Atlantic's W. Coast Meet Draws $5.5 Mil in Orders, 400 Distributors

BY IAN DOVE

PALM SPRINGS, Calif. — Distributor orders for Atlantic-Ato-Contoll Records product, including $3 million worth of records played at the firm's sales meeting, pushed the company's take to a record $5,500,000 mark, said Ahmet Ertegun, president of Atlantic Records International. This makes Atlantic one of the most successful sales meetings in the company's history.

Ahmet stated that distributors and Atlantic executives were pleased with the results.

Film Shown

Produced by Kapp Records, the film was via an 80-minute film, "The Age of Atlantic," specially made for the occasion. The film will be shown later in New York and in other key distribution spots around the U.S. Atlantichiro.

Norelco Cautions

On Quadrasonic

CHICAGO — The North American Philips Corp. (Norelco) has issued a warning to electronics industry to avoid any channel stereo sound systems that are not true stereo systems. Norelco points out that many present two-channel and monaural equipment.

The sales department presented to the Electrical Industries Association meeting held Jan. 22, Matthew M. Doren- bosh, executive vice president of Norelco, said that the consumer electronics industry has obligations to the public to provide a compatible, non-obsolescent system.

Dorenbosh said that, to prevent a chaotic situation, the public should demand a system that will not be obsolescent. Norelco said that it has been working on a new system concept, but are yet to be convinced that it is a practical system.

WB Meets In Regions

LOS ANGELES — Warner Bros. executives are conducting regional distributor sales meetings this week, after postponing the annual early January product presentation. Five geographic regions are being covered by the company's executives, with calls to be followed by regional meetings.

Norelco executive added that his company's experimentations have proved the possibility of electronically compatible channels to be introduced without any marked degradation of the signal. He said that such a system would provide for the required compatibility so that future systems of present monaural and stereophonic equipment would occur.

Buddah Deal

On Nat'1 Gen'l

LOS ANGELES — Buddah Records will handle national distribution for the newly formed National General Records.

Initial National General Records to be distributed by Buddah are: "The Great Escape," a new "King of Kings," National General Pictures release, and an LP and EP of the "Tapestry," by the legendary "Dylan".

Thus, "We have signed up "Elvis the Great," the "Grateful Dead," and the "Rolling Stones," as well as other stars of the music industry.

C-10036

Members, please contact your local N.B.C. sales manager for complete information about C-10036.
Brotherhood Chambers' TV Goal

By ELIOT TIEGEL

LOS ANGELES - The Chambers Brothers are creating a series of television programs designed specifically for blacks.

The first two shows have already been filmed, with the group appearing on Los Angeles station KNX's "The Real Thing." The group is also set to appear on Knapp's "Mighty Meletones," a new group from New York called Hog, Pryce, and Carr, this week.

The concert was held on an outdoor field by a Fayette school district with a capacity of 10,000 people, with an attendance of 20,000. It was particularly the first integrated music concert in the state's history.

The program is titled "Mississippi Love Festival" and LaMarr says there is enough foot-}

White Front's 20-New Stores

LOS ANGELES - White Front plans to open 20 new stores in the U.S. in the next 18 months, including outlets in Portland. That will mark the first entry into that market by the 28-store discount chain.

The chain plans to open from 12 to 14 stores during the next year in California, Oregon and Washington, with plans to open two to three stores in each state, and to open two to four stores in the Pacific Northwest. The stores will be located in small cities.

The addition of the 28 stores, White Front will become one of the largest retail chains in this part of the country.

Citizens Exchange Will Sponsor Soviet Tour

By RADCLIFFE JOE

NEW YORK — The Citizens Exchange Corps (CEC) will sponsor a three-week visit to the Soviet Union and Eastern Europe this spring for music and recording equipment, which will be handled by RCA recording engineer John M. Woram, will visit recording and film studios in Moscow, Lenin-grad, East Berlin and Prague. Part of an annual educational and cultural exchange program, the trip is organized by the CEC, which is designed to give persons in the music and recording industry a first-hand opportunity to receive first-hand information on the latest technologies developed by Iron Curtain countries.

On a similar visit last year, Woram took along a 150-pound demonstration Moog machine, which proved to be a big hit with Russians. They, in turn, gave the Western visitors a look at their own Electronic Instrument for Composition — Russia's answer to the Moog. It is expected that the upcoming Soviet visit will also revolve around Russian mag-}

Stax to Tighten Ship

As Expansion Move

By JAMES D. KINGSELY

MEMPHIS - A program to tighten and make Stax records more competitive has been developed by the vice president of the company which is a subsidiary of Guild & Western, making the company even more efficient. The company is integrating everything a little tighter so we can be more efficient both on the company and to assist our artists.

He confirmed that he is eliminating some of the artists on the Stax/Volt/Hi Enterprises complex.

"We are not going to drop an artist that has sold a lot of records but like any other company, we have to make some artists that we have not been able to do a good job for. We are now in the position of making some hard decisions about who is going to make our complete roster."

He added, "This by no means puts us in the position of not taking on new artists, writers and producers. We are always looking for new blood. We will have an audition day each month with Steve Cropper coming to listen to new talent and writers."

"In addition, we will continue our policy of working primarily with artists and purchase of masters from independent artists. That is in addition to the projects including Don Nix, Don Davis, Steve Cropper, (Duck) Dunn, Al Jackson, Booker T. Jones, David Porter, Isaac Hayes and Al Bell."

"Rhythm & blues is our bag. We will continue in the same field but I want all of us to become more productive," said}

IMIC 2 to Feature All-Star Executive Slate of Speakers

- Continued from page 1

Also, Clive J. Davis, president, CBS Records; Berry Gordy Jr., president, Motown; Stan Goritz, president, Capitol Industries; Irwin H. Steinberg, president, Mercury Records, and Shelby Singleton, president, Plantation Records.

Other speakers include such industry leaders as Denis de Frits, legal advisor to the Performing Rights Society of Great Britain; Norman Racusin, president, RCA Records, who will keynote; and Chips Moman, president, American Group Productions, Memphis.

The speakers represent all aspects of the music and leisure time industries from all parts of the world. The following are scheduled to participate: Peter Pitcher, director, Dutch Foundation for Records and Music; and Rudi van der Borght, managing director, BEVEC, respectively, will maintain an open door policy for masters and artists. Material will be accepted for consideration along with Admissions-Edition Publishing Co. (B.M.I.). Plans for the conference include the opening of a recording studio here to be ready in six weeks.

January 31, 1970, Billboard
Not just a number one record, but an instant classic.
Pop Steady as She Goes: Barry

By IAN DOVE

NEW YORK—Writer-producer Jeff Barry, who has racked up 7,500,000 domestic sales and over 5 million foreign sales, believes that the market for the straightforward pop song goes straight ahead. He feels that his group, the Archies, is one to watch as 'the heavy' fads or psychodelic music or whatever.

In addition, he says, the Archies' "Sugar Sugar," the top single of 1969 with sales of 4 million copies, has been reissued by his label, with Canadian singer Andy Kim on his Steed label. Barry says that the Archies have had another hit in Canada, though he had sold had been sold. He also had charts on the chart with the illusions, as well as on Steed.

Barry considers the "Sugar Sugar" success as triumph for "the simple, affirmative product." He said: "The single by the Archies got a No. 1 in San Francisco. RCA re-released the single-then we just let kids have as many copies as everybody, across the board sales.

This year is Barry's 10th in the music business, starting with "Tell Laura I Love Her" and "Faithful" in the 1950s. He also did "Never My Love," the artist, the Red Bird label, the crystals, Ronettes, Shangri Las, the Modern Lovers, the Tokens.

Plans include a TV pilot, a youth Western, "The Knowboys," screened in February or March. Barry has also purchased the screen rights to the best-selling novel "The Sadness of Strangers" retaining one-third and selling off to Eliot Hyman of Warner Seven Arts, and Al Bright produced "Yellow Submarine." Also, he is writing a Broadway play. He has "promised "People will be surprised I know more than four chords."

Executive Turntable

J. Michael Dosek named to the newly created post of director of audio-visual development, Capitol Records. He was previously CBS television director of business affairs, East Coast, West, and network operations. He is also affiliated with the construction department of International Talent Associates (GAA).

Mort Hillman joins Roulette Records as manager of creative merchandising and packaging, a newly created post. Hillman was recently vice president in charge of sales for Audio Fidelity. His new position includes negotiations with Jubilee and Sceptre. Bill Casady joined Amos Records as national promotion director. He was previously head of national promotion for Warner Brothers Records. He will also handle national promotion of the LHI label and its artists, which Amos administers.

Mrs. Jean Dinegar named to the newly created post of vice president of Cherry Lane Music, New York. She has been the company's general distribution sales manager. She was previously a promotion director in the RCA Records division.

Maxwell Friedberg named executive vice president, NMC Corp. Jack jobber and distributor, Oceaneide, N.Y. He was previously vice president, Ted Shapiro, president of Shapiro, previously assistant to the president, ABC Records. Carl Port, formerly national sales manager, newly created position, has been promoted to the post of national marketing of the LHI label and its artists, which Amos administers.

Herb Wood appointed to the newly created post of manager of marketing, general manager, projects, Billboard, reporting to Andy Cisda, general manager. Successor is thought to be Murray Dorr, formerly promotion manager, Vend magazine.

Albert Garfinkel named controller of Dist-O-Tape, New York manufacturer and distributor. He was previously assistant controller, Baldwin Paper Co., New York.

Bobby "Red" West appointed general professional manager, Press Music, publisher of Billboard. "Red" West was previously a movie star and then turned to music, playing the drums. He is now a composer and singer, featured in "Wild, Wild West." He will also promote the recently formed label, "Verve," and be associated with Doris Day's company, "Gala." He will also handle national promotion of the LHI label and its artists, which Amos administers.

Morey Alexander joins Kent Records as vice president and general manager. He has been with CBS Records, and is currently manager of CBS-EMI's recording facilities in New York. Sanford King named National sales manager for Hansen Publications in Miami. He has been the Western division sales manager operating from Denver.

Stanley Silk appointed production manager for Famous Music Corp. Silk was previously 12 years in production management at Kapp Records and before that was associated with Decca and Warner Bros.

Don Shain, Tegrammation a&f, has resigned.

Jerry Wagner has been named promotion coordinator for Ampex Records, while Ron Marenstein has been named West Coast promotion director. Wagner will be responsible for East Coast promotion. Ampex Records. Wagner will report directly to Harris. To join Ampex Records, Wagner was southern promotion manager for RCA Records, Atlanta. Marenstein will be responsible for the promotion of Ampex's record label. Ampex has also announced the appointment of the company he has been with MGM Records in Los Angeles. He also worked with ABC Dunhill Records.

Arthur Valandro appointed West Coast general manager of Metromedia Music. He will retain his present duties as West Coast general professional manager of Metromedia Music Publishing.

CHURCH GUIDE ON 'SALVATION'

NEW YORK—The Lutheran Church Cultural Information Service is distributing a study guide for church leaders and of the rock musical "Jesus Christ Superstar" and its lyrics. The move is an effort to revitalize programs for teens in the church and make the programs more relevant to today's world. The package includes a review of the play and interviews with its creators, C. C. Courtney and Peter Link.
A Dion Is Forever

Maybe you heard Dion when you were 16 and he and the Belmonts filled your emptiness with "A Teenager in Love" and "Where or When." Maybe you heard Dion DiMucci when you had turned a devil-may-care 18 and he summed up your toughness with "The Wanderer" and "Runaround Sue." Maybe you forgot about him until you were in the twilight of your 20's and Dion remembered "Abraham, Martin and John" for both of you. Maybe now you're ready for an album by an old friend. "Sit Down Old Friend." Dion's first for Warner Bros. It's about time.
Robin Sales Up
33% in 4th Qtr.

NEW YORK—Robin Industries Corp., has announced a 33 percent sales gain in the fourth quarter of its fiscal year ended Dec. 31, 1969. Warren Meisel, the company's treasurer, said preliminary figures showed sales of over $600,000 in the fourth quarter as compared with $466,000 a year earlier.

The latest increase came after a 24 percent rise in the third quarter, bringing sales for the year to over $2,900,000, up 13 percent, subject to year-end adjustments and audit. The comparable 1968 figure was $2,771,000.

Meisel said the 1969 results reflected the growth in the film-processing segment of the business, especially the photography products, which have more than made up for the decline in the space program sales experienced by the company's Genaro Inc. subsidiary.

Audio Combinations, Plastic Mfr Merge

DOVER, N.J.—Plastic Mold Engineering Co. (PME), a manufacturer of plastic items used in the music industry, has merged with Audio Communications Inc., a vertical tape company based in New York. Under the agreement, PME becomes a wholly-owned subsidiary of Audio Communications.

PME's addition to Audio Communications' portfolio, the company's chief executive, also disclosed that his firm is negotiating future arrangements with three closely related companies. Paul H. Weller, president of PME, will continue in that position.

Merck Ads to Push
Blue Mink's 'Pot

CHICAGO—Emphasis on print and radio spot advertising is being planned for Mercury Records to promote the new single by Blue Mink, "Melting Pot." The tune is also the title track of the recently released album by the group.

CBS Agrees to Buy Art Firm

NEW YORK-CBS, Inc. and David Art, Inc., a leading producer of tableware, have agreed in principle to terms by which CBS will acquire David Art, Inc. The acquisition will include four subsidiaries and is subject to the preparation of a mutually acceptable contract and approval of CBS board of directors.

London's Push On Deram LP

NEW YORK—A special merchandising campaign is being undertaken by The Velvet Gentleman, The Music of Erik Satie, by Tutti Camerata and the Camerata Contemporary Chamber Group.

Special advertising will be directed toward college radio and other FM stations, and under national newspapers and magazines. The campaign includes a 24-by-30 inch wall poster, 24-by-30 inch bumper sticker, 33 rpm disk for distribution to dealers, critics and radio personnel.

Audio Fidelity Gets Shapiro

NEW YORK—Audio Fidelity will be acquired by Dr. Oliver Shapiro, Inc. here, a theatrical production-management firm. Herbert Shapiro, president of the company, said the acquisition will operate automatically.

The acquisition of the firm will allow the record label to offer artists bookings which may be tied with record releases and their promotion, Gimbel said. The firm has prepared releases for the Stony Brook Music Festival at Stony Brook, N.Y., and Executive producer has been touring the Far East.

Ashleir to Cut 2 Baxter LP's

NEW YORK—Ashleir International will record a set of two albums arranged and conducted by Les Baxter in London Monday (1/27). Both albums will be released on the Ashleir label as part of the company's efforts to increase the top recording personalities to Ashleir artists. Jack Dorsey, Ashleir's London manager, all Ashleir London production and recording studio for the "101 Strings" sessions and other production credits.

Jack Dorsey, Ashleir's London manager, all Ashleir London production and recording studio for the "101 Strings" sessions and other production credits.

JANUARY 31, 1970, BILLBOARD
EIGHT MILES HIGH

THE GOLDEN EARRING
Custom Pressing Booming

• Continued from page 1

facturers surveyed follows.

cal Roberts, vice president in charge of Columbia Record Productions, said that he saw no let-up in the big record orders but that tape—8-track, cassette and reel-to-reel — would be matching the production of records in three or four years. Co-

lumbia Record Productions, re-

orted to be the largest presser in the world, handles its action through plants in Pitman, N.J., Terre Haute, Ind., and Santa Maria, Calif., and although busi-

ness is on a continual upswing, Roberts remains iffy about set-

ting up additional factory facili-

ties in other areas.

At Decca, both Bud John-

ston, vice president for manufac-

turing, and Martin Balkin, vice president for special mar-

keting, anticipate a boom in record production for 1970, following a year in which they manufactured more records.

Mrs. Cohen Dies

PHILADELPHIA—Mrs. Lin-
da Cohen, wife of Larry Cohen of Jamie/Guyden Records, died Jan. 16. She was 37. She was survived by her husband and two sons, age 22. Funeral arrangements were pending at press time.

“Mac Davis is one of the most sensitive and aware people I’ve ever had the pleasure of knowing and hearing.”

O.C. Smith

HAIR’ WRITERS BARE NEW RCA LP WITH LIVE SHOW

NEW YORK—The writers of “Hair,” Gerome Ragni, James Rado and Galt MacDermot, returned to the theater for the hit musical’s 30th anniversary at the Public Theater, Monday (19) for a live presentation of their new RCA album, “DisincHair’d.”

The album is being released on the current Broadway company of “Hair” for the music trade, consumer press, disk jockeys, RCA distributors and key record executors.

The original production of “Hair” premiered at the Public Theater, October 1967, and RCA (Broadway cast has since become the label’s top-selling cast set, “DisincHair’d” contains songs which have appeared in and been introduced by one or another of the national or international companies of “Hair.”

Music In Print

By JOE DI SARATO

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

Two folios were issued this week which are of special interest. The first is the Warner Bros. book, “Music in Print,” which folio contains all of the songs recorded by the Band on their two LP’s, except for “Long Black Veil,” for which Hansen has a valid label. It should be one of the best selling folios of the year because the Band is one of rock’s top groups. The book also contains the original recording of the long-forgotten book of “Arthur, by the Kinxs. The LP (112) was called the best British LP of the year by many rock critics until the Stones released “Let It Bleed.”

Other new folios are West Coast’s “Tony Joe White,” and their collection of songs with the designation “Shuffle 1970.” The folio is a book called “Sinatra Sings McKnew,” “Random House” (the book publisher) has “The World of Rod McKuen,” E.B. Marks has sheets on “If You Go Away” and “Seasons in the Sun,” and two additional folios are coming soon, one from Warner Bros. and one from Hansen.

(Continued on page 56)

Billboard

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steady level of business. “We’re operating at full capacity,” said president Nate Duffell. The facility, owned by Jubilee Indus-

tries, is open 24 hours a day. Business is at the same level this year as last, although some companies have had more work in the area of automatic injection molding ma-

chines, finished product cases for 8-track and cassette. Additional equipment is being secured to produce cases for other configurations.

A pattern seems to have de-

veloped in that the newest cus-

tom houses are finding the road block is the quality of workmanship. The newer record pressing companies have high standards of quality, and the tape duplicators are. There are no factories making the single-copy tapes, but it has the factory making the unit to tape duplication.

The record pressing area, business at Allied, is always meeting with the same problem, but it has always been an extremely good, according to company official Jack Wagner, it has always been the enthusiasm of customers.

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Chicago

Vincent Sosa, president, Musi-

cal Products, Chicago, said: “Compared to other years we are busy. Normally after the Christmas season, our drop in production can be as much as 40-60 percent. This year it’s only down 20 percent.”

Ray Peck, president, Kideric Record Time, a firm involved in mastering singles as well as albums, said: “We’re busier than we’ve been in a long time. We have less hits. I really think the Chicago area could use more good local groups. When several firms have hit the product at the same time it’s very difficult to get a quality pressing job done.”

Gary Wang, president of Ra-

dio Mart, Chicago, said that his company had experi-

enced no increase in request for tape duplicating time, but ex-

pected an increase in such requests during 1970.

Mrs. Hal Kaltchuck, wife of the late Ed Robinson and Custom Duplicator, said that tape duplicating was running very heavy, but that she expected the time to stay heavy throughout the year, she did say that they had expected a rise from last year.

A spokesman from Ampex Corp. said that duplicating time had doubled and that the rest of the industry was experienc-

ing the same.

Memphis

The pressing of records—

singles and albums—in a round-

the-clock operation for Plastic Products in Memphis and Sun Records, Memphis, have been operating three times a week. Our firm employs about 180 persons and we are trying to catch up on the back orders at the present time. Our firm employs about 180 persons and we are trying to catch up on the back orders at the present time. Our firm employs about 180 persons and we are trying to catch up on the back orders at the present time. Our firm employs about 180 persons and we are trying to catch up on the back orders at the present time. Our firm employs about 180 persons and we are trying to catch up on the back orders at the present time.
They made a lot of people sound repetitious last year...

How many times did you say, “It’s your thing!”, last year? (Not to mention groovy, psychedelic, and dynamite.)

Well, like the man said, “Can you dig that that was last year?”

Now The Isley Brothers have a new thing for you.

So when you’re confronted by an it’s your thing situation you just lean back, smile, and say, “Yeah man, keep on doin’.”

Try it.

If it doesn’t roll right off, listen to the Isleys doin’ it. It’s always been their thing.

This advertisement was designed to make you aware of a new Isley Brothers single, “Keep On Doin’ TN 914”. Even if the ad didn’t quite do it to you, the record will.

T-neck records are distributed by Buddah Records.
Tape CARtridge

Videoconferencing to Spark Battle

BY BRUCE WEBER

LOS ANGELES—Like the audio squabble in the '60s, the video confrontation in the '70s will be a battle of giants. There are anumber of videoconferencing concepts—SelectaVision's videocassette from Sony and Electronic Video Recording from CBS, RCA VideoDisc from many possible configurations. RCA is going with laser beam, while Sony and SelectaVision are going with color video cassette from CBS. With Sony and RCA, there's a possibility of this differing approach to the videocoming market can only be decided in the retail market. It also means a battle of the giants; the battle square off in the video war. Competing are feverishly working on economical audiovisual systems for the consumer or the hotel. All manufacturers to come out and_top will mean increased consumer publicity and awareness of the new product of the mid-'70s. Why? Because video tape systems were the "nerve center" of the consumer household item after color TV," said Alex Morita, president of Sony Corp. Why? Because video cassette recorders are the entertainment news of the 1970's just as home recorders were in the late '60s," feels Wybe Somkelink, home entertainment coordinator of North American Philips Co. Why? Because "the audio visual era is going to surprise everyone with its suddenness," claims Ampex spokespeople. Videoconferencing won't be a hit line for the retailer in 1970, or even 1971, but it will give him something to plan on. The industry is confident it will, indeed, become the hot line in the mid-'70s. When RCA announced it would market SelectaVision, it touched off a "dollars and dollas war" with CBS. And when Philips and the Japanese Two, Sony and Mitsubishi, entered the "war," the signs of a major trend in video recording were imminent. The fight was joined recently by Shiba Electric Co. (Shibu- den) and Tokei-Shibaura (Toke- shiba). Shihaden is introducing a video tape recorder for around $470. Prices also are important in the market. RCA plans to mass produce and sell the players for less than $400 each, beginning in 1972. The CBS/Motorola system will be available for the home in 1971 at about $800. By 1972-73, it expects to be able to offer comparable hardware pricing with RCA. The Sony system will remain in the U.S. for about $350, and has $300-a-year black-and-white video cassette with RCA. It will begin to market color video players, together with a matsuhashi, in cassette (1972) and retailing (1970). The Piper line marks B&H's first venture with its own line of Motorola, which manufactures and markets EVR for CBS under an exclusive licensing agreement, claims it will have a lead over competitors when the billion-dollar race is in the homestretch.

Piper Classics Line Ushers Bell & Howell into Tapes

BY ELIOT TIEGEL

LOS ANGELES—Bell & Howell is entering the prerecorded tape field with the creation of the Piper Classics label.

The company has signed a one-year exclusive licensing arrangement with Monitor Records of N.Y. RCA, which provides 50 titles for an initial cassette and open reel release sometime this summer.

Sascha Rubinstein, manager of the recorded products division, selected the repertoire. He has been working on obtaining classical repertoire for over a year.

The Piper line marks B&H's first venture with its own line of prerecorded music. The Monitor repertoire is all recorded in Europe. There are afield with creation of the Piper Classics label.

The Piper line marks B&H's first venture with its own line of prerecorded music. The Monitor repertoire is all recorded in Europe. There are afield with creation of the Piper Classics label.

Vanguard Plans Budget Cassette Classical Titles

NEW YORK—Vanguard Records is planning a budget line of cassette classical titles at $9.98, beginning in about three to four months.

The initial offering will be 8-10 titles and will be culled from Vanguard's catalog. Herb Corsack, director of sales and distribution, said: "We feel there's a new market for classical tape product, especially at a budget price." said Corsack. "Our feeling is to release budget product periodically through the year."

Vanguard is rapidly moving into its own fully developed tape program, now with a budget line of 8-track cassettes that direction occurred about six months ago. Corsack said "we're able to dual merchandise to and tape product, go into a simultaneous release program, and put more emphasis on tape at the distributor."

Robert W. Bork, the label's "Mr. Marketing" and PR man, said: "We have a budget line of 8-track cassettes that direction occurred about six months ago. Corsack said "we're able to dual merchandise to and tape product, go into a simultaneous release program, and put more emphasis on tape at the distributor."

