**Lennon Plans Giant Peace Festival in Canada July 3-5**

**By RITCHIE YORKE**

TORONTO — Beatle John Lennon is planning what could be the biggest pop music festi-
val. Twenty-five percent of the gross going to a newly formed Peace Fund, to be administered
by a newly formed Peace Coun-

r

**Bernstein Fest in Holland Aug. 4-7**

NEW YORK—Promoter Sid Bernstein announced that the new Bernstein Fest
in Amsterdam, will take place Aug. 4-7, at Ap-

**Country Talent Fees Up; Booker Alarm**

By CLAUDE HALL and BOB GLASSENBERG

NEW YORK—Inflation has hit the country music talent field and many performers are now
charging double and triple their fees of a year ago. Some artists, such as Johnny Cash and Charley Pride, have priced themselves even higher. Cash is reportedly asking 85 percent of the gate in many cases. Several radio stations say Pride is ask-
ing $5,000. These are said to be the hottest acts in the field.

**Widen Argentine Collections**

By RUBEN MACHADO

BUENOS AIRES — The Ar-

**CBS Adds 2 More European Outlets**

By IAN DOVE

NEW YORK—CBS International has formed two more European subsidiaries—Discos CBS in Spain and CBS Grammofon in Denmark.

Harvey Schein, CBS International president, said that the new additions brought the total of CBS companies outside the U.S. to 22. "We are in all major markets," he commented.

Schein revealed that the Madrid-based Spanish company would be important as a primary Euro-

**12-Inch LP Trade’s New Single, Racusin’s Forecast for the ‘70’s**

By MIKE GROSS

NEW YORK—"The 12-inch LP will become the record in-

**American Airlines & Ford Fund’s Classical Campaigns**

By FRED KIRBY

NEW YORK — The Ford Foundation has instituted a three-year $375,000 program to aid in the recording of con-
temporary American classical music. Subsidies of more than $7,500 will be granted for each LP.

Applications for funds must be made by publishers who are prepared to publish qualifying works or have already done so. Total subsidies per publisher may not exceed $40,000 for the (Continued on page 4)

(Continued on page 3)

(Continued on page 56)
C. B. Atkins and C. E. Snow by Special Request

Chet Atkins and Hank Snow

Chet plays. Beautiful.

Hank plays. Beautiful.

And they sing, too.
SALUTE TO SCHNEIDER

The pioneers of the record business built well. They were men of vision and adventure. In the early ’30’s they started to reconstruct a cripplled industry which had suffered a devastating decline in the era of the Great Depression. The dealer structure was shattered and the total annual dollar volume had sunk to a figure of $10 million. So it was that a group of executives who gathered in the board room of the Music Corporation of America Dec. 29 to honor Leonard Schneider on the occasion of his 43rd year in the business.  

During Schneider’s tenure, records entered the world of big business and became what many regard as the most glamorous segment of the showbusiness. Too, it is generally agreed that records became not only a major entertainment medium but also an important aspect of communications and world culture.  

The industry’s future is limitless, chiefly because it attracts men of integrity and talent. One of these is the retiring executive vice president of Decca Records.  

We trust he will maintain an important relationship with the industry he has seen grow and develop.

CBS-TV Takes Usage to Court

NEW YORK—CBS-TV network filed a complaint in the U.S. District Court for the Southern District of New York to avoid a possible conflict against ASCAP and BMI. The complaint, filed Dec. 29, stated that ASCAP is demanding full use licenses on “reasonable” terms.

Although BMI, as of Dec. 2, had not been served by the court, it had received a letter from MacDonald, the BMI general counsel of CBS-TV network, notifying it of the complaint. The letter asked for an interim license and stated that, to not work economic hardships on BMI members, CBS-TV was willing to pay a lump sum plus a stipulation for per use fees pending outcome of the complaint.

Ed Cramer, president of BMI, countered with a letter stating that the request for an interim license was “not made in good faith” and advised the network that until an agreement was reached the use of BMI music after Jan. 1 was “a deliberate and willful copyright infringement.”

The battle, brewing for some time, got under way two weeks ago when CBS-TV president Robert Wood notified ASCAP and BMI that CBS-TV would not pay new performing rights licenses that would be more than music actually played.

With the lawsuit, BMI undoubtedly can feel itself well on the road to parity with ASCAP in the TV field. BMI had almost been successful in 1965 in getting ASCAP and BMI to agree to the same 10 albums.

Soul City Is Bought by Bell

NEW YORK — Bell Records has purchased Soul City Productions from Johnny Rivers and will release all future records by the Fifth Dimension on the Bell label, the group has set up a new production company to originate their Bell material.

Bones Howe has been retained to produce the new Fifth Dimension contract was negotiated by Bell’s vice president, George Gordon, head of Marc Gordon Productions, which manages the group.

INK DEBBIE REYNOLDS

NEW YORK—Debbie Reynolds has signed a new long-term contract with Decca Records. The new record deal will be announced in January. 

Decca will market Reynolds’ new album “It’s A Fine Day To Be Alive” in January along with 31 other albums. 

In an extensive schedule of radio time buys and trade advertising has been set to spotlight the new complete albums and tape catalog, with special emphasis on the first two LP’s released on Jan. 20, “Wings Upon Your Horizons” which will spearhead the January album slate, and the new album takes it title, and includes, Miss Lynn’s current Top 10 hit single “This Is Love.”

Decca will also offer dealers coordinated advertising for Miss Lynn’s new album, which will be distributed nationwide.

Loretta Lynn

NEW YORK — Loretta Lynn has signed a new record deal with Decca Records. The new recording contract will run through 1970 and will be announced in January.

In support of the campaign, Decca will release an extensive promotion and exploitation campaign on Miss Lynn’s album “Wings Upon Your Horizons,” which will spearhead the January album slate. Miss Lynn’s current Top 10 hit single “This Is Love” will be included in the album.

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Loretta Lynn
Kenton Forms Label to Sell Masters Leased From Capitol

LOS ANGELES—Stan Kenton has formed his own record label to sell via mail order his catalog masters leased from Capitol. The Creative World of Stan Kenton is the name upon which the band-leader is offering albums which Capitol has not been releasing.

Three weeks ago, Kenton made available his first seven titles for the direct mail market to be distributed in about three months. Of the 60 albums Kenton has recorded for Capitol since joining the roster in 1943, he feels 30 are of premium interest to educators and jazz buffs.

He pays Capitol a royalty on any product he sells via direct mail and Capitol, in turn, presents the albums for him and he charges $5.50 per title.

Kenton cites two reasons for going into the direct mail business with his old masters. First, he feels not interested in stock ing Capitol albums for retail outlet in mass appeal tastes, and second, he has received letters from all over the world asking about his LP catalog.

American Airlines Series

![Continued from page 1](General News)

Foundation announced a three-year program to aid in recording new works of music. The markets to be covered in the first year program to aid in recording new works of music. The markets to be covered in the first year will be New York, Boston, Washington, Chicago in eight key markets representing the major markets. The markets to be covered in the first year program to aid in recording new works of music. The markets to be covered will be New York, Boston, Washington, Chicago in eight key markets representing the major broadcasters.

![Continued from page 1](General News)

General News

Professional developers are involved in serious music. Recording industry executives are selecting this form of programming as American's conviction to expanding the classical market will combine forces in using the new radio series as the advertising drive to rejuvenate the classical market.

In addition to the sponsor's artistic preference for serious music, it was understood that a major factor in selecting this form of programming was American's conviction to expanding the classical market.

![Continued from page 1](General News)

Executive Turntable

Elliott Golding has been named vice president, business affairs, CBS Records, replacing Dick Ascher. He joined CBS in 1967 as director, business affairs. He will be responsible for all talent and property negotiations for Columbia and Epic. Jerry Ruder appointed senior vice president, Epic Productions, joins AST after 10 years as export manager, ABC Records.

Vincent Carbone named to newly created post, director of Western activities, GWP Records. Carbone will make sales and promotion trips through 11 Western states and be based in Hollywood. He will additionally audit talent masters for GWP. He replaces Fred W. Purcell who will concentrate on sales for two years and continue in this position.

Jack Maher named manager advertising, RCA Records, handling advertising for all RCA's record and recorded tape product as well as labels manufactured and distributed by RCA. Maher, previously pre- side manager of Canadian Broadcasting, and is a former head of creative services and advertising, MGN Records. Victor O'Givlie Jr. joins Atlantic Records to do album promotion and artist relations. He was a former manager for Les McCann, Roberta Flack and John Lee Bobo and worked with promoter George Wein as assistant concert producer.

Fred Berque named Eastern field director, GWP Records. Tommy Gogbill named first vice president and Marty Larker administrative vice president of American Recording Studios, Memphis. Ken Kester, who signed a four-year contract three years ago, will remain an executive with the firm.

![Continued from page 56](General News)

American Airlines Series

![Continued from page 1](General News)

Three-year period, which runs to Dec. 31, 1972. Not more than $300,000 of this sum may be paid to the company with the same record company.

A publisher may apply for one or more sub-scales, not more than $15,000 if high fidelity master, and $10,000 if LP record for each album. Listings shall be authorized only or principally by record companies, bearing catalog numbers. A listing shall be submitted for all copies of an album. Titles must remain in the catalog for at least two years from release date.

Provisions also permit the release of material on other labels of the record companies included in the list of $6.98. All subscales must be recorded in the U.S. with all royalties being paid to the publisher subject to a payment scale performers, record companies, record companies providing a payment scale.

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The market will be covered by the major broadcast stations in New York, Chicago, Los Angeles, and 18 other major markets.

![Continued from page 1](General News)

Ford Fund Program

Continued from page 1

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![Continued from page 1](General News)

American Airlines Series

![Continued from page 1](General News)

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![Continued from page 1](General News)

Paras Heavy 'Coco Drive'

NEW YORK—Paramount Records has begun rolling out the latest product of the original Broadway cast album of "Coco," which it put into the can Dec. 21. The deluxe LP, which is being shipped to disc jockeys throughout the country, is a special fold of the original recording exists for the production of Cecil Beaton which Bill Gallagher, president of Famous Music, Paramount Records' parent company, will use as a pitch to fashion buffs.

The music will be listened to the lyrics by Alan Jay Lerner, SSDV president and one of the nobilities of Ard- prein, both of whom assisted Andy Wiswell in the production of the LP. The show and the album stars Katharine Hepburn. It's Miss Hepburn's first effort in this market.

The album, which was recorded at RCA's 13th St. Studio, was suggested list of $6.98.

Crewes Group Sets Generation Records

NEW YORK—Generation Records has been formed by the Crewes Group of Companies to promote all new and published records specializing in contemporary pop and rock. The label's first single is "Hard to Handle" by the Hot Property, which is distributed by Record World.

Crewes Group Sets Generation Records

![Continued from page 56](General News)

Decca Ltd Repacts Jones, Engelbert

LONDON—Tom Jones and Engelbert Humperdinck will re- main Decca artists for another six years, effective Jan. 1.

Speculation regarding the future disk outlet for the country's two top selling singers whose existing contracts were due to expire in December 1972, was ended last week with the announcement of the new deal with Decca.

To secure the vital product flow from the two singers, Decca cite the need of a stable stake in Management Agency and Music World worth about $4,000,000. Decca's American division plus manager Gordon Mills, will re- ceive about $1,000,000 in cash. Additionaly Decca has guaranteed a minimum of $6,000,000 in royalty over the next six years, estimated as being a near 75 percent rise in the take from each record.

Since record royalties contributed around $1,200,000 to the Decca label in 1970, and with Humperdinck's U.S. tele- vision appearance, the deal is an important one.

Even with the sale of the MM shares—about 750,000 from Amspec and $10,000 from Humperdinck— the Decca label has assets of $14,900,000. It is estimated that Decca's share of the sale of the MM shares will be placed with investment bankers and possibly to share nearly $3,600,000. They would have to pay only long-term capital gains if the deal goes through.

Another factor in the deal is that Decca's sales and property negotiations for Columbia and Epic. Jerry Ruder appointed senior vice president, Epic Productions, joins AST after 10 years as export manager, ABC Records.

Vincent Carbone named to newly created post, director of Western activities, GWP Records. Carbone will make sales and promotion trips through 11 Western states and be based in Hollywood. He will additionally audit talent masters for GWP. He replaces Fred W. Purcell who will concentrate on sales for two years and continue in this position.

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Fred Berque named Eastern field director, GWP Records. Tommy Gogbill named first vice president and Marty Larker administrative vice president of American Recording Studios, Memphis. Ken Kester, who signed a four-year contract three years ago, will remain an executive with the firm.
The day the Rock & Roll Revival died.

A lot of new groups are having great fun hyping old rock & roll songs. Not to mention the money they're making.

A lot of people have been exposed to these groups. Who are having so much fun. And making so much money.

It's called The Rock & Roll Revival.

Now Carl Perkins has never stopped playing pure rock & roll. And NRBQ has never played anything but pure rock & roll.

So on October 6, 1969, Carl Perkins and NRBQ got together for a recording session.

The result was fantastic: thirteen pure rock & roll songs in one album. Not revival. Not camp. But pure hard-driving rock & roll.

It will probably change the whole thinking of the industry towards the revival phenomenon.

After all, why should anyone want to buy Rock & Roll Revival. When they can buy Real Rock & Roll.
In This Issue

Chicagos - With a theme of "1970 - The Mercury Shot," M.C. Shoots released 22 LPs during December featuring such artists as Pat Paulsen, Big Mama Thornton and the Sir Douglas Quintet. The LP's release on the Mercury, Philips, Smash and Fontana labels are being backed by a heavy advertising drive in print and radio spots.

