Bootleggers Strike in 2 New Hit & Run Attacks

By JOE DE SABATO & GEORGE KNEMEYER

NEW YORK—At the end of 1969 bootlegging was becoming a national pastime. Two more bootleg LP’s for a total of five appeared recently on the shelves of key record stores in the nation’s. The latest item is a pressing of a Rolling Stones concert given recently in San Francisco. The LP, “Liber Than You’ll Ever Be,” appeared in Chicago on Dec. 23, and in New York on Dec. 26. (Continued on page 26)

CBS Names Latin Record Outlet in Puerto Rico, U.S.

By RADCLIFFE JOE

NEW YORK—The Caytronics Corp., has been appointed distributor for Latin and Puerto Rican all Latin American recordings produced by CBS International subsidiaries in Mexico and Central and South America. The long-term multimillion-dollar agreement, signed by Harvey Schein, president of CBS International, will distribute this product in the U.S. and Canada.

The product from Latin and Puerto Rico will include albums by Rare Bird (already moving up the British charts on Smith’s Charisma label), the Vanguard Generator and Classical Heads. The latter, a classical package with far out sounds, is conducted by Joseph Eggers. Tony Stratton Smith has agreed to deliver the British acts for concert appearances in the U.S.

Carlton’s deal with Rocking Horse Productions gives Probe world rights to packages produced by Simon Napier Bell and Ray Singer. The first of the new product is “The Seven Deadly Sins” by the Plus. This is a rock excursion into the occult and black arts.

SRO appearances everywhere, a network TV special, three hit LP’s on a row and this smash disk, “I’ll Never Fall In Love Again.” This, then, is Graph’s Denise Warwick, America’s #1 female vocalist, singles and LP’s.

(Hit Parade)

THE MOTHERS

Whip It Out Again

“BURNT WEENY SANDWICH”

“The only word for Frank Zappa is ‘Genius’ and the only word for the Mothers is ‘Magnificent.’”

-Jazz & Pop Magazine
THE RASCALS • HOLD ON/I BELIEVE

From The Rasca's New Album "SEE"

Atlantic SD 8246
On Records & 8 Track Cartridges
Pickwick Net for 6 Mos Up 27%

NEW YORK—Pickwick International, Inc., has announced that its operating earnings during the six months of fiscal year 1970, ended Oct. 31, 1969, rose 27 percent to $1,459,368 from $1,152,782 during the prior fiscal year. Its sales were up 15 percent to $28,237,368 as compared to $26,448,412. Primary earnings per share rose 26 percent to 55 cents — as increase of 25 percent.

For the second quarter ended Oct. 31, net income was $600,407 from $482,204 during the prior quarter. Sales for the quarter were up to $17,004,807 from $16,047,468. Primary earnings per share rose 26 percent to 55 cents — an increase of 25 percent.

Cy Leslie, Pickwick’s chairman, said the financial progress reflected in the six-month figures was made concurrent with the consolidation of the company’s new division, Pickwick Post, which is consolidating and distributing operations in Los Angeles and Des Moines. He added that Pickwick Post and distribution sales are being replaced by a more profitable rack merchandising venture.

Subsequent to the close of its six-month period, Northeast Records, Inc., a tape record company of Somersett, Mass., purchased the United States rights of the Fall River, Mass., from a religious institution. Pickwick holds a 10 percent interest in this transaction, and Leslie cited it as one of the most important arrangements in which the firm has engaged.

Kapp Drive on Simmons Disk

NEW YORK—Kapp Records, a division of MCA, Inc., has started large promotion drive on Chris Simon’s “Scorces” and “Little Black Egg” by the Night Crawler. The Simons, single is going out to both national and local market, while the Night Crawlers single has had a sustained amount of airplay throughout the holiday season. Kapp’s large promotion campaign is to be national to radio stations starting Wednesday (31), with additional spots being made to all distributors in the nation.

“The Hole Has Around Somewhere” by Mel Tillis is also generating response across the country, while a follow-up to “This Lonesome Hands of Mine” has already shown national recorders in major country markets.

Butterfly LP Paces Atl’s Banner Year

NEW YORK—Paced by the Iron Butterfly, the “Live at Gadda-D-Da Vida” which sold over two million units, Atlantic Records enjoyed another banner year. The company earned a total of nine gold albums. Led Zeppelin’s “Led Zeppelin I” and “Led Zeppelin III” were in the top 10. 1969’s “In-A-Gadda-Da-Vida,” the Iron Butterfly also collected four of their gold albums, “Ball.” Crosby, Stills & Nash earned a gold disk for their album as did “Best of Bee Gees,” “Goodbye” by the Cream and “Best of Blind” and “Blinded” by Four.

One of Atlantic’s albums earned over $2 million in 1969. These were “In-A-Gadda-Da-Vida,” “Time Peace: The Races, Zebra and Crosby, Stills & Nash.”

Coast Building a Disk Heaven

SAN FRANCISCO—A new office building from a variety of sources, the first of the “record company row,” with four major labels maintaining office space in it. Called Wharfside, this red brick building is the old warehouse two blocks from Fishermans Wharf. It has been converted into a new building with a new corporate identity, Dot and Liberty as well as a new brochure and a new electronic media, financial and production company, Parasound.

United Artists’ new headquarters in March 1968, it maintains a distribution outlet in the industry. UA was sold by UA on dot in “a noisy warehouse.” Now all sales personnel are located at one fixed address for all UA artists and relations and merchandising for Capitol, Apple, 1-2-3, Invaders and United Artists. The subsidiary labels are handled through these spacious, carpeted offices.

Mainstream Meets Set

NEW YORK—Mainstream Records will hold national distribution for Atlantic Records, at a Caribbean hotel here, Tuesday (5) and Chicago’s Sheraton-O’Hare Motel, Thursday (7). A new concept in album product will be revealed as will the outcome of a nationwide promotion and advertising campaign. Promotion, according to the show, will be conducted by Bob Shad, president; Nat Chessa, sales manager; Maury Apatow, national promotion director; and Mike Sterner, regional sales. Sterner, former owner and operating head of Mainstream America, recently joined Mainstream.

The show packaging operation is Warren Wallace, Dennis Kriensky and Brian Williams.

The racially integrated company has formed a new record company, with Hamilton seeking financing for this venture. Hamilton has written a TV special for the Watts 103 Street Rhythm Band which is to be aired winter. The network production will be produced, although a network deal has not been cemented.

The company is putting together a package called the four man instrumental band with 11 vocalists, whose first single will be “Tonight.” The single is “Christmas Morning.” Pure Cane will next produce the group’s initial LP for that company.

Pure Cane Into Film Scores Plans Show Pkg. Monthly

LOS ANGELES—The Pure Cane Organization, which already produces, distributes, manages, markets, publicizes, books, and advertises, has announced that it will enter the field of film scoring.

The one-year old firm, headed by 24-year old Forest Hamilton, has already scored “How to Succeed in Business—The MGM” and is slated to work on “The Executioner” for Columbia.

Hamilton arranged the music in “Succeed in Business,” written by Sondheim, who heads Pure Cane Production, the cutting facet of the growing company. Hamilton has signed a one-year contract with the 20th Century-Fox, the first major show in the past year.

Assisting Hamilton in the company, represents Love, the Watts 103 Street Rhythm Band, Kalediscope, the Baby, Ray

Lib/UA Into Racking On Nationwide Level

LOS ANGELES—Liberty/UA enters the nationwide rack market for the first time, when Liberty/UA’s whole distributing operation, including an owner or racks, rather than merely selling through them.

Liberty/UA’s whole distribution pattern began to show rinement in June of last year when the company’s two representatives between the Liberty and United Artists were started. Liberty/UA’s company-owned branches handle shipping product.

Liberty/UA plans to have a representative in every state by the end of the year, and the company’s representatives will be able to sell to the retail racks in the year. In the past, Liberty/UA dealers have handled the company’s music, including Atlantic, MCA, U.S. and Liberty Records, and have been able to sell the product to the retail racks, rather than merely selling through them.
International conference Jan. 24

Dr. Kaplan noted that the young of this nation see activity more reflective of feelings than classroom academics. Because the artist is always in conflict with society, he is always trying to find new ways to transform the world he sees by creative means.

Executive Turntable

Newport Jazz Fest Seeks Change of Dates for 1970

Boston - The Newport Jazz Festival will depart next year from its traditional July 4th weekend and producer George Wein has applied to the Newport City Council for dates on July 10 to 12. Another change is planned in the Newport Folk Festival. Since the Newport Folk Foundation suffered losses last July, it will be curtailed to only one day on July 18.

Dr. Kaplan feels that the arts should be an integrated part of the entire academic structure, not merely an "appendage." To attain this goal, Kaplan made several propositions. First, the student must be given an opportunity to develop an interest in the arts. The arts must be a primary curriculum objective. Second, the arts must be given a role which involves more than simply an entertainment function. Kaplan believes that the arts can help solve problems in society and can serve as an educational tool.

Col LP's Champ; Shares Single Title With Motown

By BOB GLASSENBERG

Tommy Roe's "Dizzy" on the ABC label and 5 Dundhill singles by "Donovan's Greatest Hits," included 2 Fifth Dimension singles by "Hair," and the Burt Bacharach Orchestra and A&M Records. The program was presented by Don Ovens, right, Billboard's director of reviews and entertainment. Ovens also received his portrait and tape copy of his "side." Bacharach is now a separate profit making division of the company. The program was sponsored by New York City's Canned Heat, A&M Records, Inc., and the National Committee for the Performing Arts, during the recent membership meeting of the New York Chapter of the Record Academy (NARAS). The meet delved on the nature of a benefit to raise the organization's treasury. Wein feels that the 1969 festival of arts and entertainment must be taken out of the realm of extracurricular activity and put into the classroom.

To the latter end, Kaplan is planning a Fine Arts Program at the State University at Purchase, in which the only requisite for entrance is the talent of the student. No grades will be looked at by the entrance committee and the faculty will not be composed of arts people. He believes that the arts will help increase knowledge of fine arts at the university. It will also increase the output of artists.

Concern for his fellow performers regarding the copyright issue is mirrored on the face of Stan Kenton, head of the National Committee for the Performing Arts, during the recent membership meeting of the New York Chapter of the Record Academy (NARAS). The meet delved on various facets of the proposed legislation which would extend copyright protection for performers and songwriters. With Kenton is Denis Hyland, named head of corporate research, Billboard Publications, a separate profit making division of the company. Hyland is a former Merchandising Week publisher and director of sales, Billboard. Michael Thaler appointed sales manager, Dubbins Electronics Inc. He was previously vice president sales, Allison Audio. Maria Luisa Dennis named Peer Southern representative in the Florida area, based in Miami.
“The most absorbing thriller of the year.”
—ARTHUR SCHLESINGER JR.

—JUDITH CRIST, NEW YORK MAGAZINE

“A mind-bending sparkler, shockingly brilliant.”
—LIZ SMITH, COSMOPOLITAN

“Immensely entertaining.”
—VINCENT CANBY, THE NEW YORK TIMES

“A film to love, admire, and fervently wish well.”
—LITA ELISCU, EAST VILLAGE OTHER

“A perfect movie. ‘Z’ is what movies are all about.”
—JOSEPH GELMIS, NEWSDAY

“Absolutely breathtaking.”
—JOE MORGANSTERN, NEWSWEEK

“Enough intrigue and excitement to eclipse James Bond.”
—PLAYBOY

“One of the best of this or any year. See it right now.”
—BERNARD DREW, GANNETT NEWS SERVICE

“Long live ‘Z’, a blockbuster of a thriller.”
—WILLIAM WOLF, CUE

‘Z’ is not one but two films, each more remarkable than the other.”
—JOHN KENNETH GALBRAITH

“Don’t miss it. I repeat, don’t miss it.”
—ANN GUARINO, DAILY NEWS

“As devastatingly true and exciting as a film can get.”
—ARCHER WINSTEN, NEW YORK POST

“A very, very great movie, one of the greatest.”
—LEO LERMAN, MADEMOISELLE

“A knockout suspense film.”
—HOWARD SMITH, VILLAGE VOICE

“A work of art.”
—TIME

‘Z’ is a bolt of cinematic lightning.”
—DONALD MAYERSON, THE VILLAGER

“In a year of excellent films, ‘Z’ is clearly the best.”
—JOE ROSEN, MORNING TELEGRAPH

In Mikis Theodorakis’s homeland it is illegal to own this album. Even to listen to it.

Because of who he is. And what his music represents.
Like the film itself, this sound track is a work of militant genius and, as in “Zorba the Greek,” Theodorakis’s score is an integral part of the cinematic experience.
Just looking at the reviews will tell you that ‘Z’ is far more than cinema, Theodorakis, far more than music.
In this country, at least, you don’t have to pay for an album like this with your freedom.

The Sound Track from the film “Z.”
On Columbia Records

(COLUMBIA) MARCAS REG. PRINTED IN U.S.A.
In This Issue

Music In Print

By JOE DI SABATO

(Please note: the numbers following the titles refer to current chart positions)

With Coldplay, Madonna, and the Rolling Stones all featuring prominently on the Hot 100, it looks like the '80s may have peaked at last. Nevertheless, Billboard's Joe Di Sabato reports on the state of the industry and predicts its future.

Music

General News

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Patterson St., Cincinnati, Ohio 45214.

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General News

North America: Cont. 15... Rock and Roll Revival

The rock and roll revival in full swing, publishers ought to consider printing the folios of material by groups like the Beatles, Beach Boys and Buffalo Springfield. There has been so much activity in the record industry that publishers are being left behind if they don't get in on the act. The major publishers are not the only ones interested in this type of publication. Several independent publishers have already put together single sheets of songs which appear in LP's. Criterion has "Oh, Japan Hills" from Arlo Guthrie's "Running on the Road" (71). The Big Seven has "Don't Let Me Be Misunderstood" and Warner Bros. has "Bye Bye Blackbird" both from Joe Cocker's "Ride." And most of the songs from "After Hours" have been released in "Johnny Cash's Greatest Hits" (99). Plymouth is distributing a single sheet of "Alice's Restaurant" (22). . . . and Plymouth is also distributing the TRO sheet of "Cotton Fields" recently recorded by Creedence Clearwater Revival in their "Willie and the Poor Boys." L&M has several single sheet folios from Elvis Presley LP's: "Long Black Limousine" from "From Elvis in Memphis" (98), and "You've Lost That Loving Feeling," "Maybe You're Wrong," and "Train." Why can't publishers get together and take a small piece of a large pie instead of having each one of them put out single folios which would be big sellers are never printed. The same is true of the songs recorded by Joe Jackson, that Big 3 has "You Got to Pay the Price." Why can't they put out a folio containing the music from the "From Memphis to Vegas/Front to Memphis" LP (18)?

Businessmen Into Disks

LOS ANGELES — Quadrell Recording, the largest commercial music publisher in the United States today, has become a group of businessmen in the music industry. After several years of doing business, the Manhattan financier, chairman of the company, is executive vice president; Averill C. Willis, a former Music attorney, is secretary. Schaefer, an arranger-composer, has been named vice president of marketing for such products as Ford, Alcoa, Volkswagen, Winston, and Luckies, has already produced the label's first release — the "Big, Bold, and Beautiful" folio. The folio contains 18 songs recorded by their charts. The group has had three releases to date.

"You'll Think of Me," "Blue Suede Shoes," "Hound Dog," "My Bonnie Lies Over the Ocean," "She Let's Her Hair Down," "Point It Out," "When Julie Comes and Her Horns," "Rubberneckin "(15), "Memories" (66), and the country chart. hit, "The First Golden Beatles" folio. . . . Plymouth has "Chuck Berry's Greatest Hits" in folio form.

Music

 Movin' Into Disks, Pub.

MIAMI — The Music Factory, South Florida's newest music publishing firm, has moved into the recording and music publishing business. Headed by Bob Archbold, the company contains 8-track recording studios, the offices of some of the most successful recording artists and the two publishing firms of Platinum Music (ASCAP) and Star Music (BMI).

The Music Factory will focus on Miami as a crucial area for major artists whose recording time cannot be scheduled easily in New York. The studio will also provide artists for Platinum Records and has recently signed a deal with Columbia Records. In the second on a local group The Belly. The studio was also visited recently by Charlotte Rae, who received a "Tony" nomination last year for her starring role in "Morning, Noon and Night."
WASHINGTON — The Securities and Exchange Commission's official summary of "insider" transactions reports trading by officers and directors and other holders of stock in the following companies of direct or related interest to Billboard subscribers. (Unless otherwise noted, transactions are in common stock, and Exchange stocks are reported first.)

**Capitol Industries, Inc.**

- **Elgin**, W. F. (Chairman of Record Club of America, 321 W. Madison, Chicago, Ill.), has announced the signing of agreements and plan of merger which would make Merco a wholly owned subsidiary of Capitol Industries, Inc., and possibly result in a wholly owned subsidiary of Capitol Industries, Inc., 52 percent of Merco stock. The merger will entail the acquisition of the additional 48 percent of Merco stock by Capitol Industries at the exchange ratio of 7.274. As a result, Capitol Industries common stock will one year after the closing of the merger be 82 percent of Merco common stock. The transaction involves the issuance of about 128,000 shares of Capitol Industries common stock (excluding the shares of Merco now held by Capitol Record Club, Inc.) at the current market value of $6,336,000.

- **Merco president Jack Grossman** will retain his post, Gorlitz announced. The merger subject to the approval of the stockholders of Merco.

**Merco to Be Wholly Owned Cap Industries' Subsidiary**

**ZEPPELIN FLIES ON GOLD LINE**

**NEW YORK — Led Zeppelin,** the Led Zeppelin! and a platinum record for their album "Led Zeppelin II" which has sold more than $2,000,000 in a little over a month of sales. Led Zeppelin also earned a platinum record for their first album, "Led Zeppelin," which has previously received a gold record.

**Quatron Lists Income Rise**

**WASHINGTON—The Quatron Corp.,** has announced that its total net income for the first six months ending November 1969, was $28,170 or $0.05 a share on sales of $878,000. This compares with earnings for the fiscal year ending May 31, 1969, of $16,300 or $0.04 a share, and compares to $3,90 a share for the fiscal year ending May 31, 1968.

- Daniel A. Hong, the company's president, disclosed that his firm's backlog has reached a record level of over $5 million. This includes government contracts and orders for the new Quatron 48 8-track automatic stereo tape cartridge changer. He added that the Quatron Mobile Home subsidiary is growing at a substantial rate with dealerships in Stafford, Winchester and Richmond, Va., as well as in Upper Marlboro, Md.

- **Nola Studios Is Sold to Johann**

**NEW YORK — Nola Sound Studios, Inc. at 111 West 57th St., has been purchased by Phil Johann. Nola is used primarily as a studio for rehearsals, directing and Erroll Garner. Prior to acquiring Nola, Johann was general manager of Mastercraft Record Plating Co. until 1968, and then president of a company for sales of Audio Matrix, both located here.

- Recently, Nola has been used by such artists as Pearl Bailey and Erroll Garner. Prior to acquiring Nola, Johann was general manager of Mastercraft Record Plating Co. until 1968, and then president of a company for sales of Audio Matrix, both located here.

**Eligibility to ASCAP Membership**

Applicants for membership in the American Society of Composers, Authors and Publishers who meet the following requirements will be accepted as members:

- **WRITERS:** Any composer or author of a copyrighted musical composition who shall have had at least one work of original composition published.

- **PUBLISHERS:** Any person, firm, corporation or partnership actively engaged in the music publishing business whose musical publications have been used or distributed on a commercial scale for at least one year, and who assumes the financial risk involved in the normal publication of musical works.

**American Society of Composers, Authors and Publishers**

575 Madison Avenue, New York 22, N.Y.
"Why Warner Bros. Records is entering the cassette market"

On January 2, 1970, Warner Bros. and Reprise will enter (or, if you're a slow reader, did enter) the cassette market.

Warners will open up with the works: 170 of its best-sellers.

On January 2, every one of those 170 cassettes will be ready for shipping. With no back orders.

For over a year now, Warners has had the reputation for prompt delivery on 8-track tape.

When retailers ordered an 8-track from us, they got it. Right away. With no lame excuses.

And that meant they could sell it. Right away. With no embarrassing apologies.

Now, the same thing is going to happen to cassettes. And we know there'll be no need for apologies.

How can we be so sure?

Because the exact same formula for delivery that's been paying off for us in 8-track is now being used for cassettes. Our distributors will be filling orders on a same-day-received basis from well-stocked depots all across the country.

And the same, curiously effective promotion and merchandising we're getting loved for on LPs, and 8-tracks-- that'll be our attitude on cassettes.

As you might have guessed, we're damn proud of how well we're handling this cassette situation.

We've solved the tape delivery problem. We invite you to test our solution.

Warner Bros. Records

Joel Friedman
Vice-President and Director of Marketing
LOS ANGELES — At first glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At second glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At third glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At fourth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At fifth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

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At twenty-seventh glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At twenty-eighth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At twenty-ninth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At thirtieth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At thirty-first glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At thirty-second glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At thirty-third glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At thirty-fourth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At thirty-fifth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At thirty-sixth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At thirty-seventh glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At thirty-eighth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At thirty-ninth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At fortieth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At fiftieth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At sixtieth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At seventieth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At eightieth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At ninetieth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.

At one-hundredth glance, it looks like cassette manufacturers have a lot to depend on for Detroit for mass recognition.
Inroads Into 'Untapped' Potential

- Continued from page 10

Browse through some 2,000 tape titles in 8-track and cassette configurations, as well as select portable, automotive and home playback and recording equipment from all the leading manufacturers.

To keep abreast of the spiraling growth of the U.S. Tape Club, Katcher has developed many innovations which have not only upgraded the organization but expanded its membership as well. These include promotion of the club concept through service stations, independent garages and non-stocking automotive stores, as well as affiliation with a number of large organizations throughout the country.

The U.S. Tape Club supplies these outlets with promotional stands, blank membership blanks and other incentives for selling membership, while filling orders from both old and new members directly from its own warehouse. Members who join the organization through associations with which the club is affiliated, are given discount memberships. Regular membership fee is $10, with an annual renewal charge of $5. Members receive, in addition to generous discounts on merchandise, regular catalogs listing new releases and a newsletter.

Said Katcher, "The response to the club has been so overwhelming that we have decided to expand our Freeport premises early in the new year to handle our ever growing mail order department. We are also looking into opening new offices possibly on the West Coast to cope with applications from that area.

Cartridge Control Corp.
2091 FAULKNER RD., N.E.
ATLANTA, GEORGIA 30324
Telephone (404) 633-4577

Bill Evans, Genl. Mgr.

Deluxe Tape Cartridge Cases
85 TC
holds 24 tape cartridges
available in black, blue, brown, white

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holds 30 tape cartridges, available in brown and white

Cassette and 8 Track Blank Cartridges

Deluxe Cassette Cases

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modern walnut finish swivel base allowing easy accessibility
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Unit available for 48 cartridges 84 TC

Your one source for All Tape Cartridge Accessories

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Pfanzehls Needle Guide and take the work out of needle hunting while putting the big profits in! Write today for Factory-To-You sales plan information.

Pfanzehl's Chemical Corporation
330 WASHINGTON ST. - ROCHESTER - NEW YORK 60603

41-34 27th Street, Long Island City, New York, 11101/212 937-3344
A SUBSIDIARY OF NATIONAL RECORDING STUDIOS, INC.

The largest studio complex in the East will now, through this new subsidiary, serve the music industry from studio to cassette/cartridge duplicating.
TO BEGIN THIS BRAND NEW YEAR

HOLLY HOLY

HEATHER HONEY

GET BACK

GAMES PEOPLE PLAY

GALVESTON

A TIME FOR US

ADVERTISEMENT

ACADEMY AWARD PREVIEW

of the publishing, distribution and sales markets there.

GUESS WHO'S COMIN' FROM THE COUNTRY.

and, last but by no means least

MAKE WAY.

... COME TOGETHER

BAD MOON RISING

A BOY NAMED SUE

Herewith

a "springboard" to the current money-making HITS!!!

(From the film of the same name—written by Elmer Bernstein and Don Black)

In the category of "Best Original Song Written Specifically for a Motion

MIDEM meet, Frank will head back to London to supervise further expansion

INSIDE INFO

(From "John and Mary"—written by Quincy Jones)

THEME FROM MIDNIGHT COWBOY" (Written by John Barry)

....

... MAKE WAY.

... COME TOGETHER

BAD MOON RISING

A BOY NAMED SUE

Herewith

a "springboard" to the current money-making HITS!!!

(From the film of the same name—written by Elmer Bernstein and Don Black)

In the category of "Best Original Song Written Specifically for a Motion

MIDEM meet, Frank will head back to London to supervise further expansion

INSIDE INFO

(From "John and Mary"—written by Quincy Jones)

THEME FROM MIDNIGHT COWBOY" (Written by John Barry)

....

... MAKE WAY.

... COME TOGETHER

BAD MOON RISING

A BOY NAMED SUE

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THIS WEEK ON MUSIC SCENE

BEATLES | TONY BENNETT | EVERLY BROTHERS | MAMA CASS | GORDON LIGHTFOOT
CREEDENCE CLEARWATER REVIVAL | CHARLIE PRIDE | PAUL ANKA | LITTLE RICHARD
BUFFY ST. MARIE | O.C. SMITH | BONZO DOG BAND | WEST COAST HAIR | KATE SMITH
B.B. KING | MARY HOPKINS | JANIS JOPLIN | FATS DOMINO | LULU
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CROSBY, STILLS, NASH & YOUNG | SMOKEY ROBINSON & MIRACLES | JOHNNY CASH
MASON WILLIAMS | THREE DOG NIGHT | GARY PUCKETT & THE UNION GAP | OLIVER
DUSTY SPRINGFIELD | COMEDY | STEVE LAWRENCE | DELLA REESE
ROLLING STONES | PETE SEEGER | JAMES BROWN | ZAYTOWN DIXON | BARRY MANECKE
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MUSIC SCENE - MONDAY, DEC. 29-7:30-9:15 ET - ABC-TV
New York—"Coco," the musical starring Katharine Hepburn, opened at the Mark Hellinger Theatre Dec. 18, is a show with a revolving, mirrored staircase which de- 
scribes its texture and excitement more than from the display of costumes than from the fab-
ric of the book and score.

The music, by Andre Previn, is nondescript, with very little except "Fiasco" and "When Your Lover Says Goodbye" standing above the rest of the 14 tunes. The book and lyrics are by Alan Jay Lerner, who disappoints in both respects, even without comparing this effort with American theater classics such as "My Fair Lady" and "Brigadoon," which he had disappoints effort even of costumes than from the fab-

"Miss K. Hepburn Shines in 'Coco,' Lackluster Musical"

New York—Oliver, who’s come a long way in less than a year, is shining in his Copacabana opening, Dec. 18. The Crewe Records artist clearly has all it takes not only for this current stardom, but for even greater heights in the future.

Oliver’s song stylings and stage presence augmented one of the finest reviews in his career in the business. His repertoire ranged from rock to ballads to a folk style. Timbres supported only by his acoustic guitar.

Since then he’d had two hit singles with another, “Sunday Morning,” on its way and he sang it full with its vigorous lilt. He performed one of his Crewe hits, beautifully, as was strongly evident Thurs-

New York—Class was the keynote at Fillmore East’s sec-

 campus Dates

Los Angeles—Vibist Gary Burton is a conductor. His quartet plays modern jazz, as was strongly evident Thurs-
day (15) at the Manne Hole, but his drawing from country, folk and the rock idoms, has added a broad dimension to his professional style of day of these sources. He uses them for what they can he singing, as in "Portsmouth Figura-
tion," and for a rock sounding "The Turn of the Century" by British artist Ian Dow.

Drummer Bill Goodwin’s touch is generally gentle but con- stantly swinging. Goodwin was all cymbals on “On the Third Day” and brought a few electric guitars on Dylan’s “I Want You,” and then went to town with his sticks on the opening "Dallas Figuration."

Both are welcome support for Burton’s own delicate, clear-
sounding metal which sounds like sound metal which sounds like work in a straight, hard jazz mold, as in "Portsmouth Figura-
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New York—Something had to happen, and it did. The Juns Joplin concert—Million Square Garden Dec. 19—had, in spite of the drive and per-
suasion of Janis Joplin, been dragging its feet. For some inexplicable reason the open-

New York—"Coco," a musical with book and lyrics by Alan Jay Lerner and music by Andre Previn, opened at the Mark Hellinger Theatre Dec. 18. Following are excerpts from the daily newspaper reviews:

Hagerty, Louis Grief, and Edie Adams, all the other principals in the cast are professional. The mar-

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NEW YORK

RCA's Lighthouse and Sun Francisco's Cold Blood will appear at Fillmore East on Friday (2) and Saturday (3) in a program change. The bill on Friday (9) and Saturday (10) is Ike & Tina Turner, Mongo Santamaria and Fats Domino. Jimi Hendrix, Buddy Miles and Billy Cox give two performances at Fillmore East, Thursday (1) in addition to their two New Year's Eve shows. . . .

Leonard Rosenman has been signed for composing music for 13 more "Marcus Welby, M.D." segments. . . . Stonebridge Productions, a management and production firm, has opened New York offices at 350 East 52nd St., Suite 1E.

Command / Probe's Zephy plays Cincinnati's Ludlow's Garage thru Sunday (23); and Seattle's Eagle Auditorium, Wednesday (31) thru Friday (2). . . . Noel Redding, leader of Aico's Fat Mattress rec.

Miss K. Hepburn

* Continued from page 14

ABC Records, and should sell extremely well because of Miss Hepburn's pulling power. The $3,200,000 advance in boxoffice sales assures the play of a lengthy run. ROBERT SOBEL

Talent

Montreux Jazz Fest

Talent Lineup Set Up

LONDON — Most of the talent for the fourth Montreux International Jazz Festival has already been determined.

Chief among the acts is the Bill Evans trio, now playing here at the Ronnie Scott Club. Evans, whose 1968 Montreux appearance has been documented on an award-winning Verve album, returns to the festival next year with his trio and guest guitarist Tal Farlow.

Also signed are flutist Herbie Mann; pianist Junior Mance; the innovative tenor saxophonist Sonny Rollins, recently put on a second self-imposed retirement and four "lhb bands," or experimental big bands affiliated with American universities. These four bands, of which the North Texas State Lab Band is dominant, will perform two sets each, one with a guest soloist drawn from prominent European jazzmen like Benny Bailey and Johnny Griffin.

Tony is also negotiating with Polydor recording artists the Tony Williams Lifetime, Williams, former Miles Davis percussionist, established his much heralded trio in the U.S. earlier this year by joining forces with organist Larry Young and British guitarist Johnny McLaughlin.

Several artists other than Bill Evans have found the Montreux locale ideal for recording. Atlantic Records in the U.S. last month released an album by Eddie Harris and Les McCann made at the festival last June, and a single from the album was released last week. At the same time, Polydor U.S. released an album by the Clark Terry-Ernie Wilkins Big Band, and an album containing the Montreux performance by Phil Woods and his European Rhythm Machine is due for release on Verve this month.

THE BUCHANAN BROTHERS

EXPOSE THEIR THIRD SMASH

"THE LAST TIME"

EVENT 3207

FROM THEIR HIT ALBUM

"THE BUCHANAN BROTHERS"
WREK-FM's Album Bonus Play

By BOB GLASSENSBERG

ATLANTA — WREK-FM is giving a bonus with all of its public service and campus announcements. The bonus is "Al- bumax," a 10-inch, 33-1/3-rpm, single-sided, lesser-known album cut over all announcements. "Music is our mainstay," said WREK General Manager John Mendenhall, an engineering student at Georgia Tech. "It's also a good way to introduce the name of each student, and the Archies. Johnny Hyde programming associate, produced and directed the commentary for each bubble gum record and created a special backdrop for the WREK-FM logo. It included the slogan "Double Bub-Gum Power from KROY:"

NEW YORK — More than 200 Top 40 radio stations have now signed for a Search for a New Sound project, which will drive to find the best new rock talent in America. All of the radio stations involved will receive a material of release and be given a chance to feature the promotion about Wednesday (7).

Top 40 stations to join the Search project include WKKI, Leonardtown, Md.; T U Sap, Min.; KDBZ, Coit, Colo.; WYND, Sarasota, Fla.; KDET, Center, Tex.; DBAB, Indianola, Iowa; KGLR, Bend, Ore.; KDOX, Marshall, Tex.; WBRU-FM, Providence, R.I.; WGOH, Charleston, S.C.; WKBX, Davenport, Iowa; KWAJ, Jefferson, Colo.; KGRL, Bend, Ore.; WVLD, Valdosta, Ga.; WVIC, Coffeyville, Kan.; KZNE, Lump- pac, Calif.; WATL, Tallahassee, Fla.; WLLF, El Paso, Tex.; KOTN, Pine Bluff, Ark.; WFLC-FM, Westport, Wis.; WYSL, Buffalo; KJSO-FM, San Jose, Calif.; WMPS, Memphis; and WLEE, Richmond, Va.

The campaign will be launched coast-to-coast Feb. 1. Billboard is now seeking the best Top 40 stations to join in the massive search, which will be expanded to the largest searches for new recording talent ever con- ducted.

The Search, conducted by Billboard in association with the Tea Council of the U.S.A., will be in two stages. In the first stage, stations will be seeking tapes from local groups and artists. This stage is very flexible: Some stations will merely ask local groups to mail tapes to the station; others will be re- cording local groups in the station's studio; others will be conducting "battle of the bands" contests to determine local wit- ners. After the stations have determined who will be selecting only the cream of the crop and send those tapes to Billboard. Billboard will select 50 first stage winners. These will receive $50 worth of recording time paid for and professional advice on how to make a better recording. After they come up with a better tape and the tape comes back to Bull- ize the best talent for the award. The award is for the best new recording talent in America. All of the groups will be selected for an all-expenses- paid trip to perform at the fin- als in Washington. All of the groups will be selected and those who win will be given a promotional contract. The top two or three groups will also receive cash appearances. The radio stations that found these top six groups in the station will send a representative from the station's staff, whose expenses will also be paid.

For further details on the Search for a New Sound, con- tact Claude Hall, Billboard.

CHARLIE FACH, head of Intrepid Records, right, presents plaque commemorating WSPT, Stevens Point, Wis., as the first station in the country to play "Birthday" by the Underground Sunshine. Receiving the award are Don Nichols, left, music director, and Jim Schum, center, program director of the station.

Mary Taylor, an upcoming guest on Avco Broadcasting's synchronized promo series "Country Hayride," talks with the show's producer, Mark Ramsey.

NEW YORK — The All-indus- try Committee for Radio All- channel Drive in Gear, moved to high gear last week with the announcement of an official committee and an executive di- rector. The committee seeks to promote legislation which would require all radio manu- facturers to have both AM and FM. Walter Schwartz, presi- dent of ABC Radio, was named chairman. The vice chairmen are Robert Cole, vice president of the CBS radio division; David Conner, president of Metromedia radio division; George A. Koehler, general manager of Triangle Stations; and John T. Lawrence Jr., general manager of the FM di- vision of Tiet Broadcasting, A. J. Vonron, general manager of WAQL, is the secretary and treasurer is Arch L. Madsen, president of Bonneville Interna- tional Corp.

WYON AIDS - THE NEEDY

CHICAGO — To try to make a happier holiday season for many underprivileged children, WQVN's top-rated soul sta- tion here offered an oldies album containing 12 songs by major artists plus free movies, toys, pencils, and many other items.

The album was sold in record stores in the area. It is entitled WQVN Good Guys Album. The station side adds $1 per album and donated it to charity.

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Roger Hoeck, executive di- rector of the committee, is sc- culating contributions for re- search into the fields of pro- gramming for the special-in- terest audience, allocation and availability of CP's, and set sales.

January 3, 1970, Billboard
The Management and Staff of Billboard’s Music Popularity Chart Department Extends its Best Wishes for a Happy, Prosperous and Peaceful New Year to the people who really make up the charts...

RECORD DEALERS, RACKJOBBERS, ONE-STOPS and RADIO STATIONS across the nation
Radio-TV Mart

Radio

By CLAude HALL

Radio Editor

Sometimes this business gets a little bit funny. For example, Motown Records' New York office has released a record by the Supremes, and it's a hit! Lewis said that he promoted albums by the Supremes, and the new Jackson Five album.

* * *

Jim Fox is the new mid-morning man at KENO in Las Vegas. Lineup includes program director Jack Daniels, Fox, Johnny Squares, Len E. Mitchell, and Bob Douglas. Fox had been with KDES in Palm Springs...

* * *

Don Mitchell, WTPK's voice director and station manager who was co-organizer of "People Are Funny," has retired. He was most recently at WFMT-Indianapolis, Indiana where he was program director of a country music station. Daniels heads up a country band called Larry Daniels and his Shebboons.

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Eighteen stations at some major city sites in Los Angeles are in the Search for a New Sound.

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What Happens When DICK GLASSER & $N$ RECORDS Get Together?

A HIT RECORD
THAT'S WHAT HAPPENS!

"BACK TO DREAMIN' AGAIN"
by PAT SHANNON

Is that any way to start out?...
You bet it is!
**BEST NEW RECORD OF THE WEEK:**

**BREAKING UP IS HARD TO DO**

Lenny Welch

(Communewish United)

By ED OCHE

SOUL SEARCHING: The new old story is about soul, as everybody but the miraculous Motown is moving to the back of the bus. Diana Ross & the Supremes, the Jackson Five and Stevie Wonder are the soul survivors on the pop charts, while the soul charts only verify the bad news. Fewer soul disks are breaking the pop ranks, and it's tough enough to muscle up the charts is to fall off. Seven of the top 10 soul records have either slipped from the top pop 10 or haven't reached those heights. Bruce Springsteen is the only recce. The nickle pop market has jilted soul for greener pastures. Junior Parker is heading for a comeback on Minit with his "Worried Life Blues," while the rock 'n' roll roll is digging the styles of Mary Wells ("(D)I Do the Way I Feel"). Brenda & the Tabulations, Walter Jackson and Linda Jones all suffered setbacks, racing up the charts with their version of "Keep Me Hangin' On," has re-signed with Atlantic in an "unprecedented deal."

Isaac Hayes has signed with Leon Boger's Memphis office for a management and songwriting project. Hayes has flipped the Impressions' revival of "Amen" to "Where You Lead Me." Gold for RCA's Friends Of Distinction "Going In Circles."

Touche Records on the West Coast, writes in tribute "Fly to the Moon." "Night In Georgia." "Circles."

Bob Ouellette, Dale Quinn, and Bob Madsen, lab owners, music directors, and air personnel are gaining fantastic support from the radio industry by spotlighting albums and disseminating information from the public of the Transamerica complex.

It be point out: This association is hard to do. Together. And so

<table>
<thead>
<tr>
<th>Title Artist, Label, No. &amp; Pub.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 SOMEWHERE YOU'LL BE TOG Ehna Ross &amp; the Supremes, Motown 1156 118</td>
<td>7</td>
</tr>
<tr>
<td>2 I WANT YOU BACK Jackson 5, Motown 1157 (Jabber, BMI) 40</td>
<td>8</td>
</tr>
<tr>
<td>3 5 FRIENDSHIP TRAIN Marvin Gaye &amp; Tammi Terrell, Motown 1158 (Jabber, BMI) 40</td>
<td>8</td>
</tr>
<tr>
<td>4 WHAT CAN I GIVE ME Marvin Gaye &amp; Tammi Terrell, Motown 1158 (Jabber, BMI) 40</td>
<td>4</td>
</tr>
<tr>
<td>5 LOVE BONES Johnny Taylor, Star 0050 (MCA, BMI) 40</td>
<td>9</td>
</tr>
<tr>
<td>6 TO BE YOUNG, GIFTED AND BLACK James Brown, King 6150, Motown 1159 (Jabber, BMI) 10</td>
<td>7</td>
</tr>
<tr>
<td>7 EYES OF THE World &amp; All Soul, Shire 3506 (Jobete, BMI) 40</td>
<td>10</td>
</tr>
<tr>
<td>8 ELEANOR Rigby The Beatles, Parlophone 1204 (MCA, BMI) 40</td>
<td>14</td>
</tr>
<tr>
<td>9 500 MAN COME IN AND DO THE POPPY, Part 211133, Motown 1160 (Jobete, BMI) 19</td>
<td>9</td>
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<tr>
<td>11 IS IT BECAUSE I'M BLACK Syd Johnson, Top 1239 (230 Records, BMI) 13</td>
<td>15</td>
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<tr>
<td>11 BABY I'M REAL FOR YOU Don Covay, Jaco 1263 (Jaco, BMI) 12</td>
<td>7</td>
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<tr>
<td>12 BE HOT AGAIN Mingus, Atlantic 2693 (Atlantic, BMI) 23</td>
<td>12</td>
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<tr>
<td>12 WE KEEPING YOU MANNING ON WILLIAMS, Atlantic 2694 (Atlantic, BMI) 23</td>
<td>12</td>
</tr>
<tr>
<td>13 CHERRY CHERRY Bowser, Motown 1162 (Jabber, BMI) 23</td>
<td>12</td>
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<tr>
<td>14 LOOK-PA PY Miles, Just 1105 (Warner, BMI) 21</td>
<td>15</td>
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<tr>
<td>14 ME ME Lefteris Impos, Kappa 1204 (Kondake, BMI) 68</td>
<td>19</td>
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<tr>
<td>15 HEY THERE LONELY GIRL Archie Bell, Dill 1209 (Semi-Lit, BMI) 10</td>
<td>30</td>
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<tr>
<td>15 WHEN WE THOUGHTS COULD 4730 (Fame, BMI) 10</td>
<td>10</td>
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<tr>
<td>15 I DONT LIKE TO TALK FOR YOU David Ruffin, Motown 1158 (Jabber, BMI) 10</td>
<td>15</td>
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<tr>
<td>15 DONT LET LOVE HANG YOU UP 1002 (Ritchie, BMI) 10</td>
<td>15</td>
</tr>
<tr>
<td>15 GREEN, GREEN, GREEN Meters, Josie 1105 (Marsaint, BMI) 15</td>
<td>15</td>
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<tr>
<td>15 ARE YOU READY TO LOVE ME From Top, Motown 1159 (Jabber, BMI) 10</td>
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(Continued on page 22)
The Vision of the 60's is the Fact of the 70's.
At Capitol we utilize the knowledge, creativity and foresight of the best in the expanding field of tape.

We have an exciting program laid out for the first six months of the year:

Capitol's first step into the 70's

Contests, Tie-ins, Displays, Merchandisers, Buttons, Mailers, Exhibits, Promotions, Radio, Newspapers, Magazines, Television. When our vision becomes fact, we let the public know.
**Soul Sauce**

- Continued from page 18

**BROTHERS & SISTERS:** James Brown will kick off the new year with his "Ain't Funky" LP and a lively dance effort. "At Home With His Bad Self." King Records will continue to push Brown into the mass album market. The label has also signed blue-eyed soulster Wayne Cochran and his back-up band, the C.C. Riders. Chuck ("Any Day Now") Jackson has reopened Motown's V.I.P. label with Smokey Robinson's "The Day the World Stood Still.". . . New from Holland-Douglas-Holland's Invictus label: "Give Me Just a Little More Time," by the Chairman of the Board. . . Isaac Hayes' gold album was Stax's first. His new seasonal single is "Mistletoe & Me." . . . Moms Staehly, recently re-signed to Mercury, will record her next album live at Sing Sing Prison in Ossining, New York. . . . "Take A Letter Mama," for Elaine Brown's "Seize the Time." LP on Vault, is writing the background for a new Capitol album of black pride in poetry. "For My People." Write Soul Sauce for news and events on 'black pride.' The blacker the better.

- Soul singing: Tamiko Jones to Atlantic; the Brundling Iron duo of Leroy Crewe and Calvin April to Stax. First single, due in mid-month, will be produced by Willie Dixon. . . . Producer Guy Draper and partner Dewey Hughes, WOL public affairs director, are set to produce a TV series with Nancy Wilson. Their black-oriented evening talk show is looking for a host. . . . Gold for R. B. Greaves' "Take a Letter Mama." His first album, produced by Ahmet Ertegun, is already makin' smoke. . . . Frank Fasole, now a promotion man for James Brown Productions, writes that he was fired from his last job because he played "I'm Black and I'm Proud." Brown hired him soon after. He's also a deejay on WPIC-FM in Sharon, Pa. . . . New Brook Benton: "Rainy Night in Georgia," on Cotillion.

- "I'm Black and I'm Proud." The blacker the better.

- Don't Buy for Elaine Brown's "Seize the Time." LP on Vault, is writing the background for a new Capitol album of black pride in poetry. "For My People." Write Soul Sauce for news and events on 'black pride.' The blacker the better.

**Overland PRODUCTS COMPANY**

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Fremont, Nebraska 68025

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**Vox Jox**

- Continued from page 18

Music disks. Top 40 service is bad. Music director Bill Kay needs not only singles but would like to swap playlists with other stations.

**Ralph Emery,** air personality at WSM in Nashville, is trying to get a spot in the country music Hall of Fame for deejays. He

- Joplin Taunts Audience Flauts

- Continued from page 14

Joplin was the eight-member Paul Butterfield Blues Band. A bland blues-rock-jazz outfit which had little to offer by way of style, sound or cohesiveness. The Elektra Records group, which has unsuccessfully copied and tried to merge the sounds of several different artists in the business, was with the exception of a few passably good numbers, unexcitingly long winded and boring.

**Radcliffe Joe**

To get back to Dan Clayton's tie—the WPOO program director has tied the lace of Tom Jones on Ron Fraiser. . . . Carroll Jones, formerly afternoon drive personality at WDDC in Washington, gets a Claudius Seal supervisor. When he bowed off the air there, he took an ad in the Washington Post seeking his sponsors and listeners for nine years. He's back on. Don Reed is a promotion and production supervisor. I'd got a letter stating Reed had become program director there. Nevins still has the Memphis blues being beeged with cards, calls, letters asking if I am available. . . . I am leaving too much fun with a great organization like Cox Broadcasting to find time to think about leaving.

**January 3, 1970, Billboard**
JIMMY CARAS, five-time world pocket billiard champion, will appear in a billiard exhibition for World Wide Dist., Inc., in Chicago from 7 to 9 p.m., Jan. 13. The Brunswick billiard expert will demonstrate fundamentals on the game and conclude with an exhibition of skill and trick shots. He also will give personal instruction to those who request it. Caras won the world pocket billiard championship in 1936, 1938-40, and in 1947. He shares the world's record for 127 consecutive balls sunk. Two movies produced by Metro-Goldwyn-Mayer were made featuring Caras trick shots and have been shown in theaters throughout the world.

In an exclusive interview here, the 55-year-old veteran marketing expert acknowledged that the possibility of a European manufacturing plant for Chicago Dynamic Industries was not entirely remote. But he said: "Nobody makes the second step before the first. Our first step is really a thousand steps." Goetting realizes that other American brand names such as Bally, Gottlieb and Williams are well-established in many areas. He is eager for the challenge of the program he worked out with the guidance of Avron Gensburg, executive vice-president of the Chicago based manufacturer.

Goetting's command of the English, Spanish, French and German languages together with the idea central location here for his far-flung activities is considered a vital asset by von der Jagow who is quiet and winsomely charming. He was so impressed that I practically hired him on the spot. However, I did consult with a committee that included past president James Tolisano, William Duckett and Donald Stambaugh Jr. We were unanimous in our decision to hire the Rhinehart agency."

Tolisano states that FAMA is now servicing over 1270 clubs in the United States. "We have a huge following and we are going to maintain a lobby in the legislature and work on the 1970 convention. We are convinced that a professional management firm is the perfect solution to our problems. Every conference eliminates duplication of effort and at a very reasonable figure allows our officers, directors and members to carry on their business without fear that FAMA's affairs are being conducted competently."
Predict Big ATE; Exhibits Overflow

*Continued from page 23*

"On the other hand much depends on what manufacturers have done to make their new machines susceptible to inexpensive decimal conversion."

Singleton said he expected there would be a greater emphasis on amusement only machines this year "but to what extent it is too soon to say."

At press time 95 exhibitors had booked space in the exhibition, compared with 89 last year, and the A.C.A. was expecting a total of about 3,000 visitors over the three days—an impressive number for a "trade only" exhibition.

Said Singleton: "Although we are never able to judge the volume of business transacted at these exhibitions, it is clear from the fact that the A.T.E. has expanded every year that it represents highly effective market for manufacturers.

Music Gross Up 30% in Some Areas

*Continued from page 23*

Increases of 50 to 75 percent in games. We are buying a little of everything that is good quality. The expansion in vending has been phenomenal for us with nearly 100 pieces of equipment purchased this year."

"Purchases have gone up about 14 percent from last year," said O. K. Truppend of Bush International, Inc., of Miami, Rowe distributor. "Our Caribbean sales are up and Florida is also up slightly. Vending sales are higher than ever before. Arcade type equipment also showed quite an increase."

"He also said that operators in Florida had a good year. Samuel R. Keys of Apollo Stereo Music Co., Inc., of Denver said that business was reasonably good although down a bit from 1968. "This is due mostly to tight money and inflation. It's probably going to get worse here before it gets better. We bought our usual amount of equipment for the year, but used it all for replacements."

"Our total gross for 1969 has been consistent with past years," said Biem Zeno of Tc Amusement Co., a division of Operators Sales, Inc., a Seeburg distributor. He offered no reason for the unchanging gross, saying that "It has been the same, or nearly the same, for many years."

Alian, Illinois, operator Harry Schaffner said he had six months of 1969 were up 10 percent in all categories (music, games and vending) and that the sale of used coin machines had pool tables to the home market had contributed to this increase.

Juke-boxes bring $175 and pool tables sell for as much as $275.

A & H Entertainers, Arlington Heights, Ill., has changed over 50 percent of its locations to two for a quarter pricing. Wayne Hesch said: "We find that where we've changed, business holds up or increases. But the profit margin of the middle is being squeezed because of increased costs everywhere you turn."

Bernard Klein Dead at Age 51

PHILADELPHIA — The industry was deeply shocked by the sudden death recently of 51-year-old Bernard Klein. He was co-owner of two leading coin machine operations in this area, including the Premier Automatic Music Co. and the Premier Vending Co. Klein died at the Cherry Hill (N.J.) Hospital, in which nearby community he made his home.

In addition to his industry interests, Klein was very active in community affairs. He was founder of the William Forman Charities and a vice-president of the Jesup Heights, also a member of the Masonic Order among many other affiliations.

He is survived by his wife, the former Anna Stern, two daughters, Mrs. Ellen Steiss and Mrs. Frances Ginsburg; three brothers, Louis, Max and David; two sisters, Mrs. Rose Bornstein and Katherine; and a granddaughter.

BIG PROFITS COME IN SMALL PACKAGES

Northwestern vendors produce more profit per dollar of investment.

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MINNEAPOLIS

Robert Harding, Wurlitzer field representative, conducted a two-day service seminar at Sandler Distributing Co. here. Warren Sandler is manager. Attending the seminar were: Dennis King of Black Hills Novelty Co. in Deadwood, S.D. Vernon Johnson of Dahl Music Co. in Fergus Falls, Minn.; Hal Williamson of Mid-States Music Co. in Winona, Minn.; Warren Stevens of Ackley Novelty Co. in Hayward, Wis.; Dan E. Hamiel of Stansfield Vending Co. in La Crosse, Wis.; Ronald H. Peterson of Kelly Amusement and Vending Co. of Waterloo, Ia.; Earl Berkowitz of R&B Novelty Co. of Superior, Wis.; Nick Schneider of Frendel Music in Gettysburg, S.D.; Gene Jelinek and Pat Clennon of Star Music in Austin, Minn. and Martin Veen of Mill Amusement Co. in Watertown, S.D.

TOKYO

Malcolm D. Steinberg, manager of Australia’s Indoor Amusement Games Co., stopped at Sega headquarters here in mid-December during an Asian business tour. His firm, in association with A. Hankin & Co., Ltd., is the continent’s largest operator of indoor amusement games.

MILWAUKEE

Seeburg distributor Perry London, S. L. London Music Co., is one of 25 young Milwaukee professional and businessmen taking part in the “Study Mission to Israel” during the first week of December. The tour was organized by the Milwaukee Jewish Welfare Fund to enable active workers for the agency to see the Israel situation at first hand.

According to Sam Hastings, Hastings Distributing Co., no date has been set as yet for the proposed (Continued on page 26)

LEO SMITH, a vending distributor, operator and co-owner of Smith-Regal of Carolina, cuts the ribbon opening the new American Bank and Trust building in Charlotte, S.C. With Smith are Ed Gaskins, president of the bank, and Pat Taylor (right), lieutenant governor of the state.

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JANUARY 3, 1970, BILLBOARD
Karl Goetting predicts a great future for the coin-operated leisure industry in Europe where he now heads, Chicago Coin’s new marketing operations.

**Continued from page 25**

A state-wide meeting to protest the 4 percent tax on amusement games receipts “As long as the state legislature is in recess until after the first of the year there isn’t much that can be done. Mean- while, our state group’s president, C. S. Pierce, Pierce Music, Bro- head, is抓紧 studying the possibility of obtaining a committee hearing on our industry’s problem before lodging a formal objection to the tax.”

A three-day open house at Pioneer Sales, Rowe-AMI distributor, is being scheduled, ac- cording to Joel Kleiman, operator. Joel Kleiman will be invited to view the new Tritonoid jukebox.

The event was sponsored by United, Inc. personnel on hand included Paul Jacob, Ross Toma- send, Reid Whipple and Willie Leitich in Bob Davidson, Wurlitzer regional sales manager, also at- tended.

The first order of business was a marketing survey for the coin machine business.” Goetting admitted with a smile. But be- hind it stands 17 years’ experience of a successful automotive car dealer in Assuncion, Paraguay, and Buenos Aires, Argent- ina. Goetting believes that the marketing experience as a car dealer complements his experi- ence in the coin machine busi- ness. “The change from auto- mobiles to automatic coin equipment is not too much when you have a merchant’s philosophy.”

Goetting’s experi- ence helped him establish a Chicago Coin exhibit at the exhibition in Stockholm and at the IMA ’69 West German Coin Machine Exhibition. Concentra- tion on other shows is part of Goetting’s master strategy. Goetting feels that the German market is the most “vivid and important” and that either a capable wholesaler will be established here or three regional outlets will be established. The second most important market in Goetting’s view is France, followed by Italy. Chi- cago Coin has exclusive dis- tributors in Italy, the U.K., Sweden, Denmark and Belgium.

“With a little bit of legwork and a little bit of salesmanship, we can establish a presence in the industry in the way that the go-getters did in the U.S.,” he said.

Goetting’s master strategy was to establish a manufacturing plant in Europe! “Nobody makes the second step before the first,” he replied. The first order of business is establishing a market in such areas as the Eastern bloc countries where Goetting is op- timistic about financing through national banks in countries such as Rumania, Hungary, Yugos- lavia. Pinball machines and jukeboxes are already selling well in Rumania, he said.

Bascially, Chicago Coin had to establish a marketing arm on “the front line of European selling,” Goetting said, mention- ing the problems of legal defini- tions in Italy and the tax ar- rangements in France.

**Draws a crowd!**

**Continued from page 25**

Gensburg. In an earlier an- nouncement Ginsburg said the headquarters here at 22 Fahrenhet- stein Street will become a center for marketing, ware- housing, and “Goetting’s appointment will further improve the service to our many exclusive distributors throughout this hemisphere. It will in no way affect our dis- tributor’s relationship with the factory. There will be no in- crease in pricing. Additional costs, if any, will be borne by us. Our distributors may place orders directly or through the office, whichever is most convenient. A telex com- munications system will link the factory, Goetting’s head- quarters and the distributors in dozens of countries. Discussing his new position Goetting said that within the last years he had “the best introduction I could ever have been supplied with” while work- ing for Loewen Automaten, Bingen, West Germany, the large wholesale organization with 26 firm-owned, affiliated or con- trolled “Automaten-Grosshan- del” distributors. Goetting was busy promoting the German Koutzum pay-out machines made by the organization’s NSM plants. For years Goetting headed Loewen’s export activities “The experience has been my years of appren- ticeship with the coin machine business,” Goetting said. “The first order of business was a marketing survey for the coin machine business.” Goetting admitted with a smile. But be- hind it stands 17 years’ experience of a successful automotive car dealer in Assuncion, Paraguay, and Buenos Aires, Argen- tina. Goetting believes that the marketing experience as a car dealer complements his experi- ence in the coin machine busi- ness. “The change from auto- mobiles to automatic coin equipment is not too much when you have a merchant’s philosophy.” Goetting’s experi- ence helped him establish a Chicago Coin exhibit at the exhibition in Stockholm and at the IMA ’69 West German Coin Machine Exhibition. Concentra- tion on other shows is part of Goetting’s master strategy. Goetting feels that the German market is the most “vivid and important” and that either a capable wholesaler will be established here or three regional outlets will be established. The second most important market in Goetting’s view is France, followed by Italy. Chi- cago Coin has exclusive dis- tributors in Italy, the U.K., Sweden, Denmark and Belgium. We are going to enforce our presence among the people in Europe, and make sure industry in Europe where he now heads, Chicago Coin’s new marketing operations.

**Coinmen In The News**

**Continued from page 25**

State-wide meeting to protest the 4 percent tax on amusement games receipts: "As long as the state legislature is in recess until after the first of the year there isn’t much that can be done. Meanwhile, our state group’s president, C. S. Pierce, Pierce Music, Brohead, is抓紧 studying the possibility of obtaining a committee hearing on our industry’s problem before lodging a formal objection to the tax." A three-day open house at Pioneer Sales, Rowe-AMI distributor, is being scheduled, according to Joel Kleiman, operator. Joel Kleiman will be invited to view the new Tritonoid jukebox.

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Bascially, Chicago Coin had to establish a marketing arm on "the front line of European selling," Goetting said, mentioning the problems of legal definitions in Italy and the tax arrangements in France.
Classical Music

Chicagoland LP's

Wurman Plans 3d Moog LP Via Date

Chicagoland—Hans Wurman, who is working on his second Moog LP and plans for RCA Records, plans a third LP through a live performance. Wurman's third LP, a live version of Sonart Productions have set a Chopin side for the second album with the aim of the string section of the Chicago Symphony.

Wurman explained that several problems had to be ironed out before an acceptable live performance of the Moog could come off, but he felt these could be worked out. The synthesizer is to be made stable so it would stay in tune. Also, longer sessions have to be programmed so the work, such as a concerto, could be played straight through.

Live performances also will require caution so that the sounds are not lost too much for audiences.

Another current problem is the lack of a notation system for synthesizer. Wurman felt this system would have to be devised so that music could be composed for the instrument and be accurately reproduced by other musicians.

Steinberg in RCA Debut

New York — RCA Records is releasing its first album by the composer in Rovert. Also in January is a Johann Strauss set with Eugene Ormandy and the Philadelphia Orchestra and a Bizet-Shchedrin pressing with Arthur Fiedler and the Boston Pops.

André Previn continues his Vaughan Williams series with the London Symphony with a coupling of "Symphonies Nos. 6 and 8."

Sir John Cited By Houston Uniton

Houston—Sir John Barbirolli was honored on his 70th birthday by being accorded conductor emeritus of the Houston Symphony for life.

The symphony's president, Gen. Maurice Hirsch, presented Barbirolli with a celebrative resolution saying that in six years as conductor-in-chief and three years as conductor emeritus the British musician had developed the Houston Symphony into one of the nation's finest.

The presentation was made between Barbirolli and the orchestra in an all-Berlioz program in the Jesse H. Jones for the Performance April 11 in February to conduct six more concerts with the Houston Symphony.

Hilde Somer Stirring—Light Show Adds Color

New York — A light show added a dimension to Hilde Somer’s meaningful Scriabin concert at Alice Tully Hall, Dec. 17. Miss Somer, whose affinity for Scriabin has resulted in one Mercury album with another on the way, delicately played the program’s short pieces.

Each half of the concert opened with Miss Somer’s expert handling of three Scriabin pieces with the "With the Orbit for Left Hand" especially stirring. Then the piano was moved to one side of the stage while the other musician continued. The remaining selections of each half were augmented by the light show supplied by Thomas Shoemaker, owner of Scriabin's signor of Fillmore East's Joshua Light Show. These colorful segments fit the music as ballet works with certain classical pieces. Scriabin himself envisioned a kind of colorful light program with his pieces although he died almost 55 years ago. The Dec. 17 program indicated that visual programs could well...

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Browning Entrances Patrons

New York — Pliniu John Browning enlarged a large audience at Philharmonic Hall Dec. 17 with a performance that glowed with artistry and inspiration. The RCA Records artist’s choice of materials and his execution of it were equally superb and satisfying.

The concert began with three short pieces by Mozart, each showing a different aspect of the composer and the performer.

Chopin’s "Sonata No. 2" took on a haunting depth in Browning’s hands. Adding equal parts tempestuousness and restraint, Browning handled the sonata...
The return to the family fold of Joe Whitfield, said the group there.

The serge brothers & naomi have signed a talent contract with Skyline talent agency. The manager of the group. The serge brothers will continue to be handled by the same serge, manager of the group. The serge brothers have signed contracts with shelby, Tenn., and beverly, Fla., and the Dixie Echoes from Pensacola, Fla., will tour the Holy Land in March 1970. Joe Whitefield, manager of the group, said the group will cut a new record album while there.

But there are other causes and to make their other areas of music sell, for they feel that the dj does not know what songs their artist performs. The dj does not know what things are being played and if so, how well it's doing and if not, leave copies for the producer or manager to advertise his artist in the trade magazines so that other managers/producers will be well informed as to their activities regarding location of any type of talent along with their regular artist.

Recording company should definitely know the gospel business and know what trend it's going to be. One big group, the Thrasher brothers, will try to make gospel rock 'n' roll or blues or pop-rock. They seem to be the only ones who are trying to make their other areas of music sell, for they feel that the dj does not know what songs their artist performs. The dj does not know what things are being played and if so, how well it's doing and if not, leave copies for the producer or manager to advertise his artist in the trade magazines so that other managers/producers will be well informed as to their activities regarding location of any type of talent along with their regular artist.

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PHILADELPHIA In a "salute to the universality of country music," a weeklong Rock Week convention will be held here Feb. 16-20. "The Mike Douglas Show" featuring country music stars will be among the highlights.

The shows, to be aired in most of the Western晶体, will feature the "world wide, contemporary" music of today.

Douglas featured what he called a "co-host format" between Wendell and Fred Tata-...
<table>
<thead>
<tr>
<th>Title, Artist, Label, No. &amp; Pub.</th>
<th>Artist/LP's registering greatest proportionate upward progress this week.</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;Babylon&quot; (Charly Prima)</td>
<td>George Jones, Capitol 2518</td>
</tr>
<tr>
<td>&quot;The Best of Charley Pride&quot;</td>
<td>RCA Victor LSP 4223</td>
</tr>
<tr>
<td>&quot;Johnny Cash&quot;</td>
<td>RCA Victor LSP 4223</td>
</tr>
<tr>
<td>&quot;I'm a Fool&quot;</td>
<td>RCA Victor LSP 4223</td>
</tr>
<tr>
<td>&quot;You're Nobody 'Til Somebody Loves You&quot;</td>
<td>RCA Victor LSP 4223</td>
</tr>
<tr>
<td>&quot;When You're Hot You're Hot&quot;</td>
<td>RCA Victor LSP 4223</td>
</tr>
</tbody>
</table>
He returns by popular demand to the Ed Sullivan show Jan. 11

EXCLUSIVELY ON CAPITOL RECORDS #2700

Sonny James the Southern Gentleman
SOUNDTRACK
Ronnie & Julie
Capitol, A-362 (5)

Nine Rota’s music for the "Ronnie & Julie" film, which has already made its mark in France, has been somewhat aged this time with the dialog from the previous version. As far as the music is concerned, the score is well done.

JORGE DE LA TORRE
4 STAR

POD

Bobby Goldsboro
"I'm a Boomer"/"Kissing Sweety Lou"
United Artists, GAT 9755 (5)

Bobby Goldsboro's pop country flair is evident as he produces his second major hit. Once again, he applies his winning style to such pop hits as "Just Once," "Mean and MOODY BLUES
"Close to You"/"Your Love is"/"The Seventh
Children Orchestra, Mercury, 7S 903 0 (5)

The Moody Blues' latest is a collection of songs that are as catchy as the band's previous efforts. The album features the singles "Close to You," "Your Love is," and "The Seventh."

JACQUES BREL
"Jealous"/"She Knows"
Prestige, 7544 (5)

The bosh package is only the icing on the cake, since the songs are more than capable of selling the LP. "Jealous" and "She Knows" are both standards and should sell well. On the other hand, "I Want You, Will You Have Me?" and "The Flatfoot" are more obscure tracks.

JOE HARNELL
" выполи"/"Wake Up Why"
Coral, 720 (5)

Another package by one of the great country stars, this disc is sure to appeal to fans who truly understand the country idiom. In her inimitable style, Kitty does "If Not For You," "To Love a Man," and "Your Country" among others.

KITTEN WELLS
A Country Girl
Wheel, WS 1022 (5)

Country Music

TOM T. HALL
"The Things That I Love"
Mercury, 61547 (S)

Tom Hall is a great writer and artist. His song keep the music on the edge of things. Here are such hit singles as "A Week in a Country Jail," "Highway Robbery," and many more. Must merchandise for the country market.

KITTEN WELLS
"Highway Robbery"
Wheel, WS 1022 (5)

The first two tracks by Wells are full of the kind of strength that fans expect from her. The "Twist" and "Watching and Waiting." These are both strong tracks and should sell well. The second side features "Almost Time to Go Home," "Down We Go," and "The Wanderer."

BEETHOVEN
"Elegies"/"Symphonies"
Philips, DDS 825 (5)

This special package features the personal touches that fans will surely enjoy. For the "Elegies" and "Symphonies," the orchestra is well executed. "At the Beach" and "Watching and Waiting."

CLASSICAL

NEW MUSIC OF CHARLES IVES
Gregg Smith Singers/Columbia Chamber Ensemble (Smith), Columbia, WS 7231 (5)

These 17 first recordings take in a variety of music, which listeners will find highly enjoyable. It displays the artist's form at its best, on the "flatfoot" accent which the country market handles beautifully.

BLUE DIAMONDS/ESKIMO/SEVENTH AVENUE=
MADONNA'S DISCO DANCE
A&M, LG 15844 (5)

"Blue Diamonds" is one of the hottest of the season's hits. It is a disco-oriented track and would be a great addition to any dance floor.

LOW-PRICED GOSPEL
DIAN EL MARRIOTT=THE SOUL ROCKERS
Atlantic, 5 5108 (5)

"Blue Diamonds" is one of the most popular of the season's hits. It is a disco-oriented track and would be a great addition to any dance floor.

LOW PRICE
JOHN "THE MILLION SELLER" CARR
"Keep It Together"
Capitol, 7847 (5)

A million seller from last year, "Keep It Together" has been remixed and is now available on the low-price market.

SPECIAL MERIT PICKS

POD

KIDS & THE GANGES-De-Lite, LG 201 (5)

Riding on the back of its recent success is a pop hit, "Through the Windows." This hit has already made its mark on the pop charts and is expected to do well on the radio.

CLASSICAL

BEETHOVEN-"Missa In Rex"
Koiter Philharmonic, (Koiter), DDS 993 (5)

Koiter's interpretation of this exciting Beethoven work should prove a big seller. It is a very popular record and should be heard by many.

UP WITH PEOPLE
"I Will Do"
RCA Victor, LG 600 (5)

In their latest release, "I Will Do," the band has once again proved that they are one of the most popular acts in the country. This hit has already made its mark on the charts and is expected to do well on the radio.

NEW MUSIC OF CHARLES IVES
Gregg Smith Singers/Columbia Chamber Ensemble (Smith), Columbia, WS 7231 (5)

These 17 first recordings take in a variety of music, which listeners will find highly enjoyable. It displays the artist's form at its best, on the "flatfoot" accent which the country market handles beautifully.
Come To Shady Grove
SIDE ONE
Shady Grove
Flute Song
3 or 4 Feet From Home
Too Far
Holy Moly

SIDE TWO
Joseph's Coat
Flashing Lonesome
Words Can't Say
Edward. (The Mad Shirt Grinder)
When You Get There You’ll Know You’re Home

QUICKSILVER MESSENGER SERVICE

Capitol
SKAO-391
RECORD AND TAPE
Quick Silver

Shady Grove

2:57
5:21
2:46
4:24
4:53

N. Gravenites 4:34
N. Gravenites 5:24
D. Jewkes 3:20
9:17
no collectors. Included in this latest entry are such hits as Gene Vincent’s “Be Bop a Lula,” Al Jolson’s “Mammy,” and Little Dog’s “The Little Dog Song.” Dox’s “Conehead,” along with others, is included in the new collection. The project, produced by Warner Bros., features Freddy Taylor, Scotty Jackson, Johnnie Wright, Freeman, Jimmy Stafford and Jack Scott, etc.

WILBERT HARRISON—Let’s Work Together. 12-1-57. 7-14-12. 5-12-57. Melvin Harrison, lead vocal; a young rock star who performs in his own right. His music is one of the most enduring side but good luck. in the history of rock and roll. The arranged group was composed of Johnnie Taylor, who was more than competent. The group successfully travelled from one side of the country to the other, building an audience at every stop. They released several hit singles and albums that have stood the test of time. One of their most popular songs is “Let’s Work Together.”

HISTORICAL EVENTS—Room 28-7 of the “Horrible” events of the past week as a result of the recent surge in the rock and roll genre. It’s an exciting and original promotional piece, directed and produced by a team of young and talented professionals. This product would not be affected by the new promotional board which will be composed of the all-female Trio. Only those buildings on the west side are affected. Directly adjacent to the Country Music Hall of Fame and Museum, BMI eventually faced the new ASCAP building, now a block away on the west side. The new building was constructed to house the Boulevard once it is completed. BMI is well known for its history of performing for city, state and national events.

INTERNATIONAL

SYLVIA OLGA-ECA Victor MSX19416 (5) Here is a talented and exciting young artist. Sylvia Olga has a great voice and is a first-rate performer. A good deal of her success is due to her ability to interpret her songs with powerful vocals and a strong rhythm section. She could find favor with many music lovers around the world.

ALI AKAR KAHN—The 80th Minute Rafael, Conventer Society CI 2-12. Five organ recording sessions for Ali Akar Kahn. It was an exciting and original recording project, directed and produced by a team of young and talented professionals. This product would not be affected by the new promotional board which will be composed of the all-female Trio. Only those buildings on the west side are affected. Directly adjacent to the Country Music Hall of Fame and Museum, BMI eventually faced the new ASCAP building, now a block away on the west side. The new building was constructed to house the Boulevard once it is completed. BMI is well known for its history of performing for city, state and national events.

SOUNDTRACK

The internationally renowned Zabaleta, dem-...
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venience Stores, 37th St., Long Branch, Box 316, New York, N. Y. 10012. Phone: (212) 510-5150.

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ning equipment, complete. Contact: Box 316, New York, N. Y. 10012.

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FACTURING, Machine, Standing Post Paper, 176 Main St., Westford, Mass. 01886.

SITUATIONS WANTED
FABULOUS POP-CONTEMPORARY song writer, 25, interested in writing for a major label. Young, energetic, on top of current trends, interested in working in all formats. Free details.

INTERNATIONAL EXCHANGE
UNITED STATES
DEALERS — COLLECTORS — RARE American 45’s and LP’s for sale. Pre
sented to you by experts. We carry all labels. Write for free list. Box 166, Brooklyn, N. Y. 11207.


Sneak Preview of the 1970 Grammy Awards

CLASSIFIED ADVERTISING RATES
REGULAR CLASSIFIED AD: $1.00 per line, Minimum: $7. First line set apart. DISPLAY CLASSIFIED AD: $1.25 per inch. Additional inch in same ad, $1.00.

FREQUENCY DISCOUNTS: Display classified ads only. 3, consecutive insertions, 10%, 6, consecutive insertions, 20%, 12, consecutive insertions, 30%, and more consecutive insertions, 40%.

CLASSIFIED ADVERTISING
"ABBEY ROAD," BEATLES’ LATEST LP, 10,000,000 copies and counting. Beatles’ music and image on display in record stores of all, (United Artists, ASCAP)

HELP WANTED
EXPANSION—OPENING IS ADDITION. SINGING, DANCING, SPRING CAMP. Experience a Must. (212) 734-7355, ext. 101, or write Box 1150-A, Billboard, 165 W. 46th St., New York, N. Y. 10036.

PRESIDENT—PREEXPERIENCED MUSICIAN/composer needed experience in major position in film, orchestra, etc. Piano, organ, guitar, composition, music notation. Write: Box 1150 A, Billboard, 165 W. 46th St., New York, N. Y. 10036.

WRITER—COPYWRITER, experienced in music industry writing, Mon.
day, Wednesday, Friday. looking for a stimulating, fast-paced creative job in the music pro
duction or publishing field. Write: Box 1150 A, Billboard, 165 W. 46th St., New York, N. Y. 10036.

MISCELLANEOUS
AFTER HOURS PARTY—See ad above. For details, call 222-1234. San Francisco, Calif.

BACK ISSUES OF BILLBOARD AND other trade publications. Write: Box 118, Billboard, 165 W. 46th St., New York, N. Y. 10036.

CAPITOL, need expert for recording engineer, must be electrician in addition to electrical skills. Home building expert is also desirable. Send resume to: Box 118, Billboard, 165 W. 46th St., New York, N. Y. 10036.

CUSTOM STATION IDENTIFIERS, jingles. Write for catalog. Meridian Publis
hing Co., Box 64, Columbia, Mo. 65201.

NAUGHTY SONGS FOR THE NIGHT Club. Looking for racy songs for gay com
edy. Send material with stopper. Box 1350, Westwood, Mass. 02169.


WHATSOEVER HAPPENED TO LOUR, JAMES, JIMMY HARRISON, A. C.?' (United Artists, ASCAP)

WHOLESOME FOR HAPPINESS
Peppy Lee, Capitol 2695 (Hargus, BMI)

AND WHEN I WENT TO THE MOVIES (United Artists, ASCAP)

HELP WANTED
 unfold the mid-century of the singles compiled from national retail sales and retail station air play listed in our own.

BRAINDROPS KEEP FALLIN' ON YOU
B. J. Thomas, Capitol 72255 (Blacklow/Blacklow/Adams, ASCAP)

LEAVING ON A JET PLANE
Peter, Paul & Mary, Vanguard 72267 (Goffin, King & Melman, BMI)

MIDNIGHT COWBOY
Albert Mosell, American Exp. 72278 (Goffin, King & Melman, BMI)

THE BRAND NEW MERRY GROOVER
Golden Gate, Atlantic 72293 (Hoffman, BMI)

Dusty Springfield, Atlantic 72305 (Screen Gems-Columbia, BMI)

COME SATURDAY MORNING
Billboard, 165 W. 46th St., New York, N. Y. 10036.

FANCY
Bobbi Gentry, Capitol 72357 (Cheyne, BMI)

Molly Holly
Bobbi Gentry, Capitol 72357 (Cheyne, BMI)

WALKIN' IN THE BAIN
Jay & the Americans, United Artists 72565 (Screen Gems-Columbia, BMI)

OCTOBER, YOU, YESTERDAY
Sandy Stevens, Century 72679 (Screen Gems-Columbia, BMI)

WHILE THE HEART BEAT HOPPER
Peggy Lee, Capitol 72682 (Blacklow/Blacklow/Adams, BMI)

SOMEBODY WILL BE TOGETHER
Donna Ross & The Supremes, Motown 72690 (Skeeter, BMI)

WHEN I THINK OF YOU
Al Martino, Capitol 72691 (Screen Gems-Columbia, BMI)

LEAVING ON A JET PLANE
Engelbert Humperdinck, Parrot 72762 (Screen Gems-Columbia, BMI)

DUSTY SPRINGFIELD, Atlantic 72765 (Screen Gems-Columbia, BMI)

J. Thomas, Scepter 72920 (Blue Seas/Jobete, BMI)

TICKET TO RIDE
Carpenters, A&M 73102 (Koback, BMI)

THEY CALL THE WIND MARRY
Barrie Rattner, United Artists 73105 (Screen Gems-Columbia, BMI)

LAND OF 1000 DANCES
Electric Light Orchestra, Atlantic 73260 (Tami/Electric Light Orchestra, BMI)

ARIZONA
Mark Lindsey, Columbia 73303 (Goffin, King & Melman, BMI)

MORNING, MORNING
Bobby Goldsboro, Columbia 73345 (Gold, BMI)

MIDNIGHT
Bobby Goldsboro, Columbia 73345 (Gold, BMI)

DON'T LET HIM HAIR DOWN (Early in the Morning)
Nancy Wilson, Columbia 73378 (Goffin, King & Melman, BMI)

LOVE OF A GENTLE MAN
Freddy Martin, Columbia 73405 (Miskel/Johnston, BMI)

BROOKLYN BRIDGE (United Artists, ASCAP)

CANT TAKE MY EYES OFF YOU
Elvis Presley, RCA 73604 (Screen Gems-Columbia, BMI)

DUSTY SPRINGFIELD, Atlantic 73606 (Screen Gems-Columbia, BMI)

THEY CALL THE WIND MARRY
Beverly Hills, United Artists 73606 (Screen Gems-Columbia, BMI)

I'VE BEEN LOVING YOU AGAIN
Elvis Presley, RCA 73611 (Screen Gems-Columbia, BMI)
Butterfly cut their first live album at the University of California at Berkeley, and their next at the San Diego International Sports Center. They then made their debut at the Ice House in December. Nu Phi

Philips has released six albums, all Beyond the Valley of the Dolls for 26th

Writer-vocalist Chris Crosby has formed a public relations company to work for record companies. His first project is to locate aประสิทธิ์ People on Mercury. Crosby's company, Groove, is a cross between public-relations and a consumer and Technical Industries, publicly held company. For... "Master of "Picking Up the Pebbles" by Man Flinders on Jerden Records of Seattle. It will go into national release on Christmas day. Gary Usher has pro-

LAS VEGAS Billy Joe Royal makes a debut at the Copa Room in Las Vegas. Bill Com
eille Richie returns for a two-week stint at the town's top gambling spot. The Cazza
can has offered the hottest jazz billing in town with Pete Fountain and Elhott

LAKEWOOD The majority are given priority over the black writers and arrangers, (gospel) are hard to find. In...Production Music will enter the world of pop music in the fall.

DOMESTIC

Gospel

Shaped Notes

GMA Meet in Nashville Set

MEMPHIS Columbia's, Blood, Sweat & Tears, played to a packed house at the Ogden Merch-

From there they move on to the West Indies for series of performances in St. Thomas, St. Lucia and Jamaica. The Sheltons, of which John, 16-year-old Steve Speer joined other members, and some of their songs and instrumental work will be heard on a recent tour. The Imperial took time off from their current East Coast tour for a backup tour for Jimmy Dean, who is recording an album for RCA. Additionally, the group works concert appearances with Dean. The Blackwoods play New Year's Eve at the Thunderbird Theater in St. Louis. The group is managed by Harvey Kilgore.

The Baxter brothers, Mike Leech and Tommy Shelton, are in process of forming their own group, the Blackwood Brothers will be on

is seeking a new manager to handle three photo ses-

I don't know how old you are, but I have been trying to find out how old you are. I am not sure if you are old or young. I am trying to find out if you have any children. If you do not have children, I am not sure how old you are. If you have children, I am not sure if you are old or young. I am trying to find out if you have any grandchildren. If you do not have grandchildren, I am not sure how old you are. If you have grandchildren, I am not sure if you are old or young. I am trying to find out if you have any great-grandchildren. If you do not have great-grandchildren, I am not sure how old you are. If you have great-grandchildren, I am not sure if you are old or young. I am trying to find out if you have any great-great-grandchildren. If you do not have great-great-grandchildren, I am not sure how old you are. If you have great-great-grandchildren, I am not sure if you are old or young. I am trying to find out if you have any great-great-great-grandchildren. 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**Musical Instruments**

**Rock Music Explodes On Educational Scene**

*Continued from page 1*

a special arrangement for stage bands. "The Three Dog Night single of 'One' actually brought that sudden, undivided attention," Cimino said.

"There is the only way to keep kids interested in music," said Arnold Rosen, Alfred Music's marketing director, "and it's American heritage and it's a short step from jazz to rock." Alfred said that in many cases com¬


eposers not connected with the popular music field were becoming attracted to the new emphasis on jazz and rock in music education. Among composers in¬

volved at Alfred Music are Don Sebesky, Joseph Scanni, Dr. Saul Feldstein and Manny Al¬

am. Alfred's jazz-rock ensemble music was performed recently by the New York University Stage Band at the New York Music Educators' Association convention. The series of books consists of "Dorothy's Orch¬

aborough Fair," "Timetable," "Banana Flower," "Red Phan¬

tom in the Night," "Rock and Roll," and "Full Profundo." The books sell for $1.50.

Also reflecting the emphasis on contemporary music in educa¬

con is the success of the "Al¬

ner Bros./Seven Arts, whose firm is rushing out stage band, march band and choral ar¬

rangements of "Leaving on a Jet Plane," the company's top selling single record by Peter, Paul and Mary. Don Cadeny, educational mar¬

eting director, CBS Musical Insti¬

iments, said that by the end of the month there would be 10 new stage band arrangements

for guitar and rhythm section from arrangers such as Ralph Carmichael, Ralph Burns, Marty Paiche and Benny Golson.

"This is a constantly growing field," said Cadeny. "We keep growing for some time." Emily Berk, of Big Three Music, said in speaking about the current market for being arranged for stage bands. "The title from 'Hair' has been a phenomenon of great interest in the short time we have had it out." The score contains such songs as "Let the Sunshine In," "Easy to Be Hard," and "Good Morning Starshine," and the title tune. All have also been hit singles and have prompted stage band arrangements.

She also agreed that introduc¬

ing rock music into music educa¬

tion is "the way to go because it is the music of the young, so why not let them play it?" Mrs. Berk pointed out that this type of music also lent itself to adding variety to concert programs, which should also increase lis¬

tener interest.

Neil Lunhun, of Hal Leonard Music, Inc., also said that rock music is becoming accepted by high school music educators. "Of course, some educators still try to ignore it, but most are recog¬

nizing rock music as a way to make the students relate to mu¬

sic," he said. The company, which publishes 50 percent of the marching band music, has recently put out band arrange¬

ments for "Stormy," "Traces" and "Windy." These are available for junior, high school or college stage bands. "We (the company) are striving to put the pop sound in the marching bands," said a Hal Leonard representative. The company hopes to make between six and 12 new arrangements available to dealers each month.

Lunhun said his firm main¬

tains a staff of arrangers and can publish any musical idea that is written, such as 'Get Together,' by the Youngbloods, in a day and a half. For stage band books, the lead time is about a week.

"I'm very excited with the con¬

temporary music," said Marylin Williamson, an educator from Herscher, Ill. "Rock is some¬

thing the children can be happy with, but I don't let them run away with it."

**Doric Organ Bankrupt; to Hold Auction**

NEWARK, N.J.—The Doric Organ Co. of Morristown, N.J., declared bankruptcy in Circuit Court here on Dec. 16. The company had been a producer of small combo organs. A public auction sale of the company's remaining assets will be held on Thursday (8) at 10 a.m. at the company headquarters.

The company has been in¬

citing popular music fans of major last year's most popular arrangements was a $3,000,000 sweepstakes to aid dealers in selling the company's organ during late 1968.

**59 Exhibitors at NAMM West**

LOS ANGELES—A total of 59 companies have signed to ex¬
hibit at the National Association of Musical Instruments (NAMM) Western Seminar and Exhibits here from April 12-14, 1970. This is the first time there will be exhibits of this NAMM re¬

gional seminar.

More than 12,000 square feet of exhibit space was made avail¬

able. Here is a list of companies which will exhibit at the western headquar¬

ers:


**Guitar Makers Woo Teacher As Educators Warm to Rock**

CHICAGO—Musical instru¬

ments manufacturers are banking on the guitar entering school music programs as a corollary to the acceptance of rock music arrangements for stage bands and school orchestras. With stage bands now including a strong "Spinning Wheel," made popu¬

lar by Blood, Sweat & Tears and many other rock groups, teachers are finding more interest in the genre. Some music educators still dis¬

agree, however.

Two exhibitions not showing guitar manufacturers this year but planning to bring them along to educational shows in 1970 included Yamaha International Corp. Gretsch, George Baldwin of Baldwin Co. and Gretsch's exhibit pointed to the success of Dr. Herman Slayman's guitar instruction course utilizing a teaching program developed by Baldwin, a sister company. Slay¬

man is connected with the Uni¬

versity of Chicago Circle Camp¬

us.

The most enthusiastic booster of the guitar in education for business purposes was Don Cadeny, CBS Musical Instrument's direc¬

tor of instruction. His firm's Rhodes Model 73 electric piano is being used in the stage manner and has a full arrangement in Los Angeles. At the show here, CBS exhibited its guitar and rhythm section format for stage bands. "This is a concept the kids relate to," Cadeny said. "Music directors and teachers need to motivate kids—the way to do this is through music they relate to. There are still skeptics, but the need to motivate kids is changing a lot of the thinking of music educators."

Although the majority of music educators, especially those who are employed by Billboard seemed in favor of the guitar as an educational tool, the teaching aspect will receive no special emphasis at the seminar here of the National Association of Musical Instruments (NAMM) on Jan. 18 and 19.

In Sunday there will be a film festival with three instructional films from "The Next Door Neighbor" to "Jiminy Cricket" to "Am I Good Enough?"

DALLAS—New approaches in sales, education and selling the young market will be the theme of the seminar here of the National Association of Musical Merchants (NAMM) on Jan. 18 and 19.

Monday will feature two topics as well as selling the youth market, finding people to sell to in the 1970's, and how to set up a profitable educational program in school. Each talk will be followed by a show of how to develop sales from an education program, profit plan¬

ning for music dealers and a film featuring Van Johnson and For¬

rest Tucker entitled "The Pro¬

fessional."
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"JACK AND JILL"
"JAM UP AND JELLY TIGHT"
"MIDNIGHT"
"ROSE GARDEN"
"STORMY"
"THESE ARE NOT MY PEOPLE"
"TRACES"
"WALK A MILE IN MY SHOES"
"WHAT KIND OF FOOL DO YOU THINK I AM"

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COLD BLOOD—You Get Me Hummele (Prod. D. Robinson) (Writers: Porter-White-Ray) (Brunswick/Dunhill). The past Sam & Dave hit is coped in a funky beat and swinging vocal workout. Must chart potential here—both soul and pop. Label handled by Atlantic. 4:4 IF:1;LC I I Eel : 46

*BOB BENTON—Baby Love in Georgia (Prod. Art Ardito) (Writers: Ardito—White) (Columbia). The song was written in a smooth commercial rendering by Benton with strong sales and chart possibilities. Capitol 4100.

*VC DAMF—If I Never Know Your Name (Prod. Ted Glass) (Writers: Diamond, Neill Diamond, Hall) —The Neil Diamond ballad served in a strong manner for Sano that has all the ingredients for a hit. Campbell will review this song on the Hot 100. Strong entry for Soul. 46


New Office, 6 New Artists, Springs Vault Into 1970

LOS ANGELES — Vault Records is starting off the new year with a new office in Hollywood and new artistic directions for two newly signed acts.

The new office is at 6430 Sunset Blvd. and will be used as a look-out spot for new artists and a stopoff point for independent producers. Vault’s present office, several miles away in the downtown part of the city, will be closed in January when the parent National Tape Distributors moves all its Jack Lewerke-Ralph Kaffel operated companies out to Torrance.

Manning the Hollywood office are Greg Lewerke and Miss Tuffy Rogers. Jack Lewerke will operate from the new Torrance warehouse-administrative complex, but will make visits to the Hollywood office to handle ad projects.

The Lewerke-Kaffel operated companies moving to Torrance include the following distributors: Dubs, Intrepid Swings and Carolina Records. In addition there is United Tape Distributors.

The two new artists receiving a new direction are the We Five and Sam Fletcher. Both acts will be produced by Jackie Mills’ Wednesday’s Child Productions. Mills will produce Fletcher into a hard pop groove while Michael Stewart, one of Mills associates, will handle the We Five, formerly on A&M. Stewart was formerly a member of that group in its early days. He will take them into a “fun- kier rock style.”

‘Mah-Na Mah-Na’ Is Hot Worldwide

NEW YORK — “Mah-Na Mah-Na,” single released from the original soundtrack of “Sweden, Heaven and Hell,” on Ariel Records, is receiving international recognition. Nine countries besides the U.S. have released one or more versions of the single. The countries include Argentina (RCA Camden, CBS), Australia (CBS, Festival, Parlophone EMI), England (Parlophone EMI, Major Minor), France (CBS, Rigolo Records), Germany (Odeon, London, Ariola), Holland (Phillips, CBS), Japan (CBS Sony, Columbia), Mexico (CBS Polydor) and Spain (Papelene, Odeon, Liberty Columbia, Movieland). Enoch Light’s version of “Mah-Na Mah-Na” (Project 3) was recently seen on the Ed Sullivan Show and Red Skelton Hour.

Intrepid Swings on Fach’s Small Station’s Play Push

By CLAUDE HALL

Fach also recently signed record companies dealing with independent producer Paul Leka for a single by the Choir and with producers Billy Tyrell and Ray Martin for a single called “Candy in the Morning” by the Ivory Journey.

Besides the one big hit by the Underground Sunshine and the followup album, Fach has scored with a couple of other chart items.

One of the successful songs of the past 12 months is “Under My Thumb” by the Kindred Spirits, which was last week No. 1 on WCBO in St. Johnstown, Pa. Fach bought this master from John George, owner of George’s Song Shop in Johnstown.
Disk Up to Dealers In Italy; Retail Stays

• Continued from page 1

riumph). Carlo Barbaraschi (EMI); Luigi Anduino (Fonti & Cerrai); Sergio Di Gennaro (Messaggerie Musicali; Fornacito; Gilardino (Phonogram); Luciano Bernacchi (RCA); Renzo Benini (Ricordi); Piero La Falce (RI-Fi); and Amleto Silvestri (SIF).

Reasons for the decision were given as the general rise in costs and the need to stabilize list prices.

Said Franco Paradiso: "Since 1961, records have remained at the same price while costs have increased. The increase in wholesale prices was clearly inexplicable."

"The effect of this move is to create a recommended price structure," said Renzo Benini of Ricordi. "We hope that this will prevent the retailer from selling at less than 750 lire ($1.20) as has often been the case. There are shops which have been selling singles for 630 lire ($1.05) particularly electrical shops and some chain stores which keep a few records for customer convenience and not as profit items.

"Our decision therefore seems to be the positive one, helping the record market, even though it may initially cause accounting problems, particularly in complex outlets like chain stores."

At Yule Boom

The price increase came at the peak of the Christmas sales boom, and Giancarlo Bongiovanni, owner of the Bongiovanni record store in Rome, feels that it will hit hard at those retailers who made a practice of dropping prices to attract customers. These retailers will undoubtedly continue their policy and will simply have to settle for a smaller profit margin. On the other hand, it is expected that many retailers will raise their prices to the consumer."

(Continued on page 51)

Norway Chart

Springing Hip

OSLO — The last half of 1969 has seen a dramatic change in the content of Norway's LP charts as underground, blues and experimental music have taken an increasingly important hold here.

The first strip releases were satisfactorily received in Norway, and retail prices were kept within a few cents which contributed significantly to sales.

Milan — Eizo Radvile and Connie Rivers have been authorized to organize the 1970 San Remo Festival to be held Feb. 26-28 in consideration of depositing $80,645 with the City of San Remo as a sinking fund.

The decision was reached at a meeting here between Francesco Visale, the mayor of San Remo; record companies belonging to the industry association, the AFI; and the two organizers. Three days later it was ratified by the San Remo City Council.

The record companies regard the association of Radzile and Rivers both of whom have independently produced the festival, as a guarantee of efficient organization.

Meanwhile, the AFA, previous organizer of the festival, has appealed against its bankruptcy.

Jones, Beatles, Hopkin Head

Grand Prix Poll

HELSEINKI — Tom Jones, the Beatles and Mary Hopkin all retained their titles in the Grand Prix poll organized by Sonokki.

Tom Jones beat his nearest rival, Elvis Presley, by 4,000 votes in the male singer category, and Mary Hopkin beat Lulu by 5,500 votes in the female singer category.

Second in the foreign group section to the Beatles were the Rolling Stones and Errol Taplin, who was voted top foreign musician. The top international song of the year was "In the Year 2525" by Zager and Evans.

In the national section of the poll, none of last year's winners retained his title.

Voted top male vocalist was Kirka, top female singer was Kristina Hautala, top group was Ermos and the top musician Ronnie Osterberg. "Eloise" by Tapani Kansa was voted top Finnish single of the year. More than 10,000 young people voted in the poll.

Bendiksen Deals With U.K. Indies

OSLO — Arne Bendiksen's record company has acquired representation of the British independent labels Trojan, Upsetter and Chrysalis through its agreement with Island Records.

This means that the other companies in the Sonet group with handle these labels in the other Scandinavian countries — Sonet in Sweden and Danac Grammophones in Denmark.

Bendiksen's publishing house has secured Norwegian representation of the Warner Bros. Records catalog and from Stockholm's Maskproduktion Bendiksen has acquired the subpublishing rights of the U.S. group Gainsbourg hit "Jet Aimee... Moi Non Plus." A local version of the song has been made by Karlsten Orchestra for Bendiksen's Trioa label.

2 Young Singers Selected As Favorites in Israel Poll

TEL AVIV — Two young Israeli singers, 19-year-old Igal Bashan and 17-year-old Miri Zohar, were voted top male and female singer, respectively, in the 1969 Israeli polls and picked to perform two radio popularity polls.

Rika Yovel was already recently signed by the Navy Variety Ensemble and Bashan is a member of the Army Variety entertainment group, the North Command Variety Ensemble.

The police are helping the Government's Shidorei Israel station and the Army's Galei Zarnakh station to settle the poll controversy which was written by Yair Rosenblum. Rosenblum also wrote the songs voted second.

Reggae Label To Bow in U.K.

LONDON — MCA UK's Reggae label is expected to be introduced this year by Rolling Stones producer Andrew Loog Oldham in an attempt to capitalize on the popularity of the reggae music.
SING IN THE SUNSHINE;" DECCA'S CAST: GALE GARNETT, 1965 GRAMMIE SOME NEW SONGS INTO THE LOCAL MARKET WHICH SALUTED ANOTHER HOCKEY SPORTS HERO, CLIMBED TO THE TOP IN CANADA.
HAMBURG — Polytel International Film and Fernseh GmbH, a 100% subsidiary of Polytel NV Amsterdam, has been set up in Hamburg as a television production company which will handle distribution of videotape programs.

Eighty percent of Polytel belongs to a holding company in which Philips and Deutsche Grammophon companies are partners and the remaining 20 percent is held by Studio Hamburg.

Polytel Hamburg will handle distribution, import and export of TV programs, development of co-productions, establishment of a program library and production and distribution of videotape programs in conjunction with Philips and Deutsche Grammophon companies.

The foundation of Polytel International, Hamburg, is a further development in the production of Polyphon Film und Fernseh GmbH initiated in 1965 by Gyula Trebitsch and now headed by Cornelia Stillveld and Trebitsch. The company already imports eight videotaped operas in color and numerous shows, feature programs and documentaries.

Norwegian Tune For U.K. Film

OSLO — An instrumental version of the Norwegian entry for the 1968 Rio Song Festival, "I Feel So Strong," will be used as the main theme for a U.K.-made Western film.

The song, renamed "Hannie Caulder," the title of the film, was acquired for U.K. by Mike Margolis of Harmalane Music, which will publish all the music for the film. Other songs featured in the film are being commissioned from British writers.

A series of films on the Hannie Caulder character—a girl gunslinger—is planned in U.K. with Meredith series and books. The Hannie Caulder theme has been recorded by the Mike D'Aquila Orchestra.

MEDAL TO CHIEF OF JAPAN ASSN

TOKYO — Yutaka Ando, president of the Japan Photographic Record Association, has been decorated with the Medal with Blue Ribbon for his many years of work in contributing to the development of the Japanese film and photographic field.

The honor was conferred by the Japanese Minister of Education, and after receiving the award Ando went with other recipients to be received in audience by the Emperor.

Class Sues Foundations

LONDON — Barry Class, manager of the Foundations for the past three years, is taking legal action following the group's departure from the Class Organization to join a new management agency company headed by Mike Dolan of Marquee-Martin and John Dawson.

In the high court, Judge McGarry granted Class temporary injunctions restraining Dawson from disposing of any documents relating to the group acting on behalf of Class and/or Class Management; directing that any monies received by Dawson, Dolan or Marquee-Martins Ltd. are received on the basis that 15 percent goes directly to Barry Class under the terms of his management agreement subject to these being sums or contracts negotiated prior to Nov. 28, 1969 on which day the Foundations served no-notice of intent to breach their contracts with Barry Class and Class Management; that Dawson must deliver up all documents belonging to the plaintiff.

All record royalties for the Foundations have been frozen.

12th GOLD FOR FREDDY

HAMBURG—Polydor singer Freddy was awarded his 12th gold disk award for the song "Christmas on the High Seas," at a ceremony in Hamburg.

The award was presented by Hamburg's harbor's Captain Morgenthau and was the second gold disk achieved by the Christmas record.

Polydor director Richard Bush told journalists at the ceremony that Freddy had sold a total of 20 million records for Polydor and the "Christmas on the High Seas" album had sold 600,000 copies.

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Published every Thursday, RECORD RETAILER is available by subscription only.
**Germany Sales Up 5 to 8% in ’69, Spurred by Dutch Singer**

After the remarkable 16 percent increase in music sales in Germany in 1968, 1969 in Germany are expected to show an increase of between 5 and 8 percent.

The jump last year was almost entirely the result of phenomenal sales of the Dutch boy singer Heintje who alone accounted for 10 percent of total sales with three top-selling singles and two top-selling albums.

Heintje records for CNR in Benelux, Ariola in Germany, speaking territories and has been signed for the rest of the world by Deutsche Grammophon.

Said Kurt Kinkele, director of DGG: "Heintje has proved that turnover from sales of foreign products is possible. At the moment, I would guess that at least 500,000 copies of one album in Germany has been sold by the teenager." Heintje’s total sales to date are estimated to amount to more than 100,000 copies (at least 15 million at 10,000 marks each) and he is currently on a mammoth 170-city concert tour of Germany which ends in March.

In general, record sales in Germany follow the familiar pattern of recent years. Singles have continued to stay around the 30 million mark. LPs have jumped from 50 million last year to 60 million in 1960 to more than 33 million this year.

And Dr. Werner Vogelshang of Phonogram thinks that LP sales will pass the 50 million mark by 1972, with singles still static at 30 million.

As in other countries, album expansion has been accelerated in Germany first by the introduction of budget LPs in 1967, and then the advent of the super budget line in 1965.

The current price structure is: Super budget: 3.95-6 marks. Budget: 7.50-10 marks. Middle price: 12.80 to 16 marks. High price: 19-28 marks. Singles: 5 marks.

Classical sales represent between 78 and 30 percent of the total and are largely accounted for by the product of four main companies: Deutsche Grammophon, Teldec (which has 110 total sales with three top-selling albums in its catalog), Electrola, and Phonogram.

Sales Breakdown

The breakdown of sales into domestic and foreign is more difficult to establish on an all-industry basis. For example Deutsche Grammophon estimates that 60 percent of its album sales are accounted for by sales of foreign product. And, said managing director Dr. Wilfried Jung, "40 percent of our international sales come from the product of third-party companies like Tamla."

Sales of U.K. and U.S. product in Germany will continue to grow increasingly popular. This is largely because the songs tend to be unimportant, the industry feeling that while good support is forthcoming from the press, the national radio and TV stations are less receptive. In fact, the third Austrian radio channel, which features a great deal of music, is becoming increasingly popular.

Another effective means of promotion used widely in the past was the so-called top record company and a mass-circulation magazine for the promotion and publicizing of special albums. This, however, has proved less viable since the rapid growth of the budget market.

The industry itself promotes records through its classical and pop galas although it has suffered attacks from the press for presenting too many foreign artists. The German concert contest, too, has come in for much criticism in the past and suffers the habitual problem of failing to attract the top German artists because of their reluctance to risk losing out to a newcomer. The contest was inaugurated 10 years ago, has survived many changes in structure but, said Gunther Brunnich, one of the original promoters, "It is still not right. The contest does sell records, but not in such quantities as before because the songs tend to be uncommercial."

The free concert has been successfully exploited in Germany as a means of promotion. Such a concert held in connection with the Montreux World Music Festival in July was the top concert of its kind and enjoyed a large proportion of the audience, one of the original promoters, "It is still not right. The contest does sell records, but not in such quantities as before because the songs tend to be uncommercial."

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**By MIKE HENNESSEY**

**Billboard's Canada Chart**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE, Artist, Label &amp; Number</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>HOLLY HOLLY</td>
<td>Tom Jones, Epic 5575</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>RAINBOWS KEEP FALLIN' ON MY HEAD</td>
<td>B. J. Thomas, Seabird 5096</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>WE'LL BE TOGETHER</td>
<td>Diana Ross &amp; The Supremes, Tamla Motown 1156</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>DON'T CRY DADDY/RUBBERNECKIN'</td>
<td>The Rolling Stones, Blue</td>
</tr>
<tr>
<td>5</td>
<td>5</td>
<td>DOWN ON THE CORNER/FORTUNATE SON</td>
<td>Creedence Clearwater Revival, Fantasy</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>TAKE ME HOME</td>
<td>R. G. Stevens, Astra</td>
</tr>
<tr>
<td>7</td>
<td>7</td>
<td>NA NA NA</td>
<td>Tom Jones, Epic 5575</td>
</tr>
<tr>
<td>8</td>
<td>9</td>
<td>LEAVING ON A JET PLANE</td>
<td>Peter, Paul &amp; Mary, Vanguard 1528</td>
</tr>
<tr>
<td>9</td>
<td>10</td>
<td>ISLANDS IN THE STREAM</td>
<td>Sheena Easton, Capitol</td>
</tr>
<tr>
<td>10</td>
<td>11</td>
<td>SOMETHING/COME TOGETHER</td>
<td>The Beatles, Apple 2604</td>
</tr>
<tr>
<td>11</td>
<td>12</td>
<td>ELVIS' COMING</td>
<td>Sonny &amp; Cher, A &amp; M 4128</td>
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<tr>
<td>12</td>
<td>13</td>
<td>FIGHTING A LOVER'S WAR</td>
<td>The Rolling Stones</td>
</tr>
<tr>
<td>13</td>
<td>14</td>
<td>THREE MAN'S WORLD</td>
<td>The Rolling Stones</td>
</tr>
<tr>
<td>14</td>
<td>15</td>
<td>JINGLE JANGLE</td>
<td>Archie &amp; John, STAG 1324</td>
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<tr>
<td>15</td>
<td>16</td>
<td>AND WHEN I DIE</td>
<td>Three Dog Night, Dunhill DS 50068-N</td>
</tr>
<tr>
<td>16</td>
<td>17</td>
<td>TEXAS MEMORIES</td>
<td>Three Dog Night, Dunhill DS 50068-N</td>
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<tr>
<td>17</td>
<td>18</td>
<td>WEATHERSHE</td>
<td>The Rolling Stones</td>
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<tr>
<td>18</td>
<td>19</td>
<td>BACKFIELD IN MOTION</td>
<td>Quicksilver Messenger Service, Warner Bros.</td>
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<tr>
<td>19</td>
<td>20</td>
<td>CUPID</td>
<td>Johnny Nash, RCA 1025</td>
</tr>
<tr>
<td>20</td>
<td>21</td>
<td>TINGER CONWAY</td>
<td>Funko F &amp; The Beatles, United Artists 50024-J</td>
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**Billboard's Canada Top Albums**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE, Artist, Label &amp; Number</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>40 YEARS OF RHYTHM &amp; BLUES</td>
<td>Muddy Waters, Columbia 40008</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>ISLANDS IN THE STREAM</td>
<td>Sheena Easton, Capitol</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>WHAT A MAN (AND WHAT A WOMAN)</td>
<td>Bob &amp; Carol, United Artists 7450</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>MIDNIGHT COWBOY</td>
<td>Three Dog Night, Dunhill DS 50068-N</td>
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<tr>
<td>5</td>
<td>5</td>
<td>THE LOST FARMER</td>
<td>Charles Hardin, EP 115</td>
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<td>6</td>
<td>6</td>
<td>BEAUTIFUL DAWN</td>
<td>Three Dog Night, Dunhill DS 50068-N</td>
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<td>7</td>
<td>7</td>
<td>DID IT IN THE SUN</td>
<td>Three Dog Night, Dunhill DS 50068-N</td>
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<td>8</td>
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<td>SUNDAY CONCERT</td>
<td>Three Dog Night, Dunhill DS 50068-N</td>
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<td>20</td>
<td>SUNDAY CONCERT</td>
<td>Three Dog Night, Dunhill DS 50068-N</td>
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**COMPOSER LUCIANO BERIO was recently presented with two major European citizenship awards at the Montreux World Music Jury for the CBS recording of his “Sinfonia” by the Dutch Trio Singers and the New York Philharmonic. Shown with Berio, center, are, from left, Tom Shepard, CBS producer of the album; Arnold Brooks, president of Theodore Presser, publisher of the “Sinfonia”; Earl Price, manager of classical A&R and promotion, CBS International; Carlos Moserrey, manager of the New York Philharmonic; Frank Milburn, press manager of the New York Philharmonic.**

**JANUARY 3, 1970, BILLBOARD**
**HITS OF THE WORLD**

**ARGENTINA**

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**BRITAIN**

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**DENMARK**

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**THE NETHERLANDS**

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**GERMANY**

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**SWEDEN**

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**ITALY**

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**SOUTH AFRICA**

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**SOUTH AFRICA**

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**NORWAY**

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**SOUTHERN AFRICA**

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**SPAIN**

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**ITALIAN SALES**

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**THE NETHERLANDS**

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**GOLD TUESDAY**

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**special section: Disk Up to Dealers In Italy; Retail Stays**

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**Continued from page 47**

Anna Maria Fiore, owner of the House of Music in Milan, described the increase as "a negative move for which no adequate explanation has been provided ."

She added: "The record companies try to justify the increase by claiming that the multipliers in Italy are not sufficient; however, only a limited number of records can raise retail prices as records are already expensive. Neither do I think that the increase will be passed on to the retailers, who have been selling records at 650 lire will simply come on over. Foreign artists should work as hard in this market as they do in England and America."

---

**German Sales Up to 5 to 8% in '69, Spurred by Dutch Singer**

- Continued from page 50

The Fifth Dimension have proved the value of this. They sold practically nothing in Germany until they came here for a TV show and a concert in Munich. They were so impressed with the size of the audience that they decided to bring the band to Germany.

We know there are sometimes problems of record royalties, but we also know about the fees paid to artists in America and some performances are organised to come here and raise $500 for a TV show. Some artists get more money from the TV shows than they do from the fees.
Bootleggers Strike in 2 New Hit & Run Attacks

*Continued from page 1*

Dylan, the cuts include out-takes from the sessions which produced the "Highway 61 Revisited," and "Bringing It All Back Home," LP's, some tracks previously released and then re-called; three cuts from a tape recorded by Dylan in Minnesota in 1961, and two cuts from a tape known as the "Piano Tape" believed to have been recorded in late 1963. This is the third bootleg Dylan LP, the first two being "The Great White Wonder," which recently was the subject of a court injunction won by Columbia Records, and "The Troubled Troubadour." The first sold over 10,000 copies nation-wide; the second was available only in Chicago and on the West Coast.

The "Troubadour" contained tracks from Dylan's "Basement Tape" recorded with the Band in Woodstock during the summer of 1967. "Stealin'" is available in New York, Chicago, and on the West Coast.

The fifth bootleg LP was a recording of the Plastic Ono Band (John Lennon, Yoko Ono, Eric Clapton and friends) when they appeared at a 700 'n roll revival concert in Toronto a few weeks ago. The LP was carried by stores in Chicago, but Apple Records released the legitimate recording of the concert before the bootleg LP could spread much farther.

Fach's Small Station
*Continued from page 46*

have that many record men knocking on their doors. And, they can make a record happen. The Underground Sunshine single, which sold 600,000 copies, is proof of that.

Insiders Report
*Continued from page 8*

410,900 held personally, and 147,700 shares in trusts. Lead Jet Industries - Frank D. Jabara bought 1,312 shares, making total of 1,300 shares. Monarch Electronics - Leonard A. Ashbach sold 700 shares, leaving him 205,479.

Make Records, But Listen

One of the biggest problems the music business faces today is the terrifying good possibility that it will lose control of itself, changing in product while failing to "modernize" to the beat of the music -- and the lyrics. The industry must reconsider the phonograph record, its properties, potential and possibilities with invention and imagination. Censorship is obviously crumbling under the cries for freedom -- it can never return. And the possibility that our society self-may commit suicide for all of us in the next decade or even next year is something to think about. So think about it. Please. In this electronic world of pattern recognition rather than the simple compilation of information, it is not enough to "think ahead" to next trend of black jazz or theater, for content has been always subsidiary to the medium of rock music and its infinities and perpetuity of the medium urgent, but records must also be made and handled so that we can refer to remain relevant, and not just that the headlines are full of bad news. So read the headlines, Mr. Music Business, because if there is a future, if we cannot read the news we make it. But what you have just read is now in the past. The future lies dead ahead.

With this issue the Tomorrow column will appear every other week.

Late News

STATION COVERAGE

RUDOLPH IN GOLD CIRCLE

NEW YORK -- After selling more than seven million records since its release in 1949, "Rudolph the Red-Nosed Reindeer" has received certification for a gold record. A gold disk was presented to Johnny Marks, the writer of the song and Gene Autrey, who originally recorded the song for Columbia Records.

Embcr Issues 1st American Singles

NEW YORK -- Ember Records, distributed through Buddah Records in the U.S., is issuing its first American single: "Mas' o Hammer," by the Good Ship Lollipop and "Peace Pipe" by the Gang with Black Velvet. The British label is headed by Jeff Kruger.

Action Records

Singles

* NATIONAL BREAKOUTS

WALK A MILE IN MY SHOES

Joe Osmond, Polydor 304 (Everty, Ray)

THANK YOU (Palentine Me Be Ms Evi Aff/EVERYBODY IS A STAR . . .
Sly & the Family Stone, Epic S-5055 (Stone Flave, Black Flave) (Stone Flave, Black Flave)

* REGIONAL BREAKOUTS

The TOUCH OF YOU

Brenda & the Tablitos, South Tampa Top & Bottom 401 (One-Eyed Soul, BML) (New York)

IIF I LOSE YOUR LOVE

Betty Wright, Aton 4581 (Budix, BML, Miami)

THE RAPPER

Joggers, Kuma Santos 502 (Saxauns Re- views, Miami) (Javier, Monarch)

SHE LETS HER HAIR DOWN (Early In the Morning)

Don Day, Monarch 574 (Monarch, ASCAP) (Miami)

MY NAME TO YOUR ARMS STRING

Michael Parks, MG 14092 (mca/Forster, ASCAP) (Monaural)

Albums

* NATIONAL BREAKOUTS

ENGELBERT HUMPERDINCK
Parrot PAS 71000

BEST OF TRAFFIC
Arista AAS 5000

COUNTRY JOE & THE FISH
Greatest Hits
Vanguard VSD 6445

* NEW ACTION LP'S

ALL MAN BROADER BAND
 Also SD 33-308

SOUNDTRACK
Linda Ronstadt
Mercury 1-603

BOBBY VINTON
Greatest Hits
Epic BN 26517

JEFFERSON
James JLS 3006

GRANDPA JONES
Sings For Those New "Hows"
Monument SEP 18131

BOOTS RANDOLPH
Yokel YOK 101
Monument SEP 18128

DAVID RUFFIN
Feeling Good
Motown MS 696

St. Louis Gospel Show
*Continued from page 29*

some of the most beautiful ar-
rangees of songs one has ever heard. They were really great.

The entire service was good and once again the O'Neal Twins have shown the country that they are the answer to the city of St. Louis' gospel wish.

EDWARD M. SMITH

Hirt's GWP Album

NEW YORK -- Al Hirt's first album for the label GWP Rec-
ords, scheduled for release Tuesday (30). The album, "Party with Your Wagon," includes hits from the movie of the same name, as well as Hirt's current singles, "The Gospel of No Name City" and "I Still See Elvis."

JANUARY 3, 1970, BILLBOARD
OKIE DUKE
Mr. Sensitive. Songs of soul and feeling, sung with soul and feeling.
Fanny. Sac. Ironic. Watch this talented young composer-singer soar. Into the new 70's. On Ovation. No. OV/14-01 Ampex Tape No. 199

JOE MORELLO
Mr. Jazz Violin. Grandfather would never believe this 20's swinger in these brand new surroundings. Nostalgic treatments of great "oldies". New treatments of great "newies". A new sound for the new 70's. On Ovation. No. OV/14-04 Ampex Tape No. 198

Ovation Records is a new recording company. The staff—top pros. Individually their credits list millions of best sellers. Under the Ovation label they'll be presenting the brightest, most merchandisable talent anywhere. Give a listen. You'll like what you hear.

A NEW COMPANY WITH NEW SOUNDS FOR THE NEW 70's

PAY ATTENTION TO THE NAME

From now on you'll be hearing a lot of them.

Ovation Records INC.
160 E. Grand Ave. Chicago, Ill. 60611 (312) 644-1180

ALSO AVAILABLE ON AMPEX STEREO TAPES
IN SOLID GOLD

16 GOLD BITS OF 1969 HAVE BEEN COMMITTED TO WAX BY THE FAME GANG,

RICK HALL (NOTORIOUS MUSCLE SHOALS CHART BREAKER) IS PRESUMED TO BE RESPONSIBLE.

THESE MEN ARE ARMED WITH THEIR AXES—OTHER MUSICIANS SHOULD CONSIDER THEM DANGEROUS!

Contact your crdc sales enforcement agent for further details

SOLID GOLD FROM MUSCLE SHOALS #SKAO-4200 PRODUCED BY MICKEY BUCKINS