The label is putting more emphasis on simultaneously releasing product. "We're down to getting tape out about one week after it's released," said Corsack.

As a marketing experiment, to see if tape would follow the success of the "I'm a Country Dream" LP by Bork, he said: "We wanted to see what would happen."

What happened was the tape sold well before the LP appeared and received another sales boost after the album was released. "It's a great tape as an orphan," he said.

Vanguard's tape sales still show 8-track overshadowing cassette, with the latter configuration moving very rapidly. Sales of 8-track are almost nonexistent.

DUNHILL CAPTURES GRT GREATEST TAPES AWARD

LOS ANGELES—GRT presented its annual second national GRT Tapes Award for outstanding sales volume and growth in 1969 to Dunhill Records.

Tom Bonetti, GRT executive, awarded the plaque to Jay Lasker, general manager of Dunhill, at the label's product showing at the Sherraton Universal Hotel Sunday (6).

The first annual Great Tapes Award went to ABC Corp. Bonetti gave a gold tape award to Three Dog Night, Dunhill group, for sales of more than $1 million worth of tape. The gold tape, the first presented by GRT, was for "Captured Live at the Forum," by the band.

Dunhill Records has played a significant role in tape's growth with imaginative and innovating product and through the development of new artists, said Bonetti.

GRT's duplicating contract with Dunhill continues.
Ousting of Long Box Puts Packaging Dilemma at Rest

LOS ANGELES — Remember the tape packaging dilemma of the 1960’s? Well, it has been resolved.

How to display tape, the $64 question sticking a billion dollar industry, is no longer boxing in tape retailers and rack merchandisers. The “long box” (4x12 for 8-track and 3x12 for cassette) is dead — for the moment, anyway.

Major record manufacturers have decided there is no “market” for the newest packaging innovations. Instead, standardization in tape packaging will be achieved by reverting back to the slab case (8-track) and Norelco box (cassette).

While the slip-case and the Norelco box lack merchandising flair, many claim, it is more practical in solving display headaches.

But what about impulse sales? Admittedly, the “long box,” with its four-color graphics and giant display area, was the king of display.

However, auto stores, camera outlets and specialty locations including record stores, are the only machines approved for retail.

Result: Decision-makers at many record companies first offered an option to distribute-rack jobbers — releasing product in long boxes and in the slip-case-Norelco box, allowing customers to decide.

Double-packaging failed, too. The uncertainties and strain of converting inventory at the retail level and dissatisfaction at the distributor-rack level has affected most companies.

Record manufacturers, instead of putting their weight behind one concept, agreed only to disagree. Columbia and RCA became fence-sitters, Capitol double-packaged product.

Motown firmly committed to the long box but had no support. Warner Bros. and Liberty/UA liked the long box but procrastinated too long before adopting any philosophy.

In short, the industry itself was split.

The Recording Industry Association of America (RIAA) is making still another attempt at standardizing packaging. It recently hired a New York consultant firm to investigate the matter.

But the handwriting clearly is on the wall.

“We tried the long box and found it’s not the answer, so we won’t continue making it,” said Joel Friedman, marketing vice-president of Columbia.

There’s no demand for long boxes. Accounts don’t have any problems selling tapes in the regular small-sized packaging."

And at Capitol: “We believe the long box has the most merchandising advantages,” said an executive, “but we’re suspending indefinitely the use of the packaging concept in favor of conventional concepts. We decided to abandon the boxes because of many complaints at retail.”

Liberty/UA, a pioneer in long box packaging, is vague on just what it intends to do.

Mercury is not putting its regular line in long boxes but is offering its new budget line in that concept — on an option basis.

The fence-sitters, RCA and Columbia, continue to explain their philosophy in rhetoric that only emphasizes the confused state of the industry.

The industry didn’t solve the packaging dilemma, believes one executive, but it has merchandising tool, though.

BRUCE WEBER

Tape CARtridge

Atlas-Rand Cuts Budget $$ to Lure Music Outlets

NEW YORK — Atlas-Rand, hardware manufacturer, is making a concerted effort to lure music outlets with a streamlined cassette budget series.

The company’s Sentry series, which had sold at $4.95, has been reduced to $3.95 in an effort to boost its 1971 budget price, according to Harold Rosen, vice-president and manager of Atlas-Rand distributed products. Its Golden Artists cassette series has been increased to $6.95 to match its 8-track twin-paks.

To enhance Atlas-Rand production tapes with tapes and hard-core music in music outlets and among tape-disk distributors and rack merchandisers, Rosen has taken on National Sound Marketing of New Jersey as his representative in music and tape locations.

Rosen, who believes this year easily can be the “budget tape year,” feels the industry’s cassette increase (to $6.95 or $6.98) means increased sales for Atlas-Rand’s entire line. Also, the availability of more low-end product established a base.

He wants to expand the Sentry budget series, which now includes Victa, finally in the United States, and Tenny, Broadway, background and pop music categories. He also wants to pare the Golden Artists series down to a more working catalog and introduce a twin-pak sometime in midyear.

“Thus, our cassette series is somewhat unmanageable,” Rosen said. “I’d prefer working with Sentry, either Sentry or Victa, and give it full promotion and exposure.”

Cassettes now account for about 100,000 titles from the more than 200 in its catalog, and it is moving product to music-oriented stores.

The move to get fully involved in music also allows Atlas-Rand to supplement its distribution network from more than 5,000 photo stores to music rack merchants and dealers.

Dubbing duplicates all of Atlas-Rand’s product.

The company, beside making a move in music, also plans to put fully involved in stereo portable 8-track and cassette hardware.

Rosen is planning to introduce an entire portable line at the June Consumer Electronics Show in New York, including five stereo 8-track models, ranging in price from $75 to $125. The units will be radio combination models, with one being a multi-track.

He plans to add stereo portable cassette players, all with high audio fidelity.

Atlas-Rand is dropping two or three consumers' series titles, including a low-end unit and others with no other record feature.

UNI Owns 8 Track, Cassette Operation

LOS ANGELES — Uni Records is moving into its own 8-track and cassette operation, including merchandising, promotion and distribution, beginning March I.

Decca will be custom-duplicating Uni’s in 8-track and cassette formats, starting with reissues of albums only being duplicated with hot product and then on a limited basis.

The label’s initial release under the Uni imprint will be cataloged from catalog and included in 60 titles. Thereafter, add-on titles will be released with new albums.

Artists covered in Uni’s initial release include Bill Cosby, Neil Diamond, Strawberry Alarm Clock, Hugh Masekela, Fever Tree, Rainbow, Yellow Pagyes and Smoke, among others.

Uni plans to retail both 8-track and cassette and at industry standard prices. It has no plans for twin-paks, variety packs or budget lines.

Eventually, Uni plans releasing additional catalog material from its vault catalog, but “only if the LP market permits,” said a source.

CHARTS ADD NOS., NAMES

NEW YORK — Beginning with the current issue, 8-track and cassette Tape Charts will carry release numbers and duplicators’ names. The tape duplicator’s name will be listed following the release number for those manufacturers who do not reproduce their own tapes.

Universe’s regular record distributors now carry the tape line.

It’s A Hit with Tape Cartridge Owners

A Beautiful Case for 4 and 8-Track Tapes—Holds Fifteen

The “Ten-Ten” outsells all others. A handsome carrying case with individual compartments for 15 tape cartridges. Designed to protect tapes from moisture, dust and scratches.

This sturdy case is covered with a rich black plastic-coated material and trimmed with nickel-plated hardware. Has deluxe type padded lid with silver trim and fully-lined interior. At home or on-the-go, the perfect answer to tape cartridge storing problems.

No. 1010

Write for information and literature on the entire line of carrying cases for all tapes and cassettes.

AMBERG FILE & INDEX CO.
KANKAKEE, ILL. 60901
1969 INDUSTRY PERFORMANCE REPORT

SINGLES

144 LABELS SHARED THE HOT 100 ACTION

- Top 5 Rankings: 104
- 31-40 Ranking Labels: 31-40
- 6-10 Ranking Labels: 6-10
- 11-20 Ranking Labels: 11-20
- Other Labels: 17.0%

HOW THE TOP 10 RECORD CORPORATIONS SHARED THE HOT 100 CHART FULL YEAR 1969

<table>
<thead>
<tr>
<th>Rank</th>
<th>Label &amp; % of Share of Hot 100 Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Columbia 6.2%</td>
</tr>
<tr>
<td>2.</td>
<td>RCA Victor 5.1%</td>
</tr>
<tr>
<td>3.</td>
<td>Capitol 4.7%</td>
</tr>
<tr>
<td>4.</td>
<td>Atlantic 4.6%</td>
</tr>
<tr>
<td>5.</td>
<td>Dunhill 4.1%</td>
</tr>
<tr>
<td>6.</td>
<td>Tamla 3.3%</td>
</tr>
<tr>
<td>7.</td>
<td>Epic 3.3%</td>
</tr>
<tr>
<td>8.</td>
<td>Buddah 2.2%</td>
</tr>
<tr>
<td>9.</td>
<td>Uni 2.2%</td>
</tr>
<tr>
<td>10.</td>
<td>Motown 2.3%</td>
</tr>
</tbody>
</table>

THE TOP 100 CHART ACTION LABELS, FULL YEAR 1969, AND HOW THEY SHARED THE ACTION

ALBUMS

126 LABELS SHARED THE LP ACTION

- Top 5 Rankings: 86
- 31-40 Ranking Labels: 31-40
- 21-30 Ranking Labels: 21-30
- 11-20 Ranking Labels: 11-20
- Other Labels: 10.3%

THE TOP 10 LP CHART ACTION LABELS, FULL YEAR 1969, AND HOW THEY SHARED THE ACTION

<table>
<thead>
<tr>
<th>Rank</th>
<th>Label &amp; % of Share of Top LP Chart</th>
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<tbody>
<tr>
<td>1.</td>
<td>Columbia 13.1%</td>
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<tr>
<td>2.</td>
<td>Capitol 7.2%</td>
</tr>
<tr>
<td>3.</td>
<td>RCA Victor 6.7%</td>
</tr>
<tr>
<td>4.</td>
<td>A&amp;M 5.7%</td>
</tr>
<tr>
<td>5.</td>
<td>Reprise 4.8%</td>
</tr>
<tr>
<td>6.</td>
<td>Atlantic 4.3%</td>
</tr>
<tr>
<td>7.</td>
<td>Epic 3.8%</td>
</tr>
<tr>
<td>8.</td>
<td>Warner Bros.-Seven Arts 3.4%</td>
</tr>
<tr>
<td>9.</td>
<td>Dunhill 3.3%</td>
</tr>
<tr>
<td>10.</td>
<td>Epic 3.2%</td>
</tr>
</tbody>
</table>

HOW THE TOP 10 RECORD CORPORATIONS SHARED THE TOP LP'S CHART ACTION, FULL YEAR 1969

PUBLISHERS

398 MUSIC PUBLISHERS SHARED THE HOT 100 CHART ACTION DURING 1969

- Top 10 Ranked Publishers: 348
- Other Chart Action Publishers: 41.5%
- 11-20 Ranking Publishers: 11-20
- 21-30 Ranking Publishers: 21-30
- 31-40 Ranking Publishers: 31-40

HOW THE TOP 10 MUSIC PUBLISHERS SHARED THE HOT 100 CHART ACTION DURING 1969

<table>
<thead>
<tr>
<th>Rank</th>
<th>Publisher &amp; % of Share of Hot 100 Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Johnst, BMI - 8.0% (50)</td>
</tr>
<tr>
<td>2.</td>
<td>Maclen, BMI - 2.7% (16)</td>
</tr>
<tr>
<td>3.</td>
<td>Jordan, BMI - 2.4% (10)</td>
</tr>
<tr>
<td>4.</td>
<td>United Artists, ASCAP - 2.3% (9)</td>
</tr>
<tr>
<td>5.</td>
<td>Screen Gems-Columbia, BMI - 2.2% (20)</td>
</tr>
<tr>
<td>6.</td>
<td>Unart, BMI - 1.8% (11)</td>
</tr>
<tr>
<td>7.</td>
<td>Big Seven, BMI - 1.7% (6)</td>
</tr>
<tr>
<td>8.</td>
<td>Durante, BMI - 1.7% (9)</td>
</tr>
<tr>
<td>9.</td>
<td>Long, BMI - 1.3% (7)</td>
</tr>
<tr>
<td>10.</td>
<td>Long, BMI - 1.3% (6)</td>
</tr>
</tbody>
</table>

HOW THE TOP 10 MUSIC PUBLISHING CORPORATIONS SHARED THE HOT 100 CHART ACTION DURING 1969

<table>
<thead>
<tr>
<th>Rank</th>
<th>Publisher &amp; % of Share of Hot 100 Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Johnst Music Company, Inc. - 9.3% (50)</td>
</tr>
<tr>
<td>2.</td>
<td>United Artists Music Group - 4.3% (22)</td>
</tr>
<tr>
<td>3.</td>
<td>Lewsey Music Company, Inc. - 3.2% (18)</td>
</tr>
<tr>
<td>4.</td>
<td>Dick James Music, Inc. - 2.9% (18)</td>
</tr>
<tr>
<td>5.</td>
<td>Emgey Music Corporation - 2.4% (41)</td>
</tr>
<tr>
<td>6.</td>
<td>Jordan Music - 2.4% (10)</td>
</tr>
<tr>
<td>7.</td>
<td>Hot &amp; Hargreaves Songs, Inc. - 2.2% (22)</td>
</tr>
<tr>
<td>8.</td>
<td>Screen Gems-Columbia Music - 2.2% (22)</td>
</tr>
<tr>
<td>9.</td>
<td>Tree Publishing Company, Inc. - 2.1% (15)</td>
</tr>
<tr>
<td>10.</td>
<td>Big Seven Music Corporation - 1.9% (8)</td>
</tr>
</tbody>
</table>
Jobete Top Hot 100 Chart Pub

By FRED KIRBY

NEW YORK — The success of Motown singles aided Jobete Music Co. to lead publishing corporations in share of the Hot 100 last year and Norman Whitfield to top producers in percentage share for the year. Jobete also was the top independent publisher, while Steve Barri led producers in number of records on the survey.

Whitfield’s 3 percent was scored in chart records for the Temptations, Four Tops, Gladys Knight & the Pips, the Spinners, and Marvelettes, topping Barri’s 2.8 percent with the Grass Roots, Tommy Roe, Mama Cass and Three Dog Night.

Based on number of exclusively produced singles, Barri led Atlantic’s Jerry Wexler, who gained credits with Aretha Franklin and Dusty Springfield, although each had 13 singles on the Hot 100 last year.

Jobete’s corporate lead of 9.5 percent was based on 52 titles, while 50 titles accounted for the 9 percent publisher lead. Other corporate leaders with the number of titles in parentheses were United Artists Music Group, 43 percent (22); Lowry Music Co., Inc., 41 percent (29); Dick James Music, Inc., 40 percent (18); Ensign Music Corp., 24 percent (22); Jodora Music, 24 percent (10); Hill & Range Songs Inc., 22 percent (22); Screen Gems-Columbia Music, 22 percent (22); Tree Publishing Co., Inc., 21 percent (15); and Big Seven Music Corp., 19 percent (eight).

The Beatles’ Macken was second with publishers with 27 percent and 15 titles. Next, with number of songs in parentheses, were Jodondra, 24 percent (10); United Artists, 23 (9); Screen Gems-Columbia, 22 (20); Unart, 18 (11); Big Seven, 17 (6); Dunbar, 17 (9); Low-Sal, 13 (7); and Low-Twi, 13 (6). United Artists and Unart are part of the United Artists Music Group. Dunbar is affiliated with RCA, and Low-Sal and Low-Twi are with Lowry Music. Nine of the 10 publishing leaders were BMI. United Artists was the sole ASCAP firm in the first 10.

Trailing Whitfield and Barri in producer share of the Hot 100 were Gabriel Mecker with Three Dog Night, Steppenwolf, and Janis Joplin, 22 percent; John Fogerty with his Creedence Clearwater Revival, 21 percent; Chips Moman (B.J. Thomas, Bobby Womack, Tommy James & the Shondells, Dionne Warwick), 19 percent; Jeff Barry (Archies, Andy Kim), 18 percent; Gamble-Huff (Jerry Butler, Archie Bell & the Drells, Intruders), 16 percent; James Brown (James Brown, Marva Whitney), 15 percent; Al De Lory (Glen Campbell, Letterman, Al Martino, Joe South, Gamble and Bobbie Gentry), 14 percent; and Jimmy Bredt (Edwin Starr, Jr., Walker & the All-Stars, Diana Ross & the Supremes, David Ruffin), 15 percent.

After Barri and Wexler in the first 10 producers based on number of pressings in the charts during the year were Gamble-Huff, 12; Moman, 12; Barri, 10; Tom Dowd (Dusty Springfield), 10 percent; Barry & Wexler, 9 percent; and the others cited above, 5 percent or less per producer.
1969 TOP BRITISH RECORDS, ARTISTS

LEADING COMPANY SINGLES

LEADING ALBUM LABELS
Figures with labels indicate number of records in charts

LEADING SINGLES LABELS
Figures with labels indicate number of records in charts

SINGLES ARTISTS

MALE
Stevie Wonder
Elvis Presley
Marvin Gaye
Frank Sinatra
Engelbert Humperdinck
Desmond Dekker
Peter Sarstedt
Cliff Richard
Dean Martin
Johnny Nash

FEMALE
Clodagh Rodgers
Cilla Black
Lulu
Karen Young
Bobbie Gentry
Mary Hopkin
Nina Simone
Sandie Shaw
Mama Cass
Dusty Springfield
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- 2 years $50 (104 issues)
- 3 years $60 (156 issues)

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- payment enclosed
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NATURE OF BUSINESS

Billboard
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Again, Billboard is the leading paper of the international music-record industry. Paid circulation now totals 30,808, breaking last year’s record for the same 3 months period by 1,950.

It figures.

When you’re first to give members of the industry exclusive editorials and features, first-hand reports (and scoops), insights into trends—and foresights, authoritative charts, and analyses...you’re first to help members of the industry break records of their own.

then they help you break records, too.

June 1969 Publisher’s Statement as filed with ABC. Subject to audit.
Tape CARtridge

Lib/UA Outmatches Cos. in Budget Price

LOS ANGELES — Liberty/UA isn’t the first major record manufacturer to offer budget tape. But it is the first to introduce an economy line at a “true” budget price — $3.98. While several budget-minded tape companies are offering product at $3.98, only Liberty is selling “name” artists at that price.

In the year of the budget tape, most companies are completing their regular tape line with an inflated budget line at $4.95 or $4.98. Liberty’s move, while not unique, has industry leaders reconsidering its budget price, and perhaps forcing an industry shift to repricing at $3.98.

For the moment, Liberty only is offering product in 8-track, feeling “it’s too early for cassette budget titles.”

“Until now,” said Earl Horowitz, general manager of Liberty Tape, “the gap between a budget tape (at $4.98) has been far too great. We are lessening that gap with budget product from the Sunset line.”

People really did things with budget records. And what they did sent sales and profits of record companies soaring. Most record companies expect the same thing to happen to budget tapes.

They feelbudget tapes this year will account for a significant sales figure — even at $4.95 or $4.98.

But to call $4.95 a true budget price is wrong, say industry spokesmen. Several companies are re-examining their budget prices at $4.95.

All agree, however, that budget tape is here to stay, be it at $4.95, or $4.98.

“The price of the market is steadily declining, what had been the 8-track ‘carriage trade’ is now everyone at all age levels giving us a broad-based consumer market,” says Ed Welker, RCA tape merchandising manager.

Harry Kelly, Mercury’s tape product manager, feels there is a tremendous need for budget product because of a depression in playback equipment now in the marketplace.

Tom Bonetti, GRT marketing director, feels there are two reasons to release budget product: sales longevity and “name” value.

“A strong market for select budget tape,” said Bonetti, “from artists with name power on records. We see an excellent sales potential in this area but strictly on a select product basis.”

GRT, which has been releasing budget tapes for some time now, is broadening its scope in the budget market with a series of classical titles.

Low-end equipment, especially players priced below $30, is giving life to budget product. While retailers are expecting a “dump” of low-priced hardware, software producers are expected to benefit from the increasing appearance of “cheap” equipment. In addition, budget tapes are finding a spillover market in the country budget line via Stadary’s Nashville line at $4.98, by introducing an archive series of jazz, folk and gospel titles at $4.98.

GRT has about 200 budget titles, including about 15 titles at $3.98 for children.

3 Low Price Cassettes to Bow Philips

LONDON — Philips will inaugurate a new concept in tape promotion with the release in March of three low-price cassettes at a retail price of $4.20.

Initial releases are the Herb Alpert album “America,” Glenn Miller hits by the Syd Lawrence Orchestra and party music by the Ray McVay Orchestra.

Roy Tempest, tape supervisor at Philips, said Philips would not push the line too strongly. “This is an effort to introduce the cassette system to consumers not yet hooked,” Tempest said.

“We feel that cassette product at full price is good value. But the $4.20 cassette product will continue in line and the next six months there should be another half dozen releases.”

Another Philips tape project will be releases of two albums on one cassette which will retail at $8.52. Release dates and repertoire have yet to be determined, but according to Tempest, budget tapes should also spur equipment sales.

Harry Kelly, a chain store buyer in the Midwest, believes there is a chain discount store in Southern California. He said there is a greater demand for budget product, especially tapes priced at $3.98, and that inventory around the $24.95 range.

While RCA, Liberty/UA, Mercury, Scepter, among others, are planning full product thrust into budget lines, both Alpert and Alpert are enhancing their budget catalogues. National Distributors are using a budget-oriented distributor, also is increasing its product line.

“We see a great need for budget titles,” said an Ampex supplier, who will continue to enhance our budget repertoire. We see 1970 as All-Alpert of the cassette and the year good budget tape comes to the front.”

GRT, too, is expanding in country budget via Stadary’s Nashville line at $4.98, by introducing an archive series of jazz, folk and gospel titles at $4.98, by introducing an archive series of jazz, folk and gospel titles at $4.98, by introducing an archive series of jazz, folk and gospel titles at $4.98, by introducing an archive series of jazz, folk and gospel titles at $4.98, by introducing an archive series of jazz, folk and gospel titles at $4.98.

Also in tape, news comes from Barry Green at EMI that the company is making the first ever simultaneous release in the U.K. of product on four tape configurations — 8-track cartridge, cassette, 4-track and twin track mono — in January with two Tamla Motown albums, Barry and the Hobbie and “Mr. Walker’s Greatest Hits.”

Green said that EMI will be releasing a tape collection that will coincide with album release.

“Tape release now lags behind albums by about a month.”

Green said, “The installation of some $240,000 of duplicating equipment at the Hayes factory in November will enable us to close the gap. We’re certainly aiming for simultaneous release, especially with British product; but it’s much more difficult with material from the U.S.”

Norelco to Repeat Its Speaker Bonus Program

NEW YORK — The North American Philips Corp. will repeat its speaker bonus national consumer promotion from Feb. 1 until April 30, this year. The program was successfully introduced in 1968.

This year’s promotion will feature the Norelco Carry Corder 150, and the Carry Player 2000, and will offer buyers of either cassette machine a Model 20 extension speaker for $39.85 instead of the $12.95 retail price.

According to Wybe Semmelink, Norelco’s vice president in charge of the Home Entertainment Products Division, the extension speaker promotion benefits both the dealer and the consumer. He said, “The consumer gets an outstanding value in the extension speaker, and the dealer enjoys increased traffic and high turnover in turntable, budget tapes should also spur equipment sales.”

Semmelink said that the high acoustical efficiency speaker was engineered to complement the extra power and sound quality built into Norelco’s cassette models.

The bonus speaker may be claimed at the time of purchase, or directly from the North American Philips Corp.

Forms New Wing

Continued on page 13

205 Broadway, Cambridge, Massachusetts 02139 / Tel. (617) 866-6200 / TWX 710-350-0840

January 31, 1970, Billboard
Executive Turntable

Farrell Deal With Renzetti

NEW YORK — Wes Farrell has concluded a deal with Ar-ranger-producer Joe Renzetti to provide music and orchestral services to the companies in his Wes Farrell Organization. The first product, according to Farrell, will be a series of contemporary albums. Two sessions have been completed. "The Soultown Symphony Plays the Best of the Dootones," and "Jazz Rock Symposium." Renzetti produced such hits as "Back Door Man," "I Am the Highway," "Kid's Delight," "Let Me Be Your Butterfly," "That's the Way It Is," and "Let the Good Times Roll."