Albums on the Mercury label includes sets by Paulsen, Thorn- ton, David Bowie, the Good, Bad and the Ugly, the Magnificent Men, Vie Melrose and Anthony. Smash albums feature Lee Lewis and Roger Miller. Fontana has a set by Neil Young and Serge Gainsburg. Lynn Hughes, Tongue and Groove and Steel Image.

GWP Holds First Meets

New York- GWP Records held its first sales and promotion meetings here the week of Dec. 17. Participants included: Joe Del Medico, field sales director; Eda Collins, special projects coordinator; Vince Car- borne, director of western ac- tion; Ron Carpenter, director of eastern ac- tion; and Willis Wardlow, West Coast Gen. Mgr.


38-Yr.-Old Club Folds

San Francisco - Bimbo's 365 Club closed Jan. 1 after 38 years as one of the city's leading night spots for both audiences and artists. Paul G. "Bimbo" Giunotle became the host of talent at the club after the death of his father, the club's founder. "I am not going to run the club," Bimbo Giunotle said. "They want too much money."

Music In Print

By J o E Di S a B a to

"(The numbers following the titles refer to current chart positions)."

The phenomenon of the album cut which becomes a hit because of FM progressive rock radio play without being released as a single has continued to grow. Progressive rock is big business for record companies and could be bigger business for record publishers if they can take advantage of the opportunity. Billboard polled several progressive rock acts this week and they were all in agreement. "The Rolling Stones," "The Who," "Crimson, Ten Wheel Drive, Cold Blood or the Moody Blues as closely as possible. The Rolling Stones' "Salt of the Earth" album has "Laid Back" by Blood, Sweat and Tears was a flop. The Moody Blues' "Days of Future Passed" album has "A Gadda-Da-Vida" than bubblegum music like "Jam Up Jelly Tight."

Two extremely popular progressive rock acts are Joe Cocker and Mountain. Several songs recorded by these artists are available from various selling agents, although no folio has been issued for either of them. Joe Cocker has "House of the Rising Sun" and Mountain has "Don't Let Me Be Misunderstood." Warner Bros. has "Randy Meisner and the Eagles" plus "Joe South Single Folio" and "Canned Heat Album Folio." There is also a single folio for "11 Other Songs Recorded by Blood." Several folios recorded by Blood, and several others recorded by Joe Cocker which have not been published.

Country Music

Quart a number of country folios are available from Hansen. They have folios for Buck Owens, Johnny Cash, Johnny Horton and Roy Acuff. "Barabajagal," "Poor Cow," and "Don't Let Me Be Misunderstood," "You Just Gotta Know My Mind," "Poor Cow," and "Don't Let Me Be Misunderstood."

Several folios of songs recorded by The Band to be distributed by Warner Bros. has the songs "I Can't Quit Her."

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"On my last trip to Canada I stayed at Ronnie Hawkins' house. His new album was playing and I was listening and suddenly this track came on... 'Down In The Alley'... and it really sort of buzzed me. It sounded like now and then. And I like that."

John Lennon

Ronnie Hawkins
DOWN IN THE ALLEY

#44060
Produced by Jerry Wexler & Tom Dowd
Recorded at Muscle Shoals Sound Studio

From the forthcoming album

Cotillion SD/TP/CS 9019
Country Talent Fees Rising

*Continued from page 1*

A more realistic pricing situation. Bamford has mailed more than 65 letters to radio stations, country music promoters, and artist managers. He claims that "country music has shown remarkable growth; . . . but that prices for country music artists have risen so much in the past few weeks that the situation has reached a "dangerous summit." Pointing to a tight money situation and claiming a general slowdown in the U.S. economy, he calls for soul searching and study. Bamford stated that, because of the high prices being charged by artists, many "packaged shows have lost money in the past few months."

**Shows Cut**

Several broadcasters are indicating that they will be cutting down on the number of shows they've been doing. Broadcasters also claim that 1) some stations will be cutting down on the number of artists per show, meaning that only the superstars like Glen Campbell, Johnny Cash and Charley Pride will be doing most of the work; 2) lesser names will have fewer jobs; 3) new artists will be performing very seldom. Most radio stations have raised the prices of their tickets.

Dick Reynolds, general manager of WLS, noted that shows in Philadelphia, said he will raise prices to $4 and $6. "The local market is so strong that a local artist," he said, "can think about pricing his shows in the $2 range and not worry about breaking even."

Bob Hood, general manager of WPLO in Orlando, Fla., said he had turned down a packaged show because of the high prices. "I'm sure that a station, "he said, "would not lose money with a Cash or a Pride, but it's still a risk. And, too, many radio stations just don't have the audiotorium available in their area to book those kinds of acts.

Bamford said he wouldn't want to give the impression that all acts are outraged. "Bob Lu- man is underpriced, and Don Gibson and Willie Nelson do the finest show you could see at any price." But he pointed out that one artist who was asking about $500 last year is now asking $3,500.

Jim Clemens, program director of WPLO in Atlanta, said that he was fortunate to have contracts already for the next year. WPLO does three shows in cooperation with local promoter, Jim Lee. Larry, Scott, program director of WLS in St. Louis, said that WPLO would probably do as many shows this year as before, WIL, works with Dick, local promoter, on a percentage basis. "Cash and Pride are worth what they're asking," Scott said. "But they, Blake told us he'd take Cash every night for $250,000. In my opinion, a radio station has to look at these shows as promotions rather than a money-making venture. But some artists ought to take stock about how well they pull with the public. Their prices are out of question."

"But he felt that you couldn't really blame the artists. "They're a ball player, they're only good for so many years and have to live and make it while they can."

Carl Brenner, owner of WBMF in Baltimore, said he would have liked to have done a such a 1976. "I knew (Continued on page 56)"

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**ATV Profits In Slide in First Half**

LONDON—Associated Television, which numbers Pye and Northern Songs among its subsidiaries, announced a drop in profits — before tax — of about $3,600,000, according to its interim report for the first 28 weeks of the current year, profits were down from last year's figure of $13,742,000 to $10,202,400. After tax, ATE's profits amounted to just over $2,400,000.

Although ATV's lean first half is the outcome of the hit-or-miss television operation, the position could have been worse. The decrease is largely offset by higher income from overseas sales and the introduction of profit from the Northern Songs acquisition. It now remains to be seen whether the cost of earning full control of Northern will have ATV's full-year figures.

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**File Suit Versus Transfer Of Seeburg Assets**

CHICAGO—John Stuparitz, a Seeburg Corp. employee, and Philip Moss, a Seeburg distributor in Des Moines, are contesting the transfer of Seeburg assets to a newly formed Seeburg Corp. of Delaware. According to a recent suit filed here in U.S. District Court, the transfer was accomplished by a Seeburg Corp. employee, and the remaining shareholders of Seeburg from Com- monwealth United Corp., a Seeburg subsidiary. The suit also alleged that shareholders of the older Seeburg corporation should receive full payment of tax and levy, profits in 1975 were $742,000 to $10,202,400. After tax, profits amounted to just over $2,400,000.

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BELAIR WINS PRELIMINARY ORDER VS. 2 TOYO FIRMS

LOS ANGELES—Belair Enterprises, manufacturer of stereo 8-track cartridge and cassette table players, has won a multimillion-dollar suit in Superior Court here against Toyo Radio Co. of America, Toyo Radio Co., Ltd., of Japan and Mitsuo Fukuyama.

The Belair case involves trademark infringement, breach of contract, fraud and other relief.

Judge Jerry Pacht issued a preliminary injunction to Belair which prohibits the two Toyo companies from using the Belair name or logo on any 8-track cartridge or cassette tape players or related products.

The two Toyo companies also were enjoined from representing or advertising any of the Belair warranty service centers that are owned by the Pacht brothers or any way responsible to either of the two Toyo companies.

Belair is pressing its lawsuit against both Toyo companies and Fukuyama, pending a full trial.

The company is continuing to improve the engineering and design of its 8-track cartridge and cassette players, and is preparing its new line of such products for distribution.

Meanwhile, Belair will continue to maintain all of its guarantees and warranties on its Belair products, according to Rod Pierce, executive in the company's tape operations.

Starday/King Sees Handling Own Line

LOS ANGELES—Starday/King tape business has "Quadri-Rep'd," the result is a breakthrough," according to Hal Neely, who said that the company is now in control of its own market over the marketing function.

"I have an absolute firm belief that the company has license to win your birthright," Neely said here on a recent trip to the company's offices.

The Starday/King catalog has been handled by several dupli-cator/marketers including GRT, FTC and others, until the contract has expired. GRT handles new Starday/King product in the U.S. and Canada.

NAI handles the special line Starday/King created, Tennessee Sound GRT handles a bud- get line called Nashville, created by the music supplier. Additionally, all product is available through the Capitol, Columbia and RCA clubs, Neely said.

Ampex makes a Golden Country series from Starday/King masters.

After being served by all these duplicators and having watched tape sales move up- ward steadily, Neely admits that he must eventually take over the marketing function.

The company's 8-track sales are presently running six times higher than cassette. Starday/King now has 400 units; Starday/King expects 4,000 in the next 12 months.

There are about 20 acts on Starday's current roster and around 18 on King's soul line- up. Singer Waylon Jennings, now producing a new vocalist, J. David Sloane in Nashville for Starday/King.

In the repertoire area, a series of blues anthology albums for King & Starday, for February, as for Flies, and additionally, there will be five LP's of odd rock hits of the 50's for planned for next month.

There are about 40 LP's in production for Starday/King and Starday/Group tapes and cassette labels, according to Hal Neely, who said, "you pick up some 4-track sales. The ex-

utive feels that cassette "seems to be the ultimate system" once packaging, merchandising, and technical problems are solved.

In the future, the company will expand its comedy repertoire, with Red Fox pro- ducing its King King-King albums from his local nightclub. As a result of that relationship, the company has installed an automatic re-cording system in the club.

Everything Red does on stage, the machine goes on. Neely said. That way the company has an accurate record of Fox's performance in his own milieu in front of a club audience. Starday/King's engineers from Cincinnati have been to the club and installed this new sound system for the facility, so the record company can use it as a showcase for new acts.

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AUDIO MAGNETICS MOVES TO ITS NEW BUILDING

LOS ANGELES — Audio Magnetics Corp., blank tape manu-

The company's complex is a fully integrated facility devoted to the production of Audio's line of cassettes and reel-to-reel tape products. The new facility is automated, with specialized equipment being built by the company's machinery division.

Cascades Corp., constructed the plant, with architecture and interior design by Latti-Jackson & Associates.

BELAIR WINS PRELIMINARY ORDER VS. 2 TOYO FIRMS

LOS ANGELES—Belair Enterprises, manufacturer of stereo 8-track cartridge and cassette table players, has won a multimillion-dollar suit in Superior Court here against Toyo Radio Co. of America, Toyo Radio Co., Ltd., of Japan and Mitsuo Fukuyama.

The Belair case involves trademark infringement, breach of contract, fraud and other relief.

Judge Jerry Pacht issued a preliminary injunction to Belair which prohibits the two Toyo companies from using the Belair name or logo on any 8-track cartridge or cassette tape players or related products.

The two Toyo companies also were enjoined from representing or advertising any of the Belair warranty service centers that are owned by the Pacht brothers or any way responsible to either of the two Toyo companies.

Belair is pressing its lawsuit against both Toyo companies and Fukuyama, pending a full trial.

The company is continuing to improve the engineering and design of its 8-track cartridge and cassette players, and is preparing its new line of such products for distribution.

Meanwhile, Belair will continue to maintain all of its guarantees and warranties on its Belair products, according to Rod Pierce, executive in the company's tape operations.

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tions for King and 23 for Starday group labels, provid-
ing a major new wave of tapes for the new year.

Starday/King Sees Handling Own Line

EXECUTIVE SUMMARY

Audio Magnetics Corp., blank tape manufac-

For the fastest delivery of regular catalog, ads, charts or tapes, please mention the nation's "hottest" cruise ship line.

10% OF RCA's Billings

LOUISVILLE—RCA's 10% of RCA's billings are attributable to recorded tapes, according to Alberto Alberti, commercial ex-

utive in the company's tape division. Within the past two months, he adds, 142,000 car-
tridges and cassettes have been sold, with 1970 production fore-
cast at 600,000 units.

Current production at the RCA factory is 5,000 stereo-8 cartridges per day, with about the same number of stereo casset-
ettes, which RCA began manu-
ufacturing in August. The latter are sold at 3,600 lire ($5.80, a price now valid for the car-
tridges as well. These produc-
tion figures include work for third parties and stock for ex-
port to France, Norway and Sweden, and South Africa and Argentina:

Cartridges and cassettes, Al-
berti says, co-exist happily and do not interfere with one an-
other's sales. Percentages of the various types of music in the RCA repertoire correspond to those in record sales: 5% classical and 3% jazz, while in pop music the over-
whelming preference goes to Italian artists.

"The RCA - Vexion - Agip agreement expires at year's end," says Alberti, "and Al-
berti, "has greatly stimulated the distribution of these tapes. In any case, 1,500 record shops sell our stereo-8; add to this the 1,000 outlets represented by Agip and stations which trade in cartridges (for 500 lire) and the total car-
tridge the customer may have a new one), and this constitutes a strong promotional platform for recorded tape.

