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 SEVENTY-SIXTH YEAR

The International
 Music-Record-Tape
 Newsweekly

COIN MACHINE
 PAGES 20 TO 25

Country Talent Fees Up; Booker Alarm

By CLAUDE HALL and BOB GLASSNERBERG

NEW YORK — Inflation has hit the country music talent field and many performers are now charging double and triple their fees of a year ago. Some artists, such as Johnny Cash and Charley Pride, have priced themselves even higher. Cash is reportedly asking 85 percent of the gate in many cases. Several radio stations say Pride is asking \$3,000. These are two of the hottest acts in the field

right now and nearly all broadcasters who promote shows say they're worth it.

But several radio stations are protesting that most country artists are pricing themselves out of reach, including several who aren't that big anymore. A.V. (Burr) Bamford, president of KBER in San Antonio and a veteran country show promoter, is spearheading a campaign for

(Continued on page 8)

Widen Argentine Collections

By RUBEN MACHADO

BUENOS AIRES — The Argentine government has "nationalized" royalty collection for composers by issuing a new decree establishing that the Argentine Society of Music Authors and Composers (SADAIC) will take charge of collection in Argentine republic territories.

Composers, local or foreign, must operate through SADAIC, the decree states. SADAIC has also been given power to coordinate collection and admini-

strative procedures with other societies.

The Society has been authorized to establish collection terms and tariffs, to demand sworn declarations from users, to request a list of performances, programs and other means of verification and to request the intervention of the authorities to uphold the decree.

SADAIC will be able to apply a 20 percent tariff when co-

(Continued on page 56)

12-Inch LP Trade's New Single, Racusin's Forecast for the '70's

By MIKE GROSS

NEW YORK — "The 12-inch LP will become the record industry's 'new single' sometime in the 1970's." That's the prediction of Norman Racusin, president of RCA Records, whose label chalked up 1969 as a banner year in which it had 10 single records—more than any other company—certified as gold records by the Recording Industry Association of America.

In Racusin's view, the 12-inch LP will probably serve the industry just as the 45 rpm disk did in the 1960's. The takeover of the LP from the single, according to Racusin, is both practical and feasible for the following reasons: 1) LP product is now being conceived as a single; 2) the promotion techniques applied to the single in the past are now being applied to the LP; 3) LP's are now being used to introduce new artists just as singles had been used, heretofore as an artist's launching pad; 4) the discount pricing of the LP, in terms of real dollar value, is not too far apart from the price of the single. Also, the LP has become an easy purchase for our affluent society.

Racusin considers the advent of the new "LP single" as a healthy development for the industry and believes that this will result in an increase in multirecord packaging. "The multidisk package," he said, "will probably be the true album of the future."

Racusin expects the "LP single" to be a fait accompli by the end of the 1970's, and that tape,

in all its formats, will continue to be a supplemental force. "We expect that records will still be around by the end of the 1970's," he said.

At this point in time, however, Racusin continues to see the 45 rpm as a highly marketable item and noted that RCA is kicking off the new year with several singles that incli-

(Continued on page 56)

American Airlines & Ford Fund's Classical Campaigns

By FRED KIRBY

By LEE ZHITO

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

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

(Continued on page 4)

NEW YORK — American Airlines will unveil a new prime market radio advertising campaign aimed at expanding the public's interest in classical music. The new radio series, which will supplant American's 16-year-old "Music Till Dawn" program, is seen by many industry leaders as a springboard for an all-out industry drive to broaden the total market for serious music.

Simultaneously, the Ford

(Continued on page 4)

Lennon Plans Giant Peace Festival in Canada July 3-5

By RICHIE YORKE

TORONTO — Beatle John Lennon is planning what could be the biggest pop music festival. Twenty-five percent of the gross going to a newly formed Peace Fund, to be administered by a newly formed Peace Council which already includes John and Yoko Lennon, Dick Grego-

ry, Rabbi Abraham Feinberg, and Jerry Wexler of Atlantic Records.

The Lennons spent a week in Canada at the invitation of a group of "Canadian friends." Two press conferences—here and in Montreal—were held during which the couple announced the Peace Festival to take place at Mosport Park, near Toronto, on July 3, 4 and 5.

Lennon also revealed plans for a new chain of peace radio stations, an international peace vote, Year One A.F., and a Canadian involvement in his positive peace persuasion campaign.

Lennon also met with Canada's Prime Minister Pierre Tru-

(Continued on page 42)

Bernstein Fest in Holland Aug. 4-7

NEW YORK — Promoter Sid Bernstein's European Festival will take place Aug. 4-7, at Apeldoorn, Holland. The festival will be titled World Peace Music and Arts Festival, and Bern-

(Continued on page 56)



Numbers are important to the Jackson Five. Their big number now is a low number on the charts—the smash single, "I Want You Back" (Motown 1156). And for their next number—their debut album, also titled "I Want You Back." For these Diana Ross discoveries, the 70's mean success.

(Advertisement)

CBS Adds 2 More European Outlets

By IAN DOVE

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

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

Schein revealed that the Madrid-based Spanish company would be important as a primary European outlet for CBS' Latin product. "We will now be able to exploit our major Latin talent like Sandro and Pavo properly," he added.

CBS International showed a 25 percent increase in sales in 1969 over 1968, said Schein, stating that there had been a steady growth pattern over the last 10 years. "I feel that our network of wholly owned subsidiaries is unequalled," he said. "We see Europe in the throes of a tremendous advance for the record industry and

(Continued on page 3)

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THE GOLDEN PLATTERS
 The Great Hits, Our Way
 MS 3185

Bobby McKitt
 Cut of the Crowd

Bobby McKitt
 Cut of the Crowd
 MS 3180

4 NEW

MUSICOR
 RECORDS

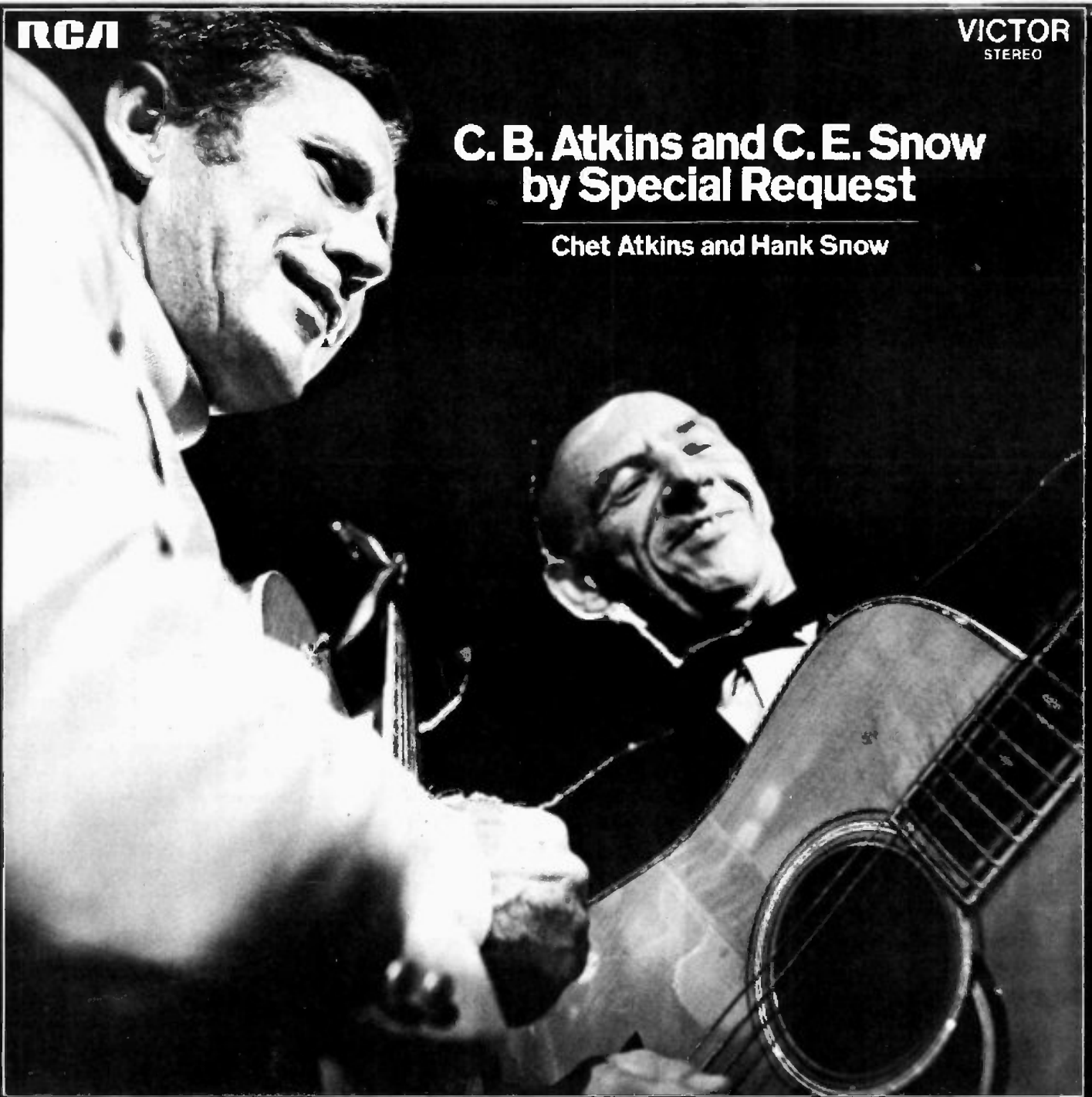
ALBUMS For '70

RCA

VICTOR
STEREO

**C. B. Atkins and C. E. Snow
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Chet Atkins and Hank Snow



LSP-4254

Chet plays.
Beautiful.