Nortronics 4 New Systems

CHICAGO—Nortronics Co., Inc., manufacturer of magnetic tape systems, has just introduced four new units for use on the Nortronics channel stereo recording systems. The heads for the quadrature system include models PQ-B, PQ-BQ, W4-A, and STR-4. The first two are permitted to play back heads for use with one-quarter inch tape. The PQ-BQ permits eight channels on a single head, with four in each direction, which recently had been used with 500-foot cassette format—150 inch tape; and Model STR-4 has a five-channel master channel capable of playing one-half inch tape.

In a new shelf, John Kronfeld, marketing manager for Nortronics, said that the new quadrasonic systems are designed to provide a high signal-to-noise ratio and are capable of reproducing sound at high levels, which means that he can read the polarity of the playback of prerecorded tapes.

Polydown Satellites Promote Copy Of 'L's Ga'

NEW YORK—Polydown Records is promoting its copy of "L's Ga" through special efforts with underdog and college radio stations. The electronic work for "gasking" has been done by Harry Saxon, who did the "L's Ga" album, and two channel tape has been presented twice at the Envelope, the Polydown recording. It probably will receive another performance.

It was also present at Oberlin College, Jan. 29, and Madison Mosque, Jan. 30. The album also contains Martin's "Ballad" and "Octet." Folk FM was the only one who heard it. Jake Holmes is setting up a collaborative tour to be preceded by a tour of college radio stations. He has recently released Holmes' first album for the label.

Blood on Hot 100 — 'Guess Who' List

NEW YORK — "You Got Me Hummin" by Cold Blood (Fontana) was erroneously omitted from the Hot 100 chart in Billboard's Jan. 24 issue and "Guess Who" by Oak Rywinters (Diamond 269) was listed at No. 99 and 103 in "Rumble-in" by Tommy James (Hunt). "You Got Me Hummin," produced by David Rubinson and published by Fame Imperial Music (BIM), moves to No. 87 and 101 in "Rumble-in" by Tommy James (Hunt). The list is compiled from four sources for the Jan. 31, 1970 chart.

4th Bootleg LP by 'Dylan-Legging Across the Country'

CHICAGO — A fourth bootleg Bob Dylan LP has appeared in the record stores across the country. Called "The John Birch Society Blues," the album contains 12 cuts of previously unavailable or hard-to-find Dylan recordings. Both sides of Dylan's first Columbia single, "Mixed Up Confusion" b/w "Carrina, Carrina," are on the LP along with two demonstration recordings Dylan cut for Whitmark Music Co., two cuts originally slated for his "Freewheelin'" LP but then replaced, three cuts recorded in a hotel room in Minnesota in 1961, two cuts from the "piano" tape believed to have been recorded in late 1963, and a song recorded at one of Dylan's concerts in 1964. As is the case with the other bootleg albums, it will be issued in Billboard (Jan. 3) the album has a plain white jacket with the title-stamped on the cover. A spokesman at Columbia Records, for which Dylan records, said that Columbia was not sure whether or not the LP is really a Dylan recording, describing it as "notusal enough.

Blue Hour in Debut; Accent Studio Singles

MILWAUKEE—Blue Records has been launched here. It will specialize in studio singles, and will be affiliated with a radio magazine, Burntwood Records, and a record store, Adventure Productions.

The label's owner, Susan Linzinger, a grade school teacher here, and Richard Paul Thomas, both are performing musicians as well. The two compose, produce, and record songs for their own albums; and for commercials for clients using organ, guitar, and drum backgrounds. "Our company is the only one in the state currently releasing studio singles." The fledgling label is aiming a big shot of its own capital. Plans call for cutting some singles shortly with Ray Dramm, and two underground hard rock groups on the local scene.

'Times' to Wizdom

NEW YORK — The master of "In Ancient Times (Jerusalems)" LP, acquired by Jimmy Wisner's Wizdom label after negotiations with record producer Joe Smith and the Bermag of The Richmond Organization.

Roper Drive in Test Followup

NEW YORK — Roper Records is increasing its test marketin the special stores in select special stores with a large-scale followup of 300 stations Coast-to-Coast daily program distribution of the Roper program. The 94 separate hour segments are programmed by Roper specialists in instrumental music, both for listen- ing and distributing. Listeners, such as the Strings, the Latin All Stars, and the Lennon's, are available in singles and album a 8-track tape and 4-track open re.

Paxton Cuts New Album for Elektra

NEW YORK — Tom Paxton is cutting a new album for Elektra Records. He has not yet signed with United Artists, as previously reported. United Artists Music Corporation, a music publishing company headed by Paxton and Mike Okum.
Fox Agency Acts to Kill 'Dubbing Ads'

These firms include Liberty Music Shops, Panasonic, Harman-Kardon, Audio Exchange and others. The Fox Agency, through its attorneys, Abeles & Clark, is seeking a similar agreement with the Philco Ford Corp. and Diners Executive Shopping Service. In a letter to these principals the attorneys state:

"Our client, the Harry Fox Agency, acting on behalf of over 3000 music publishers, has referred to us the respective claims of its music publisher principals against you. These claims arise out of your prominent advertising that the new Philco Ford Double Play machine can be utilized to make your own recordings from your record player, television or from radio itself. A great way to build your music library."

"This advertising has accordingly been employed to induce the purchase of the said instrument by emphasizing that the same is peculiarly adapted for the illegal purpose of making unauthorized recordings of outstanding musical compositions, comprehending those of our client's principals. This accordingly eliminates the purchase of the authorized recordings thereof, thereby materially affecting the rights of said principals."

"In other instances where like methods of procedure have been employed, to obtain a substantial sale of similar recording machines, a satisfactory arrangement has been effected on behalf of our client's principals, including the agreement not to repeat such type of advertising. Therefore, unless you are prepared to make the same type of arrangement, we will anticipate our client's instructions to institute suit against you and all others participating or concerned therein."

At Berman, head of the Fox Agency, said that the incidence of illegal duplication is mounting; that it is a real threat to the copyright owners; and that this threat must be met with determined opposition. He added: "We, together with Abeles & Clark, are investigating every possible means of controlling this practice. We are now examining into the possibility of control through a levy at the manufacturing level recognizing the in-built infringement potential of such equipment. Such a levy became law in West Germany many years ago when the music industry combined to protect itself."

TDK Claims Cassette Sound Breakthrough

NEW YORK — The TDK Electronics Corp. has developed a new TDK tape cassette which it claims represents a major breakthrough in high fidelity sound reproduction on cassettes.

The new Super Dynamic SD tape was developed over a three-year period of research and testing and is capable of extending the high frequency response of most cassette recorders to a substantially higher limit than is possible with most other available cassette blank tape.

The SD cassette offers high fidelity reproduction from 30 to 20,000 Hz, with a virtually flat response curve from 30 to 10,000 Hz. The breakthrough was made possible by a new type of gamma ferric oxide developed especially by TDK for high fidelity reproduction.

The product features improved signal-to-noise ratio, and also reduces head wear to a minimum. According to a spokesman for the company, the new tape's remarkable properties are based on a combination of new magnetic materials, a special TDK binder system and coating technique as well as an exclusive TDK surface process.

The spokesman added that the new tape extends high fidelity response substantially beyond the limits of the audio range and makes available low noise, distortion-free output for highest quality performance.

The new ferric oxide formulation utilizes a needle-like particle shape as compared to the rectangular shape of standard tape oxides, he said. This means eight times greater density of magnetic particles, improving resolution and reducing sound distortion. In addition, the print-through effect is substantially reduced.

The new binder system of SD tape reduces crease modulation and static charge. There is no shedding of magnetic coating and dropouts are eliminated.

Tape Happenings

Bell & Howell is recouping a number of open reel tapes in a star series selling for $69.95. Artwork involved is Johnny Rivers, Martin Denny, the Ventures, 5 Guitars, Don Ho, Dean Martin, Frank Sinatra, Jimmy Haskell and Pretty Paul & Bobby. All these tapes are in the three and three-quarter i.p.s. speed.

Lino Teruzzi, who directs the prerecorded tape department of EMI-Halliday, revealed that cassettes make up 75 percent of all cartridges. Michael Perpall, financial vice president of Automatic Radio, Melrose, Mass., sees continued penetration into the stereo tape market — both for homes and cars — spurring gains in both sales and earnings for the company's fiscal year ending Sept. 30. Ed Mass, president of Belair Enterprises, Los Angeles, manufacturer of stereo 8-track and portable players, showed at the 11th annual stereo products representatives Association (ERA) meeting last week in Miami. Labeled "Intro '78," the ERA members discussed and attended workshops in seven marketing areas.
IN FEBRUARY...
TRY A&M FOR THE BLAHS.

R: CALL YOUR A&M DISTRIBUTOR

SP 4221 - Sure Hope You Like It by Jeffrey Compton—we sure think you will. Produced by Burt Bacharach.
SP 4228 - The National Bank with Chuck Turgeon: Strong, Strong, Strong.
SP 4229 - Anyway That You Want Me by Exa Starch. The album version of Exa's hit single.

John and Mary/Quincy Jones

SP 4232 - John and Mary. Quincy Jones. The original score of the Dustin Hoffman-Mia Farrow movie, composed and conducted by Quincy Jones.
SP 4235 - Unholtzberry by the Fairport Convention. One of England's strongest concert attractions. This album is a must.
SP 4239 - I Ain't Supposed To Die A Natural Death by Melvin Van Peebles. Just sit down, take the lyric sheet in your hand and LISTEN!

The Chirps

SP 4238 - The Chirps: Send Me No Flowers. Eight original compositions for a long time coming. But worth the weight.
SP 4241 - Wonderful World, Beautiful People by Jimmy Cliff. The big Top-40 hit now a complete album. The title says it all.
SP 4251 - Liza Minnelli: Come Saturday Morning—Title song from "The Sterile Cuckoo." Big movie, big record.
SP 4543 - Phil Ochs' Greatest Hits - You've heard Phil as a poet, commentator and movement figure. Hear him as a splendid musician!
Certron Corporation enters the music market as a major company.
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Music Division

Publishing Companies:
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Record and Tape Labels:
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Headquarter Offices:
Certron Corporation Music Division
1226 Sixteenth Avenue South
Nashville, Tennessee
**Bell & Howell Into Tapes**

Continued from page 12 releases—and also the attrition value of pop music.

**Classical 25%**

Rubinstein cites the industry estimate that classical music will account for 25 percent of the total cassette music dollars this year. Classical buffs are just starting to build their cassette libraries, he feels.

B&H is the second recent West Coast company to enter the classical marketplace. Super-knock is the most recent addition to the classical fraternity, which includes Apexm, GRT, RCA, Columbia, Scepter through its Celestial line, Capitol, DGG, Nonesuch, Elektra's classical line, and Everest/Cetra.

The Piper line is B&H's foot in the door for prerecorded cartridge music. Rubenstein acknowledges that he be interested in expanding the company's position in this aspect of the business, either by taking on additional classical lines or expanding the Piper line past its initial 50 title release.

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### BEST SELLING Tapes

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### CASSETTE

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<td>SANTANA Columbia 1980 0084</td>
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### Overland Products Company

You can rely on the nation's largest producer of metal components used in Cassettes. Contact us today!

- Constant Product Improvement and Development
- Lowest Prices
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**SOUTH'S LARGEST TAPE ONE-STOP 4 AND 8 TRACK STEREO CARTRIDGE TAPES**

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Restaurant (25th year)

8240 Sunset Blvd. Hollywood
Phone 660-1313

January 31, 1970, Billboard
In the growing tradition of other truly talented artists presented by our label to the world of recorded music during the 1960's

Monument Record Corporation

takes immense pleasure in beginning a new decade dedicated to artistry with the introduction of

Dale Van Horne

our next Super Star

Initial Release/ "She'll Never Find Her Way Back Home" 1182
Available/ Jan. 19, 1970

Dale Van Horne is Another Reason Why Monument Is Artistry.
**Soul Turns Las Vegas Into Oasis of Funky Blues Artists**

LAS VEGAS — This desert funspot has turned into soul city. Every night, crowds are creating excitement along the Strip, but the city is in the throes of a slow period. Severe cold weather in parts of the country, plus the public’s slow recovery from the holiday buying period are considered reasons why crowds are not at capacity this time of the year. Consequently, the city’s facilities are not crowded. But the situation will pick up after Easter according to local residents. A discriminate sort of entertainment seeker seems to be in town this time of year, for certain shows are luring certain types of aware audiences. The Ike & Tina Turner review at the International along with Redd Fox, Dionne Warwick at the Sands, and the Sisters Love with Woody Herman’s band at Caesars Palace, all playing before knowing audiences. The James Brown review at the International has been a disappointment.

**London’s Touring U.S. Acts Getting Tie-In Promotions**

NEW YORK — London Records has set in motion a series of tie-in promotions pegged on its British artists who are touring the U.S. Artists on the London label’s current roll include Ten Years After (Deram), the Moody Blues (Threshold), Savoy Brown (Parrot), Tom Jones (Parrot), Engelbert Humperdinck (Parrot), Keef Hartley (Deram), and John Mayall (London).

Ten Years After begins its new tour with a series of college concerts beginning Feb. 13 at Bowdoin College in Maine. Filling the band’s schedule is an appearance at the docket for Feb. 27-28 in Los Angeles' Tower Theater.

**The Alarm Clock Is Acting Hands in 20th-Fox’s New Picture**

LOS ANGELES — The Strawberry Alarm Clock have moved into motion pictures. The quartet has just completed performing three songs on camera in the new 20th-Century-Fox feature, “Beyond the Valley of the Dolls.” Phillip Phillips, hired by producer Russ Meyer as music director, signed the band, whose tunes hits the most known performers in the film. Meyer, whose reputation was made producing nudie cuties with unknown actors and actresses.

The Strawberry Alarm Clock is placed in a “party” setting where they sing two new songs plus one of their best hits, “Yellow Peppers” hit of several seasons ago.

Unh has the right to one singing from the soundtrack album 20th Fox chooses to release on place with any record company. The Alarm Clock will be included in this sound track which is also a feature original material written by Phillips. Performing musically in the film is vocalist Lynne Carey, who replaced an injured Both Miss Carey and the Alarm Clock are handled by the Robbotts. Carey is the former female lead with the now defunct group C.K. Strong with the Alarm Clock. Carey will be billed as the record production wing of the Fitzpatrick organization.

**Talent In Action**

**DOORS**
Felt Forum, New York

The Doors, with the sensuality of lead singer Jim Morrison, are creating excitement among some of their former magicians. The group’s performance of four sold-out weekend performances at Felt Forum. The Elektra Records company, which handles the Doors, is more businesslike than often has been their wont, but Morrison is said to have some additional fame to his credit. His voice, however, is distinctively the singing or screaming. The concentration was on blues and simple rock, including such numbers as "Back Door Man," "Moonlight Drive," and "Light My Fire." Morrison has been described as a guitarist Rubby Krieger good instrumentalist in the Doors. Drummer John Densmore was strong throughout. "Who's That Girl," says Morrison, "is another good selection. Elektra's Lonnie Mack, who opened the show, received the crowd's enthusiasm for the Doors.

**THE TEMPTATIONS**
Talk of the Town, London

The Temptations’ cabaret opening at the Talk of the Town on Jan. 19 rated as a qualified success. The group’s first London appearance was a hit.

Not least was the restaurant’s amplification system, at its maddening, which rendered much of the audience unintelligible, so badly was the sound balanced. Though the absence of flu-stricken Eddie Kendricks may have unbalanced the quartet, their slick performance didn’t suffer. When what his non-appearance may have accounted for was the show’s quality. Approximately 40 minutes, some 20 minutes less than the usual duration of the talk, was a key moment. Opening night didn’t produce any surprises, but it was all about how much attention the Detroit production-line. They are superb executants of the Motown house selection. However, it’s time.”

**Regine**
Carnegie Hall, New York

Regine, the Parisian chanteuse, was presented to a partisan crowd by Harold Leventhal at the Carlyle Jan. 19. Although idolized in France, recognition was recently with the release of the "Marry Me, Marry Me" film, in which he performed, Leventhal himself already shown his vocal talents.

Regine’s repertoire included popular songs by the best known writers in France, and her sumptuousness and dramatic expressions played no small part in enhancing her success. (Continued on page 27)
S.F. Ballrooms Lose More Footing as Family Dog Closes

SAN FRANCISCO — The ballroom situation here suffered another setback when Family Dog was closed Jan. 16 by the Internal Revenue Service for failure to pay $1,300 in back taxes.

The fee was paid and it re-opened four days later, but the Dog is still in debt. The future of Bill Graham’s Fillmore West remains uncertain.

The site of Fillmore West was bought last summer by Howard Johnson’s, which has given Graham until April 1 to vacate to make room for a new motel.

A report last week that Graham had been given a re-lease under a legal summary was branded a rumor by Graham.

But even if he loses Fillmore, Graham will have a concert hall. He has negotiated a rental contract for 5,000-capacity Winterland Arena, giving him exclusive rights to the building all year except during June, July and August when the Ice Follies perform there.

Family Dog has been assured by members of the top bands in the area, Jefferson Airplane, Quicksilver, Santana, among others, that they will play for a percentage of the gate instead of a set fee, which would provide name acts.

**NEC PARLEY IN MEMPHIS**

MEMPHIS — The National Entertainment Conference will hold its annual convention here, Feb. 15-18. Highlight of the meeting will be the NEC Showcase which will feature 24 groups. Included in the showcase will be Chicago, Renaissance, the Tams, Clarence Carter, Kenny Rogers and the First Edition, Buddy Rich, John D. Loudermilk and Second City. The NEC deals solely with problems in all media of performing and visual arts and the on-line service of its type run exclusively by university personnel.

**Signings**

Frankie Lane signed with Amos, with his first single due next month.

The Midnight Oils also to Amos, with Dick Burns will produce. Their debut single is "Wayne Newton and Jim Bove.

Tommy Leoni signed with RCA, where his first single is "Squish a Flower," which he wrote. He tours out of Sydney, Australia, where he hosts a TV show.

Country Mama is in store for Diana Newby signed with Mer-cury, with Larry Weiss will produce. Richard Russell joined on vocals and drums. Michael James Brindley Jr., signed with RCA, where his single is "I Won’t Go 'Round This Mountain," by Charles Glenn and Eddie Brickell.

**Lorber Produces Band Album**

NEW YORK — Alan Lorber, arranger and producer of such groups as the Shirelles, the Lovin’ Spoonful, Neil Sedaka, and Jay & the Americans, has just finished producing a new group called "Midnight Oils." The band is called Midnight Oil and 11 members, including one female. The first album by Midnight Oil is due around the first week in February. The instrumental music was recorded on one track, there are no other tracks for vocals. The producer, Lorber, gives the musicians an opportunity to hear each other and feel under pressure, providing a sound which sounds more live and full," Lorber said.

**Talent in Action**

- **continued from page 26**

The highlight of the evening was her performance of "Yiddish Mama," one of the songs she sang in "Marry Me, Marry Me," featured on the RCA soundtrack recording. The only English song in the program for the title song, but she was impressive when singing chansons depicting human nature and colorful everyday people.

**J. RACHTRACHER**

IEK & TINA TURNER

Revue

International Hotel, Las Vegas

The Ike and Tina Turner Revue is back for its second crack at soulfulizing Las Vegas audiences, and this time the people know who they are. When Bill Miller, the hotel’s entertainment director, first brought them six months ago, most Las Vegas patrons wandered in to kill time until the show was unprepared for the energetic assault which met them.

Now the Turners, along with Ridd Fozz, are filling the casino theater and causing long lines to wind back through the grandstands. This is basically the same act which the troupe performed last season. Fozz, who has been added, is a power generator, unloading energy onto the stage, onto his own drum kit, and into the audience. Tina sings with with three of the nine cyberettes, and the eight-piece Kings of Rhythm band, led by Ike’s conservative guitar work.

The Turner’s show is presently the most exciting audio and visual presentation in town.

Elliott Tiegel

**Doors Play Winterland**

SAN FRANCISCO The Doors play Winterland here Thursday (5) and Friday (6). Other dates on their current tour are Long Beach (Calif.) Arena, Saturday (7); Cleveland, Feb. 13; Chicago Auditorium, Feb. 15; and Boston, April 17.

Elektra Records album is due next week. The LP has 11 new songs composed by Jim Morrison, the Doors’ leader. Simon and Schuster of New York published "Morrison’s poetry this spring with the title "The Lords and the Noble Spasms," a film created by and starring Morrison, is being made available for the first time by the underground cinema.

**Las Vegas Soul**

- **continued from page 26**

This year indicates that Las Vegas will be more contemporary than it was last year. Fresh talent is being sought, with record buyers especially welcome.
Rich Tops Roster of Globe Fest Feb. 27-28

BOSTON — The Boston Globe, which has staged jazz festivals for four years, is adding another one to its list. The festival, which has packed the 5,000-seat War Memorial Auditorium, will come up with its fifth successful fest Feb. 27 and 28.

Drummer Buddy Rich tops the talent roster lined up by impresario George Wein. This will be the big band frontman's debut at the Globe affair. The Feb. 27 concert is loaded with outstanding names and will have flutist Herbie Mann in his third appearance.

Sarah Vaughan, another repeat performer, will also do her thing, and will be accompanied by Joe Pass on guitar. Her new album, "Buddy, "She'll Be Coming Round the Mountain", Rich and his band will return Feb. 28 together with B. B. King and his band. "I'm a Little Bit Crazy," will be another Globe festival veteran. Wein expects to add another group to the Feb. 28 roster.

Also being pondered is a renewal of the annual Youth Jazz program for the Saturday matinee. This features major jazz acts as well as some local talent.

From The Music Capitals of the World

(INTERNATIONAL)

NEW YORK

Blueboy's B. B. King plays Oakland's Showbox tonight and Wednesday (28), then he's on another West Coast tour. He's scheduled to play at the show at the Fillmore East, Friday and Saturday, March 6.

Buddy Rich leads his band at the East Coast Jazz Festival, Feb. 18, at the Beacon Theatre, New York City. The week after, he'll be at the Royal Roost, New York City. Also appearing at the Roost this week is Oscar Peterson, who will be at the Roost throughout the rest of the week.

DAVE VAN RONK


to the Lovin' Spoonful will appear with Barbara Harris and Estelle Bennett of the Carole King and Al and the others, and they'll be appearing at the Village Gate, New York City, on March 5.

In London, the Who and the Rolling Stones are playing the Marquee Club, London, tonight and tomorrow.

EDDIE HOLMAN'S "HEY THERE LONELY GIRL"

STEREO LP

Recorded — Mastered by

Virtue Recording Studios

1618 N. Broad Street

Philadelphia, Pa. 19121

Personal Mgr.: Frank Virtue

"Hey There Lonely Girl" is the second LP release of Eddie Holman's career. The record is a departure from his previous work, which was more R&B-oriented.

Turners With Minit

NEW YORK — Ike & Tina Turner have renewed their contract with Minit. The group's next album will be produced by Phil Spector. The sessions are set to begin in March.

MILT O'KUN, second from right, independent producer, goes on over with "Your Kind of Woman," Joe Feingold and Jerry McEldowney, Will Miller and Jimmy Ferguson, during the group's recent Decca Records session. A new O'Kun produced single by the Irish Rovers, "Rhythes & Reasons," is on the release.
Iowa Jukebox Programmer Gets 'On the Spot' Service

DAVENPORT, Iowa—Several records working their way up Billboard's "Hot 100" listing and some too new to chart yet are already earning heavy play on jukeboxes here for Cox Music, Inc. One reason, according to program-
mer Gary Richards, is that he doesn't have to order records by phone or visit a one-stop printer. "The one-stop doesn't have something I have down on my programming list to buy. I can substitute right on the spot. If I'm order-
ing by mail or phone and order something not yet in stock. I could be hearing that record on the air and it might receive one that I wouldn't necessarily have picked. Being able to listen to the new records and not being in an hurry or under pressure also helps. "For the most part, the mobile one-stop has everything that's new. If we're not able to buy something within two weeks (Continued on page 30)

New Rock-Ola Mini Jukebox Being Shipped

CHICAGO—Rock-Ola Manufac-
turing Corp. is now produc-
ing quantities of the latest
Compact Model 443, 100-selection stereo jukebox. The latest in a line of compact models, the unit was shown at the distribu-
tors' meeting last fall in New Or-
lend shipments have been made periodically since December.
According to Ed Doris, ex-
cutive vice-president, the com-
 pact model "can do everything" (Continued on page 33)

Tavern Month Lists Ways to Promote Jukebox Kit

RACINE, Wis.—There are many ways in which jukebox op-
erators can increase profits if they help participate in National Tavern Month in May, according to the National Labeled Basement Association (NLBA) here, which mailed its 1970 May promotion kit recently.