Additional impetus has been given by the contract worked out with Hertz, whereby rented cars are equipped with a stereo-8 player and car-
ttridges.

The RCA-Vexion-Agip agree-
ment expires at year's end, but says Alberti, "will almost cer-
tainly be renewed." The ob-
jective, he concludes, is "the dis-
covery of 1,000 new sales points for recorded tapes, as a means of selling players, for which we must win over a different clien-
tele from that which patronizes record shops, but which may be found in home appliance stores."
**Audiopak Cassettes Come in Fabulous Anycolor.**

You name it, we'll match it. And mold it. And the results will be true to hue. What's more, play your cards (and your order) right, and that color will be yours alone. Also, keep in mind that beauty is more than skin deep. The Audiopak cassette is engineered precisely; it has fewer parts where things can go wrong. And it can contain keep in mind that beauty is more than skin deep. The Audiopak cassette is engineered precisely; it has fewer parts where things can go wrong. And it can contain...
KUSTOM KREATIONS UNIQUE QUALITY LINE

UNIVERSAL STEREO LOCK MOUNT

THE NEW STEREO LOCK MOUNT:
- PREVENTS THE THEFT OF CAR STEREOS
- MAKES YOUR UNIT REMOVABLE
- MAKES ANY CAR STEREO PORTABLE
- TAKES JUST MINUTES TO INSTALL
- ADJUSTABLE AND ADAPTS TO ANY
  CAR STEREO, RADIO OR CB UNIT
- BEAUTIFULLY SKIN-PACKED FOR EASY
  STORAGE AND DISPLAY
- INCREASES SALES AND PROFITS
- RECOMMENDED BY INSURANCE COMPANIES
- FULLY WARRANTED
- Foreign Patent Pending • U.S. Patent Allowed

By removing your stereo when your car is unprotected you insure safety from theft. Additional male mounts make it possible to play any car stereo in either home, boat or other car, with no screws or wires to disconnect. The lock mounts are universal, adjustable and adapt to any car stereo, radio or CB unit. Positive or negative ground — 6 or 12 volts.

UNIVERSAL FLOOR MOUNT

THE NEW FLOOR MOUNT:
- ADJUSTABLE AND ADAPTS TO ANY CAR STEREO
- TAKES JUST MINUTES TO INSTALL
- MADE OF HEAVY GAUGE STEEL
- DISASSEMBLED IN PACKAGE FOR EASY
  STORAGE AND DISPLAY
- INCREASES SALES AND PROFITS
- FULLY WARRANTED

ADAPTS TO OUR STEREO LOCK MOUNT WHICH PREVENTS THE
THEFT OF CAR STEREOS.

UNIVERSAL CAR STEREO POWER CONNECTOR

THE NEW CAR STEREO POWER CONNECTOR:
- ADAPTS TO ALL CAR STEREOS
- FITS ALL UNITS
- COMPLETELY FUSED
- REDUCES INVENTORY • INCREASE PROFITS
- SENSATIONALLY PRICED
- AVAILABLE IN BULK OR SKIN-PACK
- PATENT PENDING

ONE FOR ALL
Tape World in Finland in 1969

Continued from page 10

than the total number of records sold in Finland in 1968.)

The first 8-track cartridges to be issued by EMI and Discophon featured selections of hit songs by local artists and Finnley's first cassette releases featured hit reissues. Discophon is planning further 8-track releases in 1970.

Distribution of prerecorded tape to the record retailers is handled exclusively by Finnley, with the exception of PSO product, but because cassette and 8-track equipment is widely-sold in electrical shops and gas stations, individual companies handle distribution to these outlets themselves. The Shell network is most active in the 8-track field and there has been some co-operation in servicing these outlets between Discophon and EMI.

It is estimated that between 2,300-8-track players have been installed in Finnish automobiles, the great majority of them with the first few months. The players are almost entirely of Japanese manufacture. There is a notable lack of American-made equipment because the price is not competitive.

Cassette players are selling in increasing quantities and can be numbered in several thousands, mostly of Phillips of Japanese manufacture.

New Tape CARtridge Releases

AMPEX

Atlantic

THE RASCALS—See: (8) M98540, (4) X48246, (C) M79624
ENGELBERT HUMPERDINCK: (8) M79600, (C) M9546
CREEDENCE CLEARWATER REVIVAL—Willy & The Poor Boys: (8) M98609, (4) X48207

ATCO

R & B, (8) TP 33:311

ATLANTIC

Atlantic

HERBIE MANN—Concerto Grossa in D Blues; (B) TP 1540
MABEL MERCER & HERBIE MANN—Concerto Grossa in D Blues; (B) TP 1540
GORDON LIGHTFOOT—Sunday Concert; (B) TP 2405
GORDON LIGHTFOOT—Sunday Concert; (B) TP 2405
THE RASCALS—See: (8) TP 8245

Mobile Fidelity

STEAM RAILROADING UNDER THUNDERING SKIES: (8) 853-10, (C) 553-10
TWILIGHT OF STEAM VOL. 1: (8) 853-13, (C) 553-13
TWILIGHT OF STEAM VOL. 2: (8) 853-15, (C) 553-15
TWILIGHT OF STEAM VOL. 3: (8) 853-17, (C) 553-17
TWILIGHT OF STEAM VOL. 4: (8) 853-17, (C) 553-17

JUBILEE

Jubilee

THE METERS: (4) JOS 8-4011, (C) IEC 4011

Let audio put you in the tape duplicating business

A full program with all Electro Sound equipment, installation and training, for top quality hi-speed operations

Better tape sounds better. Audiopak contains the best.

Audiotape. What else, 26 duplicators and 77 different kinds. It sounds wouldn't it any other way. That's what Audiopak magnetic recording tape because it reproduces high frequencies without grinding or wearing recording or playback heads. And because they know that in whatever configuration they buy it, Audiotape will be engineered to give optimum fidelity, greater consistency and the best possible strength and wear qualities. As you know, we make Audiopak Cassettes, Audiopak Cartridges, reel-to-reel Audiopak magnetic recording tape and Audiodiscs® blanks for master recordings. All (modestly) the best.

A RECIPE FOR SUCCESS:

ADD A PINCH OF MINNESOTA RUBBER


Minnesota Rubber has done it, or will do it for you. For over 21 years we've been producing drive belts, pressure rollers, idler wheels and special molded rubber and plastic parts for the sound reproduction industry. For more information, contact your local Minnesota Rubber Representative or write.

ELASTOTHANE® is a registered trademark of Thioxol Chemical Co.
The biggest presold market in classical music history!

(Over one-half million listeners to "Keyboard Immortals Play Again—In Stereo" will be your customers.)

These three great new albums were recorded in response to direct requests from listeners to the nationally famous radio program, "Keyboard Immortals Play Again—in Stereo!"

- Highest-quality true stereo recordings!
- The first classical series of its kind ever released in all configurations: stereo discs, 8-track cartridges, cassettes, and 7"-reel tapes!
- Backed by $100,000 in Superscope advertising plus thousands of dollars more at local level!
- Full-scale national publicity! Including reviews in leading newspapers and magazines!

"Keyboard Immortals" is heard each week in more than 90 cities across the nation. The most-listened-to classical FM radio network show in America, "Keyboard Immortals Play Again—in Stereo" is a one-hour program of the world's greatest performers of the Golden Age of Romantic Pianists. A weekly living advertisement for the new Superscope Keyboard Immortals record series.

The first three releases feature Claude Debussy, Sergei Rachmaninoff, and Josef Hofmann and are available now! Cash in on the action right from the beginning. Be sure to contact your local Superscope distributor today!
From The Music Capitals of the World

(DOMESTIC)

- Continued from page 16

Tony and Ray Stevens are on the West Coast taping "The Andy Williams Show" this week. It airs Jan. 18. Bobby Sherman makes an appearance for a big New Year's Eve show in Hollywood. Also appearing on the show will be the Village People. Writer Dennis Linde makes his debut on the interep label with "Good Things Begin With Rock 'n Roll." Linde's Records, a subsidiary of Holiday Inn Inc., has just released three new singles in their fast moving production schedule. 

Wayne Raney

The Record & Music Industry Meet For Lunch & Dinner at Gene Norman's Restaurant

125th Street

8240 Sunset Strip / Hollywood

Phone 565-1113

A Correction!

In error the wrong management was listed for the Lettermen in BILLBOARD's 75th Anniversary Issue. Jess Rand is the exclusive personal management for the Lettermen and has been for the past 8 years.

RIMROCK RECORD MFG. CO. OFFERS COMPLETE MANUFACTURING OF RECORDS AND FOUR COLOR JACKETS

NATIONWIDE DISTRIBUTION OF 7" SINGLES

FULL DIMENSION AMPEX STUDIO

PROMOTION • PUBLISH YOUR SONGS

Due to low overhead, way out in the country We Can Offer You Savings of 30% to 60%

Further Information

Write Or Call

WAYNE RANEY SHIRLEY BABB

Rimrock Mfg. Co. Concord, Ark. 72523

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

Talent

Kinks Complete U.S. Tour Billed by WB Package

NEW YORK—Reprise recording artist Dave Clark, who has just completed their first cross-country tour, says that their records were released five years ago. Before their arrival, Warner Bros. Records released a special "God Save the Kinks" package containing an expanded 28-song list reflecting the group's history of the group on disks. In the spring, the band released their new LP, "Arthur," was released. The made sheet music corre- sponding to the songs has been sold quickly through Hill & Range Music.

Burton Adds Dimensions With Variety in Jazz Fare

LOS ANGELES—Vibist Gary Burton is an adventurer. His Quartet plays modern jazz, as was strongly evident Dec. 1 at the Manne Hole, but his drawing from furry folk and the rock idioms, added a broad dimension to his presentation.

The Atlantic Records artist doesn't try to play the natural style of any of these sources. He uses them in a rhythmic way, but he doesn't suggest. During his half-hour set, Burton and associates generated a variety of moods based on their material.

Bassist Steve Swallow's own composition, "Gene's Well Laid Plan," had the author on amplified bass offering a steady, five-string ostinato. He is a good musician, and the sounds just fine interpreting a Dylan tune or romping in a standard setting. The Burton quartet is a cohesive sound- ing soft sell for jazz; the audience was primarily young people.

Judy Collins Superb

NEW YORK—Looking like a Renaissance painter with her flowered print gown and flowing hair, Judy Collins recently filled Carnegie Hall Dec. 20, with the uncharacteristic silence of her sound. Her voice, and the likes of like rime echoes on a far-traveling wind, has a consistently endur- ing strength, whether her material deals with the intimate reflection of Judy's personal life or the social consciousness of her new single, "Turn, Turn, Turn." These were born out of the benefit performance for the Reece School which might be titled "The Best of Judy Collins," in that she performed her established renditions of Bob Dylan, Joni Mitchell, and her own work. Switching among three guitars, the Elek- tra recording artist was greeted with applause as the opening bars of most of her numbers, particularly Early Morning Rain, "Who Knows Where the Time Goes," "Suzanne," and "Both Sides Now.

The most unusual piece, however, was Jacques Brel's subtle and melancholy "C'est la Vie," which enabled her to project, without a guitar, a low- keyed soulful sound that is quite different from the energy gener- ated in the song. Collins was a whole. Decidedly

Cocoon on Para

NEW YORK—The original cast album of "Cocoon," the new Broadway musical starring Kath- arine Hepburn, will be an Para- mount Records, not ABC as re- ported.

Burton's own delicate, clear

tions, and 12 string musicians from

moods based on their material.

at home, Mimi Lee will play at the Bever- lily Hills Hotel in Toronto, then the Elmdon Casino in Wind- sor. She has also been com- mitted to return to Japan later this year for Expo '70.

Sculpture Release Out With U.S. Tour

NEW YORK—London Records has released a single performed by British group the Love Sculpture. The group's present first tour of the U.S. The single is called "In the Land of the Free." The tour includes shows in Birmingham, Alabama, through Wednesday (31).

Rhinoceros in Stomp

- Continued from page 16 and blues material, including "Shame" and "Hangmen." One of Edwards big vocals was "Better Times." The bill opened with Chap- ists, a good folk rock quartet, which clearly will be heard more from the future.

FRED KIRBY
We'd like to acknowledge the roots of our success.
CHICAGO—The Music Operators of America (MOA) is inviting operators throughout the West Coast area to its board meeting in San Francisco March 12-14 at the John Hopkins Hotel. This marks the first board meeting for MOA in the West and the association wants members and non-members to attend its opening night cocktail reception. The meeting will also allow MOA founding president George Miller to renew acquaintances and will allow many directors to pay their respects to the industry veteran headquartered in nearby Oakland. Among important considerations will be the possibility of a public day at MOA and an invitation for the general news press to attend the Chicago convention.

New Study on Vehicle Costs

WINTER HAVEN, Fla.—The Florida Amusement and Music Association (FAMA) recently informed its members of a new vehicle study. The report is entitled “Truck Costs: A Comparison of Private Ownership and Full Service Leasing.” The cost comparison was made on an item by item basis. The study is based upon 1968 figures of 1,338 companies owning and operating 7,359 trucks. Single free copies of the study are obtainable by writing the University Research Center, 121 W. Adams St., Chicago, 60603.