Hank plays.
Beautiful.

And they sing, too.

RCA
Records and Tapes

EDITORIAL

Salute to Schneider

The pioneers of the record business built well. They were men of vision and adventure. In the early '30's they started to reconstruct a crippled industry which had suffered a devastating decline in the era of the Great Depression. The dealer structure was shattered and the total annual dollar volume had sunk to a figure of \$10 million.

Surely these thoughts were in the minds of a group of executives who gathered in the board room of the Music Corporation of America Dec. 29 to honor Leonard Schneider on the occasion of his retirement as executive vice president of Decca Records.

Schneider entered the industry 43 years ago when he joined the Pathe Phonograph and Radio Co. He came to Decca from the American Record Co. and in the mid-'30's, along with Milton Rackmil, E. R. Lewis (now Sir Edward), Jack and Dave Kapp and others was a crucial factor in laying the foundations for the record business of today.

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

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

We trust he will maintain an important relationship with the industry he served so well.

CBS-TV Takes 'Usage' to Court

NEW YORK—CBS-TV network filed a complaint in the U.S. District Court for the Southern District last week against ASCAP and BMI. The complaint seeks an order directing the performing rights societies to grant the network per use licenses on "reasonable" terms.

Although BMI, as of Dec. 2, had not been served by the court, it had received a letter from John Appel, deputy general counsel of CBS-TV network, notifying it of the complaint. The letter asked for an

interim license and stated that, to not work economic hardships on BMI members, CBS-TV was willing to meet and work out a stipulation for per use fees pending outcome of the complaint in court.

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

so pointed out that BMI had been seeking to negotiate a new contract.

BMI was taping the local CBS-TV station here—WCBS-TV last week to determine if BMI music was being used. ASCAP could not be reached at press time to find out its moves against the network.

While CBS-TV network was launching its full-scale war against both BMI and ASCAP, claiming that the network would pay for the music it uses instead of a share of its revenues, NBC-TV and ABC-TV adopted "wait and see" attitudes.

The battle, brewing for some time, got underway two weeks ago when CBS-TV president Robert Wood notified ASCAP and BMI that it was seeking new performing rights licenses that would cover only music actually played.

With the lawsuit, BMI undoubtedly can feel itself well on the road to parity with ASCAP in the TV field. BMI had already begun to approach parity in radio and non-broadcast areas.

Soul City Is Bought by Bell

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

The new Fifth Dimension contract was negotiated by Bell president Larry Uttal with Marc Gordon, head of Marc Gordon Productions, which manages the group.

Ink Debbie Reynolds

NEW YORK—Debbie Reynolds has been signed by the Wes Farrell Organization to a long-term contract under Farrell's Coral Rock Productions. Recorded product will be released on Janus Records.

ade" and indicated that it would be spearheaded by the Who, who will have a new LP release on the market within the next two months. Martell is also banking on heavy play for Karen Wyman's debut LP which is due in March.

Meantime, Decca will get the new year off the ground with new releases in the pop field by Rick Nelson, and England's John and Anne Ryder. The January releases in the pop field include albums by Loretta Lynn, Jan Howard, Webb Pierce, and Jack Greene & Jeanne Seely. (See separate story on Decca's "Loretta Lynn" month campaign.)

In the jazz field, Decca has two albums by Jimmie Lunceford, and the classical offering for January is Faure's "requiem" performed by the Musica Aeterna.

Releases on the budget Vocalion line for January feature Bill Monroe & Blue Grass Boys, the Wilburn Brothers, Rex Allen, the Lennon Sisters with Lawrence Welk and His Orchestra, and Brenda Lee. In addition, Vocalion will issue, for the first time in simulated stereo, twenty-eight albums in its "Songs of Our Times" series, each devoted to the hit songs of the consecutive years 1916 through 1944.

Bob Thompson, head of MTA Records which will be distributed by Decca, introduced his label's new product which includes LP's by Brenda Byers, Bill Watrous, and the Collins-Shepley Galaxy.

Martell closed the disk portion of meeting with a preview of several new singles. Decca's home entertainment products presentation was made by the division's director Marvin Paris. The presentation unveiled 27 new models and Paris is noted that in support of the line, Decca was embarking on an extensive campaign to further penetrate the home entertainment market with a concentrated program of advertising and promotion on all levels. In addition, Paris told the meeting that the 1970 line will be presented and demonstrated at various distributor open-house showings across the country during the last two weeks in January.

Decca's 1970 line, for the first time, de-emphasizes the portable units in favor of modular components (five new portables and eight new modular component systems). The price range stretches from a low retail price of \$49.95 to a high of \$239.95.

Loretta Lynn Month Set

NEW YORK—Decca Records has designated January as Loretta Lynn Month. The campaign will be merchandised under the theme of "Country's Choice: Loretta Lynn."

In support of the campaign, Decca has instituted a comprehensive promotion and exploitation campaign on Miss Lynn's complete catalog of 20 albums, 18 cassettes and 18 8-track cartridge tapes. A full line of window streamers, mobiles, mounted lithos, consumer ad mats and 250,000 Loretta Lynn consumer brochures have been devised to promote the program.

A highlight of the modular component line is model DP-183 which introduces a revolutionary speaker system, featuring "Sound-in-the-Round," ran up-and-down firing speaker system which disperses sound in a 720 degree pattern.

Other features of the 1970 line include four new cassette players (priced from \$29.95 to \$79.95), including one unit with AM/FM radio, which is capable of taping directly from the radio into cassette; five new 8-track stereo units, one of which is designed for automobile use only, and is equipped with a built-in burglar alarm automatic head cleaner.

Another feature of Decca's 1970 line is that all portable radio product has been color-keyed to appeal to the youth market.

Other merchandise offered by Decca's Home Entertainment Products division includes a complete line of guitars, acoustic and electric, an electric bass, and a ukulele.

The audio visual presentation was produced by Zorba Productions, a subsidiary of the Forlenza Group.

CBS New Outlets

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aim is to penetrate the market on all levels."

Now that CBS is established in Europe the aim would be to branch out horizontally as well, into areas such as music publishing which was already being done, said Schein. "We feel that we are No. 1 in countries where we have been established longest—Canada, Mexico, Brazil, Australia, Argentina, etc. Now we aim to do this in other markets," he said.

Heading Discos CBS in Spain is Tomas Munoz, previously with Hispavox, who also had experience working with companies in Mexico. The Denmark company will be run by Sture Linden.

MPI Prod Opens Hollywood Office

HOLLYWOOD—MPI Productions opened new offices Monday (5), in Hollywood. Heading the creative Graphic group and advertising agency on the West Coast is Kathy Boyle, formerly of MGM Records. Sid Maurer, head of MPI, also announced plans to establish a film company for Donovan, whom MPI Productions represents.

Chappell's New B'way, Off-Broadway Shows

NEW YORK—Chappell & Co., Inc., currently represented as the publisher of Broadway's "Coco" and off-Broadway's "Salvation," has new shows due this season in both areas. Slated are off-Broadway's "House of Leather," due in March, and "Look to the Lillies" with music by Jule Styne and Sammy Cahn, the musical version of the film "Lillies of the Field." "Look to the Lillies" opens March 23 at the Lunt-Fontaine Theater.

"House of Leather" with book by Frederick Gaines, music by Dale Menten and lyrics by Gaines and Menten, will open

at the Academy of Music. Chappell also will be represented by Ralph Blane, who will present "Tattered Tom" with Hugh Martin and Timothy Grey on Broadway.

Another Chappell show will be a Broadway revival of "The Boyfriend." Off-Broadway, Chappell also has the long-running "The Fantasticks" and "Curley McDimple." Other off-Broadway shows include "Gertrude Stein's First Reader" and "Promenade." Chappell's successful year also includes The Pixie Judy Musical Troup, now featured at Felt Forum, in Madison Square Garden.

Singleton's Single Surge

NASHVILLE—November's single release gross of \$1,079,054 was the biggest month for the Shelby Singleton Corporation since "Harper Valley P.T.A." time, according to Singleton.

Six separate labels were involved. They included on Plantation, "Groovy Grubworm" by Harlow Wilcox, "Guilt Box" by Dee Mullins, and "Before the Next Teardrop Falls," all on Plantation.

Silver Fox releases included Gloria Taylor's "You Got to Pay the Price" and Betty LaVette's "He Made a Woman Out of Me."

On the SSS International label were "When the Blind Leads the Blind" by Peggy Scott; "Lonely Man" by Johnny Soul; and "Proud Woman" by Johnny Adams.

On Sun International were "Get Rhythm" by Johnny Cash and "One Minute Past Eternity" by Jerry Lee Lewis.

Other releases included the Gentrys' "Why Should I Cry" on Sun International; "Don't Let Me Cross Over" by Ralph Lamar on Honor Brigade; Samson and Delilah's "There's a D.J. in Your Town" on Black Prince; and 18 additional singles.