New Equipment

Rock-Ola—100 Selection Phonograph

Rock-Ola Manufacturing Corp. introduced its recent in a series of compact jukeboxes, the Model 443. The model has nearly the features of its larger counterpart, Model 442 but measures 54-in. high, 31.5-
in. wide and 26-in. deep, and weighs 295 pounds. A very colorful unit, featuring radiant color panels of unbreakable Lexon plastic, the new compact model features the unique eye-level vertical title strip display. Full stereo sound is delivered through upper and lower separa-
tion of two 5-in. by 7-in tweeters and two 12-in. woofers. The design utilizes wood grained Bombay Teak sideboards with a swing of polished chrome side cabinets. Here are some of the other features: instant snap-out front panel section including color panel and grill; two sets of speakers which don't receive a substitute at all; a tangent distance or dropping a pen on the cover of the cover with a glass bottom. If the customer wins, give him a free meal and a free quarter, half (Continued on page 33)

Jukebox Trade Using 50% of Label's Output

GEORGE KNEMEYER

SPOKANE, Wash.—Jukebox trade has used 50% of the suc-
cess of Mom and Dads Records, a local company here. The label has released six singles and recently an album. "About 50 percent of the re-
cords sold in the Northwest have been to jukebox operators," said Leslie Welch, leader of the

MOA Books Late

CHICAGO—A labor and postwar promotion kit from Music Operators of America (MOA) publications. The asso-
ciation's "Tax Tables" were mailed (but 2) but many members have not received it. The asso-
ciation membership directory has been delayed by a printing labor problem but will probably be delivered the first week of February.

MOA/GRANGER ANNIVERSARY

CHICAGO—Fred Granger Jr. marked his six years as exec-
tive vice-president, Music Operators of America (MOA), the national association of jukebox op-
erators. He was hired in January 1955.

"I have come to know how many wonderful people during this time of the industry industry, I've never been involved with a finer group of business owners," said. Granger formerly was an account executive for a Wash-
ington D.C. accounting firm, a specialty accounting executive for seven years, and a Navy and a lieu-
tenant in the U.S. Navy. He is a vice-presi-
der for another period of 11 years.

CHANGE DATE

Hank Williams, Jr. at Jukebox Show

GREENVILLE, S.C.—The South Carolina Coin Operators Association (SCCOA), a state association of jukebox opera-
tors, will reschedule its annual convention so as to accommodate-incide. Hank Williams Jr. and the Chefie-Heirs, the MGM Re-
cord. The SCCA event, scheduled for Feb. 21-22, will now commence Friday, Feb. 20 instead. President Fred Collins Jr. said Williams' schedule required that he appear Friday. The two-day convention will feature exhibits of jukeboxes and other arcade merchandise, open with registration at 10 a.m., cocktails at 7 p.m., a banquet at 7 p.m., and the awards gala at 10 p.m. Other recording acts are being lined up, Collins said. "Williams will be featured at the SCCA show at last year's Jukebox Operators of America (MOA) convention in Chi-
cago," Collins, an officer of MOA, said Williams was thrilled being on the MOA show. "He is extremely conscious about the value of the jukebox market. We had a Hank Williams Memorial show in Greenville recently that was so successful it has been requested to have another show, which was held in-
mutually. The audience here was completely sold. So the promoters sold tickets for an annex and another show was held here while the Hank Williams Jr. show was being held in the main hall.

Williams' Call

"The next thing we know Danny Lee, Hank Williams Jr.'s road manager contacted our organ-
ization to ask assistance in putting on this convention. The only date open was for Feb. 20, so we're rescheduling our convention and trade show will be held at the Sher-
a, Columbia Inn, 603 Assembly St., Columbia. Collins said the facilities at the new inn are excel-
ent. "Exhibitors will be able to drive right into the ex-
hobit area and set up." Any potential exhibitors or advertisers interested are encouraged to obtain further details by writing to Collins, the director of the new inn.

525 Quitman Dr., Columbia, S.C. 29104.

RAY LEAMNORE, of Sega Enter-
prises, after announcing the company's re-
newal to the new plant in Tokyo. It is the one of the many companies that are being made for further expansion.

Mary Hacker is handling reserva-
3225 Quitman Dr., Columbia, S.C. 29104.

Mary Hacker is handling reserva-
3225 Quitman Dr., Columbia, S.C. 29104.

Mary Hacker is handling reserva-
3225 Quitman Dr., Columbia, S.C. 29104.

Mary Hacker is handling reserva-
3225 Quitman Dr., Columbia, S.C. 29104.
Iowa Jukebox Programmer Gets 'On the Spot' Service

* Continued from page 29

After its release it's pretty rare. The Tammy Wynette recording, for example, was reviewed in Billboard's Jan. 17 issue, and is already one of Richards' top money earners.

Not having to depend on bus shipments or other transportation for orders also was mentioned as an advantage of buying right off the mobile van. Richards said that the weather had never interfered with the weekly visits of Larry Stewart, the one-stop driver, who lives in De Witt, Iowa, and works for Mobile Records Service, Pittsburgh.

Outside of the fact that Richards' buying habits are a little different from those programmers not served by a mobile service, he said he has some fairly typical comments about jukebox programming.

He said there is a definite trend to every-week programing on certain jukeboxes. This routine has been developing because of the increased break-ins experienced by operators. "If we change records on a jukebox every week we supply three new records; if we change records every other week we supply five. Naturally, we have some stops that do better and we try to favor them now and then. I think the stop that does better is worth a little extra trouble. So we will put on extra special requests or an extra record now and then."

Richards tries to keep his own preferences from interfering with what he buys. "For example, I don't personally go for a lot of the rock sounds right now but I buy rock records every day that I don't like personally because I know that I need them. On the other hand, if I do hear something that I like personally I certainly ask for that record."

"That's only natural."

Like most jukebox programmers, Richards listens to radio deejays shows constantly. Also like many jukebox programmers, he has found an increased demand for older recordings lately.

I would say that within the last three months our stops frequented by older people have definitely expressed a desire for many of the oldies. They tell us in these kinds of stops that they don't want so much of the 'rackety rock' things.

On the other hand, Richards does not find oldies as desirable in the locations frequented by younger people. As for c & w locations, he said anything by Johnny Cash, Jim Reeves and other artists with oldie catalog product were constantly being programmed.

What's Playing?

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

Baton Rouge, La., Location: Young Adult Lounge

Current releases:
"Without Love," Tom Jones, Parrot 40095;
"Keep Those Knees Loose," Joe Black, Royal American 1;

Oldies:
"Hey Jude," Beatles.

Poria, Ill., Location: Kid Restaurant

Bill Bush, programmer, Montooth Phono.

Manhattan, Kan., Location: C&W Tavern

Floyd Evers, programmer, Bird Music Co., Inc.

Current releases:
"Fancy," Bobbie Gentry, Capitol 2571;
"Gone From Mussefree," Merle Haggard and "The Strangers," Capitol 2491;

Oldies:
"Dreaming," Merle Haggard, Capitol 2574.

Alton, Ill., Location: C&W Tavern

Harry Schauffler, programmer, Helen Franklin, programmer.

Current releases:
"I'm So Afraid Of Losing You," Joe Black, Scepter 12336;
"Once Upon A Dream," Merle Haggard and "The Strangers," Capitol 2491;

Oldies:
"Dreaming," Merle Haggard, Capitol 2574.

Poria, Ill., Location: Soul Tavern

Bill Bush, programmer, Montooth Phono Service.

Davenport, Iowa, Location: Kid Restaurant

John Cox, operator, Cox Music, Inc.

Current releases:
"Baby Take Me in Your Arms," Highway to Hell, Capitol 2571;
"Arizona," Mark Lindsay, Columbia 40207;

Davenport, Iowa, Location: C&W Tavern

Gary Richards, programmer, Cox Music, Inc.

Current releases:
"If I Were a Carpenter," Johnny Cash, Columbia 40207;
"Six White Horses," Tommy Cash, Epic 10599;
"Enough of a Woman," Tanya Wright, Epic 10599.

Oldies:
Any Johnny Cash records; "Jim Reeves records.

Greenville, S.C., Location: Young Kid Restaurant

Fred Collins, Jr., Collins Music Co.; Bryant Lord, programmer.

Current releases:
"Something We'll Do Together," Dianne Ross & The Supremes, Motown 1159;
"Let's Wait For the Sun," The Four Tops, Capitol 2704;
"Keep On Kicking, Hop On My Head," B. B. Thomas, Scepter 12336.

Oldies:
"Woo-Hoo," Sam the Sham; "Honey," Bobby Goldsboro.

2-Player Quiz Unit Promising

MILWAUKEE — Now that the consumer has become acquainted with the one-player 1Q Computer knowledge testing machine the leisure market is ready for two-player versions, according to Ward Johnson, marketing director, Graphing Industries here. Johnson said Nutting is conducting field tests of its soon to be released two-player version.

During a visit to Chicago late last fall, Johnson said that some people thought the introduction of the 1Q machine was quite game hurt possibilities for existing one-player units. "Actually, the one-player has its own appeal in locations where people are alone. One example is the transportation terminals where the solitary patron is intrigued by competing against his own knowledge or reflexes and where he might be apt to play a game that involved a stranger. In this sense, there are..."
TWO NEW HITS
The 1970 Seeburg Space-Age Coin Phonograph
APOLLO
and
CATHY CARLSON
ABC Paramount Recording Artist*

*Latest Single — "I Never Need Anybody" (11248)
**Push N.Y. Bulk Assn.**

NEW YORK — The New York Bulk Vendors Association is reorganizing its program in an effort to attract more members. A calendar of events, door prizes, rebates, and the election of bulk vendor of the year are among items on their revamped program. The trade group, still suffering from a problem involving the use of bingochip plugs in vending machines, will also invite a member of the New York Labor Department to address the meeting Feb. 3 (J) at the Sheraton-Tenny Inn.

We think that by publishing a calendar of events of things we plan for the whole year will make our programs more interesting," said Warren L. Raphael, programming and publicity chairman. "We are really making an effort to attract more members this year because we feel that the potential could be as high as 100 operators.

Raphael said that nominations are now being considered for the bulk vendor of the year award and that copies will be mailed to the association office at 3199 Lawson Blvd., Oceanside, New York 11572.

Officers of the association are Roy Silverman, president; George Klein, vice-president; Louis Ellis, treasurer; Arthur Bianco, secretary; and directors Fred Berk, Hy Berman, John Caruso, Arthur Goldbaum, Mike Goldberg, Nathan Gordon, Murray Gross, George Herman, Aaron Klein, Moe Marks, Harry Noble, Jack Novita and Harold Stein.

The February meeting will commence at 8 p.m.

**Half of Label Output**

Continued from page 29

and they decided to program the song on the jukebox," Welch said. "Then the word of the record spread through word of mouth and people started asking for it in the stores. Since then several radio stations are playing our records and they are also available in the western part of Canada."

Welch said he would like to spread the song throughout the country since they have already reached as far east as Montana, but said, "We just haven’t had time to make the contacts." Welch works out of his home here.

**2-Player Quiz Unit**

Continued from page 30

for many locations along the single player quiz game.

"The market is ripe, however, for a two player version. People have become accustomed to this type of amusement game. We have long felt that it is a natural and logical outgrowth of the single-play IQ computer. Distributors have been placing test models of the dual player in selected locations, and the reaction has been gratifying," Johnson claims. The machine, expected to be delivered during February, is a 25-cent per play unit. "It's especially adaptable to taverns where natural color, sound and an animated scene and any where, people challenge each other."
Push N.Y. Bulk Assn.

NEW YORK — The New York Bulk Vendors Association is reorganizing its program in an effort to attract more members. A calendar of events, door prizes, recreational activities and the election of bulk vendors of the year are among items on the revamped program. The trade group still suffers from the problem involving the use of binggo chip slugs in vending machines, a problem of the U.S. Secret Service to address. [article continues at (3) at the Sheraton-Tenny Inn, New York City.]

"We think that by publishing a calendar of events of things we plan for the whole year that we will make meetings more interesting," said Warren L. Raphael, programming and publicity chairman. "We are really making an effort to attract the large number of members this year. We think that the potential could be as high as 100 operators."

Raphael said that nominations are now being made for the bulk vendor of the year award. This can be mailed to the association office at 3199 Lawon Blvd., Oceasdale, New York 11351.

Officers of the association are Roger Fife, president; George Klein, vice-president; Louis Ellis, treasurer; Arthur Bianco, secretary; and directors Fred Berk, Hy Berman, John Caruso, Arthur Goltz, Mike Goldberg, Nathan, Gordon, Murray Gross, George Humphreys, Aaron Klein, Moe Mandell, Irwin Nahal, Jack Nord, and Rabbi H. Rehn. The February meeting will commence at 8 p.m.

Half of Label Output

*Continued from page 29*

and they decided to program the machine according to Welch's plan. "Then the word of the record spread by word of mouth and people started asking for it in the stores. Since then several radio stations are playing our record, and they are also available in the western part of Canada."

Welch said he would like to see the record spread across the country, and also that the disk has already reached as far east as Montana, but said, "We just haven't had time to make the contacts." Welch works out of his home here.

2-Player Quiz Unit

*Continued from page 30*

In all applications for the single player quiz game, "The market is ripe, however, for a dual player game machine. People have become accustomed to this type of amusement game. We have been told that it is a natural and logical outgrowth of the single-play IQ Computer."

Distributors have been sent test models of the dual player in selected locations and reports are gratifying. Johnson said: "The machine, expected to be delivered during January, is a straight 25-cent per player machine. It hopefully suitable to taverns where players have often only one chance when people challenge each other."
Saturday night. Every night.

Here's a new phonograph that makes the week seem shorter and the nights seem longer. After all, counting money has it all over counting sheep.

Brilliant color panels invite more play. Stand-up selection with vertical title strips for more customer appeal.

Integrated circuits, swing-out components and unbreakable grills make service short and profit long.

"we want you to take it easy"

Rock-Ola Manufacturing Corporation/800 N. Kedzie Ave./Chicago, Ill. 60651
Radio-TV programming

Stealing Trend Making Top 40, MOR One World

* Continued from page 1

play rock artists, many of which they wouldn’t normally touch a few months back. The ‘Middle-of-the-road’ stations have marred Top 40 radio,” said Lee Sherwood, program director of Philadelphia’s MOR Top 40 station. “They saw a good thing and they’ve changed the format.” Now, the music has changed and a lot of what we used to play are found elsewhere.

To a large extent, Sherwood feels that MOR stations have been forced into a secondary role by the recording artists in the easy listening arena. Jerry Vale, Robert Glee of Enoch and other artists of that stature, he said, are all coming out with recordings that are the same songs—usually of a certain hit—of the day. People wanted to hear the hits. But, instead of creating a new environment, they’re copying everything that comes along. It’s kind of a shame, he said, that shows lack of imagination.

WIP is No. 1 in Philadelphia, but Sherwood questions the ARB audience survey, and Sherwood considers WIP’s market position, saying that while they have “but weak personalities,” too, said Sherwood, “In the minds of the listeners, this is the same old story.” Top 40 and middle-of-the-road stations have never been considered. With the same kind of music and music listening, they are in competition with each other. Top 40 and middle-of-the-road stations are cut from the same cloth. It was different in the old days; middle-of-the-road stations rarely played singles. But today they even repeat records like Top 40 stations.

So, it wasn’t thought it was wrong for easy listening stations to do what they do; and yet Top 40 stations didn’t have an advantage because of the broader spectrum of music we present. So far, the easy listening stations will not touch a record by Steppenwolf. Tony Taylor, program director of WIP, also felt that the trend toward merging of sounds is the fault of the record industry. Basically, radio stations are programmed by what the record industry supplies. Tony Bennett recently stated, “I’m glad my last LP is mostly former hits. So, for the most part, easy listening stations can continue to take the same road to work with concerning the established MOR artists. They are capturing someone who is more and more interested in7 what and using more contemporary efforts in new recordings. The idea of going to play a record, I’ll usually play the hit. I’m after the 25-49 age group, so I avoid the bubblegum records and the hard rock stations.

But, by going more toward the rock field, easy listening stations have unapped a whole new market. Taylor pointed out. “Now we can play olds such as ‘Gypsy’.”

(Continued on page 40)

Movement Mounts to Build Radio Aims

NEW YORK—A ground swell is being felt for an allimportant radio society in broadcasting that would honor its creative director, and to bring about the recognition of those men who make a contribution to programming.

The efforts of general managers, program directors, music directors, air personnel, have clearly indicated their broad range of goals would be to provide the stability to radio and establish it as a broadcasting industry as a more highly respected “industry.” The general managers have already volunteered to work on a board of directors that would work to set up the new society and perhaps set up its laws and regulations.

Forming a professional organization to promote higher levels of creativity. A “radio strike” against “strikes me as being an excellent idea,” says Robert L. Ben- nett, general manager of WMJ, which he likened to a “labor of love.” My prime purpose is to find out the best men and let them do their work, he said. He thought that men who have moved up through the ranks and are the finest of the air personality those who come from sides of the air talent, would be the best to establish an aura of stability and security, he said, with special drive at the time the move is being made.

The group that I am most interested in is the one that is the best at what they do, I know that they are there and they are the men who are most interested in better program work. The aim of the group is to set up a professional organization that would be interested in better program work.

KSFV’s 2Dnd ‘LAFFF OFF’

SAN FRANCISCO — KSFV will air its second annual ‘LAFFF Off’ for 9 p.m. on Saturday, for 12 hours from 7 a.m. to 7 p.m. The station will air the classic movies mad on the air by the station’s personnel. The show will include a variety of movies selected for the broadcast, and bits from every funny recording ever made. The broadcast will also include a variety of movies that will include a variety of movies selected for the broadcast, and bits from every funny recording ever made. The broadcast will also include a variety of movies selected for the broadcast, and bits from every funny recording ever made. The broadcast will also include a variety of movies selected for the broadcast, and bits from every funny recording ever made. The broadcast will also include a variety of movies selected for the broadcast, and bits from every funny recording ever made. The broadcast will also include a variety of movies selected for the broadcast, and bits from every funny recording ever made. The broadcast will also include a variety of movies selected for the broadcast, and bits from every funny recording ever made. The broadcast will also include a variety of movies selected for the broadcast, and bits from every funny recording ever made.

(Continued on page 40)

KTDY-FM to Top 40—Cites Need to Fill Void

ST. LOUIS—KTDY-FM is changing its format from jazz and gospel to Top 40. “We feel this station can fill a void in the market,” said Elz, who is active in the market, says Elz, new program director. The station is playing 60 singles and two picks as well as two album cuts per hour and two oldies per hour, and the station is on the air every hour on Sunday, 7 a.m. to 11 p.m., and on Monday through Friday, 7 a.m. to 11 p.m. The albums being played leaned toward progressive rock but range from Dylan to the Creedence Clearwater Revival to Tom.

There are seven categories of records that play. Each Elz uses hot records which feel is to hits to open the hour. The station is on air 7 a.m. to 7 p.m., with a format of 6 a.m. to 7 p.m., and 7 p.m. to 7 a.m. on Saturday and Sunday, and 7 a.m. to 7 p.m. on Monday through Friday. The station also has a weekday format of 6 a.m. to 7 p.m., and 7 p.m. to 7 a.m. on Saturday and Sunday, and 7 a.m. to 7 p.m. on Monday through Friday. The station also has a weekday format of 6 a.m. to 7 p.m., and 7 p.m. to 7 a.m. on Saturday and Sunday, and 7 a.m. to 7 p.m. on Monday through Friday. The station also has a weekday format of 6 a.m. to 7 p.m., and 7 p.m. to 7 a.m. on Saturday and Sunday, and 7 a.m. to 7 p.m. on Monday through Friday. The station also has a weekday format of 6 a.m. to 7 p.m., and 7 p.m. to 7 a.m. on Saturday and Sunday, and 7 a.m. to 7 p.m. on Monday through Friday.

(Continued on page 40)

WLPL Uses LP’s Because of Market

BALTIMORE—The need for progressive rock in the Balti- more market led to WLPL-FM, this market’s second rock station, the chance to go to album cuts for much of its music. Jim Tice, program director, likes to play the songs that are the best every fifth or sixth record and features an entire album during the course of Gary Michael’s 7-midnight slot.

The station’s format is called The Learns, and the station’s music includes Led Zeppelin, the Plastic Ono Band, the Guess Who, as well as Traffic, Eagles, Elton John, and the Supremes plus five or six oldies per hour. Also included on the playlist is the extra cuts which Tice and his staff like to play here and there. The playlist is 11 a.m. to 6 p.m. slot feel are hit songs. Selections which have been played include “Rare Earth.” The feature for last week was the new single by Traffic, “Sgt. Pepper’s Lonely Hearts Club Band.”

WCAC used to be the city’s only rock station, and the station features the album of the week played at least once a week. The station’s ad- vertising is done largely by word of mouth at the present time. They also have a list of the 200 records of 1969 for which they received over $200,000. The list passed all over the country. The list was passed out in the Baltimore market. Later this month, WLPL-FM will go to 24 hours. “Then we will really be in the thick of it,” says Tice. “That’s the reason the major feature of the late night spot and rock will reign as King in Baltimore;”

(Continued on page 40)
Radio-TV Mart

Billboard is read by nearly every air personality, program director and sales manager. News and
features are guaranteed. The cost is
nearly the same as classified. Radio-TV
Job Mart ads are guaranteed with the advertising copy.

Radio-TV Job Mart
375 Lexington Ave.
New York, N. Y. 10017

POSITIONS OPEN

First phone personality for ex-chain station. Must be major market—on 13. Call

10,000-wat modern country music station. No. 1 in the market, for
three years in a row. Looking for a young, ambitious air personality
who can put in the hours. Moving this spring. Must be with

Immediate opening for announcing position. Full responsibility will be

Need news director for our new New Jersey network. Must be
radio and television. Must have previous network work plus talent.
and experience. Good money. Must move at once. Call
immediately. WOR, Radio-TV Job Mart, New York.

Major voice for MSN station. We pay for talk, talent, and experience.
We want to go big time and air new gathering. Please send
voice sample to the station at 375 Lexington Ave., Mobile, Alabama.

Wanted for a major ESt network station with light commercial format.
Must be able to handle semi-exotic, top-40 type rock. We want a "bad
man," who can handle the rock, and know the market. The ad

Heart air personality needed for WCNW, Manchester, N. H. Great
commercial personality and sales person. Must be good with
people, plus a good share of your own. Send resume to
Billboard, Radio-TV Job Mart, New York.

Heavy air personality needed for WMTR, Westfield, Mass., and
WKDO, Jordan, Mass. Good commercial and sales person.
We need people who can open and close the day's
events. Send resume to Showtime, Inc., 375 Lexington Ave., New York.

Heavy air personality needed for WBNR, Seattle, Wash. We
want a "great man" to build "a great station." Good
people. Send resume to WBNR, Radio-TV Job Mart, New York.

Heavy air personality needed for WCNW, Manchester, N. H. Great
commercial and sales person. Must be good with
people, plus a good share of your own. Send resume to
Billboard, Radio-TV Job Mart, New York.

Heavy air personality needed for WDCU, Green Bay, Wis., and
WNNY, Niagara Falls, N. Y. We want people who
can handle the market. Send resume to Showtime, Inc., 375 Lexington Ave., New York.

WANTED

For fourteen years of same major station in Dallas. Am now looking
for a new position. Experience in the air, sales, and management
fields. Send resume to R. S. Jones, WOR, Radio-TV Job Mart, New York.

Select one of these positions. Must be a successful
disc jockey. Send resume to R. S. Jones, WOR, Radio-TV Job Mart, New York.

Young, creative, ambitious program
man. Must be able to run and
produce on your own. We
want the best in the business.
Send resume to R. S. Jones,
WOR, Radio-TV Job Mart, New York.

Savvy production man to join 60
kw. Dallas station. Must be
able to handle high-volume
calls. Salary and/or
production assistant
position available. Call
WOR, Radio-TV Job Mart, New York.

Starting salary $400. Must have
radio experience. Call
Wor, Radio-TV Job Mart, New York.