Reviewing the plan for moving MOA’s director meeting to different parts of the country, Fred Granger, executive vice-president, said: “Last year we had an excellent turnout of operators and distributors in New Orleans. We want to extend an invitation to all operators and distributors along the West Coast to attend our meeting in San Francisco. Many of the directors are additionally looking forward to meeting again in Chicago. (Continued on page 24)

Expect 3,000 at 1970 ATE Exhibition

LONDON—At least count 95 exhibitors have booked space at the 26th annual Amusement Trades Exhibition (ATE) here at Alexandra Palace Jan. 20-22. Last year the event attracted 89 exhibitors. The main hall of the huge Alexandra Palace has been completely filled and John Singleton, secretary of the British Amusement Caterers’ Association, said another 22 stands have been added. The event, which is not open to the general public, is expected to attract over 3,000 coin machine world business men during its three-day run.

Here is a list of exhibitions:

- Coin Operated Games Ltd.
- B.C. Corporation Ltd.
- Coin Machines Ltd.
- Coin Machine Manufacturing Co.
- Coin Equipment Ltd.
- Coin Equipment Manufacturers Ltd.
- Coin Operated Goods Ltd.
- Coin Toys Ltd.
- Coin-Vending Equipment Ltd.
- Coin-operated Goods Ltd.
- Continental Coin Equipment Ltd.
- Credit Coin Equipment Ltd.
- Credit Machine Co.
- Credit Machines Ltd.
- Credit Vending Machine Co.
- Credit-Vending Machine Co.
- Credit-Vending Machine Ltd.
- Credit-Vending Machine Company
- Credit-Vending Machine Suppliers Ltd.
- Credit-Vending Machine Supply Ltd.
- Credit-Vending Machine Supplies Ltd.
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German Court Rules on Pins

HAMM, West Germany—A free play on a pinball machine cannot be regarded as “winnings.” This was the ruling of the District Court here following the hearing of an appeal case.

The court ruled that winnings are “that which adds to the property of the player and can be physically owned by him” such as the rewards from pay-out machines either in money or token form.

If, however, the player reaches a certain number of points in a game and becomes entitled to (Continued on page 23)

Rowe Service Schools Set

WHIPPANY, N.J.—Winter and spring factory service schools for Rowe International, Inc., will be held at the company’s facilities in Whippany, N.J., and Grand Rapids, Mich. Vending Schools will be held in Whippany and music schools in Grand Rapids. The vending schools will be held Monday through Friday (11-16). Feb. 16-20, May 18-22 and June 22-26. The music schools will be held on Jan. 26-30, March 16-20 and April 20-24.

The classes are open to vendors (Continued on page 24)

Switch to Two for 25c Play Improves Jukebox Programs

By GEORGE KNEMEYER and EARL PAIGE

CHICAGO—The programming of jukeboxes will improve as the two for a quarter play becomes more popular, according to a Billboard survey. While the speed with which jukebox operators are carrying through the price change varies, most agreed that programming would be upgraded as a result of the change.

“About 35 percent of my jukeboxes on my route have the quarter play and by midyear we hope to have at least 95 percent of the route on quarter play,” said Russell Maudsley of Apollo Stereo Music Co., Inc., of Denver. “As we can we’ll change to two for a quarter but it will be a slow process because business is slow.” He said that programming will get more attention if for no other reason than “people will want a better selection to choose from because of the increased price.”

The switch to two for a quarter pricing is improving jukebox programming because operators have more money with which to purchase jukeboxes. A.L. (Lou) Pracet, Manhattan, Kan., operator and distributor, Pracet, also president of Music Operators of America, said: “As with most operators, we try to keep our record budget within 10 percent of our jukebox income. Buying enough records with jukebox play at a dime was becoming impossible. Now that 20 percent of our records are for a quarter we’re doing a better job of programming because we simply have more money to spend on records.”

Another twist on changing (Continued on page 24)
NEW SEEBURG CONSOLETTE!
Great companion to the famous new Apollo!

We couldn't create the world's greatest juke box for 1970—and then just let it go at that!

The fact is, we've also created a superb new version of the famous Seeburg Consolette.

It looks better than last year's. Plays better. And pays off better. The silhouette is slim, trim, sleek. It hugs the wall.

Titles are viewed easier and faster with a new "Carousel" display. They can be played easier and faster with a new 10 button digital selector (matching the one on the Apollo).

The money comes in faster, too. A new "all coin" accumulator accepts all silver change in any combination; any order.

And, to change titles, just flip down the hinged front. (The "Carousel" carriage need not be removed.)

Your present wiring is all that's needed for installation of the new Seeburg Consolette. See it—and the new Apollo—at your Seeburg Distributor.
**What's Playing?**

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

**Amen, IA., Location: Easy Listening Lounge**

**Current Releases:**
- "Tighten Up" by Chaka Khan, RCA 14-4730.
- "Let's Imitate The Beatles!" by Elton John, Warner Bros. 1710.

**Obits:**
- "The Beatles" by The Beatles, MCA 66-001.

**Elena Danylichuk, programmer, K & D Music Co.**

**Freemont, Neb., Location: Kid Lounge**

**Current Releases:**
- "Sundown" by The Grateful Dead, Epic 1-10304.
- "Dreams" by Fleetwood Mac, Warner Bros. 7-2172.

**Ted Nichols, programmer, Automatic Vending Service.**

**Lebanon, Tenn., Location: Adult Lounge**

**Current Releases:**
- "Summer in the City" by Bobby Hebb, Dickie Lee, and The Animals, Roulette 70-000.
- "Can't Help Myself (Sugar Pie, Honey Bunch)" by Four Tops, Motown 1-1019.

**L. H. Rousseau, operator, L. H. Rousseau Co.**

**Poeira, Ill., Location: Kid Lounge**

**Current Releases:**
- "Tiny Dancer" by Randy Newman, Reprise 1-2103.
- "Laffy Taffy" by The Chordettes, Capitol 2-0801.

**Bill Rush, programmer, Les Montooth**

**Super Play-Appeal and Profits with Chicago Coin's Super Circus Rifle Gallery**

**NEW, UNIQUE SOUND SYSTEM**
Trapeze Artist Actually Talks, Circus Band Music.

**SPEAKER IN GUN BASE, Close to Player's Ear.**

**TENT FLAPS OPEN AUTOMATICALLY During Game. Giving Double Depth Illusion in Center Ring. Player Shoots At Regular Depth and Double Depth.**

**CLOWN SWINGS on Moving Trapeze, Bobs Up and Down When Hit.**

**EXPLOSIONS! When Any Flop Target Is Hit**
- **SPECTACULAR BLACK OUT**
- **COMPLETE CIRCUS MOTIF**
- **4 FLOP TARGETS and 3 MOVING TARGETS**

**10c or 25c Play** (Also Available 2 for 25c Extended Play or Replay)

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**Coinmen In The News**

**NORTH TONAWANDA, N.Y.**

The Wurlitzer Co. recently held three service seminars simultaneously in different locations. The two-day service schools were held at Unifed, Inc., in Brookfield, Wis., the Wurlitzer-Distributing Co. of San Francisco and Southern Music Co., Inc. of Orlando, Fla.


**German Court Rules on Pins**

- **Continued from page 29**

The recent Federal District Court in New York City, in an order filed on February 9, 1970, held that pinball machines do not come into the category of 'pay-out machines and dismissed the suit. The court ruled that the machines do not come into the category of 'pay-out machines and dismissed the suit. The court ruled that pinball machines do not come into the category of 'pay-out machines and dismissed the suit.

**Attending the San Francisco seminar were:**

Attending the Orlando seminar were:

**MILWAUKEE**

A two-day Wurlitzer service school designed for experienced mechanics was held here recently at the Pfister-Hotel.

The convention included:
- The recent Empire Dist. operators and wives at a dinner which concluded both days of the convention.
- The Empire Dist. operators and their wives at a dinner which concluded both days of the convention.

**Reconditioned -- SPECIAL**

**PIN BALLS**

**BOWLEWS**

**ARCADE**

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Write for complete 1969 Catalog of Phonographs, Vending and Games.

**Established 1934**

**ATLAS MUSIC COMPANY**

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**BUY Bally for Top Earnings in Every Type of Location Everywhere**

**Mits. of PROVEN PROFIT MAKERS Since 1931**

**CHICAGO DYNAMIC INDUSTRIES, INC.**

1732 W. DIVISORY BLVD., CHICAGO, ILLINOIS 60642

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**SUPER PLAY-APPEAL and PROFITS with CHICAGO COIN'S Sensational New SUPER CIRCUS RIFLE GALLERY**

**NEW, UNIQUE SOUND SYSTEM**

**TRAPEZE ARTIST ACTUALLY TALKS, CIRCUS BAND MUSIC.**

**SPEAKER IN GUN BASE, CLOSE TO PLAYER'S EAR.**

**TENT FLAPS OPEN AUTOMATICALLY DURING GAME... GIVING DOUBLE DEPTH ILLUSION IN CENTER RING. PLAYER SHOOTS AT REGULAR DEPTH AND DOUBLE DEPTH.**

**CLOWN SWINGS ON MOVING TRAPEZE, BOWLS UP AND DOWN WHEN HIT.**

**EXPLOSIONS! WHEN ANY FLOP TARGET IS HIT**

- **SPECTACULAR BLACK OUT**
- **COMPLETE CIRCUS MOTIF**
- **4 FLOP TARGETS AND 3 MOVING TARGETS**

**10c OR 25c PLAY** (ALSO AVAILABLE 2 FOR 25c EXTENDED PLAY OR REPLAY)

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**10c OR 25c PLAY** (ALSO AVAILABLE 2 FOR 25c EXTENDED PLAY OR REPLAY)
Coming Events

February 6-7—California Automatic Vendor Council Installation meeting, Sherman Inn, Mission Bay, San Diego.
February 21-22 — South Carolina Vending Association, Inc. convention, Sheridan Inn, Columbia, S.C.
March 4-7—National Vendors Association Convention, Sheraton Hotel, Chicago.
March 20-21—Alabama Automatic Merchandising Council/ Mississippi Vending Association joint meeting, Broadwater Beach Hotel, Biloxi, Miss.
April 3-5—National Automatic Merchandising Association Conference, Anaheim Convention Center, Anaheim, Calif.
April 17-18—Indiana Vending Council meeting, Holiday Inn, Indianapolis.
April 30, May 1— Illinois Automatic Merchandising Council meeting, Lake Lawn Lodge, Delavan, Wis.
Rowe Service Schools
• Continued from page 20 operating ing operations and their service and men will be held in air-conditioned classes in both locations. Operators may make reservations with their local Rowe dis tributors.

Switch to Two for 25c Play Improves Jukebox Programs
• Continued from page 20 programming as a result of changing from three songs for a quarter to two songs for the same price was mentioned by Harry Alton, Ill. operator. "All new equipment we purchase is going on the route as a quarter but we're stressing the seven for a half dollar pricing. This is a much better way to sell the idea to locations and patrons. And we're using two programming panels of oldies. It sounds ridiculous, but the one third of our programming panel devoted to older records is taking in more money that the 120 newer titles. Schafermen said the 60 older titles are flagged with yellow-colored title strips.

A number of operators agreed that programming is always of too importance, regardless of the price of songs on jukeboxes. Many try to hold record purchases within 10-13 percent of the operator's half of what a retailer gets totally. "There is no significant difference in programming once you change pricing," said Wayne Hesch, a Entertainers, Arlington Heights, Ill. "This is because we're always only getting two programming. When you're holding to a formula such as we do, buying a record that doesn't become popular hurts. We try not to avoid risks."

Hesch said that one part of the formula of switching over to two for a quarter is in doing it by area. "We try not to leave some location isolated in an area and still on three for a quarter. We work area by area. Now today, because of the terrible storms here, I am sending two routemen into an area and still on three for a quarter and making the changeover.

MOA Board Meet
• Continued from page 20 expect a very big turnout of directors this year."

A number of important business items are on the agenda. The question of inviting the general press to MOA and the question of holding a day open to the general public are among items for consideration. Other items include changes in the by-laws, plans for the Oct. 16-18 convention, a review of all convention problems, a review of MOA's new Phase II public relations program and the proposal before the Senate regarding a performance fee for use of record on jukeboxes.

New Equipment

January 23

Continued from page 19

The Joneses

used machines

Merchandise & Supplies

Capsules
250 per bag with
money making displays.

$5.00 Round Mix
$5.00 Cap Mix
$5.00 Coin Mix
$10.00 Mixed Mix

100 Jelly Mix
250 Wheaties Mix
100 Jazz Mix
500 Wheaties Mix
100 Corn Mix
750 Wheaties Mix
500 Cap Mix
750 Wheaties Mix

Empty V-1 to V-2 capsules.

250 Red Ball Gum 150 per Mix.

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250 Red Ball Gum 150 per Mix.
Just the greatest juke box music ever heard... like full frequency response... 80 watts of full music power surging through the system. Like dual channels driving six speakers matched for "you are there" realism. It all adds up to terrific listening... sensational living sound... lots more play from participating patrons. Results — bigger collections for YOU. See and hear the STATESMAN at your Wurlitzer Distributor.

WURLITZER STATESMAN
NEW YORK — The third annual Billboard Radio Pro-
gramming Forum will be held
June 18-21 at the Waldorf-As-
toria Hotel. It was announced
last week by Billboard editor-in-
chief Lee Zhito. Already, the
world’s leading authorities in all
aspects of radio programming are
being lined up for the four-
day meeting.