Kenton Forms Label to Sell Masters Leased From Capitol

LOS ANGELES—Stan Kenton has formed his own record label to sell via mail order his catalog masters leased from Capitol. The Creative World of Stan Kenton is the company name upon which the band-leader is offering albums which Capitol no longer stocks.

Three weeks ago, Kenton made available his first seven titles. Six more are planned in about three months. Of the 60 albums Kenton has recorded for Capitol since joining the roster in 1943, he feels 30 are of prime interest to educators and jazz buffs.

He pays Capitol a royalty on any product he sells via direct mail. Capitol's custom department presses the albums for him and he charges \$5.50 per title.

Kenton cites two reasons for going into the direct mail business with his old masters. First, racks aren't interested in stocking product which is not catering to mass appeal tastes, and second, he has received letters from people all over the world asking about his LP catalog.

Kenton still has one year remaining on his present contract with Capitol and is uncertain about his future as a recording artist.

He feels Capitol is a fine company, but they are just not concerned about recording modern jazz. Going to Columbia or RCA would mean the same situation, he feels. So he is considering recording new works for his own label if it comes to that. The majors he feels are "all victims of the rack jobbers."

Kenton has built up a mailing list from people writing to his office and from people indicating an interest in hearing his disks after attending one of his concerts.

His first seven available LP's include "Kenton's Christmas" recorded seven years ago; "The World" recorded 18 years ago; "New Concepts of Artistry and Rhythm" and "Contemporary Concepts" recorded 12 years ago; "West Side Story" recorded four years ago; "Kenton in Stereo" recorded 14 years ago and "Lush Interlude" recorded 11 years ago.

American Airlines Series

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Foundation announced a three-year program to aid in recording classical music. (See separate story.)

Credit for the new all-classical radio series reportedly goes to American's president, George Spater, an enthusiast of serious music.

Details of the program are expected to be announced within several weeks. However, Billboard learned that the new series will consist of an hour tour of prime time across-the-board in eight key markets devoted exclusively to classical programming. The markets to be covered will include New York, Boston, Washington, Chicago, Detroit, Dallas, Los Angeles and San Francisco.

American's nightly classical music series is expected to marshal a concerted effort on the part of all members of the recording and music industries

'Seventh Day' LP

NEW YORK — Mercury's "On the Seventh Day" album, which received a Special Merit rating in the Jan. 3 issue of Billboard, was written, directed and produced by Alan Bernstein and Victor Millrose, not only Bernstein, as previously reported.

NIXON ARTS FUND SPEECH BOOSTS MUSIC INDUSTRY

NEW YORK—President Nixon gave an important boost to the music industry in his charge to Congress that it substantially authorize and increase the funds available to the National Foundation for the Arts and Humanities.

The President said, "The arts have attained a prominence in our life as a nation and in our consciousness as individuals, that renders their health and growth vital to our national well-being. America has moved to the forefront as a place of creative expression. The excellence of the American product in the arts has won worldwide recognition. The arts have the rare capacity to help vital divisions among our own people and to vault some of the barriers that divide the world.

"Our creative and performing artists give free and full expression to the American spirit as they illuminate, criticize and celebrate our civilization. Like our teachers they are an invaluable national resource."

Ford Fund Program

• Continued from page 1

three-year period, which runs to Dec. 31, 1972. Not more than \$30,000 of this sum may involve collaboration with the same record company.

A publisher may apply for one double subsidiary totaling not more than \$15,000 if high talent costs are anticipated for an album. Among limitations for subsidies are:

"Not more than two LP records of 80 minutes of the works of any one composer will be eligible for subsidy."

"Not more than one subsidized recording will be authorized for any eligible work."

"No subsidies will be authorized for recordings of works performable only or principally by synthesizers, pre-recorded tape or other electronic means."

All subsidized records must be recorded in the U.S. with record companies, bearing all production costs of an initial pressing of not less than 500 copies of an album. Titles must remain in the catalog for at least two years from release date.

Provisions also permit the release of material on other labels, such as low-price labels, of the record companies involved, but 90-day notice must be supplied the foundation of any catalog deletion or change.

Subsidy payments will be made to the publishers subject to a payment scale performers, engineers, etc. Studio and recording costs of not more than \$2,500 a disk are included. Publishing requirements include printed form.

Para's Heavy 'Coco' Drive

NEW YORK — Paramount Records has begun rolling out its heavy artillery to unleash the original Broadway cast album of "Coco," which it put into the can Dec. 21. The deluxe LP, which is being shipped into market this week, contains a special fold of the original designs created for the production by Cecil Beaton which Bill Gallagher, president of Famous Music, Paramount Records' parent company, will use as a pitch to fashion buffs.

The music buffs will be pitched the lyrics by Alan Jay Lerner and the melodies of Andre Previn, both of whom assisted Andy Wiswell in the production of the LP. The show and the album stars Katharine Hepburn. It's Miss Hepburn's first crack at the disk market.

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

Crewe Group Sets Generation Records

NEW YORK — Generation Records has been formed by the Crewe Group of Companies as a disk affiliate of CGC Records specializing in contemporary pop and rock. The label's first single is "Hard to Handle" by the Hot Property, which is being produced by Roy Cicala and Lori Burton.

Executive Turntable

Elliot Goldman named vice president, business affairs, CBS Records, replacing Dick Asher. He joined CBS in 1967 as director, business affairs. He will be responsible for all talent and property negotiations for Columbia and Epic. . . . Jerry Rader appointed assistant product manager, Ampex Stereo Tapes. He joins AST after 10 years as export manager, ABC Records.

Vince Carbone named to the newly created post, director of Western activities, GWP Records. Carbone will make sales and promotion trips through 11 Western states and be based in Hollywood. He will additionally audition talent and masters for GWP. Carbone has been vice president, Gerard W. Purcell Associates for two years and will continue in this position.

Jack Maher named manager advertising, RCA Records, handling advertising for all RCA's record and recorded tape product as well as labels manufactured and distributed by RCA. Maher was previously creative director of The Music Agency and is a former head of creative services and advertising, MGM Records. . . . Victor O'Gilvie Jr. joins Atlantic Records to do album promotion and artist relations. He is a former manager of Les McCann, Roberta Flack and Willie Bobo and worked with promoter George Wein as assistant concert producer.

Fred Berque named Eastern field director, GWP Records. . . . Tommy Goghill named first vice president and Marty Lacker administrative vice president of American Recording Studios, Memphis. Goghill has been a producer with the studio with nine chart records to his credit while Lacker has been coordinating promotion of all American products. . . . Aaron W. Levy named vice president of administration and finance of Famous Music Corp., a Gulf and Western Industries company. Levy is a former controller of Atlantic Records and was previously controller of Kapp Records. . . . Danny Fortunato resigned as promotion manager for Jad Records.

Columbia Records vice president Dick Asher heads Capitol Records expanded operations in New York and the Eastern U.S. Asher was vice president business affairs at Columbia and before entering the record industry was eight years a practicing attorney. . . . Raymond C. Carnahan appointed plant controller for the new CBS Electronic Video Recording division processing facility, Rockleigh, N.J. He is a former manager of financial systems and procedures for Textron Inc., Cincinnati. . . . Benenuto Von Halle appointed general sales manager, Livingston Audio Products Corp. He is a former international sales manager, Reeves Soundcraft and worked as sales manager with CBS International. . . . Ellic Vidal named executive assistant to Barry Lawrence, president of Burla Industries, a new record production company, Beverly Hills, Calif. . . . Tim Riley resigned as general manager, Pepper Records, Memphis.

Johnny Bienstock appointed national sales chief, Cotillion Records. Dick Kline named head of promotion for the label. Bienstock has been associate sales manager for Atlantic-Atco-Cotillion for the past year and Kline the firm's Eastern promotion man. . . . Frank Fenter, former European manager of Atlantic Records, joins Phil Walden's Capricorn label as general manager, responsible for promotion, the label's artists roster and studios.

(Continued on page 56)

Decca Ltd Repacts Jones, Engelbert

LONDON—Tom Jones and Engelbert Humperdinck will remain contracted to Decca for a further six years, effective Jan. 1.

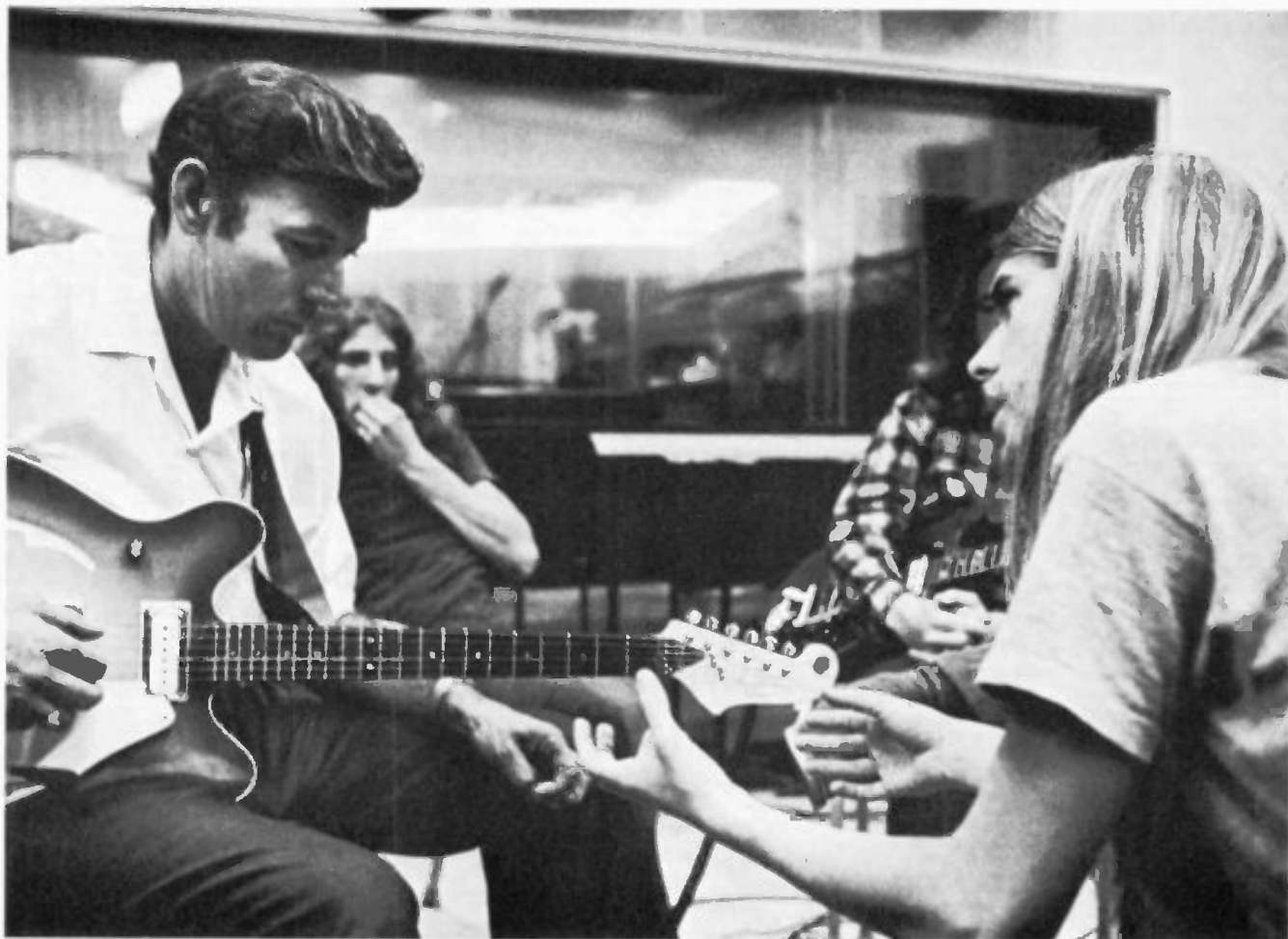
Speculation regarding the future disk outlet for the country's two best-selling solo singers, whose existing contracts were due to expire in December 1970, was ended last week with the announcement of the new deal with Decca.

To secure the vital product flow from the two singers, Decca has bought a 10 per cent stake in Management Agency and Music worth about \$4,500,000. In return the singers, plus manager Gordon Mills, will receive 224,000 new Decca Ordinary shares, equivalent to 3 per cent voting rights, and 314,000 "A" Ordinary shares. Additionally Decca has guaranteed a minimum of \$6,000,000 in royalties over the next six years, estimated as being a near 75 per cent rise in the take from each record.

Since record royalties contributed around \$1,200,000 to MAM's profits last year, and with Humperdinck's U.S. television series certain to boost his already considerable U.S. disk sales, it seems that Decca's royalty guarantee is conservative.

Even with the sale of the MAM shares—about 175,000 from Jones and Mills, and 150,000 from Humperdinck — the trio still hold between them 40 per cent of the company, worth on paper about \$14,000,000. It is expected that the Decca shares will be placed with institutions, thus enabling the trio to share nearly \$3,600,000 cash. They would have to pay only long-term capital gains tax on the proceeds.

Another factor in the deal is that Decca will have similar rights over all artists recorded by MAM on its Button label and the same royalties as are payable to MAM under the new contract will apply in respect of any such recordings.



The day the Rock & Roll Revival died.

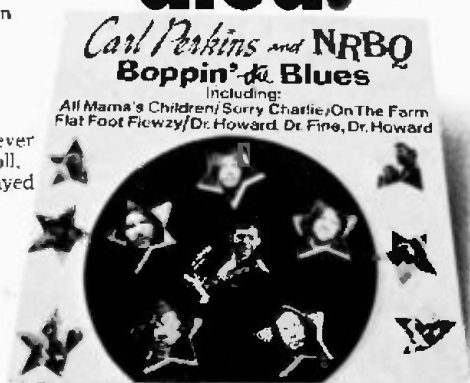
A lot of new groups are having great fun hyping old rock & roll songs. Not to mention the money they're making.

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

It's called The Rock & Roll Revival.

Now Carl Perkins has never stopped playing pure rock & roll.

And NRBQ has never played anything but pure rock & roll.



CE 9581/18 10 0878

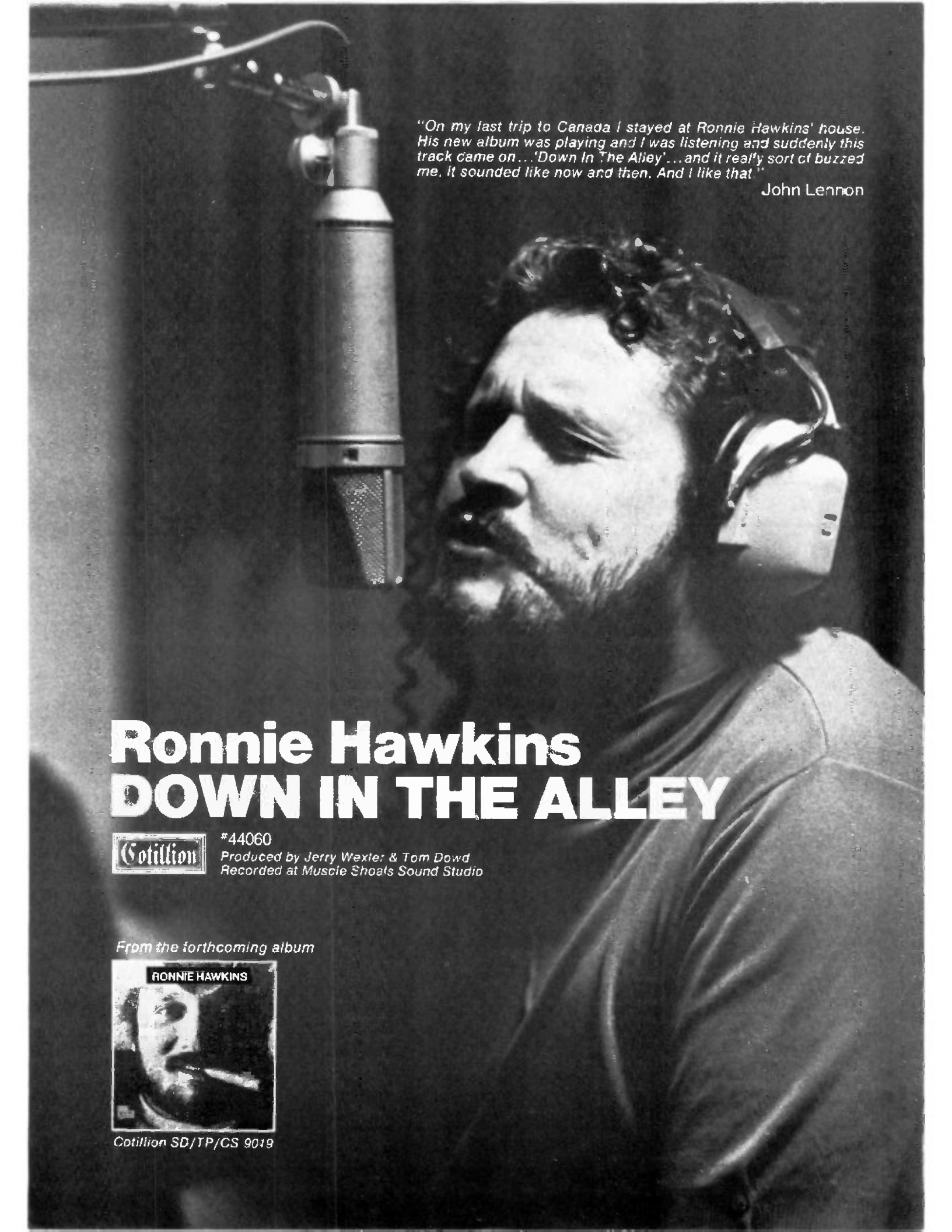
So on October 6, 1969, Carl Perkins and NRBQ got together for a recording session.

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

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

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

On Columbia Records 



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

John Lennon

Ronnie Hawkins DOWN IN THE ALLEY

Cotillion

#44060

*Produced by Jerry Waxler & Tom Dowd
Recorded at Muscle Shoals Sound Studio*

From the forthcoming album



Cotillion SD/TP/CS 9019

Tape CARtridge

BELAIR WINS PRELIMINARY ORDER VS. 2 TOYO FIRMS

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

The suit charges unfair competition, trademark infringement, breach of contract, fraud and other relief.

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

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

Belair is pressing its lawsuit against both Toyo companies and Fukuyama for damages.

The company is continuing to improve the engineering and design of its 8-track cartridge and cassette players, and is preparing its new line of such products for distribution in early 1970.

Meanwhile, Belair will continue to maintain all of its guarantees and warranties on its Belair products, according to Rod Pierce, executive vice president.

Starday/King Sees Handling Own Line

LOS ANGELES — Starday/King's tape business has "quadrupled," reports president Hal Neely, who said that the company ultimately will take over the marketing function.

"I have an absolute firm belief that it doesn't make sense to license away your birthright," Neely said here on a recent trip to the company's new local office.

The Starday/King catalog has been handled by several duplicator/marketers including GRT, ITCC and NAL. The ITCC contract has expired. GRT handles new Starday/King product in the U.S. and Canada.

NAL handles the special line Starday/King created, Tennessee Sound. GRT handles a budget line called Nashville, created by the music supplier. Additionally, all product is available through the Capitol, Columbia and RCA clubs, Neely adds.

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

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

The company's 8-track sales are presently running six times higher than cassette. Starday/King has stopped merchandising 4-track. "If you have a monster album," Neely said, "you pick up some 4-track sales." The ex-

ecutive feels that cassette "seems to be the ultimate system" once a breakthrough is made and technical problems are solved.

In the new product area, the company will expand its comedy repertoire, with Red Foxx producing a series of albums from his local nightclub. As a result of signing Foxx, the company has installed an automatic recording system in the club. "Everytime Red goes onstage the machine goes on," Neely said. That way the company has an accurate record of Foxx's performance in his own milieu in front of a club audience. Starday/King's engineers from Cincinnati have been to the club and are designing a new sound system for the facility, so the record company can use it as a showcase for new acts.

There are about 20 acts on Starday's country roster and around 18 on King's soul lineup. Singer Waylon Jennings is now producing a new vocalist, J. David Sloane in Nashville for Neely.

In the repertoire area, a series of blues anthology albums for King is slated for February using masters from the company's vaults. Additionally, there will be five LP's of old rock hits of the 50's planned for next month.

There are 40 LP's in production for King and 23 for the Starday group of labels, providing a major new wave of tapes for the new year.

AUDIO MAGNETICS MOVES TO ITS NEW BUILDING

LOS ANGELES — Audio Magnetics Corp., blank tape manufacturer, has moved into its new, 50,000-square-foot building.

The new plant is adjacent to the headquarters of the magnetic tape manufacturer and will house the company's assembly operations, shipping and receiving and executive offices, according to George Johnson, senior vice president.

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

Boise Cascade Corp. constructed the plant, with architecture and interior design by Latt-Jackson & Associates.

Scepter Into Own 8, Cassette Set-Up

NEW YORK — Scepter Records is moving into its own 8-track and cassette operation, including packaging, merchandising and distribution, beginning Monday (5).

A&B, which duplicates the company's budget lines, is expected to duplicate the label's 8-track and cassette. Ampex, which had duplicated Scepter product along with GRT and International Tape Cartridge Corp., will duplicate 4-track and reel-to-reel under the new arrangement. GRT will have tape rights in Canada.

Scepter's initial major release under its own banner will be in March, according to Jerry Geller, who directs the label's tape operation. Product will be culled from catalog and enhanced with new material.

Geller expects to sell cassettes at \$6.95, the same price as 8-track. He said the increased emphasis on tape product is paying off. Except for 4-track, which Geller sees as a "diminishing market," he predicts this year to be a "hull" year for tapes.

Scepter's marketing promotion approach to tape is to "dual merchandise" it with album product, said Geller. "The dual promotion concept allows Scepter to receive proper consumer merchandising emphasis at the distributor, rack jobber and retail levels," he said.

A major promotion program is being planned to include co-op advertising, banners, retail promotions and rack merchandisers. Artist promotions will be planned to emphasize both LP product and the availability of that product on tape. "We don't expect that by combining our tape/LP promotion to detract from LP sales," said Geller.

Scepter is enjoying excellent tape sales with its recently established budget labels, Orbit and Celestial, both at \$4.95.

10% of RCA's Billings Laid to Recorded Tapes

ROME — Ten percent of RCA's billings are attributable to recorded tapes, according to Alberto Alberti, commercial executive in the company's tape division. Within the past two months, he adds, 142,000 cartridges and cassettes have been sold, with 1970 production forecast at 600,000 units.

Current production at the RCA factory is 5,000 stereo-8 cartridges per day, with about the same number of stereo cassettes, which RCA began manufacturing in August. The latter are sold at 3,600 lire (\$5.80), a price now valid for the cartridges as well. These production figures include work for third parties and stock for export to France, Norway and Sweden, and South Africa and Argentina.

Cartridges and cassettes, Alberti says, co-exist happily and do not interfere with one another's sales. Percentages of the various types of music in the RCA repertoire correspond to those in record sales: 5 percent classical and 3 percent jazz, while in pop music the over-

Geller is finding that his budget tapes are enhancing his regular line of Scepter, Wand and Hob tapes at \$6.95. He feels that budget tapes reach a different market and, in many cases, introduces product to the uninformed tape buyer.

Tape Happenings

Kustom Kreations, Northridge, Calif., has received a patent for its Stereo lock mount. The mount makes any auto stereo unit portable.

Roberts, tape recorder manufacturer, is launching a consumer/dealer - sales representative promotion this month. The consumer segment of "Win a Trip to Japan-Expo '70" contest will run from Feb. 1 to June 15. The dealer representative segment of the promotion will run from Jan. 5 to July 15 and consists of about 40 all-expense paid trips to Japan.

Lund & Co., Dallas, finished first in a nationwide sales competition among Norelco's manufacturing representatives. Mel Pearson Co., Denver, placed second, and Fishman Co., Indianapolis, finished third. Abraham & Straus is offering a cassette recorder at \$19.95.

Burla Industries Formed on Coast

BEVERLY HILLS, Calif.—Barry Lawrence and John Burrows have formed Burla Industries Inc., which will serve as a parent company to a leisure time operation concentrating on the entertainment and recording industries. First step by the corporation will be production and distribution of motion pictures and television series and development of a new recording company. Burla offices will be at 9245 Dohney Road.

whelming preference goes to Italian artists.

"The RCA - Voxson - Agip agreement," said Alberto Alberti, "has greatly stimulated the distribution of cartridges." Today 1,500 record shops sell our stereo-8; add to this the 1,000 outlets represented by Agip gas stations which trade in cartridges (for 500 lire and the old cartridge the customer may have a new one), and this constitutes a strong promotional platform for recorded tape.

Additional impetus has been given by the contract worked out with Hertz, whereby rented cars above medium size will include a stereo-8 player and cartridges.

The RCA-Voxson-Agip agreement expires at year's end, but says Alberti, "will almost certainly be renewed." The objective, he concludes, is "the discovery of 1,000 new sales points for recorded tapes, as a means of selling players, for which we must win over a different clientele from that which patronizes record shops, but which may be found in home appliance stores."

Larry Finley's column will continue next week.

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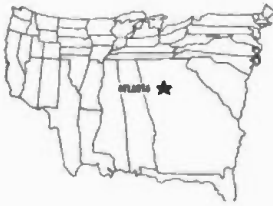


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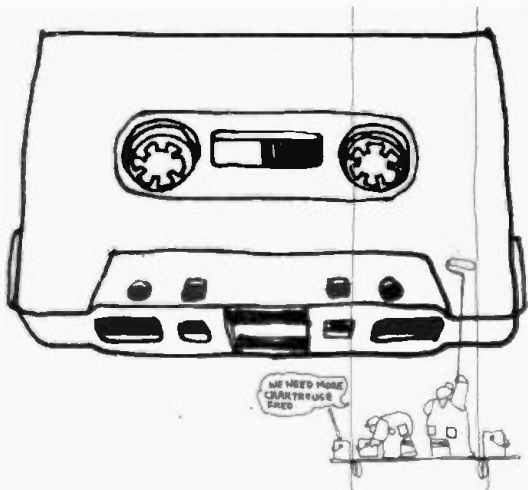
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ACI Sets Up Coast Branch

NORTHRIDGE, Calif. — Audio Communications Inc., the New Jersey-based firm of tape manufacturers and duplicators, has established a branch here. ACI West, headed by Michael Chipko, vice president and director of plant operations, will offer services similar to those of its eastern counterpart.

The new plant was created to offer ACI's West Coast clients top tape services at competitive prices with a minimum of delay in delivery. The company is located on 20,000 square feet of space and will manufacture, load and merchandise blank and pre-recorded tapes as well as a line of tape accessories.

The establishment of ACI West is part of an expansion program which will spread the fledgling company's operations to points as far away as Europe. Audio Communications, founded less than two years ago, enjoys profits close to \$1 million a year. The company plans to go public in the spring of 1970 at which time a capital investment of between \$5 million and \$10 million is anticipated.

First Lear Jet Product Made Here Is Shipped

DETROIT — Initial shipments of Lear Jet's domestically produced products are under way from the company's new manufacturing facilities in Tucson, Arizona, and Nogales-Sonora, Mexico.

Because of expansion work and relocation of the company's facilities from Detroit to the new plants, shipments of some of its 1970 products planned for domestic production, had been cancelled.

Three models of the new 1970 automotive line and two models of the 1970 home line, which have been redesigned and retooled, will be produced at the new plants.

James R. Gall, Lear Jet vice president and director of marketing disclosed that sales for the initial six months of the company's fiscal year are the highest in its history. "With the added domestic production, sales will accelerate to even greater heights," he said.

Gall has also announced the

Tape World in Finland In 1969 'Caution'

HELSINKI — Nineteen Sixty Nine will be remembered in the Finnish industry as the year in which the first prerecorded tape product was marketed—and marketed with considerable caution.

Not one major company has so far shown sufficient confidence in tape as a major revenue source to establish its own duplicating facility; Discophon has its 8-track cartridges duplicated by RCA-Italiana, Finnlevy has its cassettes made by Philips in Holland and Scandia's tape product (the cassettes under the Finnlevy logo and the cartridges under the RCA logo) are being duplicated respectively by Philips Holland and RCA-Italiana.

Only the EMI company is

Tape CARtridge

Auto Sound Making Room for Home Unit

DOWNERS GROVE, Ill. — The trend toward more tape players in the home has shown its influence in the new Auto Sound, Inc., store here.

Gordon Friedenberg, president of the company, said that his newest of four stores still primarily caters to the car tape consumer but recognizes the growth of tapes in the home.

"The floor space here is 2,000 square feet, which is the largest of our stores," he said.

The brunt of his sales come from tape players and components, although Friedenberg said the store probably carries as large a stock of tapes as any record store. The new store stocks about 3,000 different titles. A large backup stock is not kept unless the tape, such as a new Beatles or Led Zeppelin, is expected to be a big seller. The store is serviced by All Tapes Dist. Co.

The store is aiming at the young market. "Most of the youngsters in this area either have cars or have easy access to them," Friedenberg said. He noted that with the exception of the children in their early teens

most customers tend to buy two or three tapes at one time.

He said that sales of 8-track tapes are still running 5 to 1 ahead of cassettes, but didn't expect this to last long. "Cassettes will probably pull even with 8-track tapes within a year." He also pointed out that cassette recorders/players are picking up in sales. "Although players are still topping recorders in sales by a 3 to 1 margin." Playback lines he sells include Automatic Radio, Panasonic, Ampex, Sony, Webcor and Belle Wood.

"One of the big features of our store's success is that we are able to install players in cars. We have an area, 3,000 square feet, devoted to installation."

Friedenberg already is looking for a site for another store. While the location has not been set, tentative plans call for opening it sometime around March 1.

Cassette Tape Sales Rocket 70% in Italy

TURIN — An increase of 70 percent for 1969 over 1968 sales of cassette tapes will be recorded by all of Italy's manufacturers, according to Mourad Sabet, director of Ecofina.

Nonetheless, he observes, the Turin Auto Show did not reveal an adequate response on the part of automobile manufacturers to the growing consumer demand for reproducing equipment in cars.

"When it comes to optional features, we score at zero," said Felice Guicciardi, commercial inspector for Voxson. He cites the example of the new Fiat Dino which does not even provide space for a radio.

Voxson installs optional equipment for Lancia, but the only car manufacturer providing standard installation of Sonar radio-cassette players is Ferrari in its 365 GT model, he adds.

Voxson, through an agreement with RCA and Agip, supplies its equipment to some 600 service stations which install the players in cars and also sell cartridges.

"During the fiscal year June '68 to June '69," says Savino Mendo, section chief of Voxson's commercial management division, "the company has sold 43,000 car radios and Sonar players in Italy."

To these another 12,000-13,000 machines will be added in the coming months. Exports also constitute an important sector for Voxson, nearly 50 percent of the domestic billings. Of this 50 percent, 30 goes to France. Next come Spain, Portugal, Switzerland, Belgium, Holland, Luxembourg and Germany.

Mendo also adds that an agreement has recently been reached in England "between the Smith Company and our affiliate, Radiomobile, which imports both car radios and Sonar. This agreement, concluded a month ago, also provides for manufacturing our equipment under license."

Aston Martin and Sunbeam, automobile manufacturers, al-

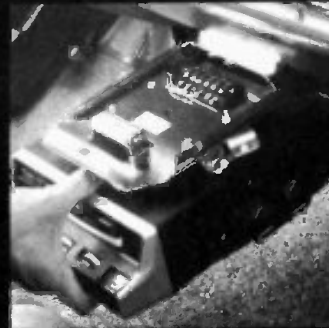
having its tape product duplicated in the United Kingdom, which is a little surprising in view of the long established trade ties between the two countries and the fact that, since both are members of the European Free Trade Association, there are no tariff barriers. However, some companies feel that duplication facilities on the continent are superior to those in the U.K.

Recently there have been talks between Ampex and the Finnvox pressing plant concerning possible duplication although, as Finnlevy's Osmo Ruuskanen points out, to pay for itself a duplicating plant would have to achieve a production of one million cassettes annually (more)

(Continued on page 12)

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B 10

Tape World in Finland in 1969

• Continued from page 10

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

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It is estimated that between 2-3,000 8-track players have been installed in Finnish automobiles, the great majority of them within the last few months. The players are almost entirely of Japanese manufacture. There is a notable lack of American-made equipment because the price is not competitive.

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



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ENGELBERT HUMPERDINCK; (B) M79830, (C) M79830
CREDENCE CLEARWATER REVIVAL—Willie & The Poor Boys; (B) M88397, (4) X48397, (C) M58397

ATCO

Atco
R. B. GREAVES; (B) TP 33-311

ATLANTIC

Atlantic
HEBIE MANN—Concerto Grosso in D Blues; (B) TP 1540
MABEL MERCER & BOBBY SHORT—Second Town Hall Concert; (B) TP 2405
THE RASCALS—See; (B) TP 8246

GRT

Mobile Fidelity
STEAM RAILROADING UNDER THUNDER SKIED; (B) 853-8, (C) 553-8
TWILIGHT OF STEAM VOL. 1; (B) 853-13, (C) 553-13
TWILIGHT OF STEAM VOL. 2; (B) 853-15, (C) 553-15
TWILIGHT OF STEAM VOL. 3; (B) 853-16, (C) 853-16
TWILIGHT OF STEAM VOL. 4; (B) 853-17, (C) 853-17

JUBILEE

Jubilee
THE METERS; (B) J05 8-4011, (C) JEC 4011

KAPP

Kapp
The Best of WARNER MACK; (C) K73440
RUBY & THE ROMANTICS—Greatest Hits; (C) K73458
THE CRITTERS—Younger Girl; (C) K73485
BOB WILLS—From the Heart of Texas; (C) K73506
BOB WILLS—King of Western Swing; (C) K73523
THE WAIKIKIS—Pearly Shells From Hawaii; (C) K73555
THE UNIFICS—Strin' In at the Court of Love; (C) K73582
THE BRASS HAT—Themes in Brass; (C) K73588
JACK JONES in Hollywood; (C) K73590
FREDDIE HART'S Greatest Hits; (C) K73592
BOB WILLS Plays the Greatest String Band Hits; (C) K73601
GEORGE FEYER—Dancing in the Dark/My Way; (C) K73611
THE WAIKIKIS—Greatest Hits From Hawaii; (C) K73612

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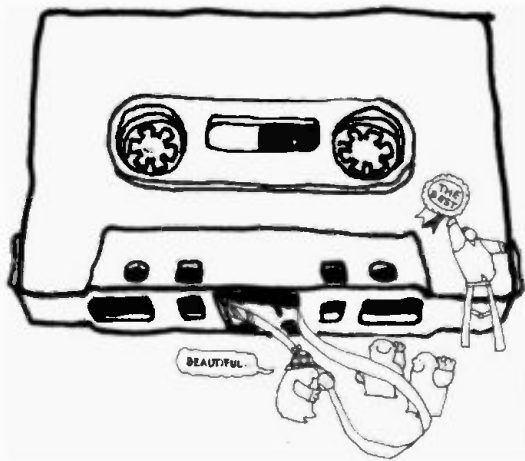
United Artists
GORDON LIGHTFOOT—Sunday Concert; (B) 8142, (C) K0162
LITTLE ANTHONY & THE IMPERIALS—Out of Sight, Out of Mind; (B) 8165, (C) K0165
JIMMY ROSSELL—Let Me Sing and I'm Happy; (B) 8167, (C) K0167
FERRANTE & TICHNER—Midnight Cowboy; (B) 8168, (C) K0168

(Continued on page 14)

Cassette Tape Sales

• Continued from page 10

ready include Voxson players as part of their standard equipment, he adds, while Rolls Royce has recently joined the client roster offering them as optional features.



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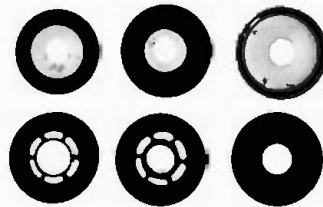
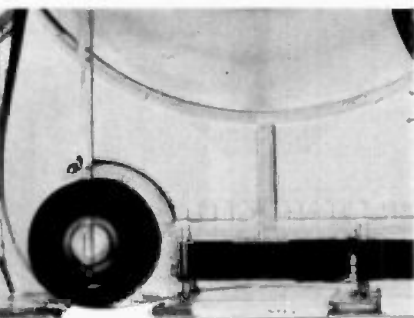
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Tape World in Finland in 1969

• Continued from page 10

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ATCO

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R. B. GREAVES: (B) TP 33.31)

ATLANTIC

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TWILIGHT OF STEAM VOL. 2; (B) 853-15, (C) 553-15
TWILIGHT OF STEAM VOL. 3: (B) 853-16, (C) 853-16
TWILIGHT OF STEAM VOL. 4: (B) 853-17, (C) 853-17

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THE UNIFICS—Sittin' in at the Court of Love; (C) K73582
THE BRASS MAT—Themes in Brass; (C) K73588
JACK JONES in Hollywood; (C) K73590
FREDDIE HART'S Greatest Hits: (C) K73592
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THE WAIKIKIS—Greatest Hits From Hawaii; (C) K73612

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(Continued on page 14)

Cassette Tape Sales

• Continued from page 10

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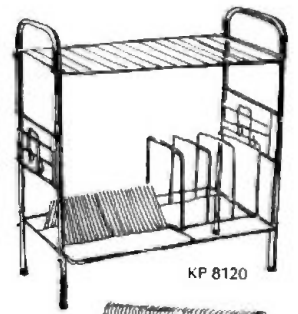
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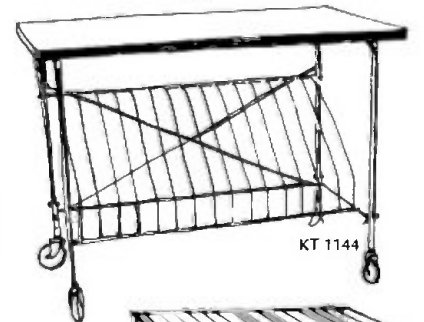
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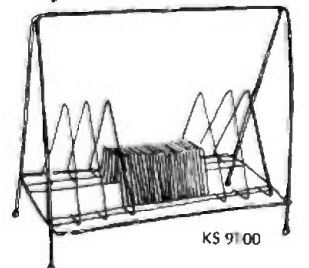
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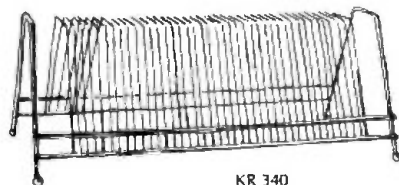
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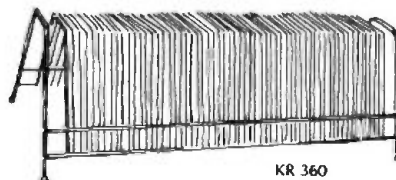
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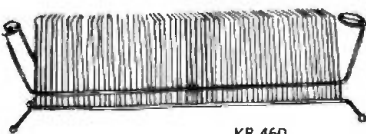
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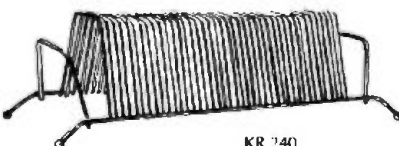
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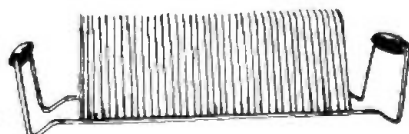
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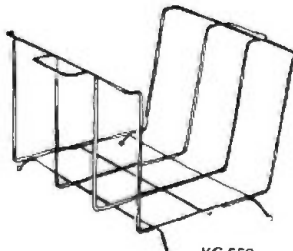
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As appeared in January 10, 1970 issue of Billboard.

Holiday Treat for Family, Tears Way

NEW YORK—The Fillmore East's most unlikely audience showed up for the early show Dec. 26, the first of six weekend performances. Fathers and mothers towed in children as young as 10 to enjoy some wholesome family entertainment provided by Blood, Sweat & Tears. The group did not disappoint anyone's expectations. They breezed through their usual tight, polished set, sounding almost precisely like their records and very precisely like past Blood, Sweat & Tears concerts. There were no surprises, but no letdowns either.

All the parents, unfortunately, proved themselves to be a one-group audience, giving little attention to Appaloosa or the Allman Brothers Band, two enjoyable acts that preceded Columbia Records' Blood, Sweat & Tears.

The Atco Records' Allman Brothers played a strong set of mostly blues numbers, sounding a lot like Johnny Winter, but a bit lighter in tone. They seemed to use the blues format as a basic framework which they filled to overflowing with good old rock 'n' roll, then let go wherever it pleased. There was ease and humor both in the music and in the cooperation among the members of the band, who avoided

upstaging each other or vying for performance, and so achieved a full, balanced group sound.

Columbia's Appaloosa, appearing with only three of the original six members, played a series of subdued, lyrical numbers which showed considerable talent but also left ample room

(Continued on page 18)

'Gospel Truth' Giant Show

NEW YORK — It was bring along your castanets and grab a slice of the action Dec. 23 when the Rick Shorter organization presented "The Gospel Truth" at Carnegie Hall. The show, featuring top gospel talents, Rev. James Cleveland, Rev. Cleophus Robinson, The Mighty Clouds of Joy, Shirley Caesar and the Caesar Singers, and Jessy Dixon and the Chicago Community Choir, was more like a giant revival meeting than the concert as which it was billed.

From its electrifying opening by the little known Ella Mitchell and the Gospel All Stars, the show gained rapid momentum with both artists and audience engaged in one great clapping, singalong, playalong, and finally climaxing with most of the entertainers spurring the stage in favor of mingling, dancing and shouting with their exultant fans.

Jessy Dixon and the Chicago Community Choir, on Savoy Records, is a racy ensemble of youths with a pulsating, soul-rock beat. The group produced some really imaginative arrangements on tunes like "Go Tell It on the Mountain," "Sweet Little Jesus Boy," the very soulful, "Save a Seat for Me," and the chart-riding pop tune, "Hello Sunshine."

Rev. Cleophus Robinson, Peacock Records artist, one of the

Fleetwood Mac Ends 3-City Tour

NEW YORK — Fleetwood Mac, British blues group on the Reprise label, have completed a three-city tour of Texas, where they appeared on the same bill with Joe Cocker and Jethro Tull. "Oh Well," the Mac's single, is beginning to get top 40 air play on many stations across the U.S. Fleetwood Mac continues its U.S. tour, plan to play the Fillmore West, Friday-Sunday (2-4) and the Whiskey A Go Go Wednesday to Jan. 11.

Rock & Roll Ensemble in A Wide-Swinging Concert

NEW YORK—The New York Rock & Roll Ensemble, one of the soundest of musical groups, ranged far in their Carnegie Hall concert, Dec. 28. The performance, which was recorded live by Atco Records, had classical, rock and even country rock selections.

Most of the material had not been recorded by the New York quintet before, revealing a wealth of new material. Brian

Corrigan and Michael Kamen were in strong voice as Kamen even did a number on guitar and Corrigan on keyboard, an instrument switch, also contributed more singing than usual.

The classical trios of Kamen and Martin Fulterman on oboe and Dorian Rudnytsky on cello were especially notable in the Morley and Bach of the second half. The oboists also had their turn in rock numbers. Even Fulterman, an excellent drummer, had a Greek-style vocal. The group was joined by a string (violin-violin-cello) trio in several numbers, including an oboe quartet composed by Fulterman. A steel guitarist joined in the country number.

Rudnytsky actually played less cello than usual, possibly due to the use of the other instrumentalists. His bass guitar was notable today. The unit's second encore allowed each musician to shine instrumentally as they exited separately. As usual, the rock numbers were high spots for this constantly engaging unit. FRED KIRBY

Grand finale of the evening was offered by the Rev. James Cleveland, writer, arranger, singer and musician. Cleveland, on Savoy Records, is to male gospel what Mahalia Jackson is to female gospel. He is without peer in this field. He uses no gimmicks, no special effects. He just oozes sincerity and a very real talent. His offerings included a number of Christmas carols. RADCLIFFE JOE

MJQ in Annual Concert

NEW YORK—The Modern Jazz Quartet showed up for their annual concert, Alice Tully Hall, Dec. 26, with the premiere of a new soundtrack, electronic tape (used sparingly) and even more affection for the tinkling sound of bells in the rhythm section. John Lewis even had a set next to his piano to rattle on, on occasions.

The filmtrack was prominent in the first half — a 30-minute compression from the group's work on "Kemek," a European film not yet released. While impressive as a test piece in quartet arranging (Lewis' uses of

patterns and tones in this small setting are always commanding) it failed to grip as a total piece.

The 'J' in MJQ is not yet superfluous but the group in its 15-year history has moved into many other music forms and is doing so. In this concert there was "The Blue Necklace," a merging of the group's music with Moorish lines. Here Lewis' spartan piano lines made a harmonious join, effortless and simple, that was a high spot of the concert. The Apple Record group's personal manager, Monte Kay, announced the concert was a sellout. IAN DOVE

From The Music Capitals of the World

(DOMESTIC)

SAN FRANCISCO

Sly & the Family Stone made their first San Francisco appearance in more than a year at Winterland (26-28). Also scheduled for this Bill Graham production will be Spirit, Southwind and Ball 'n Jack. Fillmore West's audition night, Dec. 23 featured Crystal Garden, Dry Ice and Styx. River Ferry, Graham's all-night New Year's Eve show which includes breakfast, at Fillmore West presented Santana. It's a Beautiful Day and Elvin Bishop. At Winterland the same night will be Jefferson Airplane, Quicksilver Messenger Service and the Sons of Blue Cheer, now a quartet, has completed a new album for Philips at Wally Heider studios.

Symphony musicians have signed a new contract that will give them \$240 a week for 36 weeks, plus guaranteed opera pay that will bring yearly income to a minimum of \$10,000. During the 1970-71 season, base pay will rise to \$250 weekly for 37 weeks and the yearly minimum to \$11,000.

Jimmie Rodgers opened a three-week engagement in the Fairmont Hotel's Venetian Room Dec. 18. At the old Fillmore Auditorium Dec. 19-20 were the Grateful Dead, the Rhythm Dukes, (formerly the

Moby Grape), Osceola and Jeff Joston. This was the last show at the old Fillmore until February when the Flamin' Groovies, who operate the ballroom through their manager Al Kramer, return from a nationwide tour to promote their new Epic album. The tour includes dates in Salt Lake City (Dec. 25), Omaha, Neb. (26); Detroit (27, 31 and Jan. 2-3); Cincinnati (9-10); Saginaw, Mich. (16-17); New York City (Jan. 20-Feb. 3).

GEOFFREY LINK

NASHVILLE

Louis Joplin and the Rotary Connection appeared at the Fairgrounds Coliseum Tuesday, Dec. 16.

Ris Kristofferson, one of the fine young writers in Nashville ("Me and Bobby McGee" and "Sunday Mornin' Comin' Down") will join the writers staff of "The Johnny Cash Show," which debuts on ABC in January. While talking about the Cash show, Jim Malloy will handle the sound system for the show.

Tracy Nelson and Motherearth are back in town after finishing a concert with the Band at Suffolk Community College in Selden, N.Y.

Billy Swann is back from Memphis where he finished up six sides on Tony Joe White. (Continued on page 18)

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Rhinoceros in Stomp

NEW YORK — Rhinoceros, stronger than ever, had an exceptional first set at the Bitter End, Dec. 29 with the big vocals of John Finley again overpowering. The Elektra Records group, now down to six members, is unusual instrumentally in that the other five musicians all are solid, but none receives solo bits. The result is an integrated sound that's always first-rate.

Drummer Eddie (Duke) Ed-

wards, a new member of the unit, handled his blues vocals well and played with distinction. Lawrence Leishman, the other new member, was steady at rhythm guitar, while lead guitarist Danny Weis was a key throughout as were organist Michael Fonfara and bass guitarist Peter Hodgson.

Finley, whose voice has gospel qualities, was at his communicating best waiting and belting rock (Continued on page 18)

Signings

DeLaney & Bonnie signed a long-term pact with Atlantic, where their first album is due early in 1970. Eric Clapton will produce a future album. George Beverly Shea has resigned with RCA, while Wilson Pickett has resigned with Atlantic, where his next album, "Right On, 2" is due in mid-January. Patrick Sky, formerly with Verve-Forecast, signed with Capitol, where his first album is slated for early 1970. The Branding Iron, a Chicago duo, to Stax. Blk-Mer-Da joined Chess, who will release an album early in 1970. Junior Samples and Gordie Trapp, comes from

the "Hec Haw" TV show, to Performers Management, Inc. The Combination Two to Imperial, where "Combination of the Two Two" will be the septet's first single. Loudon Wainwright III, singer, composer and guitarist signed with Atlantic, where Nesuhi Ertegun, executive vice president, will supervise his first album. Courtship, a Texas rock quartet, to Capitol. Ed Mills and Chris Dooey to Columbia as artists and to Sufi Pipkin Music as writers. The team has written 15 songs for the score of "Visigoths," a rock musical debuting in Los Angeles, Monday (29).

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A Correction!

In error the wrong management was listed for the Lettermen in **BILLBOARD'S** 75th Anniversary Issue.

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**From The
Music Capitals
of the World**
(DOMESTIC)

• Continued from page 16

Tony and Ray Stevens are on the West Coast taping "The Andy Williams Show" to be aired Jan. 18. . . . Bobby Sherman makes an appearance for a big New Year's Eve show sponsored by WMAK. Also appearing on the show will be the Yellow Payges. . . . Writer Dennis Linde makes his debut on the intrepid label with "Good Things Begin With Rock 'n' Roll." . . . Klondike Records, a subsidiary of Holiday Inns Inc., has just released three new singles in their fast moving production schedule. . . . WKDA's Toys for Toys show featured Jeannie C. Riley, R. B. Greaves, the Newbeats, the Happenings, and Ruby Winter Dec. 12. . . . Vikki Carr was in town last week for a session date at the new Hall-Clement Studios.
JIMMY BUFFETT

LAS VEGAS

Engelbert Humperdinck postponed his Dec. 23 opening at the Riviera Hotel, to prepare for his own TV series slated for airing in early January. He'll fulfill the contract in May. John Davidson and Joan Rivers also resigned for future appearances at the Riviera. . . . Jan Garber and his big band opened a holiday engagement at the Desert Inn Hotel Dec. 19. The New Kick backed by songstress Roberta Sherwood also opened at the Desert Inn. . . . Gladys Knight & the Pips packed the Flamingo's Casino Theatre with rocking Motown sounds fea-

turing their latest single, "Friendship Train."
Talk about durability, Tommy Deering and the Inner Circle are playing their 11th consecutive month at the Flamingo's Casino Theatre.
RCA's Rouvaun completed his third Dunes Hotel engagement as star of "Casino de Paris" to finish off the year with two weeks in concert. He is backed by the Craig Hundley Trio and comedians Davis & Reese. . . . The Coasters will begin 1970 along with Little Richard and Fats Domino for a 10-city swing through the Midwest.
The demise of the Unusual We gave birth to the Celebration, five girls and five guys, who are featured in the Marty Allen Scene at Caesars. An appearance on the Bing Crosby TV special Dec. 8 helped send the group off to a big start. They offer new songs such as "Lemonade," "The Celebration," and "It's My Bag" with strong up tempo choreography. The Osmond Brothers also support the show in the hotel's big room. . . . "Judy's 5" with Bonnie Ventura now appearing nightly at the Showboat Hotel.
Johnny Bush heads the Nugget. The Kimberlys, Garn Little Dyke and Charlie Show round out the round-the-clock entertainment bill of the Casino Center spa.
TOM WILSON

**Brenda Lee
A Hit in Tour**

NEW YORK—Decca Records artist Brenda Lee has returned to Nashville after a SRO tour of the Orient, her second in less than six months. This latest tour included the Japanese cities of Kyoto, Nagoya, Osaka, Fukuoka, Kobe and Tokyo, where the audience rose to serenade her on Dec. 11, her birthday. Miss Lee also played to sellout audiences in Hong Kong, Bangkok, Singapore and Djakarta. She was accompanied on the tour by her manager Dub Allbritten, her six-man show band, the Casuals, and 12 string musicians from Tokyo.

After a short rest at home, Miss Lee will play at the Beverly Hills Hotel in Toronto, then the Elmwood Casino in Windsor. She has already been committed to return to Japan later this year for Expo '70.

**Sculpture Release
Out With U.S. Tour**

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

Rhinoceros in Stomp

• Continued from page 16
and blues material, including "Same Old Way," a big number. One of Edwards' big vocals was "Better Times."

The bill opened with Chapins, a good folk rock quartet, which clearly will be heard more from in the future.
FRED KIRBY

**Kinks Complete U.S. Tour
Backed by WB Package**

NEW YORK—Reprise re-recording artists, the Kinks, have just completed their first cross-country tour since their first records were released five years ago.
Before their arrival, Warner Bros. Records released a special "God Save the Kinks" package containing an LP tracing the history of the group on disks. In the midst of the tour their new LP "Arthur" was released. The sheet music folio corresponding to the LP will be made available shortly through Hill & Range Music.

During the seven-week tour, concerts at Fillmore East, the Boston Tea Party, Detroit's Grandee Ballroom and Chicago's Kinetic Playground. They broke the house record at the Whiskey A Go Go in Los Angeles, then moved on to Fillmore West. After a series of college dates in California, the tour closed with engagements at Philadelphia's Spectrum, Toronto's Hawk's Nest and a final concert at Ungano's in New York. The Kinks are scheduled to return for another tour in February.

**Burton Adds Dimensions
With Variety in Jazz Fare**

LOS ANGELES—Vibist Gary Burton is an adventurer. His Quartet plays modern jazz, as was strongly evident Dec. 16 at the Manne Hole, but his drawing from country, folk and the rock idioms, added a broad dimension to his presentation.
The Atlantic Records artist doesn't try to play the natural style of any of these sources. He uses them for what they can suggest. During his half-hour set, Burton and associates generated a variety of moods based on their source material.

ist of two weeks, displayed an affinity for working in a straight, hard jazz mold, as in "Portsmouth Figuration," and for a rock sounding "The Turn of the Century" by British writer Mike Gibbs.
Drummer Bill Goodwin's touch is generally gentle but constantly swinging. Goodwin was all