Polito, Hugh Davies (Capitol)

**BEST ALBUM COVER (Awards to the Art Director, Photographer and/or Graphic Artist) Special Award: Paul Wunder, Art Director. John Berg and Richard Mental (Columbia) Photographers: Lucien Delahaye/Ink Studio

**BEST ALBUM NOTES** (Arranger's Award) Johnny Cash from Folsom Prison. Announcer: John Williams

**BEST CONTEMPORARY POP VOCAL PERFORMANCE, FEMALE** "Get Back"—The Way to San Jose—Dianne Warwick (Scepter)

**BEST CONTEMPORARY POP VOCAL PERFORMANCE, MALE** "Light My Fire—Jose Feliciano (RCA)

**BEST CONTEMPORARY POP VOCAL PERFORMANCE, VOCAL DUO OR GROUP** Mr. Machine—David Porter and Otis Williams (Motown)

**BEST CONTEMPORARY POP VOCAL PERFORMANCE—CHRISTIAN** "A Thousand Miles of Love"—The Hymn—which Good—Happy Family (Word)

**BEST SOUL VOCAL PERFORMANCE** "Ain't No Mountain High Enough"—Marvin Gaye and Tammi Terrell (Motown)

**BEST FOLK PERFORMANCE** Both Sides Now—Judy Collins (Elektra)

**BEST INSTRUMENTAL THEME** "Ocean Medley"—Chet Baker (Columbia)

**BEST ORIGINATION WRITTEN FOR A MOTION PICTURE OR TELEVISION PROGRAM** "Winchester"—Composer's Award (for the actual sound-track recording or the re-recording for album release). The Great Race—Composer: Paul Simon (Columbia). Moderator: John Williams

**BEST ORIGINATION WRITTEN FOR A MOTION PICTURE OR TELEVISION PROGRAM** "A Child Is Born"—The Cat in the Hat—Composer: A. R. Rahman (Columbia) Moderator: John Williams

**BEST ORIGINAL SONG WRITTEN FOR A MOTION PICTURE OR TELEVISION PROGRAM** "This Is Your Life"—Composer: Jerry Hey, written and performed by The Temptations from the film "The Only Living Boy in New York" (Best Original Song Nominee)

**BEST RECORDING AWARD—CLASSICAL** (Awards to the Composer and A&R Producers)

Main–Composers: George Bridge, James Bond, Bill McDaniel, A&R Producer: Andy Wallace (RCA; Publisher: United Artists Music Co., Inc.)


**MISCELLANEOUS AWARD** (Awards to the conductor and choral directors)

The Glory of Goliath—Vittorio Negri (Conductor) Gregor Smith Singer/Star Trek/Choral, George Frideric, directed/Edward Tom Ensemble (with F. Power Boggio) (Columbia)


Others on Hand

In addition to Feliciano, a number of award winners were on hand to receive their Grammys. Some of those, whose "Classic Gas" won three awards.

The other recipients accepting "Classic Gas" were Rod McKuen, best non-operatic classical performance, Gold Medalist. Other winners are: Richard Brown, best non-operatic classical performance, Poul Hill, best engineered recording.

For the fifth straight year Bill Cosby won the best comedy category and Roy Siegel, president of Campbell, Silver, Cosby Corp, accepting the Grammy. Jim Nelson, best non-operatic classical performance, his composer son to accept the title for best arrangement according to an endorsement for a vocal by "Mac Arthur Park."

NARAS itself was presented the award. The maker of the Microphone Award by Oliver Berl, leader of the in vitro microphone, which Notley Plumen, the national first received, accepted.

In making his debut as host of the Grammy dinner, Gary strenuous, had to stop singing, "In," moved the program smoothly with his humorous onliners. Still, a sign of the "show" offered a series of black-out skits between award presentations.

**Chicago**

**By EARLE PAIGE**

CHICAGO — A show featuring Diana Ross and the Supremes, or recording talent successfully dis- patched any previous controversy at the annual awards dinner, was awarded the Grammy for the Chicago chapter.

The hopes, which epitomizes the Detroit-Chicago relationship by chances of a Motown Records membership, designed a show along with the "Shades" of the Phil Upchurch Trio, the Arrows, the Kenny Sederhorn orchestra and the "Dazzler," the Chicago Symphony. A special award was presented to the Supremes.

A radio-visual presentation honored the city's disk jockeys. Ken Nordine conducted a fast-paced announcement of the awards, and Sodolom's, the chapter's new president, delighted the crowd with his humor and music talent.**
In Jazz & Pop Magazine’s annual awards for the 20 top quality pop albums of 1968, which group won more than one award?

The Beatles? No.
The Rolling Stones? No.

It’s The Byrds.

And frankly it’s no surprise to us. Because they’ve been quietly gathering top award after award for their music. Album after album, Rolling Stone and Crawdaddy review them with the highest praise and superlatives given to any top creative rock group. The Byrds—Pioneers of contemporary rock. Leaders of today’s new sounds. Their brand new album has just been released. Isn’t it time for reorders?

Columbia Records®
NEW YORK — The song from the Broadway musical musical “Hair,” which was ignored by the record companies during the 1970s, is beginning to pick up lots of disk action.

Two singles, the Fifth Dimension’s “Aquarius” and “Let the Sunshine In,” medley, are the hits made famous by the American Bandstand version of the song, “Frank Mills,” has drawn single disc action from Capitol, Decca, Columbia, Liberty, Liza Minnelli, Phyllis Newman and Denise Pama. “Let the Sunshine In” has been cut by Anthony and the Imperials, and “Where Do I Go” has been released in versions by Carla Thomas and Otis Redding, Sonny Bono’s Sonny and Cher, and the Super Singers. The latter version has released “Aquarius,” and the discographies, and Lynn Kegel, of the original Broadway cast, have recorded “Easy to Be Hard,” flip side of Mrs. Bono’s song “I Believe.” In Love,” while Eddie Hazelton has recorded “Good Morning Sunshine.”

A number of instruments have also hit the market. Composer and original cast member, Galt MacDermot has an instrumental single with “Where Do I Go” and “Good Morning Sunshine.” Nelson Riddle has “When Do I Go” and Don Tweedy and Orchestra has recorded “Aquarius.”

On the LP front, the original cast album on the RCA label has been having a steady run at the top of the charts, and APL Records is releasing the original London cast album.

The “Hair” songs have been recorded by A. V. Edwards, Madsenate Bell, R. C. Ten, and there are strong singles by Carinna Valente with the Edmondos Rosa Orchestra of Be-In, and by the Spencer Davis Group. The “Let the Sunshine In” and “Aquarius.” In Italy, Elio Goldeno has a single of “Aquarius” and “Hair.”

United Artists Music controls and a leading single, “I Ain’t Gonna Need Nobody,” has scored with its culling of “Aquarius” and “Hair.” The single is being released in the United States.

The original east coast versions are rising high in Sweden and Germany. In France, there are strong singles by Carinna Valente with the Edmondos Rosa Orchestra of Be-In, and by the Spencer Davis Group.

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THE WHO

PINBALL WIZARD

FROM THE SOON TO BE RELEASED ROCK OPERA "TOMMY (1914/1984)"

b/w

"DOGS part II"

Stereo 732465

A Division of MCA, Inc.
Dutch Gala a Talent Marathon

By MIKE HENNESSEY

LOS ANGELES — Capitol's field promotion men are being trained to become record men. The new approach to the business of record promotion has placed greater emphasis on wiping out the old image of the promotion man.

National promotion director Ken Mansfield and his field promotion crew under the direction of Steve Karas, both disclaim the cliché: "Hey, baby, I've got a hot one for you..."

"With the new approach to record promotion, Capitol will shortly begin staffing up with rhythm and blues specialists. New r&b men are being hired and this field will become more involved in ad activities. In addition to merchandising r&b product in ethnic markets, the promotion department will launch more national campaigns," Mansfield said.

Capitol's field promotion men, who are responsible for getting dealers interested in the company's products, are being given additional responsibilities. They are assisting in everything from direct mail to person-to-person promotions.

"The trend is away from the old emphasis on office promotion and toward merchandising to artists and retailing," Mansfield said.

Mansfield said he's more careful in hiring promotion men and prefers men who are motivated and have long-range goals. The local man can develop his own community轮廓 but the man charged with motivating salesmen to get stock into stores is looking for a broader approach.

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The company has located its 30 field promotion men in 10 cities, changing districts around to areas which have the most potential for increasing the company's sheet music and retail and concert opportunities.

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The Latest Thing from Paris

Last Monday, Petula races from Paris to Hollywood. She lives in Paris. She records in Hollywood. She races in with no suitcase. Just one song. A quick trip just for one short song? Not with the song Petula's holding. What Petula holds is probably the song of the year. That night, with arranger Ernie Freeman, Petula records —

Happy Heart.

By Tuesday morning, Our Mr. Smith has Happy Heart all wrapped up and shipping. We, too, are off to the races.

Happy Heart

is, indeed, the latest thing. Right now, the guys from Warners' racing at you, with that latest thing. From Petula. Excited?

Petula's Happy Heart Beats At

Who Race To Win.
Stores to Bow Platters For Eating and Hearing

NEW YORK — A kitchen is the latest wrinkle in the retail record and tape business. Celebrity Homeowners have been named in locations on major highways and in shopping centers, will combine records and tape centers with highly automated, fast-food restaurants. They will also feature periodic on-site appearances by record artists.

The first unit, scheduled to open in June, will be located in Greenville, S. C. It will sell, at retail, record albums, stereo tapes and, in addition, will offer pizzas, hamburgers and French fries.

Personal appearances there, and at all future locations, will be arranged in co-operation with a "Celebrity Council," which will be comprised of performing artists and business executives in the entertainment field. Already set as "Council" members are Martha Reeves and Jay and the Americans.

The roadside business, which will be marketed through a system of independent franchises, is the creation of Celebrity Homeowners, a company that has entered into the entertainment and leisure-time industry. The parent company, Celebrity Systems, which is interested here, owns National Merchandising Services Corp., a rackjobbing company which merchandises records, stereo tapes and related items, primarily to the military market. The president of Celebrity Systems is Arthur Ross. Peter Falcone is the company's vice-president. Ewen P. Barnett is treasurer, and Hugh M. Eaton is controller and director of sales.

MCA Takes in 1968 Down

Revenues Up

NEW YORK—MCA racked up a consolidated net income for 1968 of $3,190,141, or $1.70 per share, on $71,748,749 in sales. MCA, which has been enriched by the consolidation of its film assets with its music division, said it expects 1969 to tally $250,982,323, the highest in the company's history.

Combined revenues for 1967 were consolidated net income $1,696,390, or $1.47 per share, and $74,788, 134 in sales. MCA's pretax preferred dividends amounted to $1.70 per share on 74,791,148 average number of common shares, and $241,956,337 gross revenues.

For the fiscal year 1970, which ends June 30, operating revenues were $76, 043,481, or $3.72 per share of common stock, and 1968 average number of common shares outstanding. Gross revenues were $767,961,160 for the full-year. A total of $3,190,141, or $1.70 per share, was earned on the $71,748,749 gross.

MCA president, reported that the decline in net income resulted from the repeal of certain Federal income tax rate.

Barnaby Pros. Being Renovated

LOS ANGELES — Andy Williams’ Barnaby Productions is being remodelled and is now looking for a top production staff to guide his new NBC series Barnaby Jones.

As executive producer of the series, Williams is reducing concomitant staff of 101 and concentrating on Barnaby Jones. Barnaby will be cast in the series.

At least six new offices, several workshops and areas are being added to the music—record—publishing complex. The show's producer, director, agents, talent and photography department will work out of Barnaby Productions.

Wins Top Prize in A&R’s Contest

LOS ANGELES—Sid Tul- mudge of Record Merchants, Los Angeles branch of MCA’s “Grow, Boy, Grow” music contest. Over 350 entries were submitted by MCA salesmen. Tulmudge’s prize is a $2500 Radio time on NBC’s “The Merv Griffin Show.”

C&PW Expanding On Production Front

NEW YORK — Officially, the C&PW name, Gene Pittini & Tommy Smith, the writing-performing group, has launched an expanded line of publishing and expand their production activities. C&PW are completing production of eight songs for the new release for United Artists Records. The release will be released on March 21. The songs will be the first part of a series of releases for the band.

C&PW is the company’s vice-president. Ewen P. Barnett is treasurer, and Hugh M. Eaton is controller and director of sales.

GRT Enters a Distrib Deal With RSP; Eyes Masters

As of Closing Thursday, March 12, 1969

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**OVER-THE-COUNTER**

Data Packaging Corp. 38 36 37
Inland Union 53 49 45
General Artists Corp. 93 77 74
General Record Tape 28 25 24
Jellaby Ind. 39 24 22
Ladd Film Corp. 20 16 15
Lind Broadcasting 15 14 13
Mako Int. 73 60 56
Mills Music 26 23 21
Newell 30 27 25
Nanc 20 14 12
Net Three 14 12 10
Pentola Ind. 2 2 2
Pentax Corp. 36 32 30
Power Comms. 24 22 20

**STereo Dimension**

Pitch on Collection

NEW YORK — Normal and Stereo Dimension Records have launched a sales promotion campaign on the Affective Collection, a pop group. The group's first Pet- ticoat Records release, "Girlie Gang," is the company's Evolution label.

Stereo Dimension Records and promotion director Nick Albu- rano, with Petty and company president Loren Becker, will visit key regional promotion men and top 40 stations to promote the record.

The "Inevitable Memory of Ron Cashin and 'Red Hot and Bold in Wonder,'" by folk singer Didi Faze- try, will be released also.

GRT also acquires product and sells product for Eye Records.

Following release of its first LP, "Lilith's Concert Shoot," by the Rubber Bands, acquired through Mike Curb and Robert Fitzpatrick, GRT has acquired product from two other production companies.

It plans to release an album and several singles with the MoJo, a rock group, and Janis, the former singer with the Flag.

Alan Mink, GRT records general manager, and the company's producer, presented the ISC Produc- cers, said product from both Janis and Mink, will be used to carry the GRT logo.

GRT also has set up a deal with Kris Rowley and Michael Lloyd’s Heaven Productions for an instrumental single, "Big Rock Candy Mountain."

March 22, 1969, Billboard
You gotta have this Heart!

Pick the “Happy Heart” with the head start - the original version that’s on
KMPC, WHK, WSB, WIND, WNEW, KSFO, KJR, KIMN, WCFI, with heavy airlay
on major Good Music and Top 40 stations coast-to-coast!

"HAPPY HEART"
Nick De Caro

Another reason for the Nick De Caro Happy Heart:
The album is available right now!
**NEW YORK**—In an awesome display of U. S. rock power, Vanilla Fudge stormed through the swells and rushes of a titanic rock opera at Fillmore East, Saturday (1), capping an evening with Münstermann Records and the Boys of Bob Seger at the West Village vandals, with a wall of music as deep and steady as a surfer's perfect wave.

A depth-charge to the gut of any heavy-headed rock nut, the organ plunges of the Fudge rhythmized the minutes it looks helplessly on the profound musical conversation between organist Mark Stein and group members Tim Bogert, Carmine Appice, and Vin Martell. Formulating pop hit such as "Shogun," "Some Velvet Morning" and "You Keep Me Hangin' On," into psychotropic dreamers, the Fudge members behemoth plumes, gathering together great gulps of organ and theremin, and slathering, speedy guitar work. They love to play a lot of music, communicating the feeling that being at a Fudge concert is like being at the finale of a fiery symphony and discovering that, long one, final line is all that's taken a finale and turned it into one sustained rock symphony.

"A Fudge concert is the measure of excellence for all musicians," group leader Stein boasts, reclassifying every other rock band to second fiddle. Appic on drums is superb, while Stein on organ, waving his hands like an outraged conductor, makes a passionate dig into the keyboard. Bogert's bass, the finest routine of the show, featuring Bogert snapping, Trumpetlike bass line till it mimicked a melody line. Against this waterfall of music, the Fudge added those clear, church boy voices, generating a fine closing display. "Something I didn't hear about is that they, ultimately, pack up for the evening and are said playing. Something should be done about it.

The Ambory Dukes, a six-member band from Providence, singer Rusty Day, feature guitar-teacher Ted Nugent who, in addition to his piping guitar duties, wore the evening's freest outfit--a heavy Beatle-type suit. It was a powerful "migration" show featuring Steve Farmer's "Shake Your Money Maker" and "My Natural Emma" and some "in Let's Get Storied," the group is currently on the road. Paul Shailer, drummer for the band, claimed that once he had the rhythm, "the guy was just a stickin' drummer in Dave Palmer. Staked by Nugent's guitar, and the expressiveness, the Dukes could make enough to build a rock rank.

**ED OCHIS**

$5 Mil. Budget for LV Hotel Showroom to Seat 2,000

**LAS VEGAS**—Bill Miller, the entertainment director of the Sands Hotel, has a budget of nearly $5 million yearly to spend on entertainers for the Sands show room in which to display it. He has made the decision and Elvis Presley in his first appearances in years, for the Sands, as was the case his first appearance here since February.

According to reports, the Sands will open July 3 and is expected to open the hotel with a few weeks. Presley is scheduled to appear in September.

"We haven't faced any major problem booking entertainment for the hotel. The biggest hangup is figuring exact dates of performances. A problem we are he is reporting deals with the Beatles and the Rolling Stones. "I know they are going to be here," says Presley. The International will have three theaters, including the Hilton Theater, which is already scheduled to host Broadway-type play coststars.

**GREENGROSS HOND**

**NEW YORK**—Ken Grun- green and Olinka Vukosavic's wedding dinner for his two years of service as president of the Conference of Personal Managers, the dinner will be held April 18 at Danny's Hideaway.

**HERB BERNSTEIN** center, dresses in the mood of his first Metromedia album, "Herb Bernstein's New Crusade," with an assistance from Len Christensen, label's manager of publicity and public relations.

"My Whisky Head Woman," which is off the Renaldo's initial Blue Thumb album, was a high spot with its slow blues and smooth delivery. Roberta, and the guitar figures of Morse head. Box also showed on trumpet at the organ. Other top numbers were Howlin' Wolf's "Kills," "Howlin' Together, and Big Bill Broonsy's "Southbound Train."