Such radio leaders as Elmo Ellis, general manager of WSB in Atlanta; Gordon B. McLon-
don, president of McLendon Bro-
dcasters; Howard Zinser, presi-
dent of PAMS, Dallas; Wal-
er A. Scand er, ABC Radio; Ernie Tannen, president of WEEZ, Chester, Pa.; and
general manager of WLOU, Louisi-
ana, were among the more than
50 speakers and chairmen dur-
ing the first Forum. The second
Forum features speakers and
chairmen like programming con-
sumers Bill Drake, CBS general
attorney Harry Olson Jr.; John Allen, Brand Rating Research;
Dick Carr, general manager of
WIP, Philadelphia; Harry Sazz
of Ted Bates & Co.; Ben Holcomb, executive vice president of Ed-
ward Pettty & Co.; and Whitney
Young, executive director of the
National Urban League, plus an
outstanding roster of radio sta-
tion presidents, program direc-
tors and air personalities.

According to program directors who’ve spoken at past Forums
were Dick Starr of KYA, San
Francisco; Bill Bailey of KIKK,
Houston; George Brewer, now of
WXZ, Pittsburgh; Rick Sklar,
WABC, New York; David Moor-
head, now of KMET, Los Angeles;
Ron Jacobs, now of Watermark, Inc.; Bill Stew-
art, WNOE, New Orleans; John
Borders, KPZ, Fort Worth;
Deane Johnstone, KGEX, Min-
neapolis; Pat McMahon, KRIZ,
Phoenix; Jim Harrison, KFOX,
Long Beach, Calif.; Jack Gardi-
ner, then of KBOX, Dallas;
Allan Newman, KSPQ, San
Francisco; Terrell Metheny Jr.,
then of WRIT, Milwaukee; Don
Sheppard, St. Louis; Lawrence,
KHOW, Denver; Larry Ryan; KEEL,
Shreveport; Sheppard, WFIL,
Philadelphia; Bill Sherard,
WIXY, Cleveland.

The second annual Forum also
marked the presentation of the
Top 40 Radio Involvement Awards
and a Sounds of the Times exhib-
ting that capped sound of more
than two dozen of the station’s
outstanding radio sta-
tions. The Community Awards
will be presented again and, in
addition to those, leading radio stations, general managers, program
directors, management and air
personnel will be made.

Foro: The Forum being coordi-
nated again by Coleman Finkie
of James O. Rice Associates,
an independent educational con-
sulting firm. For further details
about the Forum, write Radio Programming Forum, 9th Floor, Radio-
programming Awards, 225 West
34th Street, New York, N.Y. 10012.

WWDC DEEJAY
Holiday Plays It By Ear in His New Bag

WASHINGTON — Top 40
radio today has become too re-
strictive. The real air personal-
ality has few alternatives except
perhaps to escape to another
form of radio as did Johnny
Holiday.

Johnny Holiday is into a new
bag. He is an air person-
ality on WWDC here for the af-
ternoon drive show. The new
bag is easy listening, a heavy
change for a Top 40 veteran.
He changed to easy listening for
a number of reasons. “I was tired
of being tied down by a strick
format,” Holiday said. “I also
felt that the kids could not re-
late to me any more. I was talk-
ing fast and saying nothing.
What can I say? I outlawed it.”

Holiday also said he was tired
of not having time to make full
counter on the things he felt
were important or entertaining.
“If I wanted to talk to Joe Na-
mith while I was at a Top 40
station I had two minutes. At
WWDC I can go for myself.
After all, who could keep an
appointment with Namath to two
minutes?”

Holiday has been at WWDC
since Nov. 24. He said the ad-
justment was not simple. “It was
hard because I was not familiar
with the various areas of Wash-
ington. I also had to adjust to
the fact that I no longer had to
push. I don’t have an hour clock
or a really set formula. I don’t
have to announce the time after
each record. There are about
40 or 50 singles to choose from
and many albums as well. Also
I get to choose almost any oldie
I want to play. If I want to call
the White House and talk to
the President, there is no one to
stop me. I have a lot of free-
dom which I never had before.
I had to learn to slow down and
take it all in.”

Holiday feels that his real
personality has come into play
much more since switching to
easy listening radio. He also
feels that the calm, relaxed no-
hype air personality has a bright
future in radio, especially in
FM.

In the past, Holiday has been
an announcer on television as
well as radio. While at WINS
in New York, Holiday was also
the host of NBC-TV’s “Hulla-
baloo.” In Cleveland, aside for his air personality duties for
WHK, Holiday also has his own
TV show on WEWS-TV. He has
always been big on sports
(Continued on page 28)

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(Continued on page 28)

Radio-Television programming
James Brown -- Mr. Dynamite

TOP ARTISTS OF THE YEAR
MALE VOCALIST SINGLES
ALSO TOP ARTISTS OF THE YEAR
SOUL SINGLES
BILLBOARD BEST OF 1969

RED HOT SINGLES
AIN'T IT FUNKY
#6280

Let A Man Come In And Do The Popcorn
#6275

NEW RELEASE

JAMES BROWN
AIN'T IT FUNKY
KS-1092

KSD-1063
KSD-1065

Executive Offices P.O. Box 81081 3557 Dickerson Road/Nashville, Tenn. 37207/615/228-2575
POSITIONS OPEN

This column is published for people seeking positions as well as stations seeking employees. A one year paid rate will be $25.00, a six month paid rate will be $15.00. The rate for a one year ad is $35.00. A one year paid rate is $25.00. Send copy along with payment to RADIO-TV MART, 10 W. 46th St., New York, N.Y. 10036.

POSITIONS WANTED

If you are looking for a position in radio or television, write to: POSITION WANTED, 10 W. 46th St., New York, N.Y. 10036. Each ad 50c per word. No charge for the first word.

We're looking for just the right person!

If you're tired of your present job, or you're looking for a new challenge, we'd like to talk to you. No job is too big or too small. Send your resume and recent audio tape to: Gus Maldonado, 16 W. 46th St., New York, N.Y. 10036.

Need news director for our new News Department, $130 per day. Must have previous experience. Write resumes to: Director, Radio-TV Mart, 10 W. 46th St., New York, N.Y. 10036.

Don Chapman is out of WWJD in Chicago. He is moving to a smaller market in the southern part of Georgia. The move will be good for Don and the station. Contact Don at WCBL, 10 W. 46th St., New York, N.Y. 10036.

Our new station in Ohio will soon be on the air. Our format will be a Top 40 Classic Rock Station. We need a disc jockey who is looking to make a change. Contact Brian at WCBL, 10 W. 46th St., New York, N.Y. 10036.

I need a production man—must be skilled in all aspects of production. Good salary and benefits. Write resumes to: Director, Radio-TV Mart, 10 W. 46th St., New York, N.Y. 10036.


First phone: June 1. Second phone: June 15. 


First phone: June 15. Second phone: July 1. 

First phone: July 15. Second phone: August 1. 


Advertised positions are subject to change at any time and without notice. All replies will be acknowledged. All replies will be treated as confidential.

WANTED positions are for employment opportunities in the radio and television industries. WANTED positions are for people seeking employment. Please include your name, address, and telephone number with your reply. All replies will be acknowledged. All replies will be treated as confidential.

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In 1969 it was

"OH, WHAT A NIGHT"

In 1970 it's

"OH, WHAT A DAY"

The Dells

Cadet 5663

Produced by Bobby Miller
Arranged by Charles Stepney

CADET
A Division of GRT Corporation
Mercury roars into the new year with 23 brilliant new LP releases, and we're shooting the works on advertising to let everyone know about it.


Where else? Evergreen Review.

More? Paid 60 sec. radio spots coast to coast. And specially prepared co-op newspaper ads.

This all means customers will know what to look for in your store. We want you to be ready with the goods so we updated our big album catalog (complete with LP photographs) to make selection and ordering fast and easy. You'll find we do a lot more for you, too.

One last thing. Even though this is only the beginning, Mercury already has plans in the works for the future.

And you can bet we're right on target all the way.
SOUL SEARCHING: Pop-soul is once again synonymous with Motown, and Detroit, despite the latest claim by New Orleans, Mississippi, and Muscle Shoals, is still the soul capital of the world. Simply because that's where the hits come from. The only soul album in the top twenty belongs to "The Temptations ("Puzzle People"), while Diana Ross & the Supremes ("Yesterday We'll Be Together") and the Diana Ross-sponsored Jackson Five ("I Want You Back") are the only soul singles in the top ten disks. Last week's Billboard predicted only one record to break the top twenty: Marvin Gaye's "How Can I Forget," on Tamla. Naturally, the soul charts have Motown on top. In fact, out of the top ten soul disks Motown has 70 percent of the action. All the more power to Motown, but the contrast between Gaye's good fortune and soul's lack of fortune is distressing only one record to break the top twenty: Marvin Gaye's "How Can I Forget," on Tamla. Naturally, the soul charts have Motown on top. In fact, out of the top ten soul disks Motown has 70 percent of the action. All the more power to Motown, but the contrast between Gaye's good fortune and soul's lack of fortune is distressing.

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**Soul Songs**

Together blacks and whites socially. Black people have become exposed to rock at parties and through friends and are buying it—Blind Embers: "Shades of Green," on Hot Wax. New Dells, "Oh What a Day," on Cadet. And from the Flamingos, Ben E. King as well as King. Label. The album, featuring his underground success. "Let's Work at Home With O.C. Smith" of "Kansas City" fame in the 50's, is making a comeback on the Sue label. We combat this "they can't play our music" attitude by interspersing album cuts with our "state" singles. We try to pick album selections that the on-base guys think 'would've made it had they been given a chance.' Believe it or not, we've actually prompted mass hysteria in the local record outlets when hundreds of sailors rush out to buy our "new" sounds and find out that they are on a months-old album.

In any other place, in any other situation, we hear at WACI radio would jump behind the bandwagon and scream S.O.S., but here and now... we believe in albums. Our success here in the Philippines shows us that they are an invaluable programming aid.

**Letters To The Editor**

Died years ago and are now playing rock, consistently. Just look at the easy listening charts and you'll see records on it that MOR stations wouldn't have just five years ago. So, in summing up, with added exposure on longer radio show play lists and with a good balance of hard rock 'n' soft rock, our singles should walk through this "critical" period of insecurity with a solid base and still be around when the first human walks on Jupiter. Here's to a roll that is riding higher than ever.

Tom Nix Music Director
KEYS
Corpus Christi

---

**Soul LP's**

Billboard BIGGEST SELLING Soul LP's

| Artist and/or Selection featured on "The Music Scene," ABC-TV Network |
|-----------------|-----------------|-----------------|
| **Chart**       | **Title**       | **Label**       |
| **1** - **14**  | **Puzzle People** | **Tamla**       |
| **15** - **21** | **Hot Buttered Soul** | **Enterprise M** |
| **22** - **27** | **4 in Blue**   | **Motown**      |
| **28** - **34** | **Cream of the Crop** | **Motown**      |
| **35** - **41** | **Swiss Movement** | **Atlantic**    |
| **42** - **48** | **Walking in Space** | **A&M**        |
| **49** - **55** | **Stand**       | **Tamla**       |
| **56** - **62** | **On Broadway** | **Motown**      |
| **63** - **69** | **Dolphins' Super Hits** | **Philips**    |
| **70** - **76** | **Nitty Gritty** | **Atlantic**    |
| **77** - **83** | **Ice on Ice**  | **Motown**      |
| **84** - **90** | **Complete Well** | **RCA Victor**  |
| **91** - **97** | **Greatest Hits, Vol. II** | **Motown**    |
| **98** - **104** | **Toms Jones Live in Las Vegas** | **Paras**     |
| **105** - **111** | **Aretha's Gold** | **Atlantic**    |
| **112** - **118** | **My Cherie Amour** | **Tamla**      |
| **119** - **125** | **It's a Mother** | **Motown**      |
| **126** - **132** | **Memphis Underground** | **Tamla**    |
| **133** - **139** | **Love Is Blue** | **Tamla**       |
| **140** - **146** | **Soul Children** | **Stax**        |
| **147** - **153** | **Hurt So Bad** | **Motown**      |
| **154** - **160** | **Graffiti in the Grass** | **Motown**    |
| **161** - **167** | **Cloud Nine** | **Motown**      |
| **168** - **174** | **Down Home Style** | **Motown**    |

**The charts tell the story—Billboard has the charts**

**Soul Sauce**

Continued from page 32
Weisberg, Chamber Group
Stage Serial Fun Program

NEW YORK — A fun program of serial music was offered by Arthur Weisberg and the Contemporary Chamber Ensemble at Alice Tully Hall, Dec. 20. The ensemble, which has recorded for Nonesuch Records, included two New York premieres, one of which, David Bedford’s “Music for ‘Albion Moonlight’,” had the superb solo work of pianist Phyllis Bryn-Julson, who has recorded for CBS, RCA and Nonesuch. This was the evening’s most moving work.

Mezzo-soprano Jan De Gae- tani was theatrically expressive in the difficult Roman Hauben- stock-Romanti “Credentials,” which is based on a monologue from Beckett’s “Waiting for Godot.” Miss De Gae- tani appears on CRC, Nonesuch, Decca and Music Guild.

Peruvian Raymond Des Roches has a tour-de-force in his solo. Charles Wuorinen’s “Fantasy Music,” which he has recorded for CRC, Miss Bryn- Julson and Miss De Gae- tani were joined by baritone Richard Frisch, who has recorded for CRI. Miss Bryn- Julson was theatrically expressive in the closing “Ad- ventures” of Gigue, a humorous, but difficult work.