Selling Sounds

What's doing the major among music houses. Items should be
sent to Debbie Kenzit, Billboard Magazine, 165 W. 46th St., New
York City, N. Y. 10036.

WEEK OF 8-12 JAN.

KEN KEENE & ASSOCIATES, Poplar Bluff, Mo.

(314) 785-9469

• MARVEL FELT, writer for KXAA publishing wing, Keets Music (BMI), has
been named a vice-president of the firm. Felts is a recording artist for Celebrity
Circle Records and has a new record, "What's Wrong With Me" b/w "It All
Depends."

• Material for the initial sessions by FRANKIE FORD (the hit 'millennium'
"Six Crows") was written by Kenes writer ROBERT ROBINSON and DENNIS
TURNER. Sessions were completed in Memphis in February.

• Final mix on the next single by LOUIS HOBBS has been completed. Single
is being released by Kenes writer written by Kenes writer written by
KEES Music (BMI).

• BILL DUNIVER, hungry Discord records artist, has recorded "Woke Up" written
by MARVEL FELT and published by Keets Music. Single was produced at Sound
Stage 20 Studios in Poplar Bluff.

• JOE KEEF of Kenes Sound Studios in Kennett, Mo., has made a special
single on GAYLORD DIXIS and ELDON COWELL for J-E-K International Records.
Kees's studio turned out more than a dozen singles and EP's during
1969 for J-E-K International, as well as a heavy load of custom work.

• KEN KEENE announces that the public relations wing of his firm now represents
KNOWLEDGE OF ARTISTS, including "One Man Band" and "One Man Band (Part 2),"
written by MATT LUCAS.

• MATT LUCAS, who scored with "I'm Marsingle" on Smash Records, is alive and
well, reports Kenes. MATT LUCAS is recording again and is scheduled to
be on an important release on a major label shortly. The artist is being produced
in New York City with a totally new concept.

• DICK HENRICH, vice president of Kenes and its subsidiary labels, has announced that
they have a new mailing address: P.O. Box 1068, Poplar Bluff, Missouri 63901.

DIMENSION RECORDS, Hollywood, Calif.—(213) 646-1195

(Steve Douglas, reporting)

• Jan. 12—SHELLY FLINT recording demos for BN& Music.

• CHARLES GREENE recording Harmonized Teak for Tiffany Records.

(Continued on page 58)

New Sound Search

Finals in D.C. May 15

NEW YORK—The finals for the big Search for a New Sound will be held at the Na
tional Auditorium in Washington on May 15. In attendance will be
representatives of the press, government, and all major rec
ording companies. Screenings of the next 30 semifinalists will be
April 10, with the deadline for receiving the last professional

In May for April 24. On April 29, blue ribbon panel of industry experts will
screen the semifinalists and determined the six finalists. Notifi
cation and transportation arrangements to Washington for the
six finalists will take place

As the contest progresses, Tea teams will be covering the
country furnishing the latest information about the contestants
for the Big Search. The teams, made up of representatives from the
National Council, will cover at least 55 cities in all
48 states of the country. They will
help the participating radio stations promote the contest and
provide the next big sound. The Final Four will be the
creator. The Tea teams include representatives from Center City Media and
Tea, as well as the contest's international flavor.

Campus Media

Supply on Need

NEW YORK—Campus Media, a student marketing cor

The records, CD's and tapes that college radio stations have been
choosing for their collection have been a great hit. The "people who buy
records in the college market are the same people who buy the
mainstream market," Pat West, head of ASCAP Audio-Video, the
public relations wing of Campus Media. West has put together
a list of radio stations that have created a

Campus Media’s network includes 581 campus radio stations and 258 college
radio stations.

JANUARY 31, 1970, BILLBOARD
SUNSHINE SOUNDS OF THE SEVENTIES

JEANNIE C. RILEY
"COUNTRY GIRL"
PLANTATION #44

THE RUGBYS
"ROCKIN' ALL OVER AGAIN"
AMAZON #6

GEORGE PERKINS
"CRYIN' IN THE STREET"
PART II
SILVER FOX #18

JERRY LEE LEWIS
"ONE MINUTE ETERNITY"
SUN #109

"WHY SHOULD I CRY"
SUN #1108

"GROUNDED"
PART II
SILVER FOX #19

GLORIA TAYLOR

THE GENTRYS

THE SHELBY SINGLETON CORPORATION
NASHVILLE, U.S.A.
Programme Aids

Programming guidelines for key, parent-carrying radio stations, including Top 40 Picks. Best Left Field Picks, Biggest Happenings, and Biggest Left Field Happenings.

**TOP 40**

Albany, N. Y. (WAAJ) Eric Lowenstein, Music Director, Personality

Albany, Ga. (WAGD) Don Collins, Program Director
- "Without You," Tom Jones, Parrot, "Sunday," Elton John, EMI.

Atlantic City, N. J. (WTAR) John E. Winters, Program Director

Atlanta, Ga. (WBLS) Chris Reilly, Music Director

Baltimore, Md. (WTOP) Larry Paris, Program Director

Boston, Mass. (WBZ) Sharon Church, Music Director, Personality

Brooklyn, N. Y. (WBAI) William Gilmore, Program Director

Buffalo, N. Y. (WGRZ) Steve Benda, Musical Director

Chicago, Ill. (WLS) Steve C. Abraham, Music Director
- "I'm Gonna Be," Prince, Epic: "Love Letters (Part 2)," Harold Melvin & The Blue Notes, ABC.

Cincinnati, O. H. (WDFN) Steve C. Abraham, Musical Director

Cleveland, Ohio (WEPN) Steve C. Abraham, Music Director
- "I'm Gonna Be," Prince, Epic: "I'll Be There For You," The Isley Brothers, Motown.

Columbus, O. H. (WBAO) Roger Miller, Music Director, Personality

Columbus, Ohio (WCMF) Mark Wolfe, Music Director, Personality
- "I'm Gonna Be," Prince, Epic: "Love Train," William Bell, Stax.

Dayton, Ohio (WDAE) George Stern, Music Director
- "I'm Gonna Be," Prince, Epic: "Love Train," William Bell, Stax.

Denver, Colo. (KZCO) Jeff Smith, Music Director

Detroit, Mich. (WJLB) Jerry A. Morse, Program Director
- "I'm Gonna Be," Prince, Epic: "(I'm So Happy About) I Got My Love Back," The Jackson 5, Epic.

Flint, Mich. (WJRM) Jim Harper, Program Director, Music Director, Personality

Kansas City, Kan. (KDKA) Ted Boyton, Program Manager, Personality
- "I'm Gonna Be," Prince, Epic: "Love Train," William Bell, Stax.

Knoxville, Tenn. (WIVK) Joel H. Reaves, Musical Director
- "I'm Gonna Be," Prince, Epic: "Love Train," William Bell, Stax.

Los Angeles, Calif. (KRLA) Steve C. Abraham, Musical Director

Miami, Fla. (WMC) Howard Richardson, Music Director, Personality
- "I'm Gonna Be," Prince, Epic: "Love Train," William Bell, Stax.

Minneapolis, Minn. (KQRS) Steve C. Abraham, Musical Director

Monmouth, Ill. (WQMC) Larry Paris, Program Director

Montreal, Que. (CJQX) Howard Richardson, Music Director

New York, N. Y. (WNEW) Jerry A. Morse, Program Director

Newark, N. J. (WOKO) Tom Kennedy, Music Director

Oakland, Calif. (KFOG) Steve C. Abraham, Musical Director

Omaha, Nebr. (KEKN) John E. Winters, Program Director

Springfield, Ill. (WJAD) Steve C. Abraham, Music Director

San Antonio, Tex. (KTSA) Ed Wilcox, Personality

San Francisco, Calif. (KFOG) Steve C. Abraham, Musical Director

Seattle, Wash. (KZPO) Fred Collier, Musical Director

Syracuse, N. Y. (WATS) Lee Potter, Music Director

Tulsa, Okla. (KWST) Steve C. Abraham, Musical Director

Tulsa, Okla. (KJLH) Steve C. Abraham, Musical Director

Tulsa, Okla. (KQEI) Steve C. Abraham, Musical Director

Tulsa, Okla. (KQEI) Steve C. Abraham, Musical Director

Williamsburg, Va. (WGWG) Craig Windham, Personality, Chief Announcer

Chester, Pa. (WEEZ) Bob White, Music Director, Personality

Chicago, Ill. (WLS) Steve C. Abraham, Musical Director

Cleveland, Ohio (WICR) Steve C. Abraham, Musical Director

Columbus, Ohio (WCMF) Mark Wolfe, Music Director, Personality

Dayton, Ohio (WDAE) George Stern, Music Director

Durham, N. C. (WRD) John Graham, Music Director

Edinburg, Pa. (WBDG) Dorcy Giles, Program Director

Erie, Pa. (WEDG) Steve C. Abraham, Musical Director

Frederick, Md. (WJOY) Ted Goldsphilp

Fresno, Calif. (KFEC) Steve C. Abraham, Musical Director

Gaithersburg, Md. (WJZT) Steve C. Abraham, Musical Director

Grand Rapids, Mich. (WXFT-AM) Ed Matheson, Personality, Program Director, Music Director

Hartford, Conn. (WTTW-AM) Dr. James L. McKeown, Owner/Manager

Los Angeles, Calif. (KDFR) Steve C. Abraham, Musical Director

Portland, Oreg. (KPTM) Steve C. Abraham, Musical Director

San Francisco, Calif. (KQED) Steve C. Abraham, Musical Director

Tulsa, Okla. (KJLH) Steve C. Abraham, Musical Director
Sunday, Feb. 1 NBC-TV presents our religious musical “Tell It Like It Is.”
Monday, Feb. 2 there's going to be a run on the album and book.

Are you ready for it?

Ralph Carmichael and Kurt Kaiser had a great idea! Create a musical about the relevance of God in the lives of today's young generation. Write it so kids can perform it. Arrange the music so even the smallest youth choir will have no trouble singing and playing it. The result: Tell It Like It Is, which made its debut April 16, 1969, at Baylor University. It was performed by the Kurt Kaiser Singers who also recorded the album on the Light Label. Since then Tell It Like It Is has appeared throughout the nation from tiny churches to colleges to city-wide music festivals. Record and songbook sales just keep rolling: A quarter of a million units sold prove it's already a success. And now it's on Network TV... Sunday, Feb. 1 at 4:00 p.m. EST, Tell It Like It Is will be presented in a one-hour color special by NBC-TV. This time the audience will number in the millions. That's a sales opportunity no one should miss! How is your inventory of Tell It Like It Is? Stock up. The rush is coming.
Radio-Tv programming

Vox Jox
By CLAUDE HALL
Radio-Television Editor

WKNR in Detroit, has been reviving Frank Marcus is now acting general manager, following the resignation of Walter Potter son. Program director Paul Connon has also resigned to build and operate a radio station in Peoria, III. Pat Norman is the new general sales manager. Harry Walker is local salesman, a new position. Don Niska is new business manager, a new position. John Small has been promoted to WKNR-FM station manager, Jim DeHart has been promoted to music director of KPUR, Amarillo, Texas; he is the new Dallas, to WLIB in Fort Worth. It's the first step toward becoming a man.,

Johnny Bower is one of the giants in programming, has moved to WMSZ in Fort Worth. He's the first step toward becoming a man.,

Dave Tucker, noon-3 p.m., personality, will become program director. Borders says to think of WMSZ in radio and the record industry.

Joel Gaskin has been left WPRF in Atlanta to join WRTI in Milwaukee and Gary Little in San Diego. Early morning personality at KAT in San Antonio, a has been named program director of the station, replacing Dick Jones who has left.

I got a letter from Dick Starr, program director of KYA, San Francisco. Lordy, but did I get blasted. Large, however, the comments were in rebuttal to a recent note or two from Ted ATP, program director of WNOE in New Orleans. Last week's note stated that there is no way to be a general program director of KDKF in San Francisco. In fact, he even offered a buddy of mine a job and a program director. Now, he shows up in San Francisco, replacing Ron Raymonds. Word is he, KDKF will now stay country.

... Don Curran, general manager of WABC in New York, has been shifted to San Francisco to become general manager of KGO-TW.

Jack L. Cooper, regarded as one of the finest radio personalities in the country, has been named program director of WGN, Chicago, he left radio in 1941.

Darel Bargar, formerly of KUNS in Scott City, Iowa, has joined WMT in Cedar Rapids, Iowa; he'll do a 3-5 p.m. show.

WGN operations manager of KENO in Las Vegas, has joined WABC in New York, a has also moved to the Lealand Broadcasting stations. Replacing Daniels on the air is Jim Walker from KBIB in Roswell, N.M. Ronnie Barrett has replaced Clark Haynes as program director of WKHL in Cleveland. Norm N. Nitishkin has joined the programming staff of KWX in St. Louis. Nite 1-3 a.m. show on WKHL, which was previously done by Dick Liberatore, Nite also has an afternoon show on WLOL, Lorain, Ohio, and a new show at WJAR, Cleveland.

Crosby Jax has left WBZ in Chicago to become a communications executive in Washington. The new lining at WBZ features Jim Seinich, Jim Roberts, and John Little (Little Lingo). Now if I could just figure out what his communications executive ideas, it'd be okay.

Bob Harper has left WAKY, Louisville, Ky. Associated.

The new lineup at WLTQ, Tallahassee, Fla., includes director Joel Belen, Danny Spears from WSN, Al, Geneva Payne, Rich Halton from WKNR, Buddy Young, Red Cannon, and Charlie Lawrence.

Scott Morgan from KIKK in Phoenix is now with CKFH in Toronto. Bill Timmer has been promoted to general manager of CKTF in Toronto. Bill Timmer has been promoted to general manager of KTF, Toronto. WJFQ, campus station at Minnesota, has been named program director to replace Tanner. WJFS, campus station, has been named program director.

Two Different Country Sounds with Lonnie Holt

Re- Echo Records
Folk & Old Time
Down On The Beach
Relaxing Time
At A Time
Break Dance #522
Forever Is Such A Long Time
At A Time
Broken Heart

Oldies from 1955 to 1969
All original artists
For complete catalog send $1.00
(September 3rd).
BLUE NOTE SHOP
156 Central Av., Albany, N.Y. 12206

TWO DIFFERENT COUNTRY SOUNDS WITH LONNIE HOLT

New York—"New Dimensions in a New Decade" is the theme of the 1970 convention of the National Association of FM Broadcasters to be held in Chicago April 3-5 at the Palmer House. Convention chairman John Paul, CFM, Philadelphia, announced that the convention this year will concentrate on an exploration of trends in radio programming for the 70's. Inquiries concerning registration and convention space can be made by contacting the organization's administrative director, Karen Layland, at the NAFMB offices at 665 Fifth Ave., New York City.

Movements to Create Society to Build Radio Aims

"Too many managers will pay a man just so much, regardless of what he does, or how good he is. They look at their stations as merely stepping stones and expect the guy to leave after a certain time. The only mistake we can afford to make is to get rid of the network in this business."

One manager pointed out that his budget determined what he could afford to buy. Higher quality personalities and programming managers in the future paid him better. He felt it was "difficult to enable him to boost profits of the stations or of the network budget.

He was all for a society, especially since his own earnings were based on the share of the network and would increase proportionately.

Those most of the support for the society came from program directors and air personalities. General managers also voiced strong support, mentioning the need for standards among air personalities and greater study of radio as a professional science.

(THIS IS THE FIRST OF A SERIES OF ARTICLES)

Stealing Trend Making Top 40, MOR One World

"Must Steal" "Also, one thing that's got some stations out was the fact that they have to steal some of the hits. When we take top all stations have stolen or there's a great deal of our audience. Top 40 stations in the hopping over into the 35 age group in their ratings, doing very well. They used to top out at the 24 or 25-year-old age level."

"Now the audience flow is coming back, middle-of-the-road stations."

Andreas said that after months of testing, found they were playing only seven or eight records that were not on the Top 40 stations. Andreas felt there was room in the market for both a Top 40 and a middle-of-the-road oriented station. Young people, who like to hear rock music on the Top 40 stations."We could be carved out by a handle or isn't it a handle?"
The Age of Atlantic Atco Cotillion

55 Outstanding Releases On Records & Tapes

January-February, 1970
A NEW BEGINNING

EMBRYO

HERBIE MANN/STONE FLUTE
Embryo SD 520 / TP 520 / CS 520

RON CARTER/UPTOWN CONVERSATION
Embryo SD 521 / TP 521 / CS 521

BRUTE FORCE
Embryo SD 522 / TP 522 / CS 522

ATTILA ZOLLER/GYPSY CRY
Embryo SD 523 / TP 523 / CS 523

MIROSLAV VITOUS/INFINITE SEARCH
Embryo SD 524 / TP 524 / CS 524

Distributed by
COTILLION RECORDS
Division of Atlantic Recording Corporation
On Records and Tapes
Problematic service.

Powerful Canadian record promotion.

National record promotion.

Wanted.

Business opportunities.

WANTED ACCESSORIES & DEALER FIXTURES.

Record mg. services & supplies & equipment.

Distributing services.

International exchange.

United States.

England.
SOUL SEARCHING: There's no doubt about it, and the trend benders will soon confirm it with imitations, take-offs and stolen riffs. Jazz is back and moving to the pop chopping block. Which means that if the industry does not cope with the explosive backlash, then black jazz will also suffer from Top 40 overlook and careless exploitation. Jazz, like gospel music, is a cerebral and religious experience. The "trend" syndrome (which reduced soul to a sad and contrived the superficial rock 'n' roll revival) is bound to distort that nativity with a mass dose of commercial indifference. Perhaps it is already too late. A new jazz age has arrived via the soul-jazz exploits of Isaac Hayes, B.B. King, Herbie Mann and the dynamic duo of Eddie Harris & Leec McCann. The second wave of talent is the proof of the pudding, as showing new strength are Quincy Jones ("Walking in Space"), Brother Jack McDuff and Santana. Harris-McCann's "Comparison to What," Nina: The Measure of "To Be Young, Gifted & Black," McDuff's "Electric Surfboard" and Cannonball Adderley's "Country Preacher" have practically slipped on the top charts unnoticed. The growing impact of rock-jazz, city blues and the raceless machinations of the Moog synthesizer have been building steam for a real outpouring without really knowing it—so calling it jazz. FM rock radio has picked up on Miles Davis, Tony Williams, Chick Corea, the Jazz Crusaders and Herbie Hancock, while prime bookings will not only bring new life into Stag's, the Village Vanguard and jazz joints from coast to coast, but will also bring jazz to the Fillmore and midtown halls. The "revival" will raise the threat of further cultural genocide, as black jazz may suffer the same thoughtless reversals and subsequent exclusion as soul music. As the trend grows—and it can only gather force—jazz, as an idiom of the black experience, should be conserved and protected before jazz becomes another frontier cut down by "civilization's" hand. Atlanta's 55th street, a neighborhood with its Entrepreneur label "Groovy & Gettin" It." Porter was originally signed to the label as a singer.

BROTHERS & SISTERS: Flash! A special meeting of NATRA's board of directors was held in New York last month. Said Shidells from his post as NATRA's executive secretary, WVON's Lucky Cordell was named acting secretary. That word came by telegram from New Orleans, their second word from the Manhattan office was "How can you be fired when you resign?" Shidells resigned Jan. 5. Said Shidells, "NATRA will be a losing cause as long as the industry fails to support it." Stay tuned. Arranger-producer Charlie Chalmers has signed with Epic. Diana Ross & the Supremes broke attendance records at the Frontier Hotel, several times over, as celebrities and fans flocked to Las Vegas for a last look before Miss Ross separated from the group. The Popular Five have joined the Stax/Volt roster.

London's Touring U.S. Acts Getting Tie-In Promotions

* Continued from page 26 tour which runs through April 2. The Moody Blues open Feb. 27-28 at Philadelphia's Academy of Music, carrying through a minimum of four weeks at such spots as Boston Garden (March 5), Fillmore East (March 6-7), Keill Auditorium, St. Louis (March 8), and other dates on the West Coast.

From The Music Capitals of the World

(DOMESTIC)

The show's producer, Ted Reeves, turned in a truly worthwhile presentation. The show goes off the air Friday (30).

Pat Nelson, veteran record and artist promotion man for WNEW's ABC-Paramount, was in town Monday and Tuesday. He was promised the local deejay circuit. He also managed to work in a visit with the Rev. Harry Carlson, president of Fraternity Records. A color photo here last week was Hal Nealy, StardayKing exec. He joined Johnny Miller, local King general manager, in a meeting with the union. The news Herring & Herring, Inc., has been named publicity representatives for the Cincinnati Symphony Orchestra.

Al Browning abandoned his deejay duties at WKRC rather suddenly Tuesday, following a hassle with the station management over how his affairs should be conducted. Veteran platter spinner Rex Dale is filling Browning's spot temporarily. Connie Deaton, Chart Records talent, appeared on Bob Braun's

"50-50 Club" on WLW-T and Avco's four-city TV network Monday (19) to push her newest release, "Angel of the Morning." Ditty was clowned by CME-William's "The Glass Wall, new rock group getting a lot of air play here, and with its "Dry Your Eyes" single on the Fraternity label, it was for a return concert date at Vanderbilt University, Nashville, in April. Lads are reported getting $1,000 for the engagement. Their recent stand at Vanderbilt received considerable acclaim.

Burch Rice, sales manager of INX TV, is leaving his post there to accept an executive position with Ceme Entertainment, Inc., affiliate of Taft Broadcasting.

Los Angeles

The Cinnamon Cough closes Feb. 21 for the first time in 30 years for renovation. When it opens (Continued on page 48)

January 31, 1970, Billboard
JOE SIMON'S "MOONWALK"
SS7-2651

JOE SIMON IS ANOTHER REASON WHY MONUMENT IS ARTISTRY
**Selling Sounds**

*Continued from page 38*

- Scott-Teetor recorded Fons spots for Marshall Co. Richard Barlow was the producer.
- ROD LEVITT was in with Rummell-Hayt Advertising recording Corning Glass. Tom Lee was the producer.
- Proud Productions was in recording a new album. The artist is SALLY EATON and the producer was GEORGE BRACKMAN.
- JUDY COLLINS was in recording for Elektra Records.
- JIMMY FAGAS did the music for Tang Spot, "Lilac Lam." BUDDY WEED did the music for Tang Spot, "Pregnant Lady." BUCK WARRICK of Y & B produced both spots.
- Scott-Teetor recorded spots for Loy's Potato Chips, BUCK WARRICK of Y & B was the producer.
- CHUCK GOLDSMITH was in recording Hudspeth Beer, Stockton-West-Berkhart was the agency. RAN WEST was the producer.

**SYNCRON SOUND STUDIOS, INC., Wallingford, Conn.—** (203) 269-4466 (Jack Soos, reporting)

- Producer "DOC" CAVALIERI brought "pulls" into the studio. They got down several takes for their recent album for Decca Records. "DOC" continued work on "Fony's" LP also for Pulsen King.
- Several radio and TV spots were completed by The Producers Inc., our in-house commercial production service. Leading the list was a recruitment [ad for Travelers Insurance (Doug Berwick Agency). Also included were production spots for Hotel Savoyant (Gawensworth & Brothers) and Stelco Inc. (Menninger, Moeller). MIKE WAGNER cut the narration for a TV spot for CMS (F.W. Pralle) produced by The Producers.
- JAY DEVONSHIRE produced several cuts for the San Francisco Branch called "A Gift."
- Contemporary religious poet, BILL COMEAU, recorded several of his poems to music for a half hour radio program. He also began work on a forthcoming LP.
- Producer JIMMY WINSNER cut a side for single release with "Julietta."

**ATIONAL RECORDING STUDIOS, New York—PL 7-6440**

- At Edison Hall, TED BATES' ARNOLD EIDUS in all day producing Koch music. Steve Kamin conducting for the Detroit News, KERMIT LEVINSKY and KI Music recording [ad for AT&T at 730. Norm Richards produced music spots for Gales Cat Food, CHICO HAMILTON and his drums for Zeit, TED BATES and ARNOLD EIDUS doing music for Cete & Palermo, WILLIAM ETTY and DON DEVOR producing Koch music. TUCKER WAYNE in from Atlantic recording music for the Atlantic Bank, CHUNG & COINS 'JERRY PEARL' producing spots for the Connecticut Bank and Trust Co. with CYNEL RICHARD and DOD LEVINSKY, HENRY MORGAN recording commercials for Nabisco. At the Film Center: Audio Productions mixing Eastern Airlines, S&CB in with Vagney, Preferred Films mixing Mare Text, Ediors Gas mixing Wininst. Audio Productions in with Western Electric.