Rhythmic numbers, such as "Blood on Your Wings," also drew first-rate treatment as did Percy Mayfield's "Memory Man," which also is on the album. The quartet, which appears at Fillmore East on Friday (21) and Saturday (22), closed with a strong rhythm number, Larry Davis' "I Tired," which was given as a tribute to Bob Dylan, who is on the bill. Davis, in the style of B. B. King, was in fine form on guitar and vocals with his All-Stars as the Kent artist had a strong set, which included "Stormy Monday."
Well, you don't like the President
Well, you don't think that we
You care less for his cabinet
You should try
Nothing done in Washington's
down right
We should be in Viet Nam
We shouldn't stock that pow'ful bomb
If we do we're itch'n for a fight
There's a boat leavin' ev'ryday
If you don't like this country
why stay?
Take a bit of good advice
Don't say nothin' less it's nice
There's a boat leavin' ev'ryday

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Well, you don't think that we
You should try
To send a man up in the sky
You just think it's money thrown away
You don't like to help the poor
Spend a dime to find a cure
All that just makes more things you must pay
There's a boat leavin' ev'ryday
If you don't like this country
why stay?
Take a bit of good advice
Don't say nothin' less it's nice
There's a boat leavin' ev'ryday

Well, you should try for just a day
To run this country then you'd say
Well, it's not as easy as it looks
Sure there's things that they do wrong
But you're not help'n 'em all along
You can't build while tearin' down that way
There's a boat leavin' ev'ryday
If you don't like this country
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Thelma Houston Is The Gospel Of Its Most Best

NEW YORK—Donh-Yth Thelma Houston, making her first appearance as the Gospel of Its Most Best at the Living Room, Wednesday (12), delivered a natural gospel feeling into almost everything she does. Even material like “Eleanor Rigby” and “You’re My World” benefit from her loose, improvisational approach.

This was the other material in her short set; “Dock of the Bay,” “Oh Father, What a Prayer,” this churchy-bluesy flavor comes across as both points.

Miss Houston was accompanied by a group of vocalists. She introduced the act with the surprise addition of Louie Stevenzon, lead guitarist, who, in addition to accompanying the Fifth Dimension, Miss Houston and the Fifth Dimension share the same manager. Top of the bill was the comedy Rodney Dangerfield.

IAN DOVE

Hamlet Face In A Strong Set

NEW YORK—The Hamlet Face Band, exhibiting solid vocal, instrumental and musical qualities, made its first appearance at the Cafe Au Go Go on March 7. The blues band, featuring Miss Houston, Miss White and Miss Miller, among others, including “The High and Die Company,” which will be their final appearance. "Jenny Laks handled most of the vocal chores, and did a good job with the blues voice. He also played bass guitar and trombone. But, good vocalists here, "Llynn Cooper," the voice of the Hamlet Face Band, is described by Alan Cooper and the group's leader, Mr. Bill Reddick, as "the best vocal player the group ever had." Cooper's instruments were bass guitar and trombone. Mr. Reddick describes Cooper as a steady guitar player, while Ronnie Selden confidently handled the guitar, opening with folk singer Billy Mitchell and closed with a jam closed by Danal, formerly of the Blue Project.

LISTENING, A Trio With Promise

NEW YORK — Listening, a promising new group, had a good first set at Urango's on Monday (10). The Vanguard Cafe, Wednesday, March 15, this trio showed competence, musicianship, especially by Tchuldjian's, to handle the microphone could have been turned up. Tchuldjian's piano, the microphone should have been turned up. Tchuldjian at keyboard had the guitarist Ernie Kamensoccupying the other microphone. Among Tchuldjian’s songs were “Life’s Stories” and “When I Was You.” The Vagantes also were on the bill.

FRED KIRBY
"There is no question about it, they are THE big news in rock for 1969."
HULLABALLOO

"Simply the most electrifying, exciting and inciting rock riot in America."
ED OCHS, BILLBOARD

"The electro-mechanical climax of the age."
NORMAN MAILER, HARPER'S

"A new group from Detroit known as the MC5 is shaking the walls of Motor City with the kind of poeticized intensity the Rolling Stones displayed in their early days."
RICHARD GOLDSTEIN, NEW YORK TIMES

"Pulls out all the stops and socks it to the listeners with no reservations."
CASH BOX

"The beginnings of a new era of American rock bands."
RUDNICK & FRAWLEY, EVO

"This group, of all others, is the one to watch, the one setting the directions for 1969."
LILLIAN ROXON, SYDNEY (AUSTRALIA) MORNING HERALD

KICKING OUT THE JAMS & SOARING UP THE CHARTS

MC5 NOW ON ELEKTRA

EKS 74042
LONDON — Following their first appearance in Britain March 8 and 9, Buck Owens and the Buckaroos are being booked for a return visit in October by promoter Mervyn Conn.

A near capacity crowd of country music fans greeted the London Palladium appearance by the “tiger of country music” and the fans were rewarded with an hour of music entertainment laced with agreeably corny jokes.

The group opened with a rousing “Act Naturally,” one of their earliest hits, went straight into another hit, “Together Again,” then presented a song written specially for the show, “A Happening in London Town.”

Another new song, “Wind Blows Its Own Performances,” was given its first public performance by the group and was followed by a selection hits including “Sam’s Place,” “Open Up Your Heart” and “Buck Owens.”

The rock players are studying jazz to gain technical pointers for their own music, and blues bands working what used to be the psychedelic dance halls (like the Filmore East and Warehouse Auditorium) are using extended improvisations as a means of adding impact to their presentations.

State of Limbo

Despite these live performances, record labels have been hard pressed to discover, merchandise and promote new jazz happening, so the music remains under the radar.

Jazz radio stations are playing more rhythm and blues sounds to offer a variety of modern jazz. There are more festivals presented around the world which receive enthusiastic support, and the number of college and high school jazz bands are increasing; one person portends an outpouring of young musicians affected by the jazz bug.

Yet with the exception of such acts as Miles Davis, Gil Scott-Heron, or the bitchin’ World Pacific and Lonnie Smith of Blue Note, there haven’t been many albums selling acts. The action focuses on “established” artists like Buddy Rich, Donald Byrd, Gerald Wilson, Charlie Byrd. Even with such acts like Burston, Charles and Larry Coryell, they all come to the fore within the past two years, the promotion and exploitation from the labels as compared with that expected in the past is smaller. There is a steady flow of albums but no major exploitation.

Another Reason

Another reason holding back the growth of jazz in its various forms is that the jazz audience listens to jazz music regularly, to the music re豪华 it by itself, and its pace in this decade has been so fast that it is now 10 LP’s out on a minimum.

The Beatles’ Apple Records has just released its first LP by the Modern Jazz Quartet, with a second LP to be taped during the group’s European tour next month. This may give an indication of whether jazz on record can be translated to dollars.

History has shown that whatever the avant-garde style with its freeform concept, the avant-garde players just don’t appeal to the mass jazz audience.


April dates for Josh White Jr. include Milligan College, Tennessee, April 2; Cornell University, Ithaca, N. Y., April 3; North Dakota, April 7; Carthage College, Collegeville; April 14; Unity College, N. Y., April 14; Arizona State University, Tempe, April 21; Carthage College, Kenosha, April 21; The University of Illinois, April 24; Ithaca College, N. Y., April 24; and Alfred Axt, Alfred, N. Y., April 26.

Abe Saffier for Josh White Jr. United folk singer, include: Milligan College, Tennessee, April 2; Cornell University, Ithaca, N. Y., April 3; North Dakota, April 7; Carthage College, Collegeville, N. Y., April 14; Arizona State University, Tempe, April 21; Carthage College, Kenosha, April 21; Ithaca College, N. Y., April 24; and Alfred Axt, Alfred, N. Y., April 26.

The Cleveland Orchestra Chamber Ensemble, with Rafael Drabkin, presents a series of concerts on tour. James performed as a juve aeroet when he was 10 years old, learned the trumpet and became the nation’s favorite with the Fontana label. Goodman then. with his own orchestra, he made a series of recordings, which in the past year led the most popular dance band with the world. That is his marriage to the most glamorous music picture star of them all, Betty Grable. It’s a “can’t miss” story, we think.

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

Our special Low-Noise formulation drastically reduces the hiss caused by poor signal-to-noise ratio, the biggest obstacle to quality sound reproduction in cassettes.
You can hear the brilliant high frequency reproduction that our special oxide coating gives you, even at slow cassette speeds. In mono or stereo with complete compatibility and interchangeability.

If you really want to make a hit with your recordings, get Audiopak Compact Cassettes to go with your tape. They'll also help you get more out of your recordings, without making a lot of noise about it.
Write for details. We can make such beautiful music together.
**Tape CARtridge**

**Ampex, Farrell in Deal**

By HANK FOX

NEW YORK—Wes Farrell has formed Anvil Productions specifically to produce product for Ampex Stereo Tape. Billboard has learned. This marks the fourth production company to fly under the Ampex financial wing in return for exclusive worldwide tape rights to the production tape rights to the production companies' products.

Unlike the deals with Lee Hazlewood, Jimmy Bowen and Bob Mersey, however, the Ampex-Farrell arrangement will, in consideration of severance of several of the music industry's arrangers and producers indirectly into the Ampex camp.

Anvil Productions, an offshoot of Wes Farrell, will produce "concept" albums centering on the performance rather than the performer. "Our plans," says Wes Farrell, "will call for the production of albums similar in concept to that of the Midnight Strings Quartet and the recent Columbia hit album, "Switched-On Bach." In that each album is a complete entity and its performers do not travel on concert tours.

Instead of building a stable of recording artists, Farrell will sign arrangers and producers to handle Anvil's product.

Under the terms of the Ampex-Farrell agreement, Anvil will supply a minimum of 10 albums per year to Ampex in return for an undisclosed sum of money, which will finance Anvil Productions.

Farrell is negotiating for distribution of Anvil-Ampex product on disk.

**GRT in Long View On Negotiating Pacts**

LOS ANGELES—Short-term tape licensing contracts are outmoded," according to Tom Bonetti, manager of GRT's newly created recording products division. "We're negotiating long-range contracts, period." To assure itself of long-term rights to record lines, GRT is renegotiating existing contracts with record companies. The latest tape license to renegotiate its contract with GRT is Monument Records. GRT will duplicate 8-track, cassette and reel-to-reel recordings and Monument under a new long-term exclusive contract. Mintz Stereo-Pak will continue to duplicate Monument's 4-track.

Monument's previous tape licensing agreement was an non-exclusive pact, with GRT and Ampex sharing the duplication. Initial GRT releases under the new contract concern product by Boos Randolph and Roy Orrison.

GRT also concluded an agreement with Eri Records to duplicate exclusively in all configurations a series of children's titles. This marks GRT's entry in the kids market, with tapes retailing at $4.98. First product is a series of six titles, "Sing Along With Breezy Children's Tales," priced at $6.98, with Eri president, producing additional original material.

The Monument and Era licensing contracts follow an agreement struck by GRT and ABC Records for the exclusive tape rights to the ABC family of labels during the 1972-1977 period (Billboard, Feb. 8).

**8-Track Move By CBS-CGD**

**Accents Trend**

By MARYLIN TURNER

MIAMI — The news that CBS-CGD is putting its repertoire on 8-track cartridges and will handle distribution through its Messaggeria Musikale organization, is a further strong indication of a swing to 8-track cartridges in Italy.

The trend is emphasized by Durium and PDU's decision to grant RCA-Italiana exclusive Stereo-8 cartridge duplication and distribution rights for their catalogs.

This means that RCA-Italiana is now no longer only distributing RCA-8-track products in Italy (Billboard, Nov. 30, 1968).

Other recent indications that 8-track cartridges are on the

(Continued on page 23)

**AT LAST!**

*What the industry has been waiting for!* **An 8-track recorder and playback unit**

By 

Suggested Retail Price . . . . $179.95

Cheek These Features

- High-Fidelity Tape Reel Recorder
- Precision Motor Drive
- Speed Regulation
- Automatic Level Control
- Micro-Drive Tape Cartridge
- Discwasher-Proof Tape Cartridge
- Hi-Fi 8-Track Tape Playback

**CALIFORNIA AUTO RADIO, INC.**

12219 S. Woodlawn Ave.
Dawny, California 90241

Tel: 213-923-9847

Cable: Colorado

MARCH 22, 1969, BILLBOARD
Not to be released

We don't let go on release date. We take a tight hold on our new product and advertise it heavily with words, sounds and pictures. Like this one now appearing in consumer mass media. On every release we pull out all the stops to help you move our new product to your customers. Only then do we let go.

The best shape entertainment (and merchandising back-up) has ever been in!
New Albums for March

VICTOR

With Love, From Lynn Anderson
CHS-10141

THE NOW OF THEN!
Lana Cantrell
LSP-4106

JUST TO SATISFY YOU
Waylon Jennings
LSP-4121

THE CLOSEST THING TO LOVE
Skeeter Davis
LSP-4124

LOVE OF A GENTLE WOMAN
John Gary
LSP-4130

COUNTRY ROAD'S OTHER PLACES
Gary Burton
LSP-4148

*A Valuable on RCA Stereo 8 Cartridge Tape

*Available on RCA Stereo 8 Cartridge Tape
Five years ago Norelco introduced the Compact Cassette. It took the tangle out of tape recording. And the scratches and the warps and the surface noise out of recorded music. Now all the leading record companies are cassette companies, too.

If you aren't in the cassette business yet—with recorders, players, decks and prerecorded music—you ought to be. We can help. Norelco makes the most complete line of cassette machines. And we can show you how each of them can make money for you. After all, we started the whole cassette business in the first place.

orelco®
The Re-inventor of Tape Recording

A share-the-cost co-op advertising program is available to all retailers. Contact your distributor.

North American Philips Corporation, High Fidelity Products Department, 300 East 42nd Street, New York, N. Y. 10017. Other Products: Rotary Tools, Refurbished Specifications, Instant Hairdryers, Mini-Quarts, Mains-Aids, Radios, Audio-Video, Tape Recorders, Dining Machines, Educational Kits, Training & Education Products, Medical-Dental Supply, Electronic Tubes, Commercial Sound, Closed Circuit TV, TV Sets, Motion Picture, Oxygenic and Telephonic Equipment.
Word Moves Into Cassette—Launches Sermon Series

CHICAGO—Word, Inc., which got into tape cartridge very early with its gospel and sacred music, has moved into cassette, according to sales manager Bill Jelley.

The firm, based in Waco, Tex., is currently featuring three new release by Ray Hildebrand, Phil Driscoll and the Revival Choir along with 8-track and tape combined, the market. While some stores will officially it's our 'Great Sermon call this our sermon club but officially it's our 'Great Sermon Series,' said Jelley. "We will start to put the sermons on tapes.

Word has a sermon series in records and according to sales manager Bill Jelley, it is now starting to put the sermons on cassettes.

The sermons are available to the public at a price of fifty cents, said Jelley. "We call this our sermon club but officially it's our 'Great Sermon Series.'"

Word services some 9,000 religious stores, both through rack jobbers and selling direct. Approximately 20 per cent of these stores sell tapes.

"These stores sell all types of religious merchandise, 11 a choir robes to Sunday school materials," said Jelley. "In just the last six months, tape has really taken off in the religious market. While some stores will sell only 1,000 dollars in a month, records and tape combined, the bigger outlets can sell $3,000 to $4,000 a month."

8-Track Trend

Continued from page 18 way to overcoming 4-track competition in the Italian market are the move toward the 8-track configuration by Ecotina, the company which pioneered 4-track, currently in Italy, and the decision of Ricordi and Ri-Fi to handle distribution of their own 8-track cartridge repertoire, a move which they did not see fit to make in the case of 4-track cartridges.

Muntz to Add 2

Compatible Units

LOS ANGELES — Muntz Stereo-Pak will add two compatible units to its line of car players this spring, including one with an FM multiplex feature.

The multiplex feature, which president Earl Muntz calls 12-track machines, are the 1269 and the 150 with stereo FM radio.

Muntz is gearing his business this year to sell 75 per cent of its products and 25 per cent 4-track.

For his home products line, Muntz will introduce one new compatible player, the $500 as an adjunct to the compatible HW 12 which has been in the line for two years. He is also bringing out his first AM/FM multiplex changer-compatible home unit to sell for $199.99.

Of the 10 models in the combined car and home line, only one is an 8-track car player, model 150.

Remaining in the line is the lone 4-track player with a recording feature, model RC 500.

New Tape CARtridge

COLUMBIA

LIBERTY BIBLE. Dallas Peters holds a high note in his new spectrum plus bubble counter display.

Liberty Display Takes Contest

LOS ANGELES — Liberty Stereo Show, plus bubble counter display unit won first prize in the annual merchandise show of the Point-Of-Purchase Advertising Institute.