The other premiere was Nic- colo’ Colamaro’s “M.4,” which is based on a monologue from Beckett’s “Waiting for Godot.” Miss De Gae- tani appeared on CRC, Nonesuch, Decca and Music Guild.

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- "THOUSAND 7" STEREO MINI-LPS. <br>
- "AMERICAN UNITED <br>
- "OUR LADY OF THE WEST" <br>
- "CITY IN THE GALAXY" <br>
- "PIONEER MELODY" <br>
- "WORKS IN PROGRESS" <br>
- "TO THE VICTOR BELONGS THE SHOW" <br>
- "THE DREAMER" <br>
- "MY LADY"

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FULL-CODE BOOKKEEPER—EX-

perienced with young, growing distributor. Sales,SEX, <br>

Cashier, office management. Should be familiar with pr <br>

of a record company desired. Not necessarily <br>

former distributor but with some tracing. Box 474, <br>

N.Y.C. 10029. or (212) 765-1170.

PRESIDENT - PRECORRORED TAPE <br>

Distributor. To operate your own store. Radio station program rel <br>

evil, chairman, and general manager; setup time is about 3-5 <br>

months. Send resume with salary expectations to: Mighty <br>

Cable, New York, N.Y. 10029.

STEREO DISC CUTTER WITH POLI-

ishing and finishing equipment in fancy factory. Write Billboard, Box <br>

3006, New York, N.Y. 10029.

SITUATIONS WANTED

EXCELLENT FEMALE VOCALIST. <br>

Looking for certain, aggressive bank. Live in 12 square foot <br>

box. Write: John P etoe, Box 351, New York, N.Y. 10029.

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CAPITAL NEEDED FOR RECORDING <br>

equipment for new studio in Memphis. Location not re <br>

stricted. Good relationships with all major labels in the south. <br>

Send resume and samples of a record company desired, but not <br>

limited to the following. Box 1200, Cincinnati, Ohio.

NASHVILLE, Tenn. 37202. ja24

STOP SMOKING. MONEY BACK GUAR-

antee when ordered at wholesale. Send for samples. John Castagna, Box 250, 1517 S. Highland Ave., Nashville, Tenn. 37203, ja24.

NAUGHTY SONGS FOR THE NIGHT <br>

CLUB. The lady who loves to misbehave can enjoy these fun <br>

songs. John Castagna, Box 250, 1517 S. Highland Ave., Nashville, Tenn. 37203, ja24.

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Gard Optimistic About NAMM's Music Show

CHICAGO — With applications for exhibit space mailed to prospective exhibitors at the Miami Beach Show, Bill Gard, executive director of the National Association of Music Merchants (NAMM), is very optimistic about the June 6-9 convention.

"I expect about the same amount of exhibitors in 1970 as we had at the 1969 show," Gard said. "There will be some dealers in Chicago who won’t come to Miami because of the distance, but these will be offset by local merchants in the Miami Beach area. We have already had some queries from those dealers."

While there has been complaining among some of the potential exhibitors about the show moving to Miami, Gard was not worried about any repercussions.

"These people seem to forget that we formerly went to New York for the conventions," he pointed out. "We would never consider New York now because the prices are just too high. If those people complaining about Miami Beach would stop and think, they would see that Miami offers many advantages. Besides, several dealers have said that they enjoy the idea of Miami Beach in June."

While the cost of exhibit space per square foot has nearly doubled from last year to $3.75, Gard pointed out that the price includes many things not included before. A big item included is the spotting of exhibit goods right in the hall. The cost includes daily cleaning of aisles and exhibit space, good background drapes and side rails, a registered nurse on duty, free bus transportation to and from Miami Beach Convention Hall and guard service 24 hours per day. Very little has ever been stolen from exhibitors. "About the biggest thing stolen has been a pickle," Gard said.

According to NAMM officials, more than $5 million in instruments, accessories and other merchandise will be on display. A forthcoming exhibitors' manual upon assignment of exhibit space, will provide additional information on hotel rooms, advance registration, shipping of exhibit materials, order forms for exhibit hall labor, signs and other services.

The assignment of booths for the 1970 show will be by a special random drawing by space headquarters at Convention Hall where all information will be made available. The exhibit floor is divided into sections: domestic and foreign instrument manufacturers, dealers, distributors, importers, manufacturers of music accessories, supplies, hard rock, soft rock, rock and roll, convenience merchandise and accessories. A total of 14 hotels are cooperating in providing rooms for those attending the show. Prices of single rooms range from $12 to $33, twins from $14 to $53, and suites from $32 to $141 in the following hotels: Caesar's Palace, Flamingo, El tabindex, Fontainebleau, Hotel Plaza, Seville, Shelburne and Versailles. The ditu, Holiday Inn and Shelborne are within walking distance of Convention Hall. The Hotel Fontainebleau is the convention headquarters where all meetings and functions will be held.

New Catalog By Wexler

CHICAGO—David Wexler & Co. here has recently released a new catalogue available at no charge that features all Continental instrument, in- cluding electric, folk and classical guitar, jazz tune unit new Concept instruments, and accessories. The Monte Carlo drum set is a 20-piece ensemble with features previously found only on the most expensive sets. The Monte Carlo features durable six-ply shell construction throughout, double lug, and double tension for precision tuning and wide shell mounting brackets for maximum strength. Weatherproof plastic drum heads are set in a triple flange rim for rigidity and tuning permanence. The fuzz tone unit is inserted into a foot switch pedal and is known as Fuzzy Fury. It is self powered by a nine-volt battery, and is known as Fuzzy Fury. It is self powered by a nine-volt battery installed at the factory. Suggested retail price is $29.90.

CMI Handling Standel Line

CHICAGO—Chicago Musical Instrument Co. (CMI) will have exclusive distribution rights for the complete line of Standel solid state electronic products, it was announced recently.

Standel also announced the availability of two new amplifiers. The Standel Custom 241 is a solid state system equipped for jazz, country and western or hard rock. The unit will accept all electronic instruments except a bass guitar and comes with rubber wheels for convenient transportation. The Standel Imperial 96 stacks two 125 watt speaker cabinets in pagoda style. The master control preamplifier is styled in a wood-grain texture, with 4 channels, reverber, tremolo and footswitch included.

Lee at NAMM here. Space applications should be mailed as soon as possible. Companies returning application to NAMM after Monday (5) will be assigned space on a first come first served basis. Merchandise to be exhibited should arrive at the hall beginning at 8 a.m. June 3 through Friday June 5. Exhibitors needing warehouse facilities should write NAMM headquarters for further information. The exhibit schedule for the show itself is 10 a.m. to 5 p.m. during the four-day show.

Exhibitors will be able to register their personnel in advance and pick up badges at the exhibitors' registration desk in the convention hall from 9 a.m. to 5 p.m. June 3 through June 5.

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1,125 Items in Ludwig Catalog

CHICAGO — Ludwig Drums here has released a 108-page catalogue illustrating and listing over 1,125 percussion instruments and accessories. Among the new Ludwig product innovations catalogued for the first time are the new deluxe classic drum outfit, the improved Supra-Phonic snare drum and the Professional Symphonic Timpani with double-ring percussion.
Hickory in Key Expansion Drive; Links Gibson to Pact

NASHVILLE—Hickory Records has announced a major expansion move, and simultaneously revealed that RCA artist Don Gibson has signed a long-term contract on Hickory.

"This is only a first step," said Hickory national sales manager Lester Rose. "We plan to sign other name artists, change some distributors, and bring the label back into its rightful position of prominence."

Hickory is one of the oldest country labels in the business, dating back some 16 years. It's affiliated contemporary label, TRX, also will undergo some expansion. Gibson comes to Hickory after two years with MGM, then 13 years with RCA. During the past 15 years he has been under contract to Acuff-Rose as an exclusive writer, and has written some of the country standards over the years.

Gibson is cutting six sessions for Hickory, doing both a single and an LP, the latter of which will be a collection of current hits recorded by other artists. The single is set for release in mid-January, with the album to follow a few weeks later.

Gibson has been managed by Wesley Rose, president of Acuff-Rose, since the two were introduced by Mel Force in Knoxville in 1955. The first tune he wrote for the publishing company was "Sweet Dreams," and Rose placed Gibson as a singer on MGM.

All Hickory artists now will be cut in the Acuff-Rose Sound Studios, part of the over-all complex. Lester Rose pointed out that, within recent months, seven Hickory records have made the country charts, and the label soon will be competitive again all the way. Currently under contract to Hickory are Roy Acuff, Roy Acuff Jr., Ernie Ashworth, Glenn Barber, Deanna Marie, Sherwin Linton, Jim Munday, Redd Stewart, Leon Williams, and Tommy Dean and Kallie Jean Widener.

Hickory artists currently leased to Warner Bros. are Bobby Bond, Don Gant and Topper Stoffer. Leased to Tetragrammaton is Pat Boone, and

(Continued on page 41)

The Moog Goes Country in Trythall's 1st Athena LP

NASHVILLE — "Country Moog/Switched on Nashville" is not the name of a new country-oriented rock group but the title of Gil Trythall's first album for Athena Records. Since its initial entry into the recording business, the Moog synthesizer (named for the inventor Bob Moog) has covered the music scene from Bach to Bacharach and now has made its way into the country field.

The man responsible for this new dimension in country music is Dr. Rick Powell, vice president of Athena Records. The album was a first for Powell as well as Trythall. The idea for the album came about as a result of their association with Peabody College in Nashville. Both men are instructors at the college and Trythall incorporates the use of a Moog

(Continued on page 41)
### Billboard SPECIAL SURVEY For Week Ending 1/10/70

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<th>Hot Country Singles</th>
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<td><strong>WALK UNASHAMED</strong></td>
<td>Webb Pierce, Decca 32577</td>
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<td><strong>YOUR TIME'S COMING</strong></td>
<td>Marty Robbins, Columbia 4-45024</td>
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<td>June Stearns, Columbia 4-45042</td>
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<td>Lynn Anderson, Imperial 66424</td>
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<td><strong>SOMETHING TO THINK ABOUT</strong></td>
<td>Jim Reeves, RCA 74-0286</td>
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<td><strong>BROWN EYED HANDSOME MAN</strong></td>
<td>Bob Luman, Epic 5-10535</td>
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College Kids Overseas Finding Country a Simple Subject

NASVILLE — "Sessions, new studios and more sessions" are the simplest ways to describe the growth of the country music industry in Nashville for 1969. With the ever-increasing demand for modern recording facilities, most major studios exceeded their marks for last year and new facilities were constructed to meet this demand.

A notable exception was the Woodland Sound Studio, Nashville's oldest and largest independent facility, which was expected to close its doors early in 1970.

This studio, which was opened in 1958, recorded 1,672 sessions in 1969, a decrease of 2,000 sessions from the previous year. The studio was closed last May, and its space is now occupied by a new recording facility.

The Woodland Sound Studio was opened by Jack Clement, who also owned the nearby Master Recorders studio. The studio was built to accommodate the needs of the growing country music industry, and it quickly became one of the most popular recording facilities in the world.

In 1969, the Woodland Sound Studio recorded over 1,600 sessions, an increase of 300 sessions from the previous year. This was due in part to the introduction of new recording equipment, including a new Moog synthesizer.

The Moog synthesizer, which was introduced in 1968, became a popular recording instrument in Nashville. It was used by many recording artists, including the Nashville Sound group.

The Woodland Sound Studio was located in the center of Nashville's music district, and it was one of the most popular recording facilities in the world. It was owned by Jack Clement, who was one of the most successful recording producers in history.

In 1970, the Woodland Sound Studio was closed, and its space was taken over by a new recording facility. This facility was built to accommodate the needs of the growing country music industry, and it quickly became one of the most popular recording facilities in the world.

The Woodland Sound Studio was closed in May 1970, and its space was taken over by a new recording facility. This facility was built to accommodate the needs of the growing country music industry, and it quickly became one of the most popular recording facilities in the world.
TORONTO — Canada's bid to establish an international recording center and first class facilities became a reality with the recent opening of Revolution Sound. The new studio is the most modern and best equipped in the country, and the only one here featuring 16-track equipment.

The opening is seen by most observers as a boost to establishing the city as an international recording center and hopefully stop some of the traffic to London, New York and Nashville where a large number of Canadian artists still cut their records.

Addition of a 16-track studio here comes at a time when studios have never seen such a demand for session bookings from local groups. Most studios use 8-track machines, which are fine for commercial production but are often taxing when performers attempt to produce competitive hits of international caliber.

Revolution is presided by Terry Brown, 22, an English engineer imported to the city about a year ago by Mort Ross andDoug Riley of Revolution Records to supervise engineering of their pop-recording and jingle business. Last October, Brown and Riley severed their partnership with Ross, who took control of the record company.

Brown held on to the new studio, Riley's Revolution Studio building.

"It's much like the studio I set up in England but with one difference," says Browns. "This one is more flexible. The 16-track equipment is capable of recording a terrific range of bands and singers. One studio in Montreal has 16-track but I don't think it's operating yet."

Brown claims that "mixing facilities are becoming more problematic in Canada. That's why a number of artists lay down tracks here in this country but head for the U. S. for mixing. We don't foresee any technical problems in that area," he adds.

Besides the 16-track machine Revolution also boast equipment with which producers can put channels with full equalization into any studio and two foldback systems. There is also a separate vocal booth.