**DUO/CREATICS, INC., New York—838-4290**

- Roosevelt Boxeay, three 15-sec. radio spots plus a 10-second signature for Forbes Advertising. The spots were written and produced by SIEPE MYERS and LARRY ROSEN.

**CENTAR MUSIC PRODUCTIONS**

- Centar Music Productions has recently completed a 60-second spot entitled "Paid Tart" for J. Walter Thompson. The spot was produced by JESS KORMAN of J. Walter Thompson and ROB MORGULIS for Centar Music Productions. The spot utilizes new techniques offered on the Moog Synthesizer.

**From the Music Capitals of the World**

*DOMESTIC*

- April it will have a new entertainment policy, with the David Davis, Jr., mentioned as the new entertainment director.
- Jazz pianist Herbie Hancock's first LP for Warner Bros., is "Fat Albert Rotunda," including some of the music from his score for the Film Cosby "An Evening at the TV special."
- "Let's Make the Most of a Beautiful Thing," written by Mike Cordia, for the NBC "Four on the Spot," has been recorded by such singers as John Gary, Sunny Davis Jr., Della Reese, Al Hibler, Nancy Sinatra, Jimmie Rogers. Cordia has just teamed with Paul Francis Webster on "The Green Years of Love" which Robert Goudel has just recorded. ABC/Brucebow bowes its "B. B. King Explosion" campaign (1), promoting its new LP "Com-"

**BILLBOARD SPECIAL SERVER FOR ENDING 1/31/70**

- **BEST SELLING SOUL LP's**

<table>
<thead>
<tr>
<th>Week</th>
<th>Last Week Title</th>
<th>Artist, Label, No. &amp; Pak.</th>
<th>Weeks on Chart</th>
<th>This Week Title</th>
<th>Artist, Label, No. &amp; Pak.</th>
<th>Weeks on Chart</th>
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<tr>
<td>17</td>
<td>PIZZLE PEOPLE</td>
<td>Temptations, Gentry 89-860</td>
<td>2</td>
<td>17 TEEPEE PEOPLE</td>
<td>Temptations, Gentry 89-860</td>
<td>2</td>
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<tr>
<td>8</td>
<td>2 SWISS MOVEMENT</td>
<td>B. B. King, Atlantic 513527</td>
<td>8</td>
<td>8 SWISS MOVEMENT</td>
<td>B. B. King, Atlantic 513527</td>
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<tr>
<td>3</td>
<td>I WANT YOU BACK</td>
<td>Four Tops, Motown 81046</td>
<td>3</td>
<td>3 I WANT YOU BACK</td>
<td>Four Tops, Motown 81046</td>
<td>3</td>
</tr>
<tr>
<td>30</td>
<td>4 HOT BUTTERED SOUL</td>
<td>Isaac Hayes, Enterprise ENS 1001</td>
<td>30</td>
<td>4 HOT BUTTERED SOUL</td>
<td>Isaac Hayes, Enterprise ENS 1001</td>
<td>30</td>
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<tr>
<td>10</td>
<td>5 CREAM OF THE CROP</td>
<td>Isley Brothers, Supremes &amp; the Temptations, Motown 81046</td>
<td>10</td>
<td>5 CREAM OF THE CROP</td>
<td>Isley Brothers, Supremes &amp; the Temptations, Motown 81046</td>
<td>10</td>
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<tr>
<td>11</td>
<td>6 EDDY'S SUPER HITS</td>
<td>Phil Stone Group 1132</td>
<td>11</td>
<td>6 EDDY'S SUPER HITS</td>
<td>Phil Stone Group 1132</td>
<td>11</td>
</tr>
<tr>
<td>9</td>
<td>7 DIANA ROSS &amp; THE SUPREMES' GREATEST HITS, VOL III</td>
<td>Motown 7302</td>
<td>9</td>
<td>7 DIANA ROSS &amp; THE SUPREMES' GREATEST HITS, VOL III</td>
<td>Motown 7302</td>
<td>9</td>
</tr>
<tr>
<td>6</td>
<td>8 COMPLETELY WELL</td>
<td>B. B. King, Bluebird BLB 4007</td>
<td>6</td>
<td>8 COMPLETELY WELL</td>
<td>B. B. King, Bluebird BLB 4007</td>
<td>6</td>
</tr>
<tr>
<td>19</td>
<td>9 ICE ON ICE</td>
<td>Jerry Butler, Mercury 583 65254</td>
<td>19</td>
<td>9 ICE ON ICE</td>
<td>Jerry Butler, Mercury 583 65254</td>
<td>19</td>
</tr>
<tr>
<td>40</td>
<td>10 I WANT YOUR LOVE</td>
<td>Brother Jack McDuff, Blue Note BST 84022</td>
<td>40</td>
<td>10 I WANT YOUR LOVE</td>
<td>Brother Jack McDuff, Blue Note BST 84022</td>
<td>40</td>
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<tr>
<td>16</td>
<td>12 AT HOME WITH O. C. SMITH</td>
<td>O. C. Smith, Capitol ST 173</td>
<td>16</td>
<td>12 AT HOME WITH O. C. SMITH</td>
<td>O. C. Smith, Capitol ST 173</td>
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<tr>
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<td>13 ON BROADWAY</td>
<td>Diana Ross &amp; The Supremes &amp; the Temptations, Motown 81046</td>
<td>26</td>
<td>13 ON BROADWAY</td>
<td>Diana Ross &amp; The Supremes &amp; the Temptations, Motown 81046</td>
<td>26</td>
</tr>
<tr>
<td>37</td>
<td>14 MEMPHIS UNDERGROUND</td>
<td>Stax Mates, Atlantic 81052</td>
<td>37</td>
<td>14 MEMPHIS UNDERGROUND</td>
<td>Stax Mates, Atlantic 81052</td>
<td>37</td>
</tr>
<tr>
<td>8</td>
<td>15 FEELIN GOOD</td>
<td>David Ruffin, Motown 81056</td>
<td>8</td>
<td>15 FEELIN GOOD</td>
<td>David Ruffin, Motown 81056</td>
<td>8</td>
</tr>
<tr>
<td>5</td>
<td>16 DOWN HOME STYLE</td>
<td>Brother Jack McDuff, Blue Note BST 84022</td>
<td>5</td>
<td>16 DOWN HOME STYLE</td>
<td>Brother Jack McDuff, Blue Note BST 84022</td>
<td>5</td>
</tr>
<tr>
<td>27</td>
<td>17 WHAT DOES IT TAKE TO WIN YOUR LOVE</td>
<td>J. Walter &amp; the Al Marks, Soul 152</td>
<td>27</td>
<td>17 WHAT DOES IT TAKE TO WIN YOUR LOVE</td>
<td>J. Walter &amp; the Al Marks, Soul 152</td>
<td>27</td>
</tr>
<tr>
<td>17</td>
<td>18 CHARLES' SONG</td>
<td>Charles, Atlantic 81052</td>
<td>17</td>
<td>18 CHARLES' SONG</td>
<td>Charles, Atlantic 81052</td>
<td>17</td>
</tr>
<tr>
<td>19</td>
<td>19 ARTHUR'S GOLD</td>
<td>Aretha Franklin, Atlantic 82027</td>
<td>19</td>
<td>19 ARTHUR'S GOLD</td>
<td>Aretha Franklin, Atlantic 82027</td>
<td>19</td>
</tr>
<tr>
<td>14</td>
<td>20 GOLDEN HITS, VOL 11</td>
<td>Boney M, Warner, Supers 357</td>
<td>14</td>
<td>20 GOLDEN HITS, VOL 11</td>
<td>Boney M, Warner, Supers 357</td>
<td>14</td>
</tr>
</tbody>
</table>

**EARL GRANT, Decca artist, appears in a recent concert before a sell-out crowd in Mexico City. The singer-organist is on a tour of the Far East.**

**From the Music Capitals of the World**

*DOMESTIC*

April it will have a new entertainment policy, with the David Davis, Jr., mentioned as the new entertainment director.

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HENSON CARGILL

Message Music from Monument: Henson delivers another outstanding performance. Rich material. This one will appeal to pop and country fans alike, further establishing Henson Cargill as one of the VIPs (very important performers) on the contemporary music scene.

Henson Cargill Is Another Reason Why Monument Is Artistry

MONUMENT RECORD CORP. NASHVILLE / HOLLYWOOD
N. Atlantic Corp. Names Head of Subsidiary; Plans Nashville Site

NASHVILLE — Brad McPern has been named president of R.P.M., Inc., a newly formed subsidiary of N. Atlantic Corp. of Dowtown PA, according to an announcement by Harry C. Nance, chairman of the parent corporation and chairman of N. Atlantic, who also announced company plans to construct a major production and administrative headquarters building in Nashville. Prior to the move, McPern managed the Nashville offices of Stubbins/Dunbar Music, Inc., publishing divisions of RCA. R.P.M. will open last Oct. to operate in a broad range of business activities in the entertainment industry. McPern said R.P.M. has acquired an ownership interest in J. W. Pepper & Son, Inc., of Philadelphia.

Flatt’s Name Band Contest

NASHVILLE — Lester Flatt and his bluegrass band have been selected as the name for one of the prizes in a Band Contest. The band has been without an official name since the separation of Flatt and his partner, Earl Scruggs. Both parties were involved in the contest, the winner being announced by R. P. M., Inc., the publishing company.

Contest Opens - Select A Jamboree Theme Song

WHEELING, W. Va. — Quenter W. V. — has announced a nationwide contest to select a theme song for the Jamboree. The contest will be open to all states and will be limited to four songwriter allies. The winning song will be published by Beatlemania, Inc., a publishing arm of Jamboree U.S.A., Inc. The winner will receive $500, a one-week hotel expense, and a year’s subscription to a publisher’s songwriting magazine and a standard publisher’s contract.

A Nashville Scene

CHEF Atkins has been named winner of the 1970 Guitar Player Magazine Poll. A representative of the company will make the presentation in Nashville. Guitar Player is the leading international distribution for professional music publications. The contest was limited to the regular theme of "Jamboree U.S.A.", Inc.

Head of Barnaby In Nashville Is Switched

NASHVILLE — Mike Shephard has been named general manager of Barnaby Records Nashville, the company’s operations. He formerly worked as a music publisher and record producer with Monogram Records, has acquired office space at 1009 17th Ave. S., and hopes to be in full operation within a few weeks. He pointed out that Barnaby Records is owned by Andy Williams through the Barnaby Co.

DORSEY BURNETT

NASHVILLE — Rod McKuen examines the latest copy of Billboard as the president of the Country Music Foundation looks on. McKuen, who is an ASCAP writer and publisher, was in Nashville taping "The Johnny Cash Show."

From the Music Capitals of the World (DOMESTIC)

- Continued from page 48
- United Artists... John Hartford... John Hartford, writing the score for a TV pilot, "Southern Fried" for 20th Century-Fox TV. He will also play in the segment... Jerry Goldsmith has recorded music for "The Gold Bracelet"... Paul Williams of "The Electric Company"... Frank Loesser... "The Angel Levine" for UA, which stars Harry Belafonte... Commonwealth United will release the soundtrack LP from "Tam Lin" featuring Pentangle...

Eliot Tiegel

HONOLULU

The Allis, Don Ho’s ex-group, have formed their own publishing company and plan to issue disks on their own label shortly. They previously recorded with Reprise with Ho. The Allis will return to the island music scene in March 23, when they do an engagement with Robert Wilson, A&M singer who also worked with Ho in the West. The event will be a benefit at the Biltmore Hotel's Palm Ballroom, benefiting the March of Dimes. On Feb. 24, the Allis return to the Biltmore's Green House.

John Gary (RCA) is returning to Hawaii for ASCAP for an office visit... The Grateful Dead is due Jan. 23-24 at the old Civic Auditorium. Liberace will appear Feb. 11-12 at the Honolulu International Center... Tom Jones may return for another series of shows. Glen Campbell is also expected, but no official signers have yet been made... Tom Gurr, pianist with the Angel Pena Trio is backing singer Anna Lee in her new club, the Cinemac Reef Hotel's Torch Bar. He used to play in the road company of Joe Ferrer's "Man of La Mancha"... San Francisco

Wayne Harada

SAN FRANCISCO

A weekly series of country music shows will be launched in San Francisco with a series of shows at the West Coast for a series of person- al appearances. The shows will include stops in San Diego, Sacramento, Los Angeles, and San Francisco. Sonny's next TV appearance was on "Hee Haw," Jan. 31. Studio representatives Chris Stone and Gail Grover were present... (Continued on page 54)
Country Music

CMA Forms U.K. Wing

LONDON — Country Music Association (Great Britain), Ltd., has been formed following a series of exploratory meetings attended by a cross-section of British music business representatives. The organization is composed of people directly involved in the music profession. The Association incorporates the existing British Country Music Association which will continue to operate at the consumer level under the direction of the professional body.

The officers and committee of the newly formed organization are: Mervyn Conn, chairman, Murray Kash, secretary, and Tommy Barrow, press officer. The executive committee consists of Pat Campbell, Bob Kingston, Ron Randall, John Robinson, Charles Williams and Godfrey Greenwood. The membership of the committee will be expanded later this year by the election of 6 to 11 more members so that all relevant sections of the music industry will be represented.

Two Andersons

NASHVILLE — Bob Neal of the Neal Agency has announced that Casey Anderson, president of Greenback Music and husband of Liz Anderson, is not the Casey Anderson currently recording for Amos Records. There is no relationship between the two Andersons. The name has caused confusion especially for radio stations.

Country Boom In Las Vegas

LAS VEGAS—Country talent will be in the spotlight in Las Vegas this year. Buddy Lee announced recently that Earl Owens has scheduled 27 weeks of country talent at the Golden Nugget. In arranging the dates, the Golden Nugget purchased nearly $65,000 in country entertainment for 1970. This is one of the largest single country booking agreements for a Las Vegas establishment.

Artists who are involved in the transaction include Darrell McCall, the Cantrells, Don and Carla, David Rogers, Peggy Little and Tommy Overstreet, the Homesteaders, Jean Shepard, Tommy Cash, Jack Barlow, Stan Hitchcock, Tiny Harris, Doug and Jean Le Velley, Jerry Foster and Wendy Lee.

Vox Jox

• Continued from page 40

Seminary, Monroe, Va., needs records. Can any of you people help them out?

Anybody want to play a guessing game? First air personality with a 4th ticket who can tell me the name of the program director who bought fancy cameras for a gob of record promotion men for Christmas, but didn’t think to even treat his air staff to a bottle of beer will win a genuine autographed picture of Robert W. Morgan, host of the program director is in one of the major 16 markets. This next report is rather complex. I’ll let program director Lane (Jim Randy) Brightman of KSEI in Lubbock, Texas, tell it. Don Marshall, who was at KSEL for three and a half a years under the name of Johnny Dark, is now with WIFE in Indianapolis under the name of Robert Gonde. He replaces Roger W. Morgan, who left WIFE to join KIMN in Denver as morning man. Replacing Marshall at KSEL is Bob Hatha to use the name of Oscar Love.

Ron Dennington has left WOKY in Milwaukee to join WLS, Chicago as program director. John Scott, formerly of WEHH in Elkins Heights, N.Y., is now with WATS in Atlanta. Pa. He replaces Ron Farrow, now with WENY, Elmira, N.Y.

Lucky Charles assistant general manager of WVON in Chicago, is the new acting executive secretary of TV and Radio Announcers following the departure of Del Shields from the position.

WAYLON JENNINGS

“BROWN EYED HANDSOME MAN”

RCA 74-0281

Exclusively on RCA

Bookings:

MOELLER TALENT, INC.

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Nashville, Tenn. 37203

(615) 255-6611

WAYSIDE RECORDS

Dixie by Mercury Smash

DJs Needing Copies write

Little Bishop Johnson

Bexla, New Mexico 87002

Another Great Record “A Week In A Country Jail”

By Tom T. Hall

The Man With “People Appeal”

“A Week In A Country Jail” (72998) was produced by Jerry Kennedy and released as a single from Tom T. Hall’s hit new album “Homecoming.”

Published by Newkey Music Inc.

1531 Demonbreun St.
Nashville, Tennessee 37203

SR61247
<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>No. &amp; No.</th>
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<td>A WEEK IN A COUNTRY JAIL</td>
<td>Tom T. Hall</td>
<td>Mercury</td>
<td>72998 (Newkies, BMI)</td>
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<td>ONE MINUTE PAST ETERNITY</td>
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<td>Sun</td>
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<td>WISH YOU WERE HERE</td>
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<td>THAT'S WHEN SHE STARTED TO STOP LOVING YOU</td>
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<td>JUST SOMEONE I USED TO KNOW</td>
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<td>WALK UNASHAMED</td>
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<td>YOUR HUSBAND, MY WIFE</td>
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<td>George Jones</td>
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<td>WELCOME CADDILAC</td>
<td>Don Drake</td>
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<td>BEFORE THE NEXT TEARDROP FALLS</td>
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<td>JOHNNY'S CASH AND CHARLIE'S PRIDE</td>
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<td>LITTLE JOHNNY DOWN THE STREET</td>
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<td>32-5098 (Decca, BMI)</td>
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<td>Loretta Lindsay</td>
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<td>JIM, JACK AND ROSE/WE'LL GO TO A STRANGER</td>
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<td>SUGAR NOT SHINE</td>
<td>Willie Nelson</td>
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<td>COMPANY OF THE JUKEBOX</td>
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<td>NORTHERN ARKANSAS MISSISSIPPI COUNTRY BROTHERS</td>
<td>Kenny Price</td>
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<td>I'M GOING HOME</td>
<td>Sherrill Crow, United Artists</td>
<td>50620 (Tuff, BMI)</td>
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<td>WALK A MILE IN MY SHOES</td>
<td>Joe South</td>
<td>Capitol</td>
<td>3448 (BMI)</td>
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BOE 17th Ave. S.
Nashville, Tenn.

JANUARY 31, 1970, BILLBOARD
IS THE COUNTRY MARKET READY FOR THE ROCK'N ROLL REVIVAL?

CHARLIE BROWN
BY THE FABULOUS COMPTON BROTHERS

DOT 17336
PRODUCED BY HENRY HURT
IS BREAKING OUT EVERYWHERE!
WATCH FOR IT ON THEIR NEW DOT ALBUM TOO (DLP 25974).
CALL NOW FOR IMMEDIATE STOCK.
PARAMOUNT RECORD DISTRIBUTORS, A GULP + I WESTERN COMPANY
Everybody says it's a hit!

Liz Anderson
‘THURSDAY HUNTING’

Written by LIZ ANDERSON
Published by GREENBACK MUSIC INC.
Exclusively on RCA RECORDS

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817 19TH AVENUE SOUTH—NASHVILLE, TENN. 37203
(615) 244-7195

Country Music

Nashville Scene

* Continued from page 30

to their respective offices in New York and Los Angeles after business meetings in Nashville. When the Record Plant opens its studios in Nashville, it will become the largest independent recording complex in the U.S. . . . Toppal and The Glazer Brothers will guest ‘The Johnny Cash Show’ to be aired April 22. . . National Tele-

Phone Associates report that The Judy Lynn Show will be seen in 15 television markets this month. This brings Judy’s show into over 40 markets each week. . . . Net storekey and the Sweet Things are touring western Canada and Montana. . . . Bobby Bare re-

ceived a special endorsement of his latest recording, ‘God Bless America Again.’ when Tennessee Gov. Don West-erling and first lady were chairman of the United States Board of Governors wrote a letter to each of the other 49 governors in the U.S., urging them to call radio outlets in their respective states with a request to play the song at least once a day. . . . Tommy Wynette, George Jones and The Jones Boys as-

sisted The New Smyrna, Fla., Jaycées in a fund raising event for needy children on Jan. 10. Diana Trask recently was honored by the Open Road Industries as ‘Miss Open Road’ for her promotion work in the area of outdoors camping. Diana received a special gold key in a ceremony in St. Petersburg, Fla. . . . Junior Sam-

ples did a guest shot on ‘The Martha White Show’ on Jan. 16. The following week he returns to Nashville to resume taping the ‘Hee Haw’ series. . . . Bergen White has signed a contract with Sibley Singleton Corp. He just completed an album on which he did much of the instrumental work, all of the background singing and all of the arrangements. . . . Buddy Killen heads for Alabama to work on Doug Kerr-son’s new album for Warner Bros. They will be recording at the Muscle Shoals Recording Studio from Monday to Friday. . . . Tree International has just signed a new writer, Joe Al-

len. He comes to Nashville from Aspen, Colo., and has been performing for many years in such clubs as the Golden Nugget, Har-

old’s Club and the Empire. Charlie Louvin goes to Fife, Ala., for a homecoming show Thursday (5). . . . David Rogers and Shub Wooley are scheduled on the latest Kell Auditorium show in St. Louis, 15. The show is being net by Dick Blake and features one of the largest packages ever presented. Also appearing on the show will be Don Gibson, Way-

ton Jennings, Lynn Anderson, The Jack Green-Jimmie Stelry Show and Dave Dudley. . . . Hank Wil-

liams Jr. is still waiting to visit his draft board. The latest postponement was due to a severe cold, but Uncle Sam will probably stay in touch. . . . Mel Tillis And The Statesiders will get a taste of some true country atmosphere when they play at Granny’s Antiques in East Pattaka, Fla., on Feb. 21. The show will be pres-

ent at a barn in Wilsonomedical. Houston, Tex., in late December. The club, which is owned by Mike Cambreling and Tom Stockton, is called the Make Mine Country Ballroom. Rusty Draper is in town working on a new Monument release. . . . Le-

roy Van Dyke recently made a trip to Hollywood where he did several TV shows, appearances which included ‘The Steve Allen Show,’ ‘The Square World of Ed Rufe’ and ‘Truth or Conse-

quences.’ . . . Johnny Dollar and Loren Mann are in the hospital this week for minor surgery. . . . Don Gibson appeared at the Duke Country Youth Fair, Jan. 22, in Miami.

Hot Country LP’s

* Star Performer—LP’s recording proportions upward progress this week.

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COUNTRY'S CHOICE DOES IT AGAIN!

Decca Records is honoring “Country’s Choice” with ‘Loretta Lynn Month’... 31 days to celebrate 7 years of unparalleled success. To highlight the month, we have released another album destined to be a chartbuster, HERE’S LORETTA SINGING 'WINGS UPON YOUR HORMS'.

Loretta Lynn is truly “Country’s Choice”... 16 Top Ten Singles, 3 Number One Singles, 12 Top Ten Albums, 3 Number One Albums, a fantastic catalogue, and more awards than any other female singer in Country Music attest to that.

Decca Records Land of the Country Giants

Also available on 8-track and Cassette Tape.
NAMM Dealer Panel
Aims at Youth Market

By GEORGE KNEEMEYER

DALLAS—Dealers here were told that the youth market must be served, or dealers face losing customers. The statement was made during a panel presentation at the first regional seminar of 1970 for the National Association of Music Merchants (NAMM).

Despite subfreezing temperature that kept some dealers away, over 50 did attend the two-day program on Jan. 18-19. The various programs stressed how to make a profit, keep current customers, add new ones, and selling the youth market.

"Youth music, which doesn’t have to be rock but anything that excites them," was what gets kids interested enough to want to play the instrument and keep them motivated to practice," said Charles Suber, editor of Downbeat magazine, and a member of the youth music panel. "You (the dealers) have to deal with the wait of the day on today’s level. The cash outlay for a new airplane is not something kids buy, specifically for electric guitars, is sometimes the same as the cost of a new car.

Suber also cited the need to have personnel in the stores that can explain the function of the amplifying devices available. "These people must know how something works," he stated. Determining what modulator works in how to show how the equipment would fit into the ensemble the prospective buyers has," he stated. Another member of the panel, Alan Alexander, a music educator, said that electronic effects, such as echo, could be used for educational purposes and could possibly be used in educational systems. This is the softest of the softest markets that are playing.

Frank Bricker, a dealer in Houston, stressed the importance of relating to the youth in order to make sales. "We employ a program that has been successful in much of the nation so that we can stress out kids with long hair and long pants and talk to the small musicians in the high schools, that has resulted in many sales," Bricker said.