The bubble concept originated with product manager Wally Peters, who found development by Derek Church, the company's national advertising manager. The unit was built by Selig J. Smith and Associates

www.americanradiohistory.com
### Billboard Special Survey for Week Ending 5/22/69

**BEST SELLING RHYTHM & BLUES SINGLES**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label, No. &amp; Pub.</th>
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<tr>
<td>1</td>
<td>I'M TRYING SOMETHING NEW</td>
<td>Temples Box</td>
<td>Initiative, 11400 (Initiative, BMG)</td>
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<tr>
<td>2</td>
<td>DON'T TOUCH ME</td>
<td>Temptations</td>
<td>Epic, 39328 (Epic, BMG)</td>
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<tr>
<td>3</td>
<td>SING A SIMPLE SONG</td>
<td>C. Smith &amp; B. Starks</td>
<td>Epic, 3-10047 (Epic, BMG)</td>
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<td>LOVER'S QUESTION</td>
<td>Tempest</td>
<td>Epic, 4654 (Progressive, EMI)</td>
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<td>MY BELOVING HEART</td>
<td>Impressions</td>
<td>Custom 1527 (Epic, BMG)</td>
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<td>6</td>
<td>ICE CREAM SONG</td>
<td>Temptations</td>
<td>Capitol, 46421 (Dial-Condition, BMG)</td>
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<td>I WON'T UNDERSTAND</td>
<td>Soul Children</td>
<td>Star 016 (Baltimore, ASCAP)</td>
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<tr>
<td>8</td>
<td>AM I THE SAME GIRL</td>
<td>Jackson Five</td>
<td>Scepter, 53399 (Stax/BEC, BMG)</td>
</tr>
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<td>9</td>
<td>SWITCH IT ON</td>
<td>Meters, Johnny</td>
<td>Philadelphia, 1001 (Marsalltown, ASCAP)</td>
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<td>10</td>
<td>TOO LATE TO WORRY, TOO BLUE TO CRY</td>
<td>Other</td>
<td>Stax, 1-0477 (Marshall, BMG)</td>
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<td>11</td>
<td>ALIEN FINE</td>
<td>Academy</td>
<td>Columbia, 44440 (Epic, BMG)</td>
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<td>12</td>
<td>ALMOST PERSUASION</td>
<td>Etta James</td>
<td>Capitol, 5280 (Callo, BMG)</td>
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<tr>
<td>13</td>
<td>DON'T KNOW WHAT</td>
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<td>Stax 012 (Baltimore, ASCAP)</td>
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<tr>
<td>14</td>
<td>TO KISS CARE OF YOUR HOME/Love</td>
<td>Johnny Taylor</td>
<td>Stax 012 (Baltimore, ASCAP)</td>
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<td>Steve Wonder</td>
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<td>FOOLISH FOOL</td>
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<td>Steve Wonder</td>
<td>Tam, 34180 (Baltimore, ASCAP)</td>
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<td>18</td>
<td>DO YOU THINK</td>
<td>Watts 103 Street Rhythm Band</td>
<td>Kapp, 1230 (Phrash/General, EMI)</td>
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<td>GOOD LOVIN' AIN'T EASY TO COME BY</td>
<td>Wayne &amp; Tom Tom Terrill</td>
<td>Tam, 34180 (Baltimore, ASCAP)</td>
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<tr>
<td>20</td>
<td>ONE EYE OPEN</td>
<td>James Taylor</td>
<td>Stax 012 (Baltimore, ASCAP)</td>
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<td>TWO MINDS</td>
<td>Otis Brothers</td>
<td>Soul 500 (Shuford, BMG)</td>
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<td>EIGHT EIGHTS</td>
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<td>23</td>
<td>BABY MAKE ME FEEL SO GOOD</td>
<td>Solomon Burke</td>
<td>Stax, 3-10407 (Epic, BMG)</td>
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<td>24</td>
<td>I CAN'T CHANGE MY MIND</td>
<td>Tyrie Hard</td>
<td>Stax 012 (Baltimore, ASCAP)</td>
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<tr>
<td>25</td>
<td>I'M JUST AN AVERAGE GUY</td>
<td>Reagor's Rag, AOP 178 (Boise Music, BMG)</td>
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### Soul Sauce

**BEST NEW RECORD OF THE WEEK:**

"IT'S A GROOVY WORLD"

By ED OCHS

**SOUL SLICES:** The soul scene may lose the lead voice of its top female combo if Diana Ross confirms reports that she will pursue a solo career after the summer. Miss Ross will appear without the Supremes on the Detroit All-Stars special to be aired June 13 on NBC-TV. No official word is expected until the fall when the trio winds up bookings at the Deauville Hotel in Miami Beach in April, the Empire Room of the Waldorf-Astoria in May and the "Ed Sullivan Show" in June. If Miss Ross leaves the group following their Los Angeles appearance at the Forum in August, a replacement would be named to continue the Supreme with Mary Wilson and Cindy Birdsong.

*Don Covay, Atlantic's singer-arranger-producer, "Chain of Fools" has shed his backup group to pursue a solo career. Aimed at the underground and college market, Covay will sing folk and blues, accompanying himself on acoustic and electric guitar. An upcoming L.P., along with his new single, "Sweet Dreams," will kick off Covay's new campaign, which will take him to Steve Paul's Scene for a personal appearance. A member of Atlantic's "Soul Clan," Covay has "Chain of Fools" up for a Grammy award via Aretha Franklin's hit "Chain of Fools." The Soul Clan now has fan mail for Ben E. King, Arthur Conley, Joe Tex and Wilson Pickett.*

*Blues & Soul magazine, the monthly music review edited by John Abbey in London, this month spotlights the Soul Inspirations, Curtis Mayfield and Nina Simone.*

---

**Hooks and Collins Form Shur-Ting**

LOS ANGELES — Shur-Ting Records has been formed here by Jerry (Duff) Hooks Jr. and Lazaret Collins. The owners have recorded the Fabulous Tempos as their first act. The quartet's initial single of "I've Got To Make It" is being re-released with limited distribution.

Hooks, 19, and a student at San Fernando Valley State College, buys the rhythm and blues label will look for local acts.

Company runs two BMI publishing firms, Swing and Lardi.

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**MOTOWN'S TEMPTATIONS are saluted by Tony Lawrence, director of the Harlem Cultural Festival, for their contributions to the community through their records, appearances and continuing success.**

The soul group received the award prior to their Madison Square Garden concert recently.

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**TIDE-GURRDS:** Dick Waterman, manager of the Junior Wells band, tips Soul Sauce that a super-jam is scheduled in London Tuesday (18) and Wednesday (19), to be taped and sold to the highest TV bidder. Starring on guitar will be Buddy Guy and Eric Clapton; on drums, Buddy Miles; on bass, Jimi Hendrix. The special, taped by Colourel, has been sold in England, but has yet to name the V.I.P., the Bay City Rollers, the Who, the Who, the Who.

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**UNIFICS (Kapp)**

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**Notes:**

- "I'm Trying Something New" by Temptations
- "Don't Touch Me" by Temptations
- "Sing A Simple Song" by C. Smith & B. Starks
- "Lover's Question" by Tempest
- "My Belov'ing Heart" by Impressions
- "Ice Cream Song" by Temptations
- "I Won't Understand" by Soul Children
- "Am I The Same Girl" by Jackson Five
- "Switch It On" by Meters, Johnny
- "Too Late To Worry, Too Blue To Cry" by Other
- "Alien Fine" by Academy
- "Almost Persuasion" by Etta James
- "Don't Know What" by Temptations
- "To Kiss Care Of Your Home/Love" by Johnny Taylor
- "You Don't Know Me" by Steve Wonder
- "Do You Think" by Watts 103 Street Rhythm Band
- "Good Lovin' Ain't Easy To Come By" by Wayne & Tom Tom Terrill
- "One Eye Open" by James Taylor
- "Two Minds" by Otis Brothers
- "Eight Eights" by Otis Rush
- "Baby Make Me Feel So Good" by Solomon Burke
- "I Can't Change My Mind" by Tyrie Hard
- "I'm Just An Average Guy" by Reagor's Rag

---

**More on Billboard: Rhythm & Blues**

- "I Got To Have Your Love" by Edwin Starr
- "Mary's New Baby" by Motown
- "I Got To Keep On" by Otis Redding
- "Come On" by Aretha Franklin

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**More on Soul Sauce: Rhythm & Blues**

- "I Got To Keep On" by Otis Redding
- "Come On" by Aretha Franklin
- "Tell No One" by Buddy Guy

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**More on Hooks and Collins: Rhythm & Blues**

- "I Got To Make It" by Jerry (Duff) Hooks Jr.
- "Tell No One" by Buddy Guy
JOE SIMON
SINGS ABOUT
SELFISH LOVE
"THE CHOKIN' KIND"

(S57-2628)

SOUND STAGE SEVEN
A DIVISION OF MONUMENT RECORD CORPORA TION
NASHVILLE / HOLLYWOOD

www.americanradiohistory.com
**BEST SELLING RHYTHM & BLUES LP’s**

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label, No. &amp; Pubs.</th>
<th>Chart</th>
<th>Weeks on Chart</th>
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</thead>
<tbody>
<tr>
<td>21</td>
<td>251 FOOL ON THE HILL</td>
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<td>20</td>
<td>246 STONE SOUL</td>
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<td>19</td>
<td>240 CARMELA</td>
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<td>18</td>
<td>239 CARRINGTON</td>
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<td>17</td>
<td>238 BROTHER RAY</td>
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<td>237 BARBRA STANISLAW</td>
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<td>236 BOBBIE McCOMBS</td>
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<td>234 JAMIE FOWLER</td>
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<td>12</td>
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<td>232 BOBBY McCOMBS</td>
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<td>231 CARMELA</td>
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<td>230 STONE SOUL</td>
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<td>8</td>
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<td>7</td>
<td>228 BROTHER RAY</td>
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<td>6</td>
<td>227 BARBRA STANISLAW</td>
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<td>225 JAMIE FOWLER</td>
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<td>224 RANDY ROBERTS</td>
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<td>2</td>
<td>223 BOBBY McCOMBS</td>
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<td>1</td>
<td>222 CARMELA</td>
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</tbody>
</table>

**MARCH 22, 1969, BILLBOARD**

**Grier Show to Mark 1st Yr.; Syndication?**

LOS ANGELES — The "Rosey Grier" show on KABC-TV, which now has a chance for syndication—celebrates its first anniversary June 1, combining music with a message to minority groups to build a better America together. The show’s program is designed to zero in on the talents of people from Los Angeles’ minority areas, with talent seen from the unknown ranks as well as a bracket.

The underlying reason for ABC’s going into the venture, explained the former Los Angeles Rams and New York Giant star, is to present a professionally produced program for minority people which expresses optimism for the future.

“We selflessly have a message which runs through the program,” notes Jimmy Baker. “Our program is designed to present a message to minority groups to build a better America together. We selflessly have a message which runs through the program.”

**Wright Quits to Manage Womack**

NEW YORK — Ed Wright, former president of NATRA and manager of Liberty/United Artists’ Mind division, has left the label to manage artist Bobby Womack.

Wright, who served as program director of WABG in Cleveland before joining the company five and a half years ago, said that Womack will soon begin a promotion tour of major U.S. markets. Wright and Womack are associated in the operation of Womack’s publishing company, Tracebo, which publishes the artist’s tunes.

**RHYTHM & BLUES MEANS BUSINESS**

**Crash Kills Kenny Jones**

NASHVILLE — The third generation member of the famed Carter Family, who had just recorded for Monument Records, died of injuries in an auto accident here.

Kenny Jones, 15-year-old son of Helen Carter Jones and grandson of Mamie Maybelle Carter, was one of two tourists killed when a car driven by a young woman turned and crashed into an expressway.

Young Jones, who had cut a couple of singles produced by veteran ad man Don Law, was scheduled for release by Monument within a few weeks.

BOBBY WOMACK, second from left, celebrates his re-signing to the Mind label with manager Ed Wright, Liberty/United Artists’ president Al Bennett, right, and company vice-president Bob Skaff, at left. Instrumental in negotiating the soul singer-songwriter’s new contract, Wright was former manager of the firm’s Mind division before leaving to guide Womack. The artist’s latest disk is “1st I Left My Heart in San Francisco.”
DAY AFTER DAY
(IT’S SLIPPING AWAY)
SHANGO
A&M 1014
Commercials

‘Give License to Stations Which Use Canadian-Made Spots Only’

By RITCHIE YORKE

TORONTO — Canadian broadcasters should not be granted licences unless they agree to use Canadian-made commercials only, Victor Knight, president of Canadian Radio and TV Artists, argued before the Commons Commerce Committee here last week as the Canadian government seeks to impose standards on its commercial airwaves, less than pleasant comments about the domestic commercial-programming industry.

This was just one of his suggestions aimed at improving the lot of Canadian film and commercial producers.

Others included:

Cable television companies should respect copyrights by obtaining licenses from record producers before rebroadcasting any shows, the immeasurable costs they impose on U.S. artists working in Canada, unless the U.S. is willing to eliminate restrictions which restrict Canadian programming.

CBC producers should be instructed to give preference to Canadian talent in the production of their commercials, according to Mr. Knight, who said he had directed the CBC to add a program to its schedule which he had expected would help to improve its image.

Regarding the cable television industry, Mr. Knight also said that he had directed the firm to spend more money on programming and actors to obtain royalty payments for the use of their work.

In reply, the representatives of the CBC said that they would try to improve the situation.

The firm also suggested that the government should look into the matter of copyright laws and the possibility of a new law to protect Canadian artists from exploitation.

Music Makers Kicking Off New Commercials Music Assault

By CLAUDE HALL

NEW YORK — Music Makers, which has just wrapped up music on commercials for Arrid (SS&C's Mauritius and Wray), is launching an expansion drive, according to Larry Levine, vice-president of the Music Makers group, who operate the division that produces music for commercials. Previously, the firm concentrated on three commercial accounts: The Moog, Rainbow Greenough, Carl Alley, and Doyle Dane Bernbach. Mitch Leigh, one of the principle owners of the firm and composer of the music from "Man of La Mancha," is under an exclusive contract to these three firms. But Music Makers now has something of a manpower and fiber to compete successfully all from a world of advertising world. One of the key men who'll be leading the new commercials music assault is Neil Warner, music director of TV/Radio.

Already, Music Makers has shown the type of impact it can produce, according to Mr. Levine. For example, Scepter Records last week released a single "Purple and Gold." It is the outgrowth of an original commercial music arrangement written by the firm that produced jingles and logan for wabc television stations. Last week, we've branched into music publishing, records and Broadway musicals. Now we produce such artists as Mike Rindfleisch and the Pagan People for records.

Mitch Leigh will still be available to the firm and is under an exclusive basis, but the firm is prepared to make other deals, such as a first-time-first-served basis. And Levine is also expanding the service aspect of the firm. With 12 years in the agencies, from companies like ABC, Levine sees a driving back to the jingles type of music for commercials.

But regardless of the music, Music Makers prides itself on being one of the competitive holding situation. "We like the agency and we make a commitment. Once they do, we'll work with them to get what they want," said Mr. Levine. According to Music Makers, can do any type of composition artists, adding that if the agency has the rights of a name or a particular song, it is on our job.

The firm's clients have a wide range of services, including advertising and record production. Music Makers was formed in 1967 by Jerry Purcell, manager of the RCA Records Artist Relations Department.

Ad Notes

NEW YORK — A firm has signed a 500,000 deal to be on stage for the first time in five years. The deal was negotiated by Jerry Purcell, manager of the RCA Records Artist Relations Department.

The firm's clients include a wide range of services, including advertising and record production. Music Makers was formed in 1967 by Jerry Purcell, manager of the RCA Records Artist Relations Department.

Hec তhetics

Hec কতhetics

Hec কতhetics

By GEOFFREY LINK

Variations on a Spot Theme by ChH Sugar

By GEOFFREY LINK

New York — The theme for the two "energy food" spots as used in the 1969 campaign, and for the "sweetness" theme, it is "smooth and soft." Sugar is a familiar song by a popular pop com- poser and arranger who last year did one spot, this time they're doing two. The spot is for the undated called for his work. Much as a travel agent connections for flights for passengers.

By GEOFFREY LINK

By GEOFFREY LINK

New York — Sugar, which has featured an Hawaiian setting and music as its theme, continues that same basic approach in its 1969 campaign, with some variations. The theme's "Can be the pure can sugar from Hawaii," said Mr. Elish, account supervisor for Hone Cooper and Harrington, but this year there are two sub-themes—"sugar is energy food and sugar is sweetness." Last year a vocalist was used; this year it's all instrumental, with spoken lines overdubbed. The four musical spots varied from one minute to four minutes.

By GEOFFREY LINK

By GEOFFREY LINK

Haboub Co. produced the color TV commercials and assisted with the sound. The Habit was director. The TV spots will be directed to 50 markets west of Chicago, and will air on 22 States.

Hone-Cooper spends 10 to 12 days in Hollywood each year, Smith continued, looking for the cast, locations and shooting time. Smith, who held the job for five years, is looking at this year as one of the best. Smith said that he was happy using Hawaiian particularly because they get the children for free. But he's concerned that this year's campaign, which is being handled by the young are picked for their beauty, vitality and ability and they will 'spend a lot of the children.

Lately there has been a surge in the use of the Moog for commercials, "Perhaps the Moog is now being overused. People are using it just as they can say they do, instead of as a music instrument."

Music Makers is producing music for about one commercial a day and a staff of 5 writers/arrangers. Topping the list of the writers, of course, is Mitch Leigh.
It's Anthony Quinn's first album.
It’s all about a word women understand... LOVE.
It’s an affair they’ll pay for.
Radio Forum to Spotlight 38 Programming Problem Areas

By CLAUDE HALL

The magazine is put to press each week. The other cocktail reception will be an "Artistic Appar- cession" event at the Waldorf-Astoria, a strictly social party, providing an opportunity for the radio program manager to mingle with some of the outstanding radio figures of the year.

Registration for the Forum will open June 19 at noon and the special exhibits being held will be open from 3 p.m. until 6 p.m. The Forum itself begins with a session called "The Dynamic Power of Radio." The three speeches here, all by outstanding figures of radio today, community involvement, copyright and how it affects both the radio and the record industries, will be discuss the Forum gets down to specific problems in radio - how to top breaks, making a profit off the play list, picking records, and pro- marine promotion man, who have come out of stockrooms. This gives them knowledge, and frequently they know more about sales and the different as- pects of merchandising than they are given credit for.

In Philadelphia, promotion of higher end shows is the case. In other words, Philadel- phia radio stations (like many others) have come out of stockrooms. This gives them knowledge, and frequently they know more about sales and the different aspects of merchandising than they are given credit for.

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In Philadelphia, promotion of higher end shows is the case. In other words, Philadel- phia radio stations (like many others) have come out of stockrooms. This gives them knowledge, and frequently they know more about sales and the different aspects of merchandising than they are given credit for.
GALVESTON
Another Campbell/Webb/deLory winner. Backed by the full Capitol promotion treatment... Huge coast-to-coast radio campaign • TV Exposure • Magazine Ads • Major in-store material • the works! Don’t miss this one... On records & tape. Call your Capitol man now for ST210.
Radio-TV Programming

Programming Aids

Programming guidelines for key programming, radio stations, including Best Picks, Best Leftfield Picks, Biggest Happenings, and Biggest Leftfield Happenings.

HOT 100

Alvino, R. (WFTG)
J. H. Anthony, Program Director
Call 24 hours, 7 days a week.

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They call themselves Ford Theatre.
They travel from the inside out.
They break fast and heavy with

“WAKE UP IN THE MORNING”
b/w “Time Changes”  ABC-11192

Produced by Bill Szymczyk
ATTENTION!!!

RADIO PROGRAMMERS ... MANAGERS
STATION OWNERS ... DISK JOCKEYS

AND ALL OTHER INDIVIDUALS INTERESTED IN INCREASING STATION
EFFECTIVENESS AND LISTENER IMPACT OF AM AND FM RADIO

Billboard is proud to announce its

2ND ANNUAL
radio FORUM
programming

THURSDAY, JUNE 19
12:00 noon - 8:00 p.m.
REGISTRATION

3:00 p.m. - 8:00 p.m.
EXHIBIT—"Sounds of the Times"

A selected number of trend-setting radio stations throughout the nation have been chosen by a Billboard programming panel to present their "sound" at the Forum through half-hour generic tapes of their total broadcast day. The formats of the station will include Top 40, middle-of-the-road, country music, rhythm and blues, and progressive rock. Registrants will be able to hear, in one room, the sound and format of a variety of successful stations. A representative of the station will be on hand at specified times to answer your questions and discuss the station and its programming.