The studio itself is made with double-height ceilings and features ergonomic lighting and decor. "I have to do is press the buttons and right away the studio becomes a place where, as Capitol's Brian Browne, RCA's Lighthouse, Columbia's Françoise Jordan and Revolution Records' Moe Koffman, Hagood Hardy and Motherlode.

Brown is planning to use the space next to the present studio as a second studio featuring a 24-track recording machine equipment which will be large enough to accommodate a full symphony orchestra. He expects it to be ready by June.

Lennon Planning Precedential Fest

TORONTO — Lennon has unveiled plans for Peace Festival at a press conference. "We've decided that Canada is the place to which we can concentrate a peace campaign. Canada's attitudes towards recognition of Red China, Vietnam, NATO and marijuana show a great amount of maturity which is very rare in the world today."

The police here are less liable to turn a peace festival into a bloodbath.

"We have a strong group of people here in Canada to act on our behalf. One of them is John Brower, with whom we had the successful Toronto Pop Festival in June and the Rock 'n' Roll Revival in September, which the Plastic Ono Band played at."

Lennon was asked if the Beatles would be playing. "Of course, I'll try. Maybe I'll get one or two of them. I got George in London the other night at the UNI/J concert. But I can't speak for all the Beatles because I'm only one. But if I can get them, I can get Elvis, I'll try. We want everybody's who anybody in pop music to be up there on that stage in July."

Lennon pointed out that the Peace Festival is only a charity affair after-the-fact. "We want to pay everybody involved because there's no point in asking people to do something for nothing. If you're to depend on people, they must be paid."

Regarding the network of peace radio stations, he said that it was an event initiated by Canadian broadcasting magnate, Geoff Stirling. Stirling's dozen stations were the first to join the network, and were quickly folowed by ABC's FM Love network and some affiliated ABC stations.

In conjunction with Brower's Canadian company, the Lennons have launched an International Peace Vote. Ads will start appearing in music magazines shortly. People will be asked to vote for either war or peace.

"All of the politicians run around waving Gallup poll figures about what the people want. So we decided to flash a few figures of our own. We aim to persuade the public the UNICO is a peace festival. (Continued on page 46)
**New Retailing Fuel in U.K.: Esso Gas Stations**

**LONDON** — Record retailing in the U.K. is on a new road in a deal made between Esso Petroleum Ltd. and Racking Services Ltd., a firm started six months ago by director Tony Wentworth, to service gas stations forecourt merchandising outlets.

Racking Services formed a deal with Shell which went into operation last July, but had dealt only in food product. Esso outlets will carry non-food articles, records and tape cartridges and cassettes being a major item.

Wentworth said, “We will probably introduce music items to the Shell outlets at the same time.”

The deal with Esso begins Jan. 1, both sides six months to conduct a program, effect a stock mix and install sales units which are being designed to Esso specifications but will re-manufacture the program of Racking Services on a free loan to Esso dealers.

“We are interested in three things here,” Wentworth said, “We want to make available the broad line of records to a possible, which means we’ll be stocking product from all record companies. We also want to provide a selection of LP’s retailing at about the $3.40 level. And we want to exploit the market for tapes.”

“We’ve set no contracts with record or tape distributors yet, but we’re in an advanced state of negotiation with several of them, and will probably engage more than one.”

The arrangement with Esso calls for the installation of 2,000 units throughout the U.K. and Ireland. Units are to be supplied and maintained by Racking Services weekly, and transactions with dealers are in hard cash.

The deal with Esso is for five years, and is exclusive.

**Jimenez Cited In Puerto Rico**

**SAN JUAN** — Three organizations, the Puerto Rican Institute of Culture, Musicians Federation (Local AMF468) and Peer International of Puerto Rico, joined to honor 73-year-old composer and recording artist Manuel (Canario) Jimenez.

Canario cut his first record for RCA-Victor in New York about 20 years ago. The tribute was held at the Sheraton Hotel in San Juan and over 200 persons attended.

Abraham Pena head of the Musical Supervisor Corporation presented Canario with several gifts and trophies and a life-long honorary membership. Local 468 of which Canario was a founding member.

**Gomelski Quits Paragon Post**

**LONDON** — Giorgio Gomelski has resigned as managing director of Paragon, the industry’s favorite album pricing service, to form a subsidiary of his own.

Gomelski, who spent 12 years in the music business in various capacities, said he had no plans for a comeback when he quit in January.

Paragon, he said, is “being wound up, although Polydor may retain the name for future use.”

Paragon was established primarily as a publicity company, acting independently and representing a number of clients, one of which was Polydor. Subsequently, it added a creative design department, a talent agency and the Marmulade record label, which recorded Julie Driscoll, the Brian Auger Trinity, Johnny McLaughlin, Chris Barber and Blossom Toes.

**TRANSATLANTIC TAPE DEAL WITH AMPEX SET**

**NEW YORK** — Transatlantic Records, the U.K. independent, has signed a tape deal with Ampex for their product throughout Europe. The deal excludes cassettes which are already committed to Philips, said Transatlantic managing director Nat Joseph.

Joseph is also setting a U.S. tour for Reprise group, the Pentagon.

“An earlier tour was planned,” said Joseph, “but the new one is even bigger. It will be longer—one week less as opposed to three. We hope to include a Carnegie Hall debut as originally planned.”

Joseph will also present the John Lennon and the Beatles Book of American Song.
From The Music Capitais of The World

HAMBURG

Metronome's 19-year-old girl singer, Pat Simon, has become a full professional and released her 10th record, "Ja Ja, am Zuckerhut." The young talent competition organized by Barclay Records from its Hamburg promotion bureau attracted 278 contestants—45 had a chance to perform. Record contracts were signed with Roberto Jacobi, a 24-year-old living in Munich who has recorded his own composition "Barbara" for his Berlin label, and 22-year-old Hamburg girl, Erika Von Schweritz, who appears on Sire.

JOHANNESBURG

Four Jacks and a Jill have lined up a series of concerts in South Africa, the group have been on tour for a month. Local group, the Four Blue Diamonds, have received their debut album, "Live! Live! Live!" for Gallo (Africa). Tracks include "Tracy," "Na Na Hey Hey Kiss Him Goodbye," "Turn of a Dream" and "Viva Bobby Joe." Other albums enjoying strong sales locally during the Christmas season include the Beatles' "Abbey Road," the Who's "Who Are You," the Rolling Stones' "Exile on Main Street," and the Plastic Ono Band's "Live Peace in Atlantic City." The album features Chico Buarque's "Descoberta," "Amor de Amor," and "O Gongo."

In Johannesburg, 22-year-old Frenchman living in South Africa, West Germany has had its 50,000th visitor. Caterina Valente scored a biennial international competition for Ludwig Drum Co., which visited Belgium recently, featuring music by Des O'Connor, Hirsch and Emanuel. Both songs were released by the Reinsel label.

BUENOS AIRES

Francis Ford who produces music back home for CBS London, has spent a lot of time in Japan. "Hari," the Tokyo version, sold a lot of copies, which were flipped completely with the press. The Japanese producers have canceled bookings for several military and television shows. Duke Ellington orchestra will be playing in Tokyo next month. Advance tickets for one Tacho EP and two albums have been sold out for $12 a head. Ramsey Lewis is also back for concerts. Antigoni Papageorge drew top audiences at several large New York venues. Antigoni will also perform in the United Kingdom, with concert dates in Manchester and Antwerp. She has a new act with a new set of songs in the next month. "Fly Me to the Moon," and "Seraphorn," and "Sinfonia Senza Fine," have been recorded. The song is also been released on records in English by Des O'Connor. The song "As the World" has been recorded for CBS London. "It's a Beautiful Day," "I'm in a Love," "Joy," and "More," and "That Magic Moment." "Hari," and "A Blue Bird." Pat Simon has released her latest single, "7800 Women," which will be released on CBS London.

BRIGITTE ROBERTS


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More W. German Outlets Seen Mart Key; Rack Role Growing?

By MIKE HENNESSEY

(Third installment in a general European survey)

The key to an accelerated growth of the West German record market undoubtedly lies in the continued use of rack outlets for product and it remains to be seen whether rack jobbing—so far a negligible factor in European record sales in general—will reach significant greater importance in the seventies.

Siaged in front of Liberty U. S. A. said: "Rack jobbing has not to come and I anticipate a big explosion in this area in the coming years."

But before records are sold in any quantities through rack outlets, the idea of rack jobbing has to be sold to the German public. And so far, as indicated in the first article in this series, they have shown a reluctance to buy.

The vast majority of records sold in Germany are handled by 10,000 retailers, with 20 percent non-traditional outlets and 80 percent of these. These retailers are supplied by 15 or so percent of them responsible for 80 percent of sales. These racks are installed. But rack jobbing will not attain anything like the importance it has in the U. S. for at least 10 years.

As well as seeking a faster expansion of retail sales domestically through non-traditional outlets, the West German record industry is also anxious to improve its performance in international sales.

Language Barrier

The language barrier which has prevented top German artists from making any kind of mark in the U. S. or U. K. and today more and more German artists are recording in English. And where the language barrier does not apply — as in the case of instrumental music — there has, of course, been considerable breakthrough by orchestras led by James Last and Bert Kaempfert.

Said Kurt Kinkelde: "Where national talent is concerned, it is in the group field that Germany is weakest. Those groups which do exist are largely imitative. But in general the youth in Germany is musically very active and I predict that, in the future, there will be fierce competition among product from all over the world for a share of the American market."

The German group Wonderland is already recording in English — although its records have not yet been released in the U. K.— and Deutsche Grammophon has also signed the group Joy and the Hit Kids, who have had a single released on the Penny Farthing label in Britain, where they are called Joy Unlimited.

The increase in the number of independent producers with an international outlook is encouraging the development of songwriting and singing talent which may come as a universal appeal, and one of the most imaginative of the new producers is Ralph Siegel Jr. who recently founded his own production company, Olympia Music Production, in Munich. Siegel is recording German artists in English for the international market and is acting as a producer for many labels.

He commented: "The German hit parade does not really reflect the kind of music the best German composers can write. So I am now producing records with the A side for German consumption and the B side for international exploitation."

Other elements in the trade trend which are impediments to the quest for the "international" sound and seek to preserve the concept of German national talent singing German songs. But recording in different languages for different countries is almost becoming the norm in Europe now and the possibility of a Heilige singing in English and taking America and Britain by storm cannot be ruled out.

Whatever disagreement there may be on the national vs. international outlook, the whole German record industry is certainly united in its desire for a reduction in tax on records.

Said Kurt Kinkelde: "There is unbelievable discrimination against records when you consider that they bear a tax of 11 percent compared with the 4 percent on books. We as an industry are bringing strong pressure to bear to get records considered as cultural items. This is something on which record companies and publishers agree and I am convinced that we shall eventually get a reduction to 4 percent."

Canadian Executive Turntable

Harold E. Schatz, former marketing manager for RCA's Record Club and specialty sales manager for that company, appointed di-rector of advertising and promotion for Capitol Records. Same company has named Roland J. Legault as national advertising and promotion manager. He was formerly sales promotion manager of the Excel Drug Co. and assistant advertising manager of Power supermarkets, for which he had been treasurer and managing director of CTI television network. Also appointed was Keith Campbell, former secretary-treasurer of the network, promoted to vice president, finance and administration.

HITS OF SPAIN

ALORS JE CHANTE (VIVO CANTANDO)
PUBLISHED IN 25 COUNTRIES
MORE THAN 450,000 RECORDS SOLD IN FRANCE

RIKA ZARAI
(PHILIPS RECORDS)

EDICIONES MUSICALES BELTER S. L.
Gomia, 1 - BARCELONA-6 (Spain)

D E T  R E C O R D S
-VIA VIRGILIO B-ROMA (ITALY)

D T P 4 0

D T P 4 7

G E N S

1969 ITALIAN REVELATION GROUP

IN FONDO AL VIALE
LAURA (DEI GIORNI ANDATI)

D E T  R E C O R D S
-VIA VIRGILIO B-ROMA (ITALY)

D T P 4 0

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D T P 4 0

D T P 4 7
HITS OF THE WORLD

ARGENTINA

(Country: Escovers en la Fama)

This Last Week

1. HOY LA HE VISTO PASAR A MARIA—Hugo Marcel (Monat). New entry in the top 10.
2. NO VAYA SIN Volver—Sorrela (Movil). Long time song.
3. SCHUMANN—Carlos Alvarado ( движение). Long time song.
4. COLOMBIA—Julio Cortes (Movil). New entry.
5. LA VIDA VA SIENDO—Jorge Cueto (Movil). Long time song.

DENMARK

(Country: Danish Group of EPP)

This Last Week

1. FÅR DU SKUMMELT MED AT GÅ—Jens Hald (Fonduet). Top 5 song.
2. THUNDER DROMO GROMO NAGROM—Nagrom (Fonduet). Top 5 song.
3. SOM SOM SOM—Berty (Fonduet). New entry.
4. SUSPICIOUS MINDS—Evra (Fonduet). Top 5 song.
5. CAM (CALL ME) NUMBER ONE—Evra (Fonduet). Top 5 song.

SOUTH AFRICA

(Country: Sprinkles Radio)

This Last Week

1. SUSPICIOUS MINDS—Evra (Fonduet). New entry.
3. NAMIBIA—Johnny (Fonduet). New entry.
4. CHERRY, CHERRY—Natalie Wood (Fonduet). New entry.
5. CHERRY, CHERRY—Natalie Wood (Fonduet). Top 5 song.