In obtaining a good piece of equipment for students, Alexander said that "what was considered aภายใน material 15 years ago is being played in high school now. And to play"

(Continued on page 58)

MUSICAL INSTRUMENTS

NEW YORK — \n
Coast Dealers
See Trend to Flat-Top Guitar

Flat-Top Guitar

(Continued from page 1)

we were optimistic, Dave Warner, Wallach Music City, and Johnny Thompson, Johnny Thompson Guitar Co., to the retailers: "They talk of a tight-money situation is making it harder to get finance companies and banks to put out funds to finance the purchase of musical instruments." In fact, during the last few months, not many of the stores found it so difficult to find financing that they were beginning to carry their own paper.

While most said ’69 was a good year, there was a wide consensus that the last two months of the year and the first two months of ’70 showed a definite tailing off in sales. Thompson expressed the fear that the "fearful economy has done more to slow down business than anything else.

Musically, while there were not startling new trends evident to either manufacturers or retailers, the soft sounds of the flat-top guitar has begun to grow at a surprising pace.

Music Hobbiest

Among manufacturers, the change has felt as well. Nick Orlando, Vox’s National Sales and Export Manager, feels that the rise of the groups in the folk and country field (and consequently national popularity for the acoustic guitar) has been happening for the past year or so. It has also "brought the hobbiest back into the instrument field," Orlando said. The guy who doesn’t particularly care for the electronic stuff but likes to learn enough of the guitar so he can understand the consensus that the electronic or rock guitar has abated and that now is the closest thing to a trend for the coming year.

Analog for the soft sounds came from Jim Peterson, Sunn’s National Sales Support. "Both the teenybopper and heavy sounds have been taking a beating in recent years," he said.

While almost everyone was unanimous in their feelings that the soft sounds would dominate during the next year, there was a divergence of opinion when asked about another possible musical trend—the emergence of more interest in the influence of such groups as Blood, Sweat & Tears and Chicago. Whether or not the "influence and popularity of bass" had already come and gone without any sign of an impact.

(Continued on page 58)

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(Continued on page 58)
Which record or music trade paper do you believe to be the most reliable guide to your record buying?

When RACKJOBBERS were asked this question, 71% Found BILLBOARD to be the most reliable guide. 16% Found Cashbox to be the most reliable guide. 5% Found Record World to be the most reliable guide.

RACKJOBBERS RELY ON BILLBOARD
**SPECIAL MERIT PICKS**

**POPULAR**

ED SULLIVAN SINGERS & ORCHESTRA... The Swinging Southerly Story... Ed Sullivan's production has put together an exuberant array of songs, vocals, and instrumentation, giving the familiar tunes a fresh sound.

**FAIRPORT CONVENTION... Unhalfbricking**: A high point in folk-rock, this album showcases the band's ability to blend traditional and experimental elements.

**CLASSICAL**

**TRAVELOUCHY, BOMEDRO AND JULIETTE ROBERTS**

**RAY NANCE--Body and Soul**: Nance's take on this classic is a masterful display of his musical prowess, bringing a new dimension to the jazz standard.

**COUNTRY**

**TOM PERKINSON/VARIOUS ARTISTS--Country Music from the South**: This collection of songs offers a wide range of styles and emotions, reflecting the diversity of Southern music.

**CLASSICAL**

**FAURE: REQUIEM--Antony: Fine or Modest, Andante Oreti, Orchestral, Du.easing, 5101589**: Faure's Requiem is a moving and somber depiction of human emotions and mortality.

**GOSPEL**

**WILLIE BRADLEY MEMORIAL ALBUM--Anne L. Willard Rend and Carol L. Cation, Proclamation 14426**: This tribute album honours the legacy of Willie Bradley with a collection of spiritual songs.

**JAZZ**

**LOWLIN SMITH--More Your Hand, Blue Note**: Smith's album is a soulful exploration of love and loss, pushing the boundaries of jazz improvisation.

**HERBIE HANCOCK--The Prism, Blue Note**: Hancock's innovative approach to jazz is evident in this album, which features a blend of electronic and acoustic sounds.

**TOWN CRIER--Shine to Shoo, B.B. King**: King's voice shines through on this set, delivering a powerful message with each note.

**CONCERT**

**KLEINMANN MEDEWINA LINE**: This band delivers a vibrant mix of music that is both catchy and uplifting.

**KLEINMAN MEDEWINA**: This album offers a fresh take on classic hits, with the band's unique spin on the material.

**INTERNATIONAL**

**CLEMENTE ONDA--The Man From Spain, Sunstar 8020**: Onda's eclectic style merges traditional and contemporary elements, creating a unique listening experience.

**MANNING SINGERS**: This group's harmonious vocals and lush arrangements make for a captivating listening experience.

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**NAMM Dealer Panel**

Aims at Youth Market

- Continued from page 56

This music correctly identifies the needs and equipment that are being developed by the ALW.

**FLAT-TOP GUITAR**

- Continued from page 56

- Winter, on the other hand, felt that the industry was not just beginning and

- The industry was looking for a new source of money and it doesn't really matter what it is... if they find it, 1970 will be a big year for not...
HALL TO EXIT RCA FOR CAROLINA SCHOOL POST

NEW YORK—Roger Hall will leave his post as Red Seal adr manager for RCA Records to become president of the North Carolina School of the Arts. Hall will resign his post on July 1. He will continue his work in management of the school's touring activities, its major public performances, foreign programs and public relations.

While with RCA, Hall directed the administration of the company's classical recordings. From 1959 to 1963, he was manager of the Orchestra Association and business administrator of Philadelphia's Academy of Music. Before that he had been assistant manager of the Orchestral Association (Chicago Symphony) and manager of the Toronto Symphony Orchestra. He had earlier worked with the Fort Wayne (Ind.) and Erie (Pa.) Philharmonic Orchestras.

He entered the recording industry in 1956 as central U.S. sales and promotion manager for Bluebird Records. Later he was transferred to New York, where he became sales manager of Angel and all classical recordings issued by Capitol Records.

David Mincey will be brought to the label such artists as Eugene Ormandy and the Philadelphia Orchestra, Seiji Ozawa, André Previn, and Guarneri Quartet, Montserrat Caballé, Sherrill Milnes and Luciano Berio.

3 DGG Albums to Honor Beethoven

NEW YORK — Deutsche Grammophon is commemorating the centennial of Beethoven's birth this month with three albums by that composer. The first of the three, a two-LP set of "Fidelio," the other January, February, "The Choral Symphony" No. 2 as Rafael Kubelik continues his Mahler symphonic series with the Berlin Radio Symphony Orchestra and chorus. The third album is soprano Edith Mathis and contralto Norma Proctor.

Featured in "Fidelio" are soprano Gwyneth Jones, Mathis, tenor James King, tenor Peter Schreier, baritone Hans Hotter, Tenore Sagrada, Thea Adam, and Franz Crass. Karl Böhm conducts the Leipzig Radio Chorus, Dresden State Opera Chorus, and the Dresden State Orchestra. The other Beethoven pressing has three sonatas by pianist Wilhelm Kempff, and a chamber concerto by the Amadeus Quartet and violinist Ceci Aronson.

A contemporary music album with organist Gerold Zacher, Julian Allendy-Blin on organ, and wind instruments and percussion by Dimitri Mitropoulos and the wind instruments contains Gis-Grispigno and Menotti's "Animals," Maton Feldman's "In, Intersection 3," Zacher's "Re, " and "Amaur." The Amadeus Quartet also has a Mozart pairing. Completing the release is an album of Rodrigo featuring guitarist Narciso Yepes with Odón Alfonso and Orchestra Sinfonica RTV Española recorded under the composer's supervision.

ANGEL 14-LP

BARENBOIM SET

LOS ANGELES — Angel Records has a special release late this month of a 14-LP package of the complete piano sonatas played by Daniel Barenboim. The set carries a special suggested list price of $61.98. Also being issued separately from the monthly release is a Melody/Angel coupling of Brahms and Franck sonatas played by violinist David Oistrakh and pianist Sviatoslav Richter.

Tebaldi Gives a Shining Mimi in Met's Bohème

NEW YORK — Soprano Renata Tebaldi, who always receives high notices by the critics, is currently appearing at the Metropolitan as Mimi in "La Bohème," which runs from 3 July to 3 August.

Other new productions will be Stravinsky's "The Rake's Progress," Mozart's "The Marriage of Figaro," Verdi's "Anona Elena," The opening night of "La Traviata." Other works will be a double bill of Stravinsky's "Le Rossignol" and Menotti's "Help! Help! The Globolinks."

John Moriarty will conduct a "Rake's Progress" cast featuring Loren Driscoll, Joy Davidson, Donald Gramm, Jean Kraft and Douglas Perry. The "Anna Bolena" will include the U.S. debut of coloratura soprano Pauline Tinsley, who is in Philips' new recording of Mozart's "Iadome." John Crosby, Robert Baustian will conduct the Donizetti opera, which will feature Miss Wettstein, Helen Vanni and Gramm.

Robert Baustian will conduct "The Marriage of Figaro," with principals Judith Blegen, Miss Vanni, Miss Kraft, Gramm, John Reardon, Douglas Perry and Alan Opie. Crosby will conduct "La Traviata," with sopranos Maralin Niska and Lily Pon and Caruso's caricatures of itself.

Miss Horne Is Tops as Soloist With Symphony

NEW YORK — The New Jersey Symphony Orchestra's Carnegie Hall concert Jan. 14 convinces the critics that Miss Horne's outstanding performances of Gluck's "Orfeo ed Euridice," engaged in a battle of wills with a chorus of furies, provided by the Camerata Singers. The fine solo work was complemented by the textual choral-score of orchestra and chorus.

Miss Horne, who records for London, was appearing here for the first time since last summer in a performance at the Metropolitan Opera last season. She appeared at this venue in May with and accompanied by Luciano Pavarotti, who has recorded with her for London, conducted by Tito Gobbi.

FANCY ERLICH

Opera World Premiere Set at Santa Fe Opera

SANTA FE, N.M.—"Opera," Lerner and Loewe's full-length, will receive its world premiere during the 14th season of the Santa Fe Opera, which runs from 3 July to 3 August.

Other new productions will be Stravinsky's "The Rake's Progress," Mozart's "The Marriage of Figaro," Verdi's "Anona Elena," The opening night of "La Traviata." Other works will be a double bill of Stravinsky's "Le Rossignol" and Menotti's "Help! Help! The Globolinks."

John Moriarty will conduct a "Rake's Progress" cast featuring Loren Driscoll, Joy Davidson, Donald Gramm, Jean Kraft and Douglas Perry. The "Anna Bolena" will include the U.S. debut of coloratura soprano Pauline Tinsley, who is in Philips' new recording of Mozart's "Iadome." John Crosby, Robert Baustian will conduct the Donizetti opera, which will feature Miss Wettstein, Helen Vanni and Gramm.

Robert Baustian will conduct "The Marriage of Figaro," with principals Judith Blegen, Miss Vanni, Miss Kraft, Gramm, John Reardon, Douglas Perry and Alan Opie. Crosby will conduct "La Traviata," with sopranos Maralin Niska and Lily Pon and Caruso's caricatures of itself.

Tebaldi Gives a Shining Mimi in Met's Bohème

NEW YORK — Soprano Renata Tebaldi, who always receives high notices by the critics, is currently appearing at the Metropolitan as Mimi in "La Bohème," which runs from 3 July to 3 August.

Other new productions will be Stravinsky's "The Rake's Progress," Mozart's "The Marriage of Figaro," Puccini's "Anna Bolena," The opening night of "La Traviata." Other works will be a double bill of Stravinsky's "Le Rossignol" and Menotti's "Help! Help! The Globolinks."

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Recordings Offered On Met Opera

GREENVALE, N.Y.—Fiesta Arts Inc is selling reissues of 12 rare Metropolitan Opera records at $5 each or $11 for all 12. Included is the 1883 "Faust," which opened the Met and first performances of "La Bohème," Tosca," "Il Trovatore," "La Traviata," "Le Nozze di Figaro," and "Madama Butterfly," and the world premiere of "La Fanciulla del West." Other posters are of the debuts of Enrico Caruso, Arturo Toscanini, and Lily Pons, and Caruso's caricatures of itself.

 delegation from the Inner Swiss, Arturo Toscanini, and Lily Pons, and Caruso's caricatures of itself.

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In The Beginning God Created The Heaven And The Yardbirds...

Now There Is Renaissance.

“Clapton, Beck and Page all capitalized on their Yardbirds reputation and formed their own bands. Each one, in turn, was heralded among ‘those in the know’ as THE English group.” Now there is Renaissance. Keith Relf, Jim McCarty, and Paul Samwell-Smith. Along with them are Jane Relf, John Hawken, and Louis Cennamo. “Blending pure classical instrumentation with soft, folk-like vocal, Renaissance swings through a backdrop of Classical and Romantic influences. Keith Relf has finally come out with a group that equals, if not surpasses, the potential of the aforementioned bands.”


The embryonic genius that was the Yardbirds is once again extended in a renaissance that is Renaissance. Their first album on

elektra records

PRODUCED BY PAUL SAMWELL-SMITH
RENAISSANCE EKS 74068
ALSO ON ALL TAPE CONFIGURATIONS BY AMPEX

FIRST U.S. TOUR FOR RENAISSANCE: SEE THEM AT

The Electric Factory, Phila., Pa. . . . Feb. 6-7
The Warehouse, New Orleans, La. . . . Feb. 10-11
The Boston Tea Party, Boston, Mass. . . . Feb. 12-14
The Univ. of Bridgeport, Bridgeport, Conn. . . . Feb. 15
The Emergency, Washington, D.C. . . . Feb. 18
Columbia Univ., N.Y.C. . . . Feb. 19
The Fillmore East, N.Y.C. . . . Feb. 20-21
Stonybrook College, Stonybrook, L.I., N.Y. . . . Feb. 22
Ludlow’s Garage, Cincinnati, Ohio . . . Feb. 25
The Univ. of Toledo . . . Feb. 26
The East Town Theatre, Detroit, Mich. . . . Feb. 27-28
The Auditorium Theatre, Chicago, Ill. . . . March 1
The Fillmore West, San Francisco . . . March 5-8
The Whiskey Au GOGO . . . March 11-15
“I always think of the passengers as eggs.”

“Sometimes our radar indicates a little rough air ahead. You know, the kind where you bounce a little. It has no effect on my control of the aircraft, but I’ll still request clearance to get over it. Even if it means losing some time. Why?

When I started with American, 15 years ago, my first instructor told me something. He said, ‘Always think of the passengers as thin-shelled eggs sitting back there on the floor. And your job is to get them from point A to point B without putting the tiniest crack in one of them. I still take each bounce personally.’

Captain Cliff Schmidt is the kind of man who makes the best pilot because he’s a concerned man. He does more than just his job. That’s the American Way.

Fly the American Way. American Airlines
MIKE LEVENTON: PLEASE SEND US YOUR PICTURE.

Herb and Jerry

Mike Leventon is one of the people who make A & M tick. He’s our Chicago promotion man and it’s his activity that’s helped make Chicago “The Windy City.”

Just last week Mike gave us the good news that “Ticket To Ride” by The Carpenters (A & M 1142) was airing on WLS and WCFL in Chicago and WIRL in Peoria.

But “Ticket To Ride” is getting the super-star treatment from all our promo men. Here’s the evidence:

WFOM, Atlanta                   WEAM, Washington
WORC, Worcester                WPRO, Providence
KLIF, Dallas                    KIMN, Denver
KCBQ, San Diego                KRLA, Los Angeles
WRRT, Milwaukee                 KJR, Seattle
WMPS, Memphis                   KLEO, Wichita

Mike’s only been with us about nine months now, so we haven’t got his picture yet. So what? First things first.

The A & M Phonograph Record Company.
Modern Tape, Firebird Deal

TORONTO — Firebird Records has signed with Modern Tape Cartridge (Canada) Inc., a division of ITT Co., for the distribution of all Firebird product in Canada. Firebird's deal in Canada is "Blowing in the Wind" by Bob Marley and the Wailers. The agreement will be re-negotiated by the two companies at the end of the year, according to Bill Hays, president of Modern Tape Cartridge Canada Inc.

Maple Leaf System in Disk Reviewing Again

TORONTO — After a three-week hiatus during the Christmas season, the Maple Leaf System resumed reviewing activities Jan. 8.

The 10 disks submitted for review included a number of songs which had already been given extensive airplay on a score of radio stations across the country including members of the 12-station network.

"Rannmaker," by Tom Northcott, "No Time" by the Guess Who and "That's Where I Went Wrong" by the Poppy Family, were the three disks picked for exposure on the national network.

From The Music Capitals of the World

GROUP CUTS 1ST CHUM RECORD
TORONTO — The Tote Family has become the first group to cut a record for radio station CHUM. The Top 30 slot recently announced its entry into the record and music publishing fields causing a state of concern with some record companies here.

Title of the Tote Family release and the name of the record company which will distribute CHUM's initial product have not yet been announced.

CRTC Blasts U.S.-Run Trade

OTTAWA — Canada's U.S.-dominated broadcasting industry is illegal and must substantially improve within five years if it is to be worth preserving, Pierre Juneau, chairman of the Canadian Radio Television Commission, told the government's Commons Standing Committee on broadcasting. Jan. 11. Juneau made the remark while the committee's decision last month to ban "wholesale and indirect" importation of U.S. networks by microwave.

The decision was made after a score of cable television companies applied for licenses to use microwave to plug in transmission blocks of U.S. network programming to distant cable subscribers. At the time of the hearing, the CRTC pointed out that it was not prepared to see the market coverage of U.S. stations grow while it would severely affect potential advertising revenues of Canadian stations, impede the development of Canadian smallers, and discourage both an improvement in Canadian content, and "Americanize" the viewing habits of Canadians.

It was the CRTC's first major programming decision since its creation in 1968 to try to free Canadian broadcasting system.
COME AND GET IT

BADFINGER
FROM THE SOUNDTRACK OF THE FILM ‘THE MAGIC CHRISTIAN’
GIL RECEIVES RIO AWARD
RIO DE JANEIRO — Gilberto Gil was awarded the Golden Dolphin as the year's best composer by Rio's Museum of Image and Sound. His compositions "Aquele Abraco" (That Hug), "Cerebro Electronico" (Electronic Brain) and "Virgenes" (Virgin's Store Windows) won the prize for him.

Antonio Carlos Jobim won the Museum's Estacio de Sa prize for the greatest services rendered to Brazilian music.

NEW MUSIC STYLE IS BLOOMING IN ARGENTINA, MIXES FOREIGN, LOCAL
By RUBEN MACHADO

BUENOS AIRES — The year 1969 saw the final flowering of a musical style that has consolidated its appeal among Argentine youth over the last two years. The year ended with 30 local groups playing hit material that maintained foreign significance.

The opening of the city's American Theater and the opening of the North American American television show "American Bandstand," the name of the show, the name of the show, is now a household word.

The group in this opening of the show is called "The Beatles," and they are now appreciated by the older generation.

RIO QUITS NOISE BAN
RIO DE JANEIRO — The city government has suspended its antinoise law which stopped retail stores from playing recorded music through sidewalk speakers.

This has been a criticism from the Retail Stores Association that the law hurt business.

Further, a recent report that sales were down during the busy Christmas season last year, dropped to 25 percent over the previous year.

The anti-organic curb, several major Rio stores built soundproof booths on their premises.

U.K. ELEKTRA IMPORTS PROMO POSTERS ON NEW LP TITLES

LONDON — Elektra Records, U.K., is importing promotion posters from its parent company in the U.S. for dealer display on all new albums released.

Label supervisor Mike Hales said that "dealers in areas with dense student populations will receive the posters automatically, and other dealers can obtain the material on request.

And, next week, the company will again use a merchandising program to promote the posters to other point-of-purchase materials to London dealers.

The program is called "Inside Silver," which has just recently entered the charts.

The team of five girls used jointly by Atlantic and Elektra recently found by Hales were "entirely successful. They undoubtedly got displays material in windows and shops where it may not otherwise have been possible." The girls were called "the Star on BBC Show"

LONDON — A new BBC-2 television program featuring a variety of pop music was launched last January. 10. The program, "Disc 2," is now a unique feature in that it presents the music almost entirely through records. There are no interviews, no art, or performing goup on each show. Visuals for the program are created by films and other electronic equipment available to the medium.

According to producer Grenville Jenkins, "Disc 2" was conceived after the success of the BBC-TV program produced around the Beatles album "Abbey Road" when it was released in November. "Disc 2" will be linked together by Tommy Vance. The show will run 25 minutes.

TOSHIBA PUSH ON CAMPBELL
TOKYO — Toshiba has launched a new campaign for Glen Campbell, which kicked off in late January, with a parade of the singer's show through the city with Japanese and U.S. girls in western garb visiting every Toshiba record store.

The campaign will last throughout February, concentrating on Campbell's latest Japanese release, "Try a Little Tenderness.

U.S. Capitol sent over a huge supply of 10 gallon stereo sounds for Toshiba to distribute to each customer buying a Campbell album. The promotion also extends to radio and television.

The campaign is coordinated by Shinzo Ohtani, assistant chief of international repertoire, Toshiba. The company has released eight Campbell singles and eight singles in the last six months.

SOUTH AFRICAN GOLLENBOC NAMED
JOHANNESBURG — Arnold Gollembo has been named managing director of the newly established Record Company. CBS and Related in South Africa, has also been appointed South African Record Manufacturers and Distributors Association for 1970.
From The Music Capitals of the World

Continued from page 64

an advance order of over 50,000 tickets for the show... Rico re-leases the first album, by Nor-

gal Gas on their Firebird label. The LP features George Oliver formerly of the Mandala... CKBB, Barrie, got a heavy re-

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Philips' Vossen Sees Classical Disk in Profit and Loss Terms

CANNES—The classical record industry is a prosperous one, and producers have to consider profit and loss factors as well as artistic motives, said Palm-Verster Vossen of Philips, Holland, at the classical division at the MIEM Browning Symposium on the role of classical music in the modern world.

The producer had to work on a tight program based on market and competition research, he told the two-day UNESCO International Music Council sponsored gathering, chaired by French composer Marcel Landowski.

Each company has its musical performances, and production was affected by budget, its own repertoire and availability of artists, but the artistic world and the public should not forget the commercial aspect.

"The industry cannot be expected to curtail its business operations and cannot be expected to turn away from this ideal," he said.

Know Product

Commercially, each company has to know and understand its market. "Now we are reaching the point in many countries that are public aware of a commodity they become potential customers. The producer's job is to ensure that they become satisfied customers," he went on.

The rise in contemporary music ushered in the potential of the market, and this when young will still be protesting against its environment and when composers now widely acknowledged have fallen into oblivion. "We are living in an age of new music and new genres of instruments and thus a new audience has to be created," he said, adding that Philips one contemporary music album in twelve proved a commercial success.

But he considered classical hit charts could be misleading in revealing the rise of contemporary music.

"A modem album, on its own, has topped various hit parades, but these never take into account that at the same time 25 versions of Beethoven's 'Eroica' can be on the market and individually selling furiously. For the future, Van der Vossen insisted that record companies form a large link with the mass communication media of radio and television, and that co-productions would develop increasingly.

Promotion

Pop radio's part in this was crucial, he said. Radio Luxembourg's Philippe Adler who revealed that, thanks to air play, the momentum for logs and opportunities for Vivaldi, 80,000 copies had been sold in France.

"With the Erato company we adopted the work and plugged it, to the extend where people who had never heard, and certainly never bought, concerto one single album of classical music, now one such recording in their homes," he said.

Absenstee Will Regret It: Chevy on MIDEM

CANNES—Many record companies and music managers will regret not coming to MIDEM this year, said note music executive at the opening session after the five-day event.

They missed important contacts with more than 400 concert organizers and impresarios—"the sort of people who are the backbone of the market," he said.

Chevy considered that the MIDEM Classic would, after this initial experiment, constitute a definitive forum for the future—"after all, MIDEM Pop lost money for three years," he pointed out. He hoped the classical festival would reach two or three years the level of the pop market.

By next year, Chevy envisaged there would be 200 stations and 1,200 participants in the classical market of MIDEM, which was already 80 stands and 800 participants.

On a suggestion that the two markets was "integrated," Chevy replied this was not planned in the near future as the potential for this event would overwhelm the classical activities. A decision might be made in the near future.

In this first venture the U.K. Board of Trade backed British performers, and along with the Germans declared themselves very satisfied and had made useful contacts.

Two examples were deals between Melodija, the Soviet record company, and Marconi; the French EMI company, which was handled by the classic division of Barclay Records, one of the few record companies to introduce classical music.

On the artistic side, changes were made, and agreement with UNESCO for next year's concert.

Chevy said that these would only last 90 minutes (this year most of the were almost three hours long) and a more careful selection process would be made regarding the artistic material with a sponsorship by the International Music Council. He also hopes it would be financially possible to bring to Cannes an international symphony orchestra.

There would be a three-day break between the two markets next year instead of the two-day gap this time. The music symposium will be organized with shorter sessions on one specific theme each day and would cover both pop and classical music.

In the first MIDEM Classic and the MIDEM Classic would feature music in contrast to this year's Asian operation. The symposium would be based on the work of young composers and contemporary music.

Canadian Music, Eric & Co. Tie

TORONTO—Canadian Music Sales Corp. has signed an agreement with Tribune Recording Co. of Dublin for the release of the company's dominion product in Ireland and the U.K.

In a reciprocal agreement, Tribune Music Co. has appointed CSM Canada's Canadian representative, the past CMS Canadian representative in the U.S. Mr. Darragh, the Pacific Showband, Danny Doyle, Murray Healy and Pecker Dunne.

CSM recently expanded activities with its subsidiary company, Time Being Music, when the publishing house took over Canadian control of over 250 U.S. country music copyrights from Infinity Music Publishing of Vail's Gate, N.Y.

Reuter & Reuter Extends Deals

NEW YORK—Lennart Reuterstark, head of the Stockholm-based publishing, Reuter & Reuter, extended its deals with Robbins, TRO, Schirmer and Herb Weiss' Anisberg Grace Fund during his trip to New York. He also placed some of his Reuter & Reuter songs with Spots in Spain.

Among them were songs arranged by Lynn and Schirmer, Ulrich Neumann, waltzes with Bourne, and a lanai classics with Arnold Maxin.

Michel Bernstein, the general manager of Valois, describing the agreement as "a very interesting experiment but rather quiet in terms of what we will know more next year." Major record producer ab- sent, who had been expected to participate in both the Classical and Pop MIDEM, said "reasons for personal reasons," the CBS French president, Jacques Souplet stated.

European record publishers, Barenreiter Verlag and B. Schirmer who both represented but interest was considered important and it was the opportunity of important new contracts for British publishers, although he had hoped for stronger Continental participation. The leading French classical publishers were present, Choujourn, Hengel, Ledus and Durand, with Absentee Will Regret It: Chevy on MIDEM
Pop MIDEM Marked By Floury of Deals

- Continued from page 1

U.K. official of MIDEM, estimated that the majority of British artists had settled their first deals by noon.

EMI International chief Leonard Wood commented that one afternoon he had offered three catalogues, each on paperless deals, but added that the British have cost EMI nearly $1 million in front money. Wood, making his first visit to MIDEM, said he was impressed by most of the facilities and opportunities but thought the exhibition should be completed after the hurlyburb of MIDEM.

In fact, business transactions were under way prematurely. The finishing touches of the official offices were still being made in the New Palace of Festivals and the Cannes seaside promenade at a cost of $2.48 million.

For example, Cyril Shapiro spent one day with “Love Is Blue” composer Andre Popp at Venice. 20 miles from here, in the country of Pop, the latest instrumental is being published, and is receiving its premier by Hendrix’s “My Generation,” as side one of the new Hendrix album.

The general consensus is that the music business is in good shape, despite the ineffective air conditioning, off-color behavior of some tourists over previous years when a hotel has had to be converted. Each time the hotel added its own stereo player, tape recorder and telephone. But the New World, which has increased office accommodations by 25 percent, has still not kept pace with demand for office space, which were turned away while CBS at the last minute pulled out, following a dispute.

More than 400 firms from 43 countries including Japan, Brazil, New Zeeland and Nericaparticipated.

Before Popular MIDEM opened, EMI held an international publishing meeting.

At an all-day session on Saturday, U.S. South America and Australia discussed EMI’s future publishing activities for the first time together since the acquisition of Keith Prowse music.

Meanwhile, British participants have made major promotional efforts. Larry Page is padding a Penny Fairthing cycle on the roof of a car along the seafront; John Lennon sent a delivery of hundreds of disks of British steel rock, and the Associated Press has distributed 300 special wire watch stickers by custom formals at Nikon.

The local staff were preparing preparations for the meeting of John Lennon and Yoko Ono from Denmark, and a yacht on the road for the couple in the Bay of Cannes.

LYNX’S Human Beast LP to Get Decca Release

CANNES — Rex Oldfield’s LYNX Production Co. has placed an album by a new act, Human Beast, with Decca for most major territories of the world. Amplex has the tape rights.

Oldfield is also offering five albums to Decca in the next six months, with Amplex has already taken. Oldfield commented that they are more interested in marketing than selling and the market is very competitive.

Larry Page acquires three masters for the Penny Fairthing label including the Buchanan Brothers Song Events Records in the U.S.

Roger Welch of UA Music is negotiating three major deals, one with Warner Brothers, one with EMI, and the third to a company specializing in background music. Welch is seeking the acquisition of an album by a new act through UA’s newly formed background music library.

Page One, which recently switched its distribution in France from Philips to CBS, is now having talks with Supreme for U.S. distribution. The company is keen to the Page One and DJM labels.

Stephen James is also keen to sign with both Page One and DJM labels.

Alan Keen Music has made a subpublishing arrangement for the U.S. for two tracks on the Jefferson album, released in the U.S. on Janus, with Ivan Mogull Music. The songs are “City Girl” and “Look No Further.” Keen is also having discussions with regard to a catalog representation in Germany and Scandinavia.

Michael Weston, who runs the Mencap Chappell label and also has Little Stephen, a joint logo with Polydor, will be launching a deal with a major label in mid-February to be distributed by Poly and Solomon and Peres. The combined effort will take a U.K. industry lead by being the first to have its singles placed by May of B.B. and T. Strings which are to be released on Mencap’s ‘budget’ label, Peres. Weston is also looking to an American company which is planning to use the label of British which Weston would administer.

Music Council Gives MIDEM the Cultural Sendoff

CANNES — UNESCO’s International Music Council (IMC) under-secretary general of education, has invited the IMC to its first venture into the classical field, UNESCO’s cultural tradition, both by experienced and internationally known performers and by a selection of a dozen aspiring young artists, UNESCO’s culture and traditional trade activities.

Apart from UNESCO, several record companies and agencies, particularly from Eastern Europe, made their contribution to the twice-daily concerts during the five-day festival. The opening was over by violinist Yehudi Menuhin, selected 12 young artists from an entry of some 30 countries and, appearing in many cases, for the first time away from home, they had the chance to perform with such names as Matsilav Rostropovich, Henryk Szeryng, Australia’s Seefried and Philippe Entremont.

The response from agencies and impresarios was immediate, international tours booked for many of the performers on the spot.

Back MeUing’s aim was the French Radio and Television (ORTS) which broadcast all the concerts, three of which featured the Monte Carlo Opera Orchestra.

IMC’s two other activities in this field, the Young Composers Competition and the Rostrum were also represented, the latter with a concert by Ingrid Sjöberg, Shankar and Bismillah Khan.

Other Performers

Other performers included

- Festival Into U.K. With Disk

LONDON—Festival Records has announced a U.K. distribution deal for a Swedish band, "Sway in Love," a new single for the Festival, "Love’s Song," which is due for release in late February.

The deal was arranged by Festival’s managing director Mike Sloman, who said as far as the U.K. is concerned, Festival will be the first and only way to keep the U.S. free contractually so that our artists can be placed in the States and who can serve their best interests.

Other Festival executives in this country are Peter Goodbody, vice-chairman and Vikki Walton, international coordinator. In addition to L.A., Festival has signed producer-engineer Mike Vickers, Lyn and Graham McCarthc, Ronnie Dunlop and Labit Strife.

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Via Bertola 34 Turin (Italy) Tel. 5753

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SP 1419
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JANUARY 31, 1970, BILLBOARD

69
**Crewes Runs Large-Scale Promo on 1st Fox U.S. LP**

NEW YORK — Crewes Records is running a large-scale promotion for the first time. The company has acquired the Fox of Britain, a British group. The LP is the first release under the label, and includes a promo copy of the Crewes and Panda Productions, operated by Adrian Miller and Pat McGovern. Crewes has estimated 24 albums will be produced by Panda for Crewes in the next three years. The Fox pressing is packaged with a wraparound color poster of a fox, which can be torn off the LP along a perforation.

**Ampecp Film Bow Dream**

NEW YORK — The massive promotion campaign mounted by the newly formed Ampecp Records continues with the screening of a color film introducing the American Dream on independent television stations across the nation.

The three-minute film features the group's new single, "Ain't Searchin'," and has been programmed to be shown on television outlets throughout the U.S. and Hawaii.

The movie was produced by Gene Weed of The Film Factory in Los Angeles, and includes footage of stations KIJH, Los Angeles; KTRK, Houston; KSFR, Los Angeles; WJBS, New Orleans; WNJU, Newark; WJIC, Chicago, and KQSD, Portland.

**Chess Adds 2 Vintage LPs**

CHICAGO — Two more albums in the Chess Recording Corporation line will be released this month along with a jazz series soon to follow. The June releases include a collection of two biographies entitled "Pop Origins and Soul Out." Both are collections of former hits recorded on Chess Records and their subsidiaries.

The jazz series is due out in Chess's regular February release. These include either five or six jazz albums.

**Debonair Disk Co. Is Formed**

NEW YORK — Debonair Enterprises Ltd. has formed Debonair Records, with Yvonne Carroll as president and William Willis as vice-president. Willis is the first artist for the new label. A. J. Parente, an international singer, is the first single by Parente, "I Only Have Eyes for You." The song was recorded in the U.S. Debonair Records plans a full line of jazz and R&B. Debonair is based in New Hyde Park, Long Island.

**French Rights of "Plane to Granite"**

NEW YORK — Criterion Music Corp.'s affiliate in Paris, Granaie de Paris, has acquired the French rights to "Leaving a Jet Plane." The song will be recorded by Gilles Marchal.

**Starline Series**

LOS ANGELES — Capitol has revitalized 40 super oldies, and is promoting them with a special counter display which holds 130 singles has been prepared. Included in the promotion is a calendar with fox artwork, in-store and window displays, a special stereo commercial for FM use, which will be followed up on radio, and booklets and ads in underground publications and concert programs.

The album, "An Estimate of the album's material, which is being published by Saturday Music, Crewes' publishing affiliate. The U.S. tour for the group is being set up by Frank Rogan, Crewes' national promotional manager, is coordinating the campaign.

**Goodman to Tour Europe**

NEW YORK — Benny Goodman will tour 15 cities in Europe this summer. He will be in Zurich. Goodman has put together a 16-man band and will bring his own stage sets for the tour. The U.S. tour portion will include a 14-city tour of the U.S. The tour will be a date behind the Iron Curtain in Bucharest on Feb. 16. The tour will begin in May and conclude in August.

The American Dream has been appearing in the Philadelphia area for the past two years. Larry Foster, president of Ampecp Records, said that along with television time, his company is making a heavy commitment to radio advertising on top 40 and underground stations for the group's single.

**Bricusse & Godfrey Team For Film**

NEW YORK — Leslie Bricusse and Hal David have formed an independent film company. The company is the publication of the cast from the new musical film, "The Sound of Music," which started production in London on Jan. 12. The play has been adapted for the screen by Bricusse from Dickens' "A Christmas Carol," is with Albert Finney. The musical is planned for a Christmas 1970, opening in January. "Sound of Music" will maintain offices in London and Hollywood.

**Mourbar Gets Score of Purlie**

NEW YORK — Pickwick International's southern division, Mourbar Music, has acquired the score to the upcoming Broadway musical "Purlie Victorious," by Peter Uell and Gary Marx. The score was used to open on Broadway in Manhattan.

**Willet & Dowkin Bow a Prod Firm**

LITTLE NECK, N.Y. — Willet and Dowkin Productions has launched here with a musical adaptation of "Purlie Victorious" by Peter Uell and Gary Marx. The score was used to open on Broadway in Manhattan.

Mourbar has already pressed and shipped a demonstration LP to the score of artists, producers and artists & repertoire heads.

**Makaha Label Is Back in Business**

HONOLULU—Makaha Records is back in production with "SOS Fever," an album presenting the Pariser Band, who are the Outrigger Hotel's main showroom attraction.

An initial pressing of 5,000 copies — big in terms of local sales — is being marketed to record retailers. George Chu, head of Makaha, hopes it will be an example to Mainland customers. He plans five or six SSL albums during the year.

**Allied Radio Opens 5th Michigan Store**

CHICAGO — Allied Radio Stores, Inc., has opened its fifth retail store in Michigan. Located in Troy, Mich., the store will be managed by Dave Hadsall, formerly manager of the Eastwood store. Hadsall, who is now manager of the Troy store, carries a large selection of home entertainment products, now has 37 stores serving six midwestern states and Texas.
Johnny Cash has a new album, "Hello, I’m Johnny Cash."
And from the album which includes "See Ruby Fall" and "Blistered" he’s
got a new single, "If I Were A Carpenter." (#4326)
Sung with his wife June Carter.
He’s also back with his own TV show.
Now that’s a face 23 million people can love.

Beautiful.

On Columbia Records®

Also available on: HC 1234 4-track reel-to-reel stereo tape. 16 10 0826 8-track stereo tape cartridge.
14 10 0826 4-track stereo tape cartridge. 16 10 0826 stereo cassette.
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Continued on Page 75
Michael J. Brody, Jr.
The War Is Over (M. Brody)
You Ain’t Going Nowhere (B. Dylan)
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Compiled from National Retail Stores by the Bests Popularity Chart Department and the Record Market Research Department of Billboard.
Three weeks ago our ad predicted the charts...

We’re tickled pink that we were right!

Frijid Pink

Now on both single and LP charts
...and climbing!

SINGLE

HOUSE OF THE RISING SUN

LP

INCLUDES "HOUSE OF THE RISING SUN"
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<th>Hot 100</th>
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<td>2</td>
<td>Thriller</td>
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<td>3</td>
<td>It's So Hard</td>
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<td>4</td>
<td>Everyone's Talkin'</td>
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<td>Ain't No Sunshine</td>
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<td>6</td>
<td>Stand By Me</td>
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<td>7</td>
<td>The Power of Love</td>
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<td>8</td>
<td>Love Train</td>
<td>8</td>
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<td>9</td>
<td>The Love You Save</td>
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<td>10</td>
<td>Thrust Your Love in My Way</td>
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**Hot 100—A to Z (Publisher-Licensee)**

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<td>A Night in Tunisia (For Baby)</td>
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<tr>
<td>Always</td>
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<tr>
<td>Always On My Mind</td>
<td>15</td>
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<tr>
<td>Always On My Mind (For Baby)</td>
<td>16</td>
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<tr>
<td>And I Love You So</td>
<td>17</td>
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<tr>
<td>And I Love You So (For Baby)</td>
<td>18</td>
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<tr>
<td>And I Love You So (For Baby)</td>
<td>19</td>
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<tr>
<td>And I Love You So (For Baby)</td>
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<tr>
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<td>23</td>
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<tr>
<td>And I Love You So (For Baby)</td>
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**Top 20 Pop Spotlight**

*This record is predicted to reach the top 20 of the HOT 100 Chart*

**SIMON & GARFUNKEL—BRIDGE OVER TROUBLED WATER**

(Prod. Simon, Garfunkel & Artie Kornfeld) (Clarion Cross, BMI) - The duo has not had a release since their smash "The Boxer" last summer, but they are going straight to the top with this beautiful, almost religiously oriented ballad. Performance and arrangement are perfect. Flp. "Keep the Customer Satisfied" (Clarion Cross, BMI). Columbia 4-85079

**BOBBY SHERMAN—EASY COME, EASY GO**

(Prod. Jacki Jillett) (Writers: Keller-Hilderbrand) (Screen Gems-Columbia, BMI) — The current popular follow-up to Sherman’s "La La La" and "Little Women" hits, and it is sure to meet with the same success. A buoyant rhythm that’s headed right for the top of the charts. Flp. "Sounds Along the Way" (Green Apple, BMI). Motown 177

**Top 60 Pop Spotlight**

*This record is predicted to reach the top 60 of the HOT 100 Chart*

ARETHA FRANKLIN—CALL ME/SON OF A PREACHER MAN

(Prod. Jerry Wexler, Tom Dowd & Artie Schuff (Writer: Franklin (Pentecost), BMI) / (Writers: Winfield-Wilkins-Hines) (BMI). Aretha Franklin follows up her "Chain Gang" with another powerful, soulful knockout that should prove a hot sales item. First side is an original soul ballad, while the flip is a driving reworking of the recent Dusty Springfield hit. Atlantic 3706

GRASS ROOTS—WALKING THROUGH THE COUNTRY

(Prod. Steve Barri) (Writers: Francesc-Macias) (Mills McObie, ASCAP). The group opens with a stroll down Memory Lane. Second side is a hint of the country with "I Don’t Want to Know," everything. Another exceptional performance by the group. Flp. "Sunday in the Country" (Trinity 8442, BMI). Buena Vista 4137

**KENNY ROGERS & FIRST EDITION—SOMETHING’S BURNING**


RAJDERS—JUST SEVENTEEN

(Prod. M. Lindsey) (Writer: Lindsey) (Room, BMI). Paul Beavers, Mark Lindsey and the Rajdiers’ group can easily make a chart and sales comeback with this buoyant rock item that has all the ingredients of their previous winners. sewell 110

FRANKIE VALLI—You’re Gonna Have Trouble (I’ve Got Mine) (Prod. Bob Gaudio & Bob Crewe) (Writers: Cook-Greenway (Stills), BMI). The Ventures’ hit of the early sixties gets a thorough updating via this Valli outing, and is sure to attract much attention. Philips 40661

ROGER MILLER—the Texas County Fair Party (Prod. Jerry Kennedy) (Writer-Linde) (Columbia, BMI). Miller rode to the top of the country charts with his chart-busting "The Real Thing" and "The Bobby McGee" hits, and this rhythm outing should quickly bring him back to the easy listening chart as well. Smash 2518

EDDIE FLOYD—California Girl (Prod. Booker T James) (Writer: James-Floyd) (Columbia, BMI). Floyd hit the bottom of the Hot 100 but did well on the Soul charts with "Why Why Why Yea Yea Yea" and "Bobby McGee" hits, and this rhythm outing should quickly bring him back to the easy listening chart as well. Smash 2518

SIR DOUGLAS QUINTE—Honey Locomotive (Prod. Huey P. Smith) (Writer: Smith) (Southern Love, BMI). With the teen-teen flavor, add a solid rhythm group, and you could easily return to the charts in short order. Smash 2188

UNDERGROUND SUNSHINE—5 in 3 (Ain’t My Bag) (Prod. Jonathan Little) (Writer: Little) (Mod sunlight/Midnight Beams, BMI). The "Birthday" group makes a strong bid for top chart honors with this rocking out track that is given a solid vocal workout. Capitol 75199

**Top 20 Country Spotlight**

*This record is predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart*

JERRY LEE LEWIS—ONCE MORE WITH FEELING

(Prod. Jerry Kennedy) (Writers: Koresh-Shoen-Schwarzen, BMI). Lewis rode to the very top of the country charts with his "She Even Makes Me Up to Say Goodbye" hit, and now he has even more potential with a smooth, rhythm ballad that should fare even better. Top material, performance and production. Flp. (No Information Available). Smash 2157

PORTER WAGONER & DOLLY PARTON—TOMORROW IS FOREVER

(Prod. Bob Ferguson) (Writers: Purnell) (Dwight, BMI). Wagoner & Parton are in their "Always, Always" bag again, as they team up for a moving performance of this original Parton ballad that’s sure to carry them right back to the top of the country charts. Flp. "Nobody Never Dies" (Dwight, BMI). RCA 47-4799

FARON YOUNG—OCASSIONAL WIFE

(Prod. Jerry Kennedy) (Writers: Kardy) (Kartek, BMI). Young changes pace from his recent "Wine Me Do" winner to a smooth ballad entry here that should prove equally successful on the sales charts. Flp. "The Guns of Johnny Rendy" (Open Door, ASCAP). Mercury 73018

JOHNNY DARRELL—MAMA, COME ON GET YOU BABY BOY

(Prod. Larry Morris & Dick Rowdy) (Writer: Blackwell) (Wine, BMI). With the sales and chart potential of his "Why You Been Gone So Long." Darrell follows up his recent "Boat" version with a smooth, easy beat rocker. This will bring him back to the top of the country charts in a hurry. Flp. "Three Days" (United Artists). 90629

**Chart Spotlight**

*Spotted to reach the HOT COUNTRY SINGLES Chart*

PODDY LITTLE-Mama, I Won’t Be Wearing a Ring (Bill & Range) (Blue Cross, BMI). DOT 173280

JEANIE SULLY—Please Be My New Love (Tone, BMI). DECCA 35528

SUE THOMPSON-BAY ACPF—JE-TI Can’t Take It Anymore (Evan, BMI). MCKEE 1338

JOHNNY JENSON—God Put a Rainbow in the Clouds (Fred-Rose, BMI). DECCA 32637

**Top 20 Soul**

*Spotted to reach the top 20 of the TOP SELLING R&B SINGLES Chart*

**No Soul Spotlights This Week**

**Chart Spotlight**

*Spotted to reach the SOUL SINGLES Chart*

LEE CHANDLER—Girl You Turned Your Back On My Love (Cochran/ Franklin, BMI). BAMBOO 116

HINDAL BOLTS—Waffle Canulle (Bull Fighter, BMI). M-5 270

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.
Fiddler's World Title Parley
Set for March 26-28 in N.C.

UNION GROVE, N.C. — The 46th annual World's Championship Old-Time Fiddler's Contest will be held March 26-28 on the 70-acre farm of J. Pierce Manley in Union Grove, N.C. There will be 150 string bands from across the United States, Canada, and Mexico, and 83-year-old H.P. Van Huy who founded the gathering. The contest is a benefit for the Manley Children's Home. The meeting will be held in a big-top tent. There are camping areas and a 30-acre space for parking. Among the groups who will be appearing are the Advocates, Greenfield Boys and the Mountain Ramblers. Last year's event attracted 35,000 fans. Contributions from the proceeds go to local worthwhile projects such as the fire department and school. The farm site is a five miles east of the school on country road 1849. As usual, the entire event will be taped, edited and released on the Union Grove Talking Machine label. A book companion to the meeting is now being prepared.

Atlantic's W-80
Coast Meet Draws
$5.5 Mil In Orders, 400 Distrists

Gold Awards

Bobby Sherman's "La, La, La," on the Metromedia label, has received an RIAA certification as a million-seller. This is Sherman's first gold single and comes only two months after the certification of "Little Wooden Horse," his debut single for the label.

The RIAA has certified two records by the late Buddy Holly (single and an album) for gold records. The Holly records were sided with "That'll Be the Day," by the Crickets (with Holly on drums) and "Brewster Holly Story." Both are on the Coral label.

Rene Production Deal With Bizzet

NEW YORK — Joe Rene, head of Rene Enterprises, has concluded a production agreement with Bizzet Productions, Inc., a subsidiary of Bizzet Bruxelles, Belgium. All masters previously produced by Rene for Bizzet will be released worldwide. The first session for Bizzet will feature Rene's New Orleans Sounal, an instrumental group.

Mec & Fountain Production Deal, Plan Writers' Workshop

CHICAGO — A production agreement has been signed between Mec & Fountain Record Corp. and Fountain Production Records, Inc., and the creation of a music writer's workshop is part of a plan by both companies to revitalize this area of the record business.

Under the agreement, Fountain Records has exclusive release rights on the Mercury Records label. Fountain is headquartered on South Michigan Avenue here and is fronted by music publisher Jerry Butler and his brother Billy three years ago. Under the agreement, Mercury plans to sign several new writers and songwriters the first of which will continue to release some of its own product and will shortly announce its distribution plans.

The Mercury/Fountain tie, which will include prerecorded tape rights, will involve Billy Butler, a group called Infinity, female vocalist Jackie Ross and two other writers. A new album will be released for Mercury, too, with Joyce Dunn scheduled as a first endeavor. Mercury will also publish a song book.

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WE COULD SAY

a swinging, out-of-sight, stupendous, super, fantastic,
next number one single

OR WE COULD SAY

here comes Bobby Sherman’s third gold single in a row
but we won’t.

We’ll just say, Bobby’s new single is titled

“EASY COME, EASY GO”

and let it go at that!

BOBBY SHERMAN