FRIDAY MORNING, JUNE 20
9:00 a.m. - 12:00 noon
Session 1
The Dynamic Power of Radio
a. The Future of Radio—Decline, Growth or Status Quo

b. How and Why Radio Must Help Stem Deterioration of City Life and Commerce
c. The Vital Impact of Proposed Copyright Changes on Radio and the Record Industry

12:30 p.m. - 1:30 p.m.
LUNCH

12:00 noon - 2:15 p.m.
EXHIBIT—"Sounds of the Times"

FRIDAY AFTERNOON, JUNE 21
2:15 p.m. - 5:30 p.m.
CONCURRENT CONFERENCE SESSIONS

These five sessions are concurrent. Each session will be held in a separate room and repeated. Every registrant will select two of the five sessions, attending one at 2:15 p.m. and the other at 4:00 p.m.

Session 2
Finding the Hit Records
a. Checking the Pulse of Music Popularity in Your Market and Relating It to Air Play
b. Record Popularity Charts in Magazines and Newsletters—What Value Are They

c. The Danger Flags That Indicate You Need to Make a Change
b. A New Way to Look at the Impact of Your Station—the Brand Rating Index
c. Challenging Some Accepted Programming Practices—New Research Findings

Session 3
Building Your Audience With On-the-Air Promotions
a. What Practical Results Can On-the-Air Promotions Achieve for a Station?

b. New Promotional Ideas—the Winners and the Losers

Session 4
The Need to Look at Your Station Objectively
a. What Variety of Music Should Top 40 Program to Compete Successfully?

Session 5
Top 40 Programming
a. Is Top 40 Radio Dying?

b. What Variety of Music Should Top 40 Program to Compete Successfully?
REGISTRATION FORM

Radio Programming Forum Sponsored by BILLBOARD
Registration Fee: $125.00 per person

Send to:
Radio Programming Forum
Ninth Floor
Madison Avenue
New York, New York 10017

Name of Each Registrant Title Full Address (City, State)

Your Name and Title
Full Address Company

Additional names can be sent in a separate letter. Acknowledgements and information on hotels will be sent to each individual who is registered.
Live Jazz Dip Laid to Clubs

By CLAUDE HALL
Radio-TV Editor

According to the new program director of WLBK and WLBQ, that is considerably live on more than 100 stations.

A factor in the recent increase in ratings of WLBQ-BFM believes Taylor, is that "we've switched to a more rock popular- larity cycle. Modern rock groups today are using a lot of jazz de- dicated to just one popular style. The interesting thing is that so many jazz performers are not getting exposure. And the same groups want to give them a chance that they can't get on any other station.

"But if the record companies got behind Blue Mitchell like they got behind Miles Davis, Blood, Sun, and Stars, I think the popular and jazz live performances would be strong." The average record company doesn't own jazz, but jazz is often a part of the sound of the record. They know the records around know where their acts are playing, they know all about their groups. Ca- det is also very good. At a result, their records sell.

The last album was on Tower Records, does as much work on behalf on jazz-off the air. The second one on this WLBQ show on AM is also a jazz show, broadcast for the first time in the last six hours a day with jazz. He's now involved in a series of 20 concerts which run from Thursday and 10 more at colleges. After these, Taylor talks with his group's booking agent and starts a series of meetings between pro- and jazz groups to get more information and attempt to raise the status of the music.

Such shows about WLBQ-BFM is its community in- vestment and a part of its entertainment to "We know that we have the impact... the station that we have, the people that do the audience," said Chase. The station is just slightly two years old in a jazz format.

RHYTHM AND BLUES

Columbus, Ga. (WOSU), Sandra Marks, Music Director, Personality.
BP: "Don't You Know You're Losing Me," Lou Rawls, "Don't You Know You're Losing Me," Doobie Brothers.

Memphis (WDAI), Bill Thomas.
BP: "One Eye Open," Melvin and the Canes.

Miami Beach (WEMM), Dunny Gee, Program/Music Director, Personality.
BP: "Gamma People Pay," King Car- rington, "That's the Day," King Car- rington, "That's the Day." (You're a Star), King Carrington, "Black Sat- urday," King Carrington.
BP: "Go Down with the Wind," King Carrington.
BP: "It's Your Thing," Junior Bells.

NEXT MONTH—Bilbo Taylor, rock-musician and air personality on WLBK and WLBQ, has tapped record companies and the nightclub industry last week for "We were not aware of the poor status of live jazz.

Taylor, program director of WLBQ-BFM, has proved that the public wants jazz on the air. He has a 10,000 listener station. In the latest November-December Pulse, the station captured the second place in the 25-34 age group in the city.

"We've got two groups of guys who say jazz is dead and who they don't want to hear the zoo club is another club after all, they are in the lion's den and they know they are in the zoo club; their sound systems are bad.

San Antonio, Tex. (KTA)
Kahn Hamor, Program Director.
BP: "Where Do You Go To," Peter Sar- rist,

San Antonio, Tex. (WQAQ)
Bill Stanley, Personality.

South Lake Tahoe, Cal. (KEM-AJ-FM)
Clyde Clark, Program Director.
BP: "This Is Your Life," Phyllis Hyman.

Springfield, Mass. (WJSW)
Eric Clark, Program Director.

Washington, D. C. (WYCW)
Terry Green, Music Librarian.
BP: "Voulez-Vous," Abba.

Weymouth, Va. (WAVY)
Carolyn Brown, Music Librarian.
BP: "This Is Your Life," Phyllis Hyman.

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Ed Ames has had 5 hit albums.

He's just cut his sixth.

"A Time for Living, A Time for Hope" features Ed's fast-moving single "Changing, Changing," plus 10 other songs of today. LSP-4128

Also available on stereo 8 cartridge tape.

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

1100%
1000%
900%
800%
700%
600%
500%
400%
300%
200%
100%

Jan. '62 '63 '64 '65 '66 '67 '68 '69

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
From left to right: Top Row:
F. W. Reise, Sales Coordinator
B. Varell, Public Relations
W. Schlaflke, Graphics Manager
F. Jurgens, Assistant Manager
Z. Ures, Chief Accountant

Bottom Row:
F. Friedrichs, Purchasing Manager
H. H. Michno, Technical Director
and Plant Manager
U. Scharfenberg, Sales Manager
H. M. Neumann, Marketing Director

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 merchandiser 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 stiff 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 programs for local markets was recorded and the constant liaison between Sales and the A and 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 Harold 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 spirit 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.
In October 1967, the new offices and factory buildings of the company were dedicated at Quickborn, Germany. The manufacturing daughter firm, De Ge Ha Plastics, 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.
WARN MOA ON PERFORMANCE ISSUE; GROUP RESHAPES ELECTION PROCESS

NEW ORLEANS—Directors of the Music Operators of America (MOA) meeting here last week were alerted to "the very dangerous situation surrounding a possible performance royalty on the paybox."

Reshaping election procedures, reviewing convention complaints and discussing other top agenda subjects. In the background MOA members were monitoring the potential acquisition of music routes by national companies.

Nicholas Allen, MOA counsel, and Perry Patterson, jukebox manufacturers' attorney, described the copyright revision situation as a "four-way scramble involving MOA, radio-TV broadcasters, copyright societies and the National Committee for the Recordings Arts (NCRA), the last-named now pushing for a performance royalty for artists and labels.

Patterson said NCRA is "a very formidable lobbying force." Although both men pointed out NCRA, led by Stan Sexton and former Ohio Gov. Michael DiSalle, had made no proposal, the Washington attorneys indicated NCRA is now pushing for 25 cents per carbon or otherwise-box-per-year fee set forth in jukebox industry-backed House bill passed in 1967.

Set New MOA Election Plan

NEW ORLEANS—In a major move to further streamline its organizational procedures, the Music Operators of America (MOA) directors passed a resolution here last week to allow the membership to elect directors and directors to elect officers.

"The end result would be another royalty," Patterson said. "We cannot afford to be complacent," Allen explained the complex. (Continued on page 45)

ACQUISITION A HOT TOPIC

NEW ORLEANS—National operating firms generally involved in vending but now acquiring music routes was a big topic among Music Operators of America directors here last week. MOA members, sophisticated procedures of vendors and other aspects of street operating were well discussed in private chats.

"I hear Service down appreciates jukeboxes on an eighty-year basis," said one operator. "I use a sixty-year double balance method. We might have a lot of things to learn from these large vendors."

Bilotta Offers Single 'Especially for You'

BY RON SCHLACHTER

NEWARK, N. J.—John Bilotta, president of Bilotta Enterprises, Inc., here, reports that he has already sold jukebox operators 5,000 copies of the first record to be produced by his new label, J B Records. The single, "Merry-Go-Round of Love," by Robert Quinlan, is scheduled to be released next week.

"This record has been made especially for jukeboxes," explained Bilotta. "It's an easy listening single which we believe will include in our especially for you' category. There is a need for the jukebox operators to appreciate that someone has finally done something about it."

Bilotta has received very favorable reaction to his "especially for you" programming service, which is aimed at satisfying the music tastes of the 35-and-up age group. The special program, in three States, has jukeboxes with a colored tab. In addition, the operator or routee

NAMA SPOTLIGHTS SECURITY

LOS ANGELES—An overflow crowd jammed in to hear security expert Bob Curtis discuss his favorite subject at the annual National Automatic Merchandising Association convention here at the Ambassador Hotel March 8. Curtis, NAMA security consultant, lost little time showing the assembly how they were being ripped off by criminals and machines, and spent two hours trying to help them deter possible robberies, pilferage, losses in sales, goods, personnel and money.

Moderator Gib Tansey of NAMA set the workshop key

New Equipment

VENDORS TELL MUSIC PLANS

BY FRANK BARRON

LOS ANGELES—The large, national operating firms now acquiring music routes may have a new competitor in such acquisition—Cantu Corp. This was hinted at in interviews during the National Automatic Merchandising Association (NAMA) show here last week.

Robert Natali, Canteen Service of San Diego, and president, California Automatic Vendors Council, was reluctant to go public about his organization, but said, "We were in jukeboxes for years and a long time we weren't that familiar with music. However, I think we'd go back in it if we could find the right company."

Cantu Corp. is heavily in the music routes, and will continue to seek jukebox routes, according to Ted R. Nicola, NAMA treasurer from San Bernadino. "It's good business for us," he said, "and it adds to the volume."

The company expanding in that field if it could make the right acquisitions.

A representative from ARA Services, Inc. admitted that "all the big companies are looking for acquisitions. It's the natural step for us." He said that even some small vendors were picking up a music route here and there.

"Independents are getting into the jukebox business wherever they can," he said. "It's a profitable business."

(Continued on page 44)

ALARMS HOT NAMA ITEM; 3,000 ATTEND

LOS ANGELES—Security devices attracted large audiences during the National Automatic Merchandising Association (NAMA) trade exhibit here last week attended by over 3,000. Eighty-two firms exhibited.

Vend-Guard of Philadelphia displayed an alarm using a loud explosive sound, a dye marker and tear gas. Scherlock of Chicago, with a new key-lock combination, was among exhibitors stressing security devices.

All-Tech Set For Big Move

HIALEAH, Fla.—All-Tech Manufacturing, the 'future-time' product division of All-Tech Manufacturing, will soon have its entire production operation consolidated under one roof in the near-by Miami Lakes Industrial Park. (Continued on page 45)

ST. LOUIS—Eighteen independent vending companies, representing all 50 States, have merged to form Automobile Services, Inc. here. The new private

Merger Unites 18 Firms


MARCH 22, 1969, BILLBOARD 43

www.americanradiohistory.com
WARN MOA ON PERFORMANCE ISSUE

"MOA still stands behind its compromise agreement (hammered out with copyright societies) and will respond to the recording artists' proposals. We're prepared to exercise uppermost effort."

The decision to meet here, instead of Washington, was the result of an MOA resolution based on the advice of MOA's counsel. "Had we met in Washington now, MOA executive vice-president Fred Granger said, "the Senate Judiciary Committee members would have told us nothing has happened yet. MOA's legislative committee is alerted and may have to go to Washington by the end of March."

Resolutions and agenda items:

- In a move to conform to more accepted association procedure, a resolution was passed to have MOA members elect directors and directors to elect officers.
- Convention committees discussed complaints about films shown, poor room conditions and drinks served in an exhibit area. These, and other convention problems, will be taken up in early meetings with exhibitors. The Sherman Hotel expects to have 50 per cent more remodeled rooms by Sept. 5-7, date of this year's convention.
- A membership study will determine types of members and dues in regard to the many jukebox firms now being acquired by large, national firms.
- Another study will be made

Bill Roberts, representing New Orleans mayor's office, presents city key to Music Operators of America (MOA) president Howard Ellis (right).
Set New MOA Election Plans
- Continued from page 43

The resolution, to be voted on by members in a mail vote, will result in the directors electing the nominating committee. The nominating committee performs two functions: nominating directors and making recommendations for the award of the past president’s council or such other Award as may be established by the board of directors. The nominating committee, comprised of all segments of the membership, consists of past presidents, directors, and their alternates.

All-Tech Set for Big Move
- Continued from page 43

"We’re planning on streamlining all our production methods," explained Leon Comber, assistant to vice-president Aaron Goldsmith. "We will really be following the G.M. assembly line concept. We will be producing considerably more with better quality control.

"Our idea is to put everything under one roof instead of having our operation scattered in five or six buildings. The new facility, which is scheduled for mid-summer completion, will contain more than 100,000 square feet for production and another 10,000 square feet for offices. Our conglomerate offices also will be integrated into the building. We will pay for itself. We’re going into all types of computerized machines. These new areas are unbelievable. They’re like human beings.

"As for the future, everything looks fantastic. The market is strengthening. We have a research and development department that is constantly trying to improve our current products and find new ones. We used to have to push but now we find that All-Tech has come into its own. We have a quality product and we’re in demand."
VICTOR'S NEW
77 SPECIAL
EXTRA CAPACITY
TOP . . .

Vendors Discuss Security
• Continued from page 43

right men on the trail and fol-
low-up. Analysis, he stated, in-
volved finding the symptom and
the cause—not just the problem
itself. He urged his listeners to an-
calyze the company's management
attitude, accounting control and
initiated that there must be a
change in that attitude toward thefts,
shortage control and shortages.

“Better management control,”
had, “is the best way to stop
losses.” Management, he in-
stated, is responsible in the long
run, for all shortages, “since
management means control.”

of the four points, he contended
that analysis is the most im-
portant thing in shortages.

Curris, formerly with Lyndon
B. Johnson's crime commission,
insisted that management was
lax. “We know that some em-
ployees steal.” He added that
most vending companies don’t
use security specialists, and
are most vulnerable. He urged them
to change their habits—"select
and report"

He reminded them of various
measures they could employ,
such as proper locks, guards,
machines. He admonished the
assembly for the excessively high rate
in the coin industry and decreed
the lack of plan against short-
ages. Curris explained that they
should check all their favorable
factors, as well as unfavorable
ones, and assured them that with
proper security measures and analysis,
their losses could be stopped,
could be recovered and it they could
increase and even double the

Because proper control sys-
tems are not enforced, he
explained, could explain
up to 2 per cent of the sales.

Curris deplored that with
so many discrepancies, man-
agement did nothing. He urged
them to continually check their
machines, locations and person-
nel. He added that discipline and
bank slips and paperwork
was advised.

Supervisors came under fire
from Curris, who insisted
they were responsible for discipline—
"that’s their first and principal
job." And he added that disci-
pline is the right and responsi-
bility of management—not
unions. Discipline is training
and instructing—not punish-
ment.

Batter Up!
Baseball Item Pitched

NAMAHears
Budget Speech

NVA: Almost a Sellout

CHICAGO—Only one exhibit
booth remains unclaimed for the
upcoming National Vendors
Association (NVA) Convention,
set for April 17-20 at the Hollywood
Beach Hotel, Hollywood, Fla.
Rolfe Lobell, chairman for the
19th annual show, reports that
this year's exhibits will break
records and that a number of
new products will be on display
for the first time. The convention
program will include the annual
dual session of Operators Forum, as well as
a number of speakers. A major
talk will be given by & Co. is
asked to make a presentation concerning
the applicability of new computer
techniques to the analysis of a
bulk vending route.

At a recent meeting in Chi-
ago, final preparations were made
for the convention. Those in
attendance were Jan Mason, Leo
Leary, Bob Kantor, Paul Cis-
man, Ed Jordan, Ted Raynor and
Morris Much. It was announced
at the meeting that NVA mem-
bers would present an award
entitled "Rescue of Little Nell", or
"There'll Always Be a Vending
Industry".

While the main convention
speaker has not yet been
named, the NVA is hoping to secure
someone from the Florida Legislature.
In addition, for the Florida situation,
the NVA reports that some cities
have voluntarily agreed to the acceptance of the proposals while
others have threatened to shut
down machines of those oper-
ators who do not pay the stated
rates.

According to the NVA,
several suits have been filed and a number of operators have
been tried into an escrow under protest. In addition, special legislation is be-
ing prepared for the Florida Legislature, which convories in April. Meanwhile,
the NVA believes that bills result in Florida will have a great
impact upon the South and
particularly Alabama, where the local fees are in many ways similar to those in Florida.

In Missouri a bill has been
introduced into the Legislature
that would eliminate the sales tax
on 15 cent and under sales for
those companies reporting on a
gross receipts basis. However,
another bill has been introduced
that would place a $3 per ma-
chine tax on all vending ma-
chines operating in the State.

Northwestern Unit
Has Slug Rejector

MORRIS, III.—The growth
of the flat top capsule vending
may result in solving one of the bulk
vending industry plaguses—slugs.
Northwestern Corp., here last
week introduced a new unit with
a sophisticated slug rejecting
mechanism. According to sales
manager W. R. (Ray) Greiner,
this is the first rejector on a bulk
vending unit in many years.

The new machine, called Clic-
s, is available with or without
the slug mechanism. With slug
rejecting capability, the machine
is only slightly higher, Greiner
indicated. "Most of our initial
orders from distributors are for
the model with the slug rejector,"
he said.

The capacity of the new unit
is 125 two-inch capsules, 380
one and one-half inch capsules,
3,050 100 count gum and 615
pieces of super size gum. A wheel
that separates the bad slug
dust being resided and this capacity
be about 615.

The unit measures 19% inches
high, 11% inches deep and
17% inches wide and weighs
30% pounds. It features a large
display area, is available in vari-
colors and adapts to all North-
western stands except the
Variable Professional.

Commenting on the coin
mechanism, which accommod-
ates 50¢ product by using
two quarters in succession,
Greiner said, "We have to make
slug rejectors available. This
used to be penny, nickel and
dime business but now with
quarters you're talking about a
lot more money."

LAUNCH BLUE SKY FIGHT

BOSTON—New England Vendors Supply, Inc., here in suburban
Allston, Mass., has taken several steps to prevent fraudulent
schemes. The firm’s president, Steve Miller, answered an advertis-
ment from an alleged suspect firm, notified the Federal Trade Com-
mission, handled one incident himself and put salesmen on the road to set up
legitimate

It’s often stated that blue sky operators work within the law,
Miller said. “Actually, the FTC regards their activities as misrepre-
sentation and illegal and is promising to work with us on the
problem.”

Miller’s own advertisements offer machines at $17.45, plus $5
if already on location. His salesmen are instructed to introduce bulk
vending “in a legitimate way and co-operate with new vendors.”

Northwestern Unit
Has Slug Rejector

NAMAHears
Budget Speech

LOS ANGELES—“Coinbox
planning or unconscious plann-
ing” was the workshop theme
emphasized during the 1969
American Merchandising Ad-
NAMAIWestern conven-
tion here, as he spoke briefly
on the fundamentals of the budget
for the vending industry.

The professor of economics at
the University of Georgia dwelled on the
role of the budget in manage-
moments and small businesses
should be used to control, co-
ordinate and forecast. “A man-
ger must plan with a system,”
he insisted. “Either you plan consciously or unconsciously. You are either systematic about your business, or you are un-
tempered.”

Utilizing slides and back-
boards, Gates demonstrated the
various non-budgetary devices
which also must be contended
with in vending management, such as
the various budget items. “Bud-
egets,” he exclaimed, “are not
the answer.” Budgets should be
seen as additional tools to help
the business along. “You can’t
put too much faith in the budget,
said Gates.

“Budgets are a device to help
the business run more smoothly,
he pointed out, “in planning
merchandising and forecasting; the
added, must control the budget.
However, he hastened to add
that the dangers of the budget are
the same as those of any economic
device such as “a budget can’t control moral, baseball clubs or intangible
assets. Budgets are used to control
the division against another, or
this is a moral factor.

MARCH 22, 1969, BILLBOARD
On the Street

BY RON SCHLACHTER

National Shuffleboard & Billiard Co., which introduced its new Congress shuffleboard line at the recent sporting goods show in Houston, plans to use it in its stores and as a trade show exhibit. According to marketing director J. F. Krug, the company has been very satisfied with the new line and is planning to move it into its new plant in Greenfield, Wis. The Western War to his youngest daughter, until Saturday (22) to contact Mike Steinhagen at Miller's Mill, Herold Goldstein, of Oak Manufacturing, is back at his desk after recent illness and looking forward to his youngest daughter, Martha Jane, to be married. The groom will be George Wilson, of Los Angeles, and the father of the bride, son, Larry, will not be able to attend the wedding due to a recent illness in Vietnam where the coach of Floyd Price is also stationed. Floyd Price is a member of the Los Angeles and Oak Manufacturing plants, and he is also stationed in Los Angeles. G. O. & W. Amusement, of Salt Lake City, who attended the recent Trades Fair, and Tim Smith, of Beautiful, are also stationed in the same city. Bill Wilson, of Ace Coin Vending, and his wife, Dean and Linda Mortenson, were in attendance at the recent tournament held at Lake Vienna, Wis. Glenn Jones, of Canfield, and Max Holt, of Glenn Jones, Inc., Kenner, are attending the recent convention. Bob Olen Music, Coliseum, is Larry's cousin. LeRoy Rice, of H. B. C. Incorporated, is also attending the recent convention. Hal Blumenthal, of Blumenschein, is a recent graduate of the recent convention. They outline the most advanced idea in the growing trend to the new business owner. If your competition is giving you location trouble...

If you may find the answer to this problem by operating the most advanced idea in bulk vending — the all new Victor...

Selectarama

77-88 console

With six different combinations to select from to fit any of your locations, Victor offers a wide variety of merchandising and coin combinations — 1, 5, 10, 25, 50, 75, 100. Front door operation saves 50% to 75% as a service. Big display, more profits. See your distributor for information and delivery date.

VICTOR VENDING CORP.

1175 South Wabash Ave.
Chicago, Ill. 60605

LEO HALPER, Seabrook field service technician, is shown here giving pointers to John Wallace at the recent service show held at the Seabrook Distributing Co., in Salt Lake City.

NAMA Talk On Efficiency

LOS ANGELES — Mathematically and computers seem to be the way out for vendors, according to Dr. Melvin Parsons, a speaker at the opening activities of the National Automatic Merchandising Association (NAMA) Western Convention here at the Ambassador Hotel. Parsons, director of the Bureau Business Service & Recreation at Eastern Michigan University, utilized a vendor presentation to bring across how businesses could be built up, and how mathematics could be used to help the vending industry.

In a generalized speech, suitable for any type business convention, he outlined step-by-step development of a plant, physically, revealing how similar application could be used in business. Parsons stressed that vendors should know how they should be run; the people they deal with; their surroundings; their market; their resources. He advised them to set up controls, and assign the right people to apply them.

NORTHWESTERN Model 60 Bunk-Pack

Will not skip or jam because of specially designed wheel and housing. Holds 1,000 independently wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum or TOFFEE ROLL SUGAR. Wrappers include comics and fortunes.

PARKWAY MACHINE CO.

77 N. Lake St.
Chicago, Ill. 60611
Phone: 212-533-3911

IMMEDIATE DELIVERY

VICTOR'S NEW '88' With Chrome Glass Frame Designed to get maximum sales with minimum servicing.

- Available in 1c, 5c, 10c or 25c coin mechanisms.
- Interchangeable Display Panel.
- Large capacity holds 320 Cents, 100 Nickels or Silver 0.50, 100 Dimes or 900 Nickels, 100 Dimes or 1000 Nickels. (Each coin mechanism includes a coin holder, coin box and coin container.)

For complete list, contact your distributor or write for complete details.

Stamp Folders, Lowest Prices, Write.

SAY YOU SAW IT IN BILLBOARD

MARCH 22, 1969, BILLBOARD
The new Rowe AMI Music Miracle Breakthrough!

New—
No lubrication for 5 years

New—
No preventive maintenance for 5 years

New RoweVue Slides

New 5-Year Warranty

New Change-A-Scene Front Panels

New “Wall-of-Sound” Side Speakers

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

www.americanradiohistory.com
Musical Instruments

Green Sidewalk Helps Music Dealer Promote Minn. Store

DULUTH, Minn.—The well-established music store needs unique promotion ideas just as much as any outlet, according to William Brander here who uses a green sidewalk in front of his 49-year-old store as a point of identification.

Brander’s Music Shop, which uses newspaper advertising extensively, as well as a regular radio show, often refers to the green-tinted store-front pavement installed some time ago. "The sidewalk was costing me $900 anyway," said Brander, "so the extra $100 for green chemical proved to be a good investment."

The store has one of the largest inventories of sheet music in Northern Minnesota and relies on it to build traffic. Much of the promotion for sheet music and instruments at Brander’s is carried on through the newspaper.

He does not believe in door-to-door solicitations, feeling that the cost is prohibitive and the music store runs the risk of irritating many people.

"Nearly 99 per cent of our business is now out the front door," he said. "When the customer comes into our store he is already interested and as the proper mood to be sold. When you go to his home you are forcing him to buy something he may not truly want and thus you are ran the risk of alienating him as a long-term customer."

The emphasis on instrument sales at Brander’s is directed to the individual. The manager believes this is more profitable and the store has largely discontinued calls on band directors in the area.

Profit margins on band instruments has declined to a point where the type of sale is not appealing to us," he said. About two thirds of the instrument sales at the Duluth store are to individuals, while the rest sold to schools on a regular bidding basis.

In recent promotions the store has featured Denny McLean in newspaper ads listing prices that start at $599 and merchandising the complete Hammond organ departments at Brander. The store is also suggesting the rental of Conn band instruments in small space newspaper ads.

Merson Unveils Uni-Fuzz

WESTBURY, N. Y.—Merson Musical Products Corp. has announced the development of an all-transistor fuzz unit called the Uni-Fuzz.

Model 250 is fully transistorized and produces a new dimension in special effects. Because of the AC operation, it gives maximum sustain and eliminates the possibility of losing power due to weak batteries.

The standard Uni-Fuzz effects can be varied with the three sold at built-in balance, expander and tone controls which produce the sounds being used by top recording groups. The unit has four controls which allow the player to control the range of sustained sound effects, plus the balance control which provides for transition from the effects back to normal tones. The Uni-Fuzz is designed to be placed on the amplifier and can be operated either manually or by an individual, heavy duty foot pedal.

Meanwhile, Merson also has introduced a new musical accessory called the Uni-Vibe. The combination speaker simulator and vibrato unit is pedal-controlled and produces a simulated Leslie sound. The Uni-Vibe can be used with organ, guitar, accordion, electric piano and electric band instruments. It is also being used with public-address systems to produce the vocal effects desired by recording artists.

The unit is fully transistorized and operates on AC.

Salesmen ‘Know’ Recorders

TAMPA, Fla.—Product knowledge is the most important factor in doing a consistently profitable tape recorder volume against a department store camera department background, according to Joe Maldonado, buyer for the 10 Maas Bros. Stores in west and central Florida.

Maas Bros. has more than tripled its tape recorder sales during the past three years. This can be attributed in part to buyer Maldonado’s theory of “making every salesman an expert with the tape recorders he sells,” using big, impressive color advertising to create traffic, and specializing in dependable, trouble-free equipment requiring a minimum amount of service.

For example, Maas Bros. sold 102 battery-operated portable units at $39.95 in three days recently and last year sold 46 $700 Ampex stereo units. One salesman at the Clearwater store broke every record when he sold two $700 Ampex stereos on a Wednesday and came back the following day to sell two more—all over the counter without the traffic normally associated with sound-equipment retailing.

Maldonado scoffs at the notion that “the public will go to a specialist to buy tape recorders of any kind.” When he took over the camera department five years ago, his aim was to produce a staff of practicing experts. Hiring managers and salespeople for the eight camera departments involved, he simply set out to make sure that every salesperson “knows the score” on any tape recorder sold and is able to pass it on confidently and intelligently to any prospective customer.

Methods

To accomplish this, Maldonado uses some highly unusual methods. For one thing, he keeps his salesmen busy with meetings, all aimed at product information, held in a restaurant, with Maas Bros. picking up the tab, and presenting factory representatives, designers and top sales figures from tape recorder distributing manufacturers.

With a half a dozen such events scheduled during the evening hours throughout each year, Maldonado amplifies the program with short daytime sales meetings held separately in stores which may be as much as 100 miles apart, and sees to it that every man attends.

Although visitors to every store in the group at least once and as (Continued on page 51)
You saw it in Billboard...

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

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

"HERE'S WHY ALL THOSE FAMOUS ARTISTS HAVE SWITCHED TO THE SHURE VOCAL MASTER"

Write if you have a problem with your vocal-projection.

SCHOOLS...HOTELS/MOTELS...AUDITORIUMS

The Shure Vocal Master has already replaced many much-more-expensive, complicated, so-called "deluxe" built-in sound systems from coast-to-coast. It has overcome difficult, almost insurmountable sound problems in night clubs, auditoriums, gymnasiums, fieldhouses, ballrooms, large meeting rooms, stadiums, ball-parks and public parks.

Exceptionally simple to operate. Portable—sets up in minutes. Rugged—stands up under constant on-the-road use and abuse...a natural for dependable use in fixed location. See your local Vocal Master specialist, or write for complete brochure.

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

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

SHURE BROTHERS, INC.
222 Hartrey Ave.
Evanston, Illinois 60204

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

We'll rest our case on your ears. Listen to the clarity of the vocals, the blending and balance of sound, the penetrating power that reaches to the back of big rooms without overwhelming the audience up front, the unlimited reverb effects, the absence of feedback. It's the first system that gives you recording studio control of vocals during live performances.

Dozens of leading groups have standardized on it...you owe it to your future bookings to hear what the Shure sound can do for your act!
U.S. Leads With Exhibitors At Paris Hi-Fi Festival

PARIS — The United States, with 15 exhibitors, was the major foreign participant in the 11th International Festival du Son, held here in the Palais d'Orsay March 6-11.

Stereophony, transistorized and printed circuit high fidelity equipment predominated at the festival, jointly organized by the Electronic Re-production and Recording Indus-

tries Syndicate (S.I.E.R.E.), the musical instrument trade as-

sociation. The National Federa-

tion of Electronics Industries, and the state broadcasting net-

works.

Of more than 400 exhibits, presented by 120 companies from 13 countries, all but 26 were stereo (or stereo-adaptable in the case of tape recorders) and 95 per cent of the electronic equipment was transistorized.

The festival featured new techniques, including the metal oxide lec-tro-conductor and the field effect transistor which, with the printed circuit and in-

terrelated systems, were improving clarity and reducing the size and cost.

The transistors circuits appeared in greater quantity, especially for preamplifiers and FM-AM tuner circuits. The trend is in the fact that 66 per cent of equipment on show integrated amplifiers which itself amplifies with tuners, or all three together.

MARTEL ELECTRONICS of Los Angeles, Calif., has a list of more than 50 tuners on display, 95 per cent were transistorized and 99 per cent, Maldonado commented, are the result of the tape equipment transistorized and 75 per cent, stereo or stereo-equipped.

Among new equipment ap-

pearing, the Festival was the first incorporated amplifier — pre-

amp, acoustic speakers and ampl-

ifier from the French company Arten; the Esprit-Ten, France, printed circuit tuner 325C, the Foster and Nowak, coil-tuner 403; the French Pinot Broadband console Vic-

310; and the British Truxox pro-

fessional integrated circuit tuner 209.

Novelties included the all-in-

one console, Galaxy, by the Paris, VA company containing film and slide projector, record player, electronic reproduction and tape recording facility.

The French high fidelity in-

dustry is about 50 companies and there was participation by the radio networks of Belgium, Britain, West Germany, Italy, Hungary, Japan, Poland, Swed-

en, Switzerland, Czechoslovakia and Yugoslavia.

As in previous years, the Fest-

ival included live music per-

formances under the sponsorship of the ORTF and technical discussions and lectures by experts from many European countries.

Salesmen 'Know' Recorders

• Continued from page 49

much as twice per week, Mal-


donado uses his own tape re-

orders for a unique contact with departmental salespeople and to make sure that they learn to use the recorders they are selling. This is in the form of recorded discourses on timely merchandising subjects, which Maldonado records in his home.

Using a variety of recorders, Maldonado makes certain that every man knows how to play the recording at its best, and in an effort to get a well-informed on days when "the boss can't make it" to this partic-

ular store.

Know Records

Next, Maldonado encourages each salesperson to learn the facts about each individual recorder model, taking it home, practicing on each technique, recording music, tapping the family, etc., for an easy speech which translates well to the purchaser. Should several salesmen note the same difficulty with any recorder, Maldonado immediately checks with the manufacturer to correct it, or the tape recorder goes out of the line.

All of the Mass Bros. camera

departments are complete, pro-

fessional-level departments, with top-line fridges and full ac-

cessories. It is the situation which tends to lend confidence to a recorder prospect. Each department has own field salesperson, usually spaced a few steps away from the recorder store, to display big, expensive stereo equipment, such as consoles, combination and speakers, and smaller, portable devices, ready to sell, ready to sell.

While this is definitely "mass display," Maldonado does not consider this an advantage, as people see recorders, instead, he regards each recorder as requiring an individual, highly knowledgeable, easily approachable, customer, who is the customer who wants to accomplish his tape re-

order, and then to sell him the proper unit.

New Allied Stores

DETROIT—Allied Radio of Michigan, Inc., subsidiary of Al-

lied Radio Corp., has opened two suburban stores here. The stores are located in the Bloomfield Mills Street Shopping Center, 2333 Telegraph Rd., Pontiac, and in the Madison Heights Shopping Center, 221 John R. Road, Madison Heights.

JOE MALDONADO, buyer for the 10 Mass Bros. department store in suburban central Florida, believes in mass display, but he also adds that this type of store ordering an individual, highly knowledgeable, readily available, customer, who is the customer who wants to accomplish his tape re-

order, and then to sell him the proper unit.

Chicago Meeting

CHICAGO — The Association of Electronic Manufacturers, Independent, held its meeting here Tuesday (18) at the Como Inn Restaurant.

Guests, the highlight of the meeting, were the Robert Sampson, manager of market development for distributor products, RCA Electronic Components, Harrison, N.J., and a veteran of 25 years with RCA. He will be "A Look at Electronics Industry for 1969".

The charts tell the story

THE KNIGHT-KIT KG-801 head-

phones are light in weight, have adjustable headband and padded ear cushions. With a suggested price of $5.95, the kit includes easy-to-follow instructions and six-foot cord with standard quarter-inch plug.
CMA Appoints Whaley PR Chief In 'Total Promotion' Campaign

NASHVILLE — The Country Music Association (CMA) has taken another stride toward total promotion of its people and product by adding a full-time public relations director.

Cecil H. Whaley, vice-president of Bill Hudson and Associates, resigned to assume the newly created position with CMA. Whaley will report directly to Mrs. Jo Walker, executive director.

Whaley, one of the most experienced public relations officials in the business, was hired after a lengthy screening process by the CMA Public Relations Committee. The committee had been instructed by the board of directors at its last meeting to find an individual to institute a strong program of public relations in behalf of country music generally and the association specifically.

Whaley has been directly involved in the country music industry since his retirement from the Air Force where he had spent 20 of his 26 years in public relations. He retired with the rank of major. As a member of the Hudson agency, he had worked on the CMA account.

The board decided that full-time efforts were needed to keep pace with the growth of country music. Whaley thus was lured away (with full knowledge and consent) from the Hudson Agency to devote this time to CMA and its needs.

Whaley is vice-president of the Middle Tennessee Chapter of the Public Relations Society of America.

Dozens of prospective public relations directors were screened before Whaley was selected. He assumed his new position March 15 and now will be available for contact at the Country Music Association, 700 16th Avenue South in Nashville. New offices are being established for him at the present time.

Flatt & Scruggs Split; Duo 20 Yrs.

"Earl has not appeared on the last couple of shows with Lester," Williams said, "and the chances are he won't in the future."

According to other sources, Flatt already has hired a new banjo player and mandolin player and plans to continue with the Foggy Mountain Boys.

The one-time students of Bill Monroe rose through the ranks of bluegrass music to become one of the most popular country recording and personal appearance groups in the U. S. Managed by Louise Scruggs, wife of Earl, they made regular appearances on the "Beverly Hillbillies" show and many other network spots. They were particularly popular on college campuses. They had worked as a team since 1948.

Flatt joined the "Opry" in 1948 as featured vocalist and guitarist. Scruggs joined the show a year later after working with the Morris Brothers in Spartenburg, S. C., and John Miller in Knoxville.

Flatt and Scruggs are under a five-year contract with Columbia, signed on June 30, 1968. They have been produced for the past two years by Bob Johnston after having been under the supervision of Don Law for a number of years.

Stringer, Brown Set Country Promo Co.

NASHVILLE—A new country music promotion firm, known as Exposure, Inc., has been formed this week by Lou Stringer and Bud Brown.

Stringer, former school teacher, sideman, publisher and publicist, said the firm would "offer a quality, businesslike approach which is backed up by years of experience and know-how."

Brown, a Canadian with a strong sales background, signed after a period of 18 months as personal manager of Decca artist Bill Anderson to join Stringer in the venture.

Stringer said the company would have a "public relations and promotion plan comparable with any offered in New York or Hollywood."

According to Brown, the firm fills a need in the country music industry. A minimum number of artists will be handled so as to assure the high standards planned for the service, he said.

When questioned, Brown said he and Stringer planned to take on approximately eight artists, and no more. "If we have to add later on, we will take on another member of the firm to handle the accounts."

Stringer played as a sideman for Wilma Lee & Stoney Cooper and several other "Opry" acts during his tenure with the show. Later he started a program of guitar teaching in the grammar schools in Nashville, only to give it up for various reasons. He ran a publishing firm and published a monthly newsletter, Countryfolks.

Brown worked in advertising and sales in Canada, in both the radio and newspaper fields prior to his departing Canada to take the managerial post with Anderson.

"Since he pretty much man—" (Continued on page 54)

BILLY GRAMMER and Roy Acuff, songwriter for Newkeys, select material for Bahari's initial session for release on the reactivated Rice label. Grammer is its new executive producer.

Country Music

Something's right with this new hit!

Waylon Jennings

'SOMETHING'S WRONG IN CALIFORNIA'

Published by: EARL BARTON MUSIC / BMI

Published by: EARL BARTON MUSIC / BMI

www.americanradiohistory.com
Newkeys Reactivates Rice
With Grammer at Helm

NASHVILLE — E. Jimmy
Key, president of Newkeys Mu-
sic, has announced the reactiva-
tion of Rice Records and named
Billy Grammer as executive
producer and label chief.
Grammer, whose name was
Mandel” was a tag on the label,
said that Roy Bahan, a song-
writer with Newkeys Music, will
be the first artist slated for re-
lease on Rice under his direc-
tion.
Key began the Rice label
nearly a month ago, then let it
become dormant. Now, with
Grammer giving up his road
appearances to devote full time
to production and to work with
his Grammer Guitar, Key plans
to go all out with the label.
Grammer said the primary
functions of Rice Records would
be to obtain quality masters and
to give talent opportunities for
success. He said he would be
open and receptive to hearing
new masters by independent
producers, and will use in-
dependent producers to help on the
Rice label.
Grammer said that Rice Records
is a better songwriter
than I am!

Fan’ Begins Service
For Unknown Writer

NASHVILLE — An admited
amateur in the music field, with
legal backing, has begun what
he calls a Song Bank, a means of
introducing work of unknown
writers to music publishers.

Charles Kinnard, whose only
relation to music is that of a
“fan,” said he is offering a serv-
ise to the amateur writer in turn
for a nominal fee.
For $15, Kinnard will “ex-
pose” the song to some pub-
lishers. The literature accompa-
nying the promotion states: “You
can send us a home or studio
tape recording of your song,
and we will try to place your
song with a publishing company.
In other words, your song will be
taken to different publishers to
be heard and if one of the
publishers likes your song, he
will take it and try to find an
artist to record it. If your song
is accepted by a publisher, you
will receive a standard royalty
songwriter’s contract for that
song.”
According to Kinnard, the
Song Bank would circulate the
song for a period of three
months, and then place it in
some sort of permanent catalog
or library for an additional
$5 fee.
With his promotion, Kinnard
includes a sheet advising aspir-
ing songwriters on steps to take
(Continued on page 54)

I THINK ALEX ZANETIS IS
A BETTER SONG WRITER
BETTER SONG WRITER

“She’s Lookin’ Better
By the Minute”

Exclusively on
DECCA RECORDS #32430

JAY LEE WEBB
LITTLE PEGGY LITTLE has a BIG, BIG Country Hit with...

“Son Of A Preacher Man” “One More Nightly Cry”

Produced by Henry Hurt
Published by Tree Publishing—BMI
Exclusively on DOT Records

Country Music
Nashville Scene

The Reed Welty publishing-production firm, which produced the Kathy Dee records on United Artists and Decca, has reactivated its B-W label at Wooster, Ohio. The new artists are Cliff Colson and Bob Lynn. Recent masters from the firm are currently being leased to national labels.

The outdoor campaign launched in 1968 for the Country Music Hall of Fame and Museum by the Country Music Foundation took top honors in the recent Nashville advertising Federation Diamond Awards ceremony for excellence of design. The board was designed by Bob Johnson who turned to commercial arts some years ago after an extensive and successful singing career that spanned the big band era. He sang with the best of them.

Earl Owens, president of L & O Talent Productions, announced the addition of Melo Montgomery to roster. She is a Capitol artist...

KUAD, Winshler, Coos, has sent out a plea to distributors to be included on the mailing list. It’s now a 100 per cent country station.

Bill Anderson and his Po Boys, along with Jan Howard and Don Bowman, set three new attendance records within a week’s time. In Gainesville, Fla., the show played to two standing room houses. Two days later the show played Macon, Ga., and drew the largest audience recorded in the municipality’s new city auditorium. The next date was Dothan, Ala., where—joined by Del Reeves, Porter Wagoner and Delmar Porter, they set more records. All these acts are booked by Hubert Long, Ralph Paul, national promotions director for Dal-Hart Enterprises, will reduce his hours at WENO Radio to devote more time to Dal-Hart and other music industry endeavors.

George Brent and his wife, Deena Harris, have delayed their move here due to a two-month... (Continued on page 55)

Unknown Writer

• Continued from page 53

to protect their song, including early copyright and notarizing. Kinnard says that such submitted songs will be received, and will be “worked” for a 90-day period. He makes it abundantly clear, he does not guarantee any results from the work.

The Song Bank originator said he had access to some publishers here, and not to others. However, he stated that if he came up with good material, he felt all doors would be open for me.

“This is strictly for the songwriter who doesn’t have the time or money to come to Nashville to try to push his own song,” Kinnard said.

He said all of the details had been worked out legally, and he had cleared his plans with leading officials of the city. Kinnard said his service would begin immediately.

Stringer & Brown

• Continued from page 52

aged himself,” Brown said, “my work was primarily of a promotional nature.”

As to what specific services the firm would offer, Stringer replied that they would be “quality news releases and personal contact with radio station program directors and music directors.” He said he could not reveal any further plans, “We will have quality talent, and nothing else,” Brown added.

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WCLU, Royal Distrib Tie Prompt Display of Singles

CINCINNATI — Major department stores and discount houses and their branches in the Cincinnati area numbering some 33 outlets, are for the first time rocking and displaying the top country singles in their record departments as a result of a promotional tie-in engineered by country music station WCLU in co-operation with the Royal Distributing Co., local record distributor.

The displays, changed weekly, are built around WCLU's "Big CLU 32," the station's weekly country music survey, copies of which are furnished in quantity free to the various outlets. Dave Floyd, WCLU program director, worked with Paul Smith, Royal Distributing representative, in presenting the plan to the stores.

Bobbi Ulson, WCLU music director, is responsible for the station's weekly surveys.

WCLU introduced the modern format to the Cincinnati area on its original broadcast date—Oct. 29, 1965. Iris Schwartz is WCLU president and general manager.

Manning the country turn tables at WCLU are Nelson King, who for eight years in a row was named the No. 1 country disk jockey in a poll conducted by Billboard among the nation's disk jockeys a few years back, and Jimmy Logan, a veteran of 18 years in the country market, as deejay and artist.

Another recent WCLU innovation is a country music advisory board, made up of top names in the country music field, which meets at regular intervals for the purpose of furthering the development and acceptance of modern country music.

Williams Food Agency Rolling

NASHVILLE — Ground-breaking will start in 10 days for the pilot building of the Hank Williams Jr. Barbecue Pit, Inc., a fast food franchising agency.

The young singer, who will lend his name to the business, has surrounded himself with knowledgeable businessmen. Casey Jenkins, president of the firm, is a civic leader and has long been involved in the entertainment field. Jim Ragan, vice-president, has been in the broadcasting business since 1955, the last 11 years of which were with WKDA, Buddy Lee, personnel manager for Williams, also will be active in the firm.

Each of the barbecue pits will include Williams' music on a special sound system, and the sign outside each franchise will be in the shape of a giant guitar with blinking neon and flashing letters.

机构 on Music Law Readies Session Opener

NASHVILLE — Final plans were announced this week for the Institute on Legal problems in the Music Industry, sponsored by the Vanderbilt University School of Law in co-operation with the Tennessee and Nashville Bar Associations, and the Nashville chapter of NARAS.

The institute, presided over by attorney Richard Frank, and L.P. Meele Haggard has done his first network show of the new year, appearing on the "Glen Campbell Show." Kenny Roberts received a standing ovation at his appearance at the Flame Club in Minneapolis. It was one of the rare spontaneous bursts lately.

After a seven-year hiatus from recording, and 11 years since his last album release, Jimmy Wakely has been called back into the recording studio. Many of his songs have endured the test of time.

As a result of his recent release of "HeARTACHE," recalling the Red Wynn hit of the 1930's, Four King, from Midland, Tex., is the newest member of the talent roster at Entertainment Associates, the Hollywood-based personal management firm.

Don Jackson is the new promotion manager for Stop Music. Peggy Scott and Jo Jo Benson had to miss the NARAS presentation because of a long engagement at Boston's Sandbar. Jack Kendall, who resigned as president of the BMI Board of Directors, has taken over as president of the Cincy Brothers Fan Club. The Frank Jackson Gang drew an audience from four States in an appearance at the Graham Hotel in Sterling, Colo.
WHERE
THE
BLUE
OF THE NIGHT
MEETS
THE GOLD
OF
THE DAY

HANK
LOCKLIN

Exclusively on RCA RECORDS

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CHUBBY CHECKER IS BACK WITH
THE SINGLE YOU’VE BEEN WAITING FOR

ON

BUDDAH RECORDS

OF COURSE!

Buddah Records is a Subsidiary of Viewlex, Inc.
Produced by John Madina for John Madina Enterprises Ltd.
**CLASSICAL**

**BERLIOZ: SYMPHONIE FANTASTIQUE**

The rich colors of Berlioz's masterpiece come to life in an exciting sound space familiar under the magnifying condenser of Leonard Steinbach, who directs the superb New Philharmonic Orchestra in a vibrant performance. With the soloist performing in a manner reserved for Berlioz in the scores, his playing was a treat to hear. The symphony, a work of art that has been renewed interest in Berlioz, which this pressing should take full advantage of.

**TEMLHEVSKY: SYMPHONY N° 1**

Draze gives a sensitive, thoughtful, and persuasive reading of the "Symphony No. 5." He excels on color and highlights the mood changes in an altogether effective performance. The "Rape of the Sabine Women" theme is particularly fine, the conductor achieves a beautiful balance, and full musical values in striking performances.

**COUNTRY**

**MEL TILLIS: Who's in the House?**

Mel Tillis, whose single "Who's in the House?" is still high on the Country chart, has a new album by the same name that can't miss on any country shelf. It features favorites like "Kung Lwa," "Daddy Sharp Banz," and "Tangled Country Accordion," as well as the title song with every cut a treat.

**VARIOUS ARTISTS: Bubble Gum**

Here's a powerhouse package of "bubble gum" that can't miss, with 14 big hits and 2, 3, 4, Red Light" by the 1910 Fruitgum Co., "Tishie Meister" by the Ass Nixons, "Pineapple" and "Jilly Jingle" by the Lemon Pipers, plus efforts by The Kalamazoo discovering the Shadows of Knight.

**POP**

**THE MANOVANI SCENE—**

There's little better music around, in arrangement and style and pure understanding. The lead vocals are provided by Mark Lindley, and the backing by the Radios. The strings are never lush, and the leadership of Mannoni, Strings were never louder. "Danish Blonde," "Sandy Bull," "Thinking," "Blue," and "Daffy." All in all the man at his peak, behind a large-scale promotion drive by the label.

**BILL WATERS—**

Medley's second solo flight defines every-\S.**

**1971 FREEDOM CO.**

An intricate and thoughtful musical trip. Sandy Bull creatively provides for the listener a bridge through a mystical mystery that they can experience as much on their own as Sandy and his group experience it. The freedom from any boundaries leaves the listener open to contribute much of himself to his wishes, which, in itself, is a white challenge.

**SOUL EXPLOSION—**

The final cut on this single is "Walk the Hurri-\S.**

**TONY MOTTOLA JOINS THE GUITAR UNDERGROUND**

Without doubt, Tony Mottola is one of the finest guitarists in today's pop scene and this twelfth entry is a gem. He takes on an array of current pop hits, and makes them his unique touch. The effect \(\text{**RCA Red Seal 50055** (S)**} \)

**CLASSE**

**CLASSICAL GUITAR—Jillian Bridge**

Returned guitarist Jullian Bridge has his colorful and exciting guitar dynamic to work for him. The recording itself is re-\S.**

**SOUL BULL—**

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TOMMY GROSSO, CURT JOHNIE & MIKE ZACK, performed with power, energy and the rock-in-blues material, self-penned and stormed through their debut sampler of heavy rock-'n-blues material, and the results for their future are evident in this set. The Chicken Shack is strong vocally and instrumentally, with straight blues in such numbers as "Tell Me," and the rock-in-blues numbers as "Swingin' Stick" and "I Want You." The group should go a long way in U.S. popularity.

CREATIVE CROWD—Themes from the Par-Mike Sharp—Mystic Harper & Rowe—World Pacific WPS 21882 (S)

PUNK—Vanguard Aperture VSO 4610 (S)

LLOW PRICE POP

FOUJAN & JOHN DENHOUR—Stumbling—Vanguard VSO 4601 (S)

LOW PRICE POP

POP

BROOKLYNS—Anywhere U.S.A. Capital ST 104 (S)

The latest display of the talents of the various members of the Brooklynites range from vocals by Dan Rich and Doyle Holly to instrumental standards by Rich on piano and Tom broccoli on drums and steel guitar, but the best tune on the album is "Pennsylvania," featuring the tremulous guitar playing of Dan Rich.

COUNTRY

SOUNDTRACK—The Big Picture Warner Bros.—Seven Arts WLS 1721 (S)

COUNTRY

LOW PRICE

SCHUBERT, PIANO MUSIC AND SONGS—Feeling/Begin. RCA Victor VS 1105

STAIRS: THE CROSSLAND—Cook/Tibbitts/Cook. CIC 1200 (S)

HANDEL: ALEXANDER'S FEAST—Various Artists, Symphony Space, Hillcrest. Everyman SKY 280/2 (S)

MUSIC FOR A WHILE (SONGS OF PURCELL)—Deluxe/Carolla (S)

PURCELL: THE BOY—Jubilee. RCA Victor VS 140 (S)

BARNET: ANDREWS MUS. 570 & 106—Various. Columbia/AAB (S)

* Continued
George Frideric Handel

The complex and foreboding passages which are accompanied by some facile tenor work and driving effort all around.

The drummer's voice leads this distinguished group in an inspiring, technically brilliant "Double String Quartet." Piatigorsky's cello, Fissel's viola and Hurwitz's violins and violas are linking partners of the Slavic strings, executed with power and passion by Prine and the orchestra.

Ornette Coleman

A striking pictorial of the Sibelius imagination, executed with power and passion by Wayne Henderson.

Claude Debussy

This album with broad sales appeal. Arranged by Wayne Henderson.

Ornette Coleman

The result is a striking pictorial of the Sibelius imagination, executed with power and passion by Wayne Henderson.

Benny Goodman

Mr. Warmth" is back with his second Warner Bros. album, and it should quickly meet the success of his initial effort. In a deeper pocket than before, he finds his best work to date embellished by Tony Breaux, Frank Sinatra, Bob Hope and more, plus a wide variety of solos ranging from TV game shows to marriage and death.

ALBUM REVIEWS

BB SPOTLIGHT

Best of the album rebests of all the week in all categories, as picked by the BB Review Panel for top sales and chart movement.

SPECIAL MERIT

Albums with sales potential that are serving at special consideration at both the dealer and radio level.

FOUR STARS

* * * * Albums with sales potential within their category of music and possible chart items.
**SPECIAL MERIT PICKS**

**POPULAR**

**HUNTON BANNISTER**—Andy Warhol of Shinnny. B.F.C. Value LP 7931 (S)

**Bobby Vee**—Gates, Grills & Railings. com e this, as will any enthusiast of Pop Quality mixed mood.

**BOBBY VEE**—Gates, Grills & Railings. com e this, as will any enthusiast of Pop Quality mixed mood.

**VIKKI CARR**—For One in My Life. Liberty LSP 7004 (S)

**Original color art by Alan Aldridge**

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**LOW PRICE COUNTRY**

**CHARLIE MONROE**—Who's Calling This Woman Now? RCA VICTOR VS 25170 (S)

**The Street**—Charlie Monroe, prime mover of the new style of recording, has refined his recorded material. Monroe has remodeled the Monroe's Barn onto a landmark to which has gone up. In the Millers, 'The Street' Morning Hour has moved to a new location. The Monroe Barn Band is a combination of the bluegrass band and the Monroe Band.

**CLASSICAL**

**RANDEL THEODORA—Various Artists**—Eng. K-1213 (L)

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DISTRIBUTING SERVICES

ATTENTION: RECORD OUTLETS.
WE NEED YOUR HELP to prevent misconceptions and inaccuracies in the 35 word, also called a REPRINT or professional tract.
NAME: Roman Road, Box 64, Dep. 2, Boston, Mass. 02102.

MASTERS WANTED FOR RELIABLE AND APPROXIMATE
classified ads in Billboard, properly addressed to:
NAME: Roman Road, Box 64, Dep. 2, Boston, Mass. 02102.

PROFESSIONAL SERVICES

JOCKS: "FANTASTIC PLUNES" ARE

JOKES: "I'M A JOKER" (3000)

LORE: "OURS IS A ECSIS TIMES" (1400)

MARKETS: "LIVING IN THE AGE" (1400)

WANTED PRINTED IN A

America's History in Radio

National Record Promotion

You can promote your product in Billboard.

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WANTED:

TAPES

WANTED:

PROFESSIONAL SERVICES

HELP WANTED

AMERICA'S HISTORY IN RADI0

SITUATIONS WANTED

MISCELLANEOUS

PUBLISHING SERVICES

INTERNATIONAL EXCHANGE

ENGLAND

RECORD IMPORTERS

Please Note!

We are U. K.'s Largest Exporters of
BLUE BEAT SKA and R&B Records

Send for Free Samples Now

Export Prices.

2/9d singles & 12/6 15/ps

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London N.D.10, England

Phone: 01-965-2267/8

"YELLOW SUBMARINE": LP, Hendrix

Pamá Records, Ltd., 78, Craven Park Road, London NW.10, England

Phone: 01-1965-2267/8

Amos Distrib to London Canada

TORONTO — London Records of Canada has announced the acquisition of the exclusive Canadian distribution rights for the newly organized Amos Recordin Canada. 

Based in both New York and Hollywood, Amos Records was recently founded by record producer Jimmy Bowen. The initial Amos release in Canada has not yet been announced.

Seek Broadening ‘Ceili’ Marketing

TORONTO — Following the Canadian success of "Let's Have a Ceili," an LP of Irish folk dances, record labels are keen to take Toronto performer Larry McKee, the Canadian Music Sales Corporation is negotiating the release of the album in the U.S., Ireland, Australia, and South Africa.

The label is also rush releasing two "Ceili" LPs. One, "Come to Erin," is a best-seller by Larry McKee and his band Irish Rover.

5.5% Payment: Hike Is OK

LONDON, Ontario — In questionnaire two Canadian radio stations concerning their music programming policies, the Canadian Broadcasting Corporation has revealed it is concerned with the apparent lack of Canadian recordings getting airplay. The two stations questioned at the hearing here last week were CKLW, Windsor, and CFPL, London.

Both stations stated that 15 to 20 per cent of programme music in Canadian, but also implied that anything recorded by a Canadian artist — not just physically produced in Canada — fitted this description.

CKLW general manager, C. N. Knight, told the Commission that its station (AM and FM) played at least seven selections a day from the Canadian Talent Library, and filled in the rest of its 20 per cent with recordings by Canadian singers and groups, including Gordon Lightfoot, Buffy Sainte-Marie, and Steeplecod.

"LIGHTFOOT TO RECORD LIVE"

TORONTO — Top Canadian record seller, Gordon Lightfoot, who will be releasing an unprecedented four concerts in three weeks at Toronto's Massey Hall March 29-31 will record a live LP during the concert series.

The album, released on United Artists, will be a double set, produced by Elliot Mazer who produced Lightfoot's last LP.

Two of the four concerts are to be recorded in their entirety and plans are to record many of the older and better known Lightfoot compositions in up-dated fashion.

Depending on the quality of the recordings, the album will either be all live or only partly augmented by studio tracks.

David Brodeur, right, promotion manager, Quality Records, Quebec sales division, presents singer Neil Sedaka with a gold record for equivalent sales of one million in Canada for "Star Crossed Lovers." Also present is Claudine Vallee, French Canadian artist.

"From..." Page 64
Argentina Orders One-a-Day Format; Other Radio Changes

BUENOS AIRES—Argentina radio networks are to limit their news broadcasts to one a day—36 in all—all to be scheduled at specified times.

Spain Picks Fest Entry

PALMA, Majorca—"Vivo Contigo," by Aniano Alcolea and Mari Jose de Cervantes, has been selected to represent Spain in the 1969 Eurovision Song Contest in Madrid March 29.

The song will be sung by Beller artist Salome and is published by Ediciones Beller. Selection of the song was made during the First Spanish Song Festival in Palma, Feb. 20-22, which featured 74 songs from 11 numbers. The 10 songs were interpreted on the first two days of the Festival (five each night), by Salome and second version were performed by other singers.

On the final day, which featured the final voting was by a national panel of 14 jurists in various cities of Spain.

Teal Acquires 7 Firms for $5 Mil.

*Continued from page 1*

All three companies were estabished and developed by H. S. Liebgott.

The other four companies are Marketing Music, Ltd., Teal Transwale, the Cape and Rhodes, and Record Pressings (Pty) Ltd. They were established by David Manley.

The RCA Record Club is the only record club in South Africa that does not have 'franchise agreements with all the major recording companies in the country. It does between an estimated 15 and 20 per cent of the total LP record business in South Africa.

Associated Book Clubs is the largest book club in South Africa, and enjoys two major franchises with two world-wide book clubs, Doubleday and the Paul Hamilton Group.

Imber Ltd. is a direct mailing discount house covering primarily household furnishings. The Mail Shop also contains cassette sales, and specializes in films for television and the production of commercial forms and educational forms for TV and radio, and the pressing of records. Record Pressings (Pty) Ltd. has its own record pressing factory at Wynberg, near Cape Town.

"By bringing all these companies under one umbrella with Teal Records, we have a unique and powerful setup covering most of the popular music and some of the classical market," said A. G. J. McGrath, chairman of Teal Records, in Johannesburg this week.

...have big plans for the Record Pressing factory and the international channel a considerable volume of pressings through the plant. One of the most important developments will be the manufacture of 8-track musical tape cartridges, for which there is an enormous demand. To date we have had to import freight supplies from abroad, but now we will produce them locally.

...The manly van Niekerk acquisition will give us a great advantage if television is introduced in South Africa.

...The purchase price of the Liebgott interests is being settled by the issue of shares in Selected Managed Investments—of which Teal Records is a subsidiary—at $2.84 per share, and the Manley van Niekerk companies will also pay fully paid shares at $3.46 in exchange for their entire issued share capital.

Liebgott and Manley will continue to control the other companies that they have established and will join the board of Teal Records.

Peavey Transforms in Mental World, Women's World

In their daily programming they are allowed to choose any one group, single of writer. Compositions will be played at least twice and interpreted after they have been broadcast.

No Commentary

Disk jackets are prohibited from making radio announcements.

Atco U.K. Bow Via Polydor

LONDON—Polydor will launch Atlantic's subsidiary label Atco in the British market in April. Hitherto all Atco product has appeared on the Atlantic label here, which is released under license by Polydor. First Atco release in the U.K. will be the album "History of the Blues," previously Polydor has imported this disk on the Volt label. Polydor will also be importing material by Sonny and Dave as well as the rest of the Oris Ridding catalog on the Atco label. Product from these two acts was not included in the transition to the Volt label but EMI here after its acquisition by Paramont.

PYE, DISNEY DISTRIBUTED DEAL

LONDON—Pye has gotten distribution rights in the U.K. and Eire to the Disneyland and Buena Vista labels. The two lines, which are independently run by the Walt Disney organization in Britain and currently pressed, have previously been distributed by EMI. The Pye deal was negotiated by Disney music president Jimmy Johnson on his current visit to London. The company's chief executive officer, head of European arm of Disneyland, announced the agreement.

Weintraub commented: "We feel that Pye's method of direct selling should be imported to EMI to fit our requirements more precisely as our book-record combinations have high visual impact."

Hispavox Claims Raphael's Contract Valid, Exclusive

MADRID—Hispavox has lodged a judicial claim, based on the ruling of the Spanish Supreme Court, that singer Raphael's contract with the company is still valid and exclusive. Raphael had contended that the necessary recordings re- quired to complete the contract were not made and the contract was void. The company has also lodged a claim for $7 million from Raphael's 

The company, which acquired $1.6 million worth of 68,975 shares in the company, has been awarded $21.2 million in damages.

Raphael, the BMI company, for whom Raphael was judged by the Supreme Court to have recorded illegally, is also suing the artist for damages following its legal obligation to withdraw all Raphael's Odeon recordings from the market.

Current, the only Raphael recordings on sale in Spain are those he made for Hispavox before August 1967, when he broke his contract to switch to EMI's Odeon label.

Meanwhile, Raphael's latest move, "El Golfo" (The Bum), has been previewed here and the singer is just completing its fifth film, "El Angel," written and directed by Vicente Escriva and distributed worldwide by Columbia Pictures and in Spain by Mercurio Films.

After an appearance at the Hotel San Jeronimo Hilton, Puerto Rico, from Feb. 20 to March 9, Raphael appeared in Mexico City Tuesday (18), and on April 14 and 15 will appear in TV shows at Sao Paulo and Rio de Janeiro.

W. Germany Record Sales Up 19.8% in '68

HAMBURG—Record sales in West Germany for 1968 were 9.8 per cent up over 1967, according to the Bundesverband der Photographic Wie, the German record industry association.

Sales in 1968 totaled 68.9 million records and total turnover passed the $125 million mark.

Of the total unit sales, 8.2 million were of classical albums—14 per cent increase on the figure for 1967. With classical sales now accounting for 25 per cent of turnover, West Ger-

Frida Boccara's Comeback

paris—Philips artist Frida Boccara made her recording comeback after an absence of nearly four years to become France's representative in the Eurovision Song Contest in Madrid, Saturday (29).

Mme. Boccara, together with the independent company Festival, was chosen by the special Ottawa meeting of the group after recommendations from the countries.

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CBS-Italiana-CGD Record Sales in 'Healthy Increase'

MILAN — CBS-Italiana-CGD record sales showed a healthy increase in 1965, according to Giuseppe Giannini, sales director of both companies.

Sales of singles were up only 10% in Italy, but they increased 17% in 1964. The CBS-CGD 1964 figure and represented about 18% per cent of the total Italian singles in 1965.

Singles of "12-Inch 1.P" showed an increase of 26% per cent over the 1964 figure.

Discussing Italian market trends, Giannini said: "The fast-selling records on the Italian market are those sung in Italian, either by native or foreign artists. Whereas a No. 1 hit, often foreign song, in the U.S. can sell between 500,000 and 1,000,000 copies, in Italy a No. 1 single can sell only from 150,000 to 250,000 copies.

Giannini attributed his company's success to "the new phenomenon of Italian music in 1966." He said that sales of "Dolce" and "L'amore" were the most successful singles of the year.

The sessions are expected to yield two albums which will be released in the U.K. by Polydor and in the U.S. on Philips.

MPS U.K.'s Five Cut of Clarke-Boland Band

LONDON — The Kenny Clarke-Francis-Boland Band was recorded live on the last three nights of their two-week engagement at Ronnie Scott's Club, London, for the German label, MPS, to which they are under exclusive contract.

Recording engineer Wolfgang Hirschmann was in Rome to supervise the recording sessions. He is now in Paris, recording the MPS Supervision's Adrian Kerber and the MPS Supervision's Adrian Kerber.

The sessions are expected to yield two albums which will be released in the U.K. by Polydor and in the U.S. on Philips.

Commercial Radio Goal

LONDON — At least 100 local commercial radio stations will be set up by the Conserva
tive Party in the next general election.

This was revealed by the post
general Paul Bryan at a meeting of the Home Office and the Postmaster General.

Under the Tory plan, the Inde
dependent Television Authority, which will be the licensing body for inde
dependent radio, will be replaced by a "Broadcasting Authority" which will control the independent radio services.

Bryan said that the suc
cess of the new "outlawed" radio would depend on whether or not the state would allow it to continue.

Angels will be charged with all releases from abroad and will be responsible for the ac
dquisition of foreign catalog for U.K. release.

RFC Radio Staff Changes

LONDON — RFC here is planning to appoint a manager of creative services and is re
alizing staff responsibilities so that four managers will report to him. Until the appointment is made, RFC Records director Brian T. N. will act as creative services manager.

The four managers under him will include an ad manager, who will be in charge of advertising and promotions, and a director, who will fill the position of chairman, who has been appointed head of the company.

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Sonet Gets 'Run' Tune From Intune

LONDON — In an article on Sonet in Billboard March 1, it was reported that Sonet had obtained its first op
tion on the publishing catalog of Zephyr Music, owned by Peter Callendar and Michael Meade.

In fact, Sonet acquired one tune. "Run, Run, Run, Fly" from Intune for Scandinavian and secured an option on the song.
The Music of the World

MARCH 22, 1969, BILLBOARD

SONNY ROLLINS: Two albums by pop singer that sells well in Japan
depart to be released May 6

SONNY ROLLINS: "I can't imagine a better performance than the one I did at the show in Tokyo. It was a success and I've never heard a crowd get so enthusiastic." And he did it with a quintet that included Eumir Deodato, Roy Ayers, and Tony Williams.

MUNICH: Vicky (Philips) received a gold disc on Feb. 26 for 1 million copies sold of "Fusion" and "Joy." The album was recorded in Munich with the Symphoniker and the Munich Symphony Orchestra. The album was also released in Japan.

Berner Konzert: Vic Damone will be performing in Bern on Feb. 28 at the Berner Konzert. He will be accompanied by his band, which includes saxophonist Bobby Shew, drummer Jack DeJohnette, and bassist Jim Horn.

London: Sonny Rollins has returned to London to record for the United Artists label. He is scheduled to record with a band that includes saxophonists Stan Getz and John Coltrane, as well as pianist Herbie Hancock and bassist Ron Carter.

New York: The New York Philharmonic will perform under the baton of conductor Leonard Bernstein at Avery Fisher Hall on March 1. The program will feature works by Mozart and Beethoven.

Tokyo: The Rolling Stones have arrived in Tokyo to begin their sell-out tour of Japan. The band is scheduled to perform at the Nippon Budokan on March 5 and at the Yoyogi National Stadium on March 7.

STOCKHOLM: Merit Hemmingson has signed with Philips in Sweden. She is scheduled to record her first album for the label in April.

London: The London Philharmonic Orchestra has announced that they will perform a concert of works by Beethoven, Mozart and Chopin at the Barbican Centre on March 10. The concert will feature soloists including pianist Joséfina Ribeiro and violinist Gidon Kremer.

New York: The Metropolitan Opera will present a revival of Puccini's "La Bohème" on March 11. The production will be directed by Robert Carsen and conducted by Daniel Barenboim.

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MARCH 22, 1969, BILLBOARD

Argentine Orders One-a-Day Format

Page One Signs 2 Irish Artists

London: Page One has signed two Irish artists, country singer Maura Reilly and Ballard McNamee, to its roster of artists.

The Mitchell LP "Irish Balladeer" will be Page One's first release. The album will feature songs by Irish composers, including "The Parting Glass" and "The Wexford Waltz." The release will be promoted with a campaign of newspaper and magazine ads, as well as radio and television spots.

Sonet Pub, Prod Move in London


London Area

Frida Boccaccia: Continued from page 65

Miss Boccaccia, who recently performed at the Bra- son Festival in Romania, has announced that she will tour in Moscow and Warsaw in May and June.

The top independent label in the country, the Independent Record Company (IRC), has announced that it will release a new album by The Who. The album, "Who's Next," will be released in May.

The album was recorded in London and produced by the band's manager, Ken Passmore. The album features new songs by Pete Townshend and Roger Daltrey, as well as a cover of the classic Who song, "Pinball Wizard." The album was recorded with the band's regular touring band.

The album was released in the UK on May 5 and has sold over 100,000 copies in the first week. The album was also released in the US and has sold over 50,000 copies.

The album was produced by the band's manager, Ken Passmore, and engineered by Richard Kershner. The album was recorded at Olympic Studios in London and the band's home studio in England.

The album was released on the band's own label, Who Records, and has been critically acclaimed by music critics. The album was nominated for a Grammy Award in the Best Rock Album category.

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<th>Argentina (Texto Escrito a la Mano)</th>
<th>Llamadas locales originarias</th>
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<td>This Week - Last Week: 1</td>
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<th>Brazil (Sin Palos) (Concurso: &quot;R.I.O.E.P&quot;)</th>
<th>Licencias locales originarias</th>
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<td>This Week - Last Week: 1</td>
<td>TOIR WITH LOVE--Lola</td>
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<th>Britain (Concurso Record Retailer)</th>
<th>Licencias locales originarias</th>
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<td>This Week - Last Week: 1</td>
<td>WHERE DO YOU GO TO--Ray</td>
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<th>Denmark (Concurso: Danish Group at International Record Federation)</th>
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<td>This Week - Last Week: 1</td>
<td>STARTED A JIVE--Ray</td>
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<th>Japan (Concurso: Original Country Co., Ltd.)</th>
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<td>This Week - Last Week: 1</td>
<td>LIGHT BLUE YOHORASHI-KE</td>
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<th>Puerto Rico (Concurso V.Y.N. Latin)</th>
<th>Licencias locales originarias</th>
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<td>This Week - Last Week: 1</td>
<td>QUEERIAL--Marcelino A. Montes (RCA)</td>
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<th>Spain (Concurso D.E. Gran Musical)</th>
<th>Licencias locales originarias</th>
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<td>This Week - Last Week: 1</td>
<td>LAS FLECHAS DE ALMÁS--Fernando (Sonoro)</td>
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<th>Mexico (Concurso: Radio UNI)</th>
<th>Licencias locales originarias</th>
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<td>This Week - Last Week: 1</td>
<td>ESOS FUERON LOS DIAS--Ray</td>
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<th>Singapore (Concurso: Radio Music)</th>
<th>Licencias locales originarias</th>
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<td>This Week - Last Week: 3</td>
<td>BUILD ME UP BUTTERCUP--Ray</td>
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<th>New Zealand (Concurso: New Zealand Broadcast)</th>
<th>Licencias locales originarias</th>
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<tr>
<td>This Week - Last Week: 1</td>
<td>ONLY ONE WOMAN--Martha</td>
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<td>This Week - Last Week: 1</td>
<td>ORVAL DE-OLIBADA--</td>
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<th>South Africa (Concurso Sunlight-Record Southern Africa)</th>
<th>Licencias locales originarias</th>
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<td>This Week - Last Week: 1</td>
<td>ORVAL DE-OLIBADA--</td>
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|www.americandiscography.org|
Eternity's Children
A New Single Hit
The Sidewalks of The Ghetto

Produced for Crocket & Co Productions by
Chips Moman & Tommy Cogbill
Music, that is. Back in '60. It was called "Itsy Bitsy Teeny Weeny Yellow Polka Dot Bikini." Remember? It sold well over a million.

Then there was "Sealed With A Kiss" and "Jenny Come Lately." More bubble gum. More gold records. There've been many more. Most recently "Tragedy." More bubble gum. And now "A Million To One" (Dot 17222).

Another hit. "Tragedy" and "A Million To One" are both on Brian's latest Dot album (DLP 25926). It's a hit kit.

Brian Hyland. He's not your Cream. Or your Fudge. What he is is your bread and Buddah.
Special Merit Spotlights
Spotlighting new singles deserving special attention of programmers and dealers.

**BOBBY VINTON—** TO KNOW YOU IS TO LOVE YOU
Prod: Billy Sherill (Vogues, BMI). With revisions being "in" today more than ever, the Vogues have scored another hit. And it's a winner. Listen to the hit on the Vogues' excellent new album. Flip: "The Best of My Heart." (Feather, BMI). Epic 5-10461.

**THE WHO—PINBALL ZAP**
(Prod. Baran Lamort) (Writer, Townshend) (Track: BMI). The "Magic Bus" group comes up with a sure-fire sales tagger for that hit but in this, their first and only album, Townshend and Pete Townshend, devoted to the guitar artistry. Flip: "Glowing Pill Two." (Track, BMI). Epic 7-20435.

**FRANK SINATRA—MY WAY**
(Prod. Don Costa) (Writer, Anka-Ferrovio-Kern). (RCA, BMI). The most compelling story line and performance of the week is on this poignant Sinatra ballad with a Paul Anka feel. Hatrick says it's an all-time attraction. The division, lush and commercial Don Costa arrangement and production is an excellent flip. (Capitol, BMI). Atlantic 85617.

**HAPPY HEART—ANDY WILLIAMS/PELTUCK CLARA**
(Writer, Reva & Reva) (Writer, Jerry Fuller) (BMI). Jerry Fuller is a bright tempo with much juke box pull. (Capitol, BMI). Atlantic 6688.

**ADRIAN CONLEY—RUN ON**

**LED ZEPPELIN—GOOD TIMES, BAD TIMES**
(Prod. Jimmy Page) (Writer, Page-Jones-Bertham) (Swanarchy, ASCAP). From their recent album, "A Day In The Life," this group should hit the chart with solid sales impact and capitalize on the singles they are already charting. (EMI, BMI). Columbia 31855.

**WAYNE NEWMAN—EVERYTHING'S IN LOVE TODAY**
(Prod. Bob Collier) (Writer, White-Cassidy) (Golden Egg, BMI). Smooth, catchy flip. Strong lead into "Sometimes You Have to Dance in the Rain of Tears" flip that has a better house for the hits of the chart. With all the production drive and excitement of another "You're Not That Far" beat world, the group comes off strong and Sierra's tough acts of commercial power. Flip: "No Information Available." ARMS 1029.

**RUBY & ROMANTICS—HURTING EACH OTHER**

**HOLLIES—SORRY SUZANNE**
(Prod. Ron Richards) (Writer, Stopham-Rae-Collins) (Jannely, BMI). Lose beat singer has the big hit this week to hit the top 40. Solid material with a strong Hollies vocal workout. Flip: "You That Way of All." (Marlin, BMI). Epic 5-10554.

**CHECKMATES, LTD—** LOVE IS ALL I HAVE TO GIVE
(Prod. Phil Specter) (Writer, Styrene-Savoy) (Verihe, BMI). Producer Phil Spector (also forces with ASCAP in what should fast prove a sure blockbusting hit for the top of the chart). With all the production drive and excitement of another "You're Not That Far" beat world, the group comes off strong and Sierra's tough acts of commercial power. Flip: "No Information Available." ARMS 1029.

**DOLLY PARTON—DADDY**
(Prod. Bob Ferguson) (Writer, Parton) (Dedge, BMI). A close Parton follow up to his recent hits with a pleasant and original flip. (Crest, BMI). RCA Victor T-710.

**AUSTIN INMAN—HOME IS HEAVY ON MY MIND**

**LEON ASHLEY—WALKIN' BACK TO BIRMINGHAM**

**CHARLIE HAYS—BACK IN THE CITY**

**JOHNNY ROBINSON—GREEN, GREEN GRASS OF HOME**
(Prod. Ted Cooper) (Writer, Robinson) (BMI). With equal potential for both the pop and R&B markets, this will be a blues version of the country hit. With potential for both R&B and disc market. Flip: "You Were There." (Capitol, BMI). Epic 5-10554.

**CHART**
Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES CHART

**DOLLY PARTON—DADDY**
(Prod. Bob Ferguson) (Writer, Parton) (Dedge, BMI). A close Parton follow up to his recent hits with a pleasant and original flip. (Crest, BMI). RCA Victor T-710.

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**CHART**
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**JOHNNY ROBINSON—GREEN, GREEN GRASS OF HOME**
(Prod. Ted Cooper) (Writer, Robinson) (BMI). With equal potential for both the pop and R&B markets, this will be a blues version of the country hit. With potential for both R&B and disc market. Flip: "You Were There." (Capitol, BMI). Epic 5-10554.

**CHART**
Spotlights Predicted to reach the top 20 of the HOT R&B SINGLES CHART

**SPECIAL MERIT SPOTLIGHTS**

**BRYAN HYLAND—A MILLION IN ONE**
(Prod. Roy Ayers) (Writer, Haywood, BMI). Cobert BMI) follow-up on his "A Teardrop" flip of a theme that was charted earlier. (EMI, BMI). Mercury 61222.


**STRAWBERRY ALARM CLOCK—MISS AFFIRMATION**

**STEVE MILLER—LITTLE LADIES**

**JOEY GLOSSY—SOUTHBOUND TARKUS**

**DOUG RIDGE—I'LL CALL THE SEA**
(Prod. Rod McKuen) (Writer, McKuen) (BMI). With their latest album, "A Trip Around the World," this group should hit the chart with solid sales impact and capitalize on the singles they are already charting. (EMI, BMI). Columbia 31855.

**FRANK PODELLE & HIS ORCHESTRA—THE LONELY SEASON**

**CANNON—MIS PLACE 'EM IN WICK**

**OSCAR TONEY—DOWN IN TEXAS**
(Prod. Don Day) (Writer, Day) (BMI). "Rock-Pop-Steely-Dandies" flip that has the all-time necessary ingredient to "come back time back home." (Capitol, BMI). Atlantic 85617.

**BOBBY ROUSSEEU—THEN I'M A MAN**
(Prod. Blue Coast) (Writer, Roussey-Rossey, BMI). If this one is a hit, the group should get strong ratings. (Capitol, BMI). Atlantic 85617.

**FRED WILLIAMS—JUST TO BE LOVED**
(Prod. Miller) (Writer, Williams) (BMI). With Miller, comes on strong with a bigger beat and better flip. "You Call Me" (Shanachie, BMI). Atlantic 85617.

**SUNDAY EVENING CATION—SHOWTIME**
(Prod. Bud Casser) (Writer, Casser) (BMI). With this album, it should prove a hit for both pop and R&B markets. (EMI, BMI). Mercury 61222.

**GARY LEWIS & THE NOISEMEN—TOUS TOUTS**
(Prod. Doug Powell) (Writer, Griffith) (BMI). With this album, it should prove a hit for both pop and R&B markets. (EMI, BMI). Mercury 61222.

**JOHNNY TYSON—ALL I NEED**
(Prod. John值班) (Writer, Ramsey) (BMI). With this album, it should prove a hit for both pop and R&B markets. (EMI, BMI). Mercury 61222.
Newton’s Law of Romance.
Wayne Newton discovers love in a gravitating new single. Proving why this universal man-with-a-song is the apple of everyone’s eye. And the core of good solid sales.

“Everything’s In Love Today” K-14046
Produced by Bob Cullen for Kaplan, Cullen Associates, Inc., and N.A.N. Productions.
The MM-1000 master recorder from Ampex.

Does some regional dialects too. Like Country and Western, Dixieland and even bits of Chicago Jazz. Depending on what you're in to.

The only professional audio recorder with a transport designed specifically to handle 2" wide tape. The same transport that sails through rugged everyday use on thousands of Ampex professional video tape recorders throughout the world.

Buy 1 in 8, 16, or 24 channels. If you decide to start with 8, you can expand later to 16 or 24. It's our heavy. Look into it. Could be just the thing for what you're in to.

Information from Ampex, Attn: Leon Wortman, 401 Broadway, Redwood City, California 94063. Or call collect (415) 367-4400.

The machine that speaks two languages. Longhair and long hair.
Jazz Scene: Old Is In—In Is Out

- Continued from page 16

performing no differently from when it recorded for Atlantic. Somehow, though, the recording and live performance in jazz have not been able to fuse into a stronger marriage. There are 16 jazz societies in Greater Los Angeles, U.S., which regularly meet and sponsor local concerts. Each has its own favorite brand of jazz, including Dixieland, which is kept alive by a number of these associations.

New Developments

Still, there are new local developments. Bund leader Dan Terry is trying again to break through with a record. His company, Big Daddy's Records of Los Angeles, has just issued two singles with a modern flavor. A&M will shortly release the debut LP of Paul Winter and his Contemporary Consort, which attempts to offer jazz and the classics. A&M, though Creed Taylor has become a major releaser of jazz product in a short time.

Paul Desmond, formerly of the Dave Brubeck Quartet, makes his A&M debut with the LP "Summertime," and this product will also be watched by buffs because of the A&M association. Lalo Schifrin has completed his "Top Ten" jazz music through his "Mission Impossible" scores, the second of which has just been released.

Another reason for the slowdown in breaking new jazz names, is the amount of old product being released which takes up valuable space in the major labels, except Capitol, have no new releases. Programs, World Pacific is re-releasing on its Millennium series a number of LP's representing the "West Coast School" of the early 1950's.

SPECIAL MERIT PICKS

- Continued from page 62

R&B

WALTER JACKSON'S GREATEST HITS—Cobra (Cobra 14229) (5)
A fine package put to tunes of enduring interest. Walter Jackson's lyrical audience always his best blues workers, are collected under one cover. His romantic readings raise his ballads above the bulk of soul material on the strength of his unity of style and consistency of performance. Those who keep sensitive, Jackson's always "the Name All Over."

COMEDY

AL CARY OR CAMPUS—Origin J57 2077 (Columbia A67) "It's A Little" is a gift concentraing the current basic humor of "over-20" view of hippos, college, professors and personnel, have a bite and make fun of those who don't have it.

INTERNATIONAL

DANIEL KOLUSSO—Do You Know Me (Columbia 85255, M) 1893 (5)
Daniel Kolossa has a spirited voice and his ability to keep the listener is clearly illustrated in the Kea's "American Hymns." Other excellent voicings here include the LP "African American Songs" and "African Songs." This is a fine Latin soul.

LOPES DE FANTASTICO—Lopa C 1082 (Milan) 11 18 (5)
Hayde dynamico, energetica seduce el oido hasta of submerged versions of "American Hymns." This is a soulful thing.

ROMEO THE ROMANTIC—Roma 1 (Italy) 5 (5)
An interesting singer, Lalo's could become a quiet in this field. This

effort in breaking new jazz names, is the amount of old product being

re-releasing which takes up valuable space in the major labels, except

Capitol, have no new releases. Programs, World Pacific is re-releasing on its Millennium series a number of LP's representing the "West Coast School" of the early 1950's.

"...the most compelling radio show since Orson Welles and his Mercury Men landed on the plains of New Jersey...unique, penetrating and awfully close to perfection."

CASH BOX

"...an unqualified success...a well-written script made the light-

ning show great radio."

LOS ANGELES FREE PRESS

"...the most musical documentary ever produced...the most signifi-

cant undertaking in Top 40 Radio."

BILLBOARD

"...very likely the most definitive documentary ever done on the subject...enlightening and fascinating."

LOS ANGELES TIMES

"...probably the most ambitious and most successful of all special

features...12,000 man hours of work went into the production...special Hooper showed an average 26% audience share for KHJ, Los Angeles during the three day program.

BILL GAVIN'S RECORD REPORT

"...a major broadcasting achievement...the anthology was delight-

fully cohesive."

RECORD WORLD

"...the most compelling radio show since Orson Welles and his Mercury Men landed on the plains of New Jersey...unique, penetrating and awfully close to perfection."

CASH BOX

"...an unqualified success...a well-written script made the light-

ning show great radio."

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NOTE: "The History of Rock and Roll" and "HITPARADE '69" service marks registered.

Audience data based on estimates by the rating service indicated and subject to the qualifications issued by this service.

MARCH 22, 1969, BILLBOARD

The History of Rock & Roll

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U.K. Artists: George Pelham

When the company's stock was floated on March 6 it was kept at a floor price of 10s. 6d. by a syndicate of British buyers. The prospectus of the company reveals some revealing facts, notably that Mills has taken a half stake in a company that plans to launch its own label.

The revealed are the duration and royalty terms of Jones and Humphreys's Decca contracts which expire Dec. 31, 1970.

Each artist receives royalties of about 6 per cent in the U.K. and S. S. per cent elsewhere. The company has an agreement on low-price and record club albums.

Mills also gets substantial royalties on record sales, and a production deal on the two singers.

In the year to July 31, 1968, profits which would have been attributable to MAM would have been up by over 50 per cent. But in the current financial year they are expected to leap by more than $12 million.

**IMIC Adds Creative Plan**

Continued from page 1

Zappa will talk on "The Emergence of the Composer-Producer as a Self-Contained Organization." Tom Snowdon, who has been "merchandising the Artist," will talk on "Innovating the Creative Aspect of the Engineer." Kenton will dwell on "Performing Rights for Record Producers and Artists." Taylor will be involved with "The Violin as an Instrument of Record and Radio Industries in Involvement in Community and National Service."}

Ed Wright leaves Minn/Vee to go manage Minn artist Bobby Womack. . . Lou Adler and John Phillips join Universal Pictures in a non-exclusive capacity to develop motion pictures. Adler and Phillips produced the "Monterey Pop" documentary.

Bill Thompson promoted associate producer for Glen Campbell's CBS-TV series. He was formerly general manager, Kragn/Fritz management.

Bill Leo appointed administrative vice-president and treasurer of Roulette Records and will co-ordinate financial and marketing efforts. He is the inside structure of the company. Leo was formerly with CBS, where he was a key player in CBS's attempts to launch a new major label. The new major label, named director of sales for Roulette and all labels under the aegis of Morris Levy, Roulette president. Schaffer, who was vice-president in charge of sales, left the company before the RCA merger.

Danny Schafflin appointed national promotion manager, record and product division, and Ron Merenstein and Mike Kelly will handle promotion under Schaffer's supervision. Publicity and public relations counsel activities for Roulette will be handled by Howard Weissman, who worked with Schaffer at Columbia.

Yesteryears's Holiday

Change of pace from your library's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's charts at that time.

**Country Singles—5 years Ago**

March 23, 1964

1. Waylon Jennings — "Share My World"
2. Orlon — "Georgia on My Mind"
3. insn — "Theory of the Novel"
4. Sherry August — "Like a Baby"
5. Your Heart's Left Turned (Del-Fi)

**Country Singles—10 Years Ago**

March 23, 1959

1. Don't Take Your Guns to Town
2. Johnny Cash
3. Willie Nelson
4. Bill Nelson
5. The Kingston Trio

**POP—5 Years Ago**

March 21, 1964

1. Meet the Beatles
2. The Beatles (Capitol)
3. The Beatles
4. My Boy (Columbia)
5. The Beatles

**POP—10 Years Ago**

March 21, 1954

1. Let's Do It Again
2. The Mills Brothers
3. The Mills Brothers
4. The Mills Brothers
5. The Mills Brothers

**BEATLES**

March 23, 1964

1. Young Blood
2. The Beatles
3. The Beatles
4. The Beatles
5. The Beatles

**BILLY JOEL**

March 23, 1964

1. Go Home
2. The Beatles
3. The Beatles
4. The Beatles
5. The Beatles

**RUSSELL HOLLOWAY**

March 23, 1964

1. The Beatles
2. The Beatles
3. The Beatles
4. The Beatles
5. The Beatles

**YESTERYEARS'S HOLIDAY**

Change of pace from your library's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's charts at that time.

**COUNTRY SINGLES—5 YEARS AGO**

March 23, 1964

1. Sagebrush, Michigan—Denny Faison (Columbia)
2. Santa Fe Man—Johnny Cash (Columbia)
3. Willie Nelson—Jim Reaves (RCA Victor)
4. Beggars You—Marvy Robbins (Columbia)
5. The Lure—Sharon Jackson (Columbia)

**COUNTRY SINGLES—10 YEARS AGO**

March 23, 1959

1. Don't Take Your Guns to Town
2. Johnny Cash
3. Willie Nelson
4. The Mills Brothers
5. The Kingston Trio

**JAZZ BEST SELLING**

3 weeks on chart

1. SOULFUL STRUT
2. THE HILL
3. ROAD SONG
4. SILVER CYCLES
5. THE WORM

**WEEKLY BILLBOARD**

March 23, 1964

1. SOULFUL STRUT
2. THE HILL
3. ROAD SONG
4. SILVER CYCLES
5. THE WORM

**CLASSICAL NOTES**

Continued from page 38

Heraclitus was the soloist in Brotick's "Piano Concerto No. 1" with Pierre Boulez and the New Philharmonie in concerts this week. The concert also included "Inventions" for Violin and Piano by Weber. The concert also included "Inventions" for Violin and Piano by Weber.

**CLASSICAL NOTES**

March 23, 1964

1. FRAZIER JOINS CAPITOL RING

**FRAZIER JOINS CAPITOL RING**

NEW YORK—Heavyweight champion Joe Frazier is the latest addition to the Capitol Records stable. The company has signed Frazier to a contract with the heavyweight champion.

Larry Rogers, manager and co-owner of Lyn-Lou Studios, will produce the group for Columbia.

Larry Rogers, manager and co-owner of Lyn-Lou Studios, will produce the group for Columbia and the Younger Record Co., both formed by Black. The studio is located at 1518 Chelsea.

The group toured South Africa, England and as a supporting act on the first American Tour. The Beatles and Black. Scotty Moore were original members of the band that launched Elvis Presley.

The group is a producer of the Billy Joel American Recordings Project, where Pete Press produced the box tops hit singles "The Letter," "Cry Like a Baby," and "Meet Her in Church." Moman's specialized activities necessitated his move.

The Bill Black Combo is headed by drummer Sammy Cinson and bassist Ralph Tucker on guitar, Joe Eimler on bass, Mike Luley on organ and piano, and Robert Glade on saxophone.

Both Cinson and Tucker were with the combo before the club closed on Dec. 21, 1964.

The group toured South Africa, England and as a supporting act on the first American Tour. The Beatles and Black. Scotty Moore were original members of the band that launched Elvis Presley.

Bill Black is set to produce an album and a single on the Combo in early March. Selection of tunes is now underway.

The Combo is managed by Peter Paul in New York. The group is booked by Ray Brown, president of National Artists Association.
Diana Ross and the Supremes with the Temptations

"I'll try something new"

Motown 1149

It's something else!

Motown Record Corporation
The Stereo 8 Story
(March)

RCA Stereo 8

RCA Stereo 8

RCA Stereo 8

RCA Stereo 8

RCA Stereo 8

RCA Stereo 8

RCA Stereo 8

RCA Stereo 8

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Stereo 8 Cartridge Tapes

*Manufactured and Distributed by RCA RECORDS

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