NORWAY

(Country: The Morning Star)

This Last Week

1. SUGAR, SUGAR—Arctic (Fonduet). New entry.
2. 3 SOMETHING—Bertie (Fonduet). New entry.

Lennon Planning Precedent Federal Fest

• Continued from page 42

pace by the Festival, which will be presented to the United Nations. It's a positive move.

"Plus we, and everybody who believes in peace, are going to regard the New Year not as 1970 but as 1969. It will be a cooperative project led by the Day only. Everybody who's anybody." She would not comment as to whether she would join in this reorganization of the war...
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CITY, STATE, ZIP
JERRY BUTLER-GO TO SEE IF I CAN'T GET MOTHER TO COME BACK HOME

"Cordell plans hiring an arranger-composer Leon Russell. He has already signed two British producers, his..."
MEMO from B. B. Cunningham:

President, Klondike Records, Inc.

The Klondike Records 2227

The Unknown Souls

"Down in Texas"
B/W "Deep in Kentucky"

By: B. B. Cunningham

[Signature]

Provisional recording agreement.

You may reject this proposal.

Agreed.

[Signature]

KLONDIKE RECORDS INCORPORATED
RAINBOWS KEEP FALLING ON MY HEAD
Someday We'll Be Together
Leaving on a Jet Plane
I Want You Back
Whole Lotta Love
Baby Take Me Baby
Seasons Four
Soul Hill
UP ON CRIPPLE CREEK
BACKFIELD IN MOTION
JINGLE JANGLE
COMING TOGETHER
I STARTED LOVING YOU
EVERYONE AIN'T FUNNY NOW
UPON CRIPPLE CREEK
WON'T FIND BETTER THAN ME
YOUR GAMES WITH ME
WHOLE LOTTA LOVE
THE GANG'S BACK AGAIN
DIE 
I'LL NEVER FALL IN LOVE AGAIN
WITHOUT LOVE
A BRAND NEW ME
JESUS CAME A LONG TIME AGO
I STARTED LOVING YOU AGAIN
BACKFIELD IN MOTION
YESTERDAY, YESTER-YOU
I DON'T PLAY YOUR GAMES WITH ME
A LETTER TO MARIA
BUBBLING UNDER THE HOT 100

RAINBOWS KEEP FALLING ON MY HEAD
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YESTERDAY, YESTER-YOU
I DON'T PLAY YOUR GAMES WITH ME
A LETTER TO MARIA
BUBBLING UNDER THE HOT 100
Please accept our apology if your Station is not listed. Additional copies of Groovin' may be obtained by contacting Gene Kennedy, 2510 Franklin Road, Nashville, Tenn. 37204. Phone: Area Code 615: 297-8558.

Published by

GRAND TETON MUSIC

Nashville, Tenn.
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<td>Art Pepper - The Best of Art Pepper</td>
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<td>Sam Rivers - The Best of Sam Rivers</td>
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For Week Ending January 10, 1970

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<td>ROLLING STONES - Some Girls</td>
<td>NA</td>
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<tr>
<td>ROLLING STONES - Some Girls</td>
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**ARTIST - Title - Label & Number**

<table>
<thead>
<tr>
<th>Artist - Title - Label &amp; Number</th>
<th>Tape Packages Available</th>
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<tbody>
<tr>
<td>MOTOWN - MOTOWN'S GREAT SONGS</td>
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<td>MOTOWN - MOTOWN'S GREATEST HITS</td>
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</tr>
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<tbody>
<tr>
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<td>SPENCER DIONNE - The Best Of</td>
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<tbody>
<tr>
<td>BARRY GIBB - Love Stories</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>BARRY MANILOW - I Still Believe</td>
<td>NA</td>
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</tr>
<tr>
<td>KENNY ROGERS - The Best Of</td>
<td>NA</td>
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</tr>
<tr>
<td>LINDA RONSTADT - The Best Of</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>BOB WAVERLY - Best Of</td>
<td>NA</td>
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</tr>
<tr>
<td>BILL WITHERS - Best Of</td>
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<tr>
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</tr>
<tr>
<td>ROLLING STONES - No Filter</td>
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<tr>
<td>ROLLING STONES - Some Girls</td>
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<tr>
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<tr>
<td>BARRY GIBB - Love Stories</td>
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<td>BOB WAVERLY - Best Of</td>
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<tr>
<td>BILL WITHERS - Best Of</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>Week</td>
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<tr>
<td>------</td>
<td>--------</td>
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</tr>
<tr>
<td>1</td>
<td>The Plastic Ono Band</td>
<td>Live Peace in Toronto 1969</td>
</tr>
<tr>
<td>2</td>
<td>English Honeydew</td>
<td>We Are All One</td>
</tr>
<tr>
<td>3</td>
<td>Hank Williams</td>
<td>I'm So Lonesome I Could Cry</td>
</tr>
<tr>
<td>4</td>
<td>The Beatles</td>
<td>Help!</td>
</tr>
<tr>
<td>5</td>
<td>The Rolling Stones</td>
<td>Out of Our Heads</td>
</tr>
<tr>
<td>6</td>
<td>The Beach Boys</td>
<td>Pet Sounds</td>
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<tr>
<td>7</td>
<td>The Supremes</td>
<td>Baby Love</td>
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<td>8</td>
<td>The Byrds</td>
<td>Mr. Tambourine</td>
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<td>9</td>
<td>The Beach Boys</td>
<td>Surfin' USA</td>
</tr>
<tr>
<td>10</td>
<td>The Beatles</td>
<td>Help!</td>
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</tbody>
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**Note:** The chart is compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.
THE FUNKY CHICKEN GONNA GITCHA
(if ya don't watch out)!

RUFUS THOMAS returns from "WALKIN' THE DOG"
with "DO THE FUNKY CHICKEN"
Stax STA 0059

Produced by Al Bell and Tom Nixon
The whole country is doin' the funky chicken
...and it's gettin' funkier all the time!
Why don't you get funky, too?
Stax Records, a G+W Company
Vera Manitas de Plata:

**INTERNATIONAL SPECIAL PICKS**

**CLASSICAL**

**RACHMANINOFF:** Violin Concerto No. 2/Trio Etude in A Flat/Chaconne

**PABLO RUIZ:** Gets his due with an inspiring performance.

**INTERNATIONAL**

**RUTH BROWN-Black N Blues**

**LIFE AND DEATH OF BILLY THE KID**

**RIZZI BAND**

**LIVE PEACE**

**THE BAND—**

**YOKO ONO—**

**PACIFIST**

**JANUARY 10, 1970, BILLBOARD**

**LIVE PEACE**

**JOE SOUTH—**

**BILL WATRUS**

**COUNTRY**

**VARIOUS ARTISTS (LP—)**

**INTERNATIONAL**

**RACHMANINOFF:** Violin Concerto No. 2/Trio Etude in A Flat/Chaconne

**RUIZ:** Gets his due with an inspiring performance.

**INTERNATIONAL**

**RUTH BROWN-Black N Blues**

**LIFE AND DEATH OF BILLY THE KID**

**RIZZI BAND**

**LIVE PEACE**

**THE BAND—**

**YOKO ONO—**

**PACIFIST**
Racusin Sees 45-Inch LP As New Single in 1970's

* Continued from page 1

cate a continuation of 1969's golden record pattern.

The 1969 single-certified by the RIAA for gold records were Elvis Presley's "In the Ghetto" and "Suspicious Minds," and Kenny Rogers' Mann's "Love Theme From "Romeo and Juliet," the friends of Distinctive's "Grazing in the Grass" and "Going in Circles," the Guess Who's "These Eyes" and the Rolling Stones' "Sister Morphine."

Also contributing the biggest sales year in RCA's history were eight gold records for albums; two of those albums, $1,000,000 in sales. Elvis Presley was awarded gold disks for "TV Special," "Las Vegas to Memphis," and "His Hand in Mine," and thereafter received an award for "Touch of Ivory," and Ed Ames and Hugo Montenegro were presented with awards for "Who Will Answer" and "The Good, the Bad and the Ugly." loaf RCA winners were the sound-track album of "Oliver!" and the movie soundtrack cast album "Hair."

Country Talent Fees Skyrocketing

* Continued from page 8

also been more and more difficult to get, and overpricing of many artists had begun to slip because of lower ticket prices because of "sky-high" talent prices.

"Carlton Haney will be bringing in more talent, he needs "as well as another local promoter. In the past, bookers used to protect us, but not anymore. So, there'll be around 15,000 music concerts in this area in this year and if I figure it just about kill the recordable thing. They're killing the fatted calf."

Don Evans, program director of WUBE in Cincinnati, said he was willing to pay the higher prices as long as they draw large audiences but "some artists will price themselves out of the business."

Argentina's Collection

* Continued from page 1

travel fees are charged for performances and 15 percent in- volving acts not included in the previous clause. Also, 10 percent will be applied on earnings of radio and television stations and 10 percent from the pro- ducers of records and tapes.

These totals can be increased at the discretion of SADAIC board. Accounts will be controlled by departments within the department of artists and rep- resentations.

When the portion deducted by SADAIC for administrative costs exceed 30 percent of its collection, the Argentine government must be informed and measures proposed for reduc- tion.

NARM to Hear 2 Authors

NEW YORK—Dr. Laurence J. Peter and Dr. Haim Ginott have joined the ranks of leading personalities who will address the 1970 NARM Con- vention scheduled for March 20-25 at the Americana Hotel, Bal Harbour, Fla.

Peter, author of the 1969 best- selling non-fiction book "The Peter Principle," will address the second day's general sessions on March 22.

Ginott, author of the books "Be- tween Parent and Child," and "Between Parent and Child," will address the ladies luncheon, also scheduled for March 22.

Peter will discuss his book and how it relates to the hierarchy of values in the system of promotion in the business world. Ginott's topic will be "How to Drive Your Children Sane." This latter session, originally planned for Friday only, will be open to men, too.

Executive Turntable

* Continued from page 4

Robert E. Kilchenman appointed promotes manager for the sales division of Lear Jet Stere, Inc. He has been associate with the company for 18 years experience in sales and product development. In the consumer appliance industry. . . . GRT announced four execu- tive changes: Donald J. Unger appointed national salesman manager of custom products. Jerry Hayes, who has completed his assignment to develop GRT Tapes/East, Fairfield, N.J., returns to corporate headquarters in Sunnyvale for a new assignment, Tim Cole named division manager of GRT Tapes/West; Dan Hussey, division manager of GRT Tapes/West, has been appointed operations manager and is responsible for GRT Tapes/West and a promoted midwest plant. . . . Erben Pfefferkorn, formerly with Liberty/UA, has been appointed sales promotion manager of Certron.

Jack Doyle, marketing director at Certron, is leaving. He formerly held a similar position with Craig. . . . Jon Matthews, who worked as an air personality at such stations as WNEW in Boston and KDWB in Minneapolis, has joined Jad Records as Eastern regional promotion and sales executive.

Neil Galligan named vice president in charge of 40 for the Crewe Group of Companies, including its new affiliate label, Southern. He will be associated as a consultant with the RCI and RCI Music Licensing. Galligan is a former head of Big Seven Music, the founder of Congress Records, the Canadian American label, and was also associated with the Tommy Valando publishing interests. . . . John Padwell appointed manager, product assurance and manufacturing co- ordination, RCA Records. He was previously manager of product assurance at RCA Records and became senior director of Croma. He will join RCA as quality analyst in 1956. . . . Charles Barrett, Karen Martin and Lisa Williams have joined Capitol Records' publicity department. Martin is a former Billboard Staffman, Martin a teacher and Williams a free lance writer.

Bernstein Fest Aug. 4-7

* Continued from page 1

stein is readying several other sites for possible overflow audi-ences.

Each site, between Apple- doon and nearby Amsterdam, will feature live acts and be con- nected by close circuit television. Bernstein visited Holland before Christmas to examine the sites. He held a press confer- ence in Amsterdam, where, he said, he was impressed. The site's commercial traffic should be light enough, he added, to permit live transmission facilities to be operated from the multiple entertainment sites.

Bernstein added that Brian Benders, a Philips officials director and Spas Hageman, Billboard's Europe editor, have been offered the position of managing director of record companies in Europe were interested in the Fest's "theoretical or practically or with promotional help.

4 Bill Business by '75: Newton

NEW YORK — A $4 billion annual record business by 1975 is predicted by ABC Records president Larry Newton and a large share of this business growth will come from record type distribution, he said. ABC Records has just com- pleted one of its most successful years in both unit sales and over-all grosses, he said. The ac- count has been on new corporate acquisitions, specifically in the distribution areas.

Bernstein said, "We choose a number who speak different languages and hang up over the normal weekend traffic. Also, the week before the week con- struction workers take as their annual vacation in Holland. Therefore, commercial traffic should be light again, which means that facilities and transmission facilities to be operated from the multiple entertainment sites."
MUSIC SCENE - MONDAY, JAN. 5 - 7:30-8:15 ET - ABC-TV
WE BELIEVE...

...every new recording artist should start off every new year with a smash! Luther Ingram's is "MY HONEY AND ME" on the Ko Ko label (KOA 2104). Produced by Johnny Baylor, "MY HONEY AND ME" is spreading nationally as an R&B hit...and breaking out on pop stations!

"MY HONEY AND ME"
is Memphis Sweetnin'! Try a taste.

Distributed nationally by Stax Records, a S-W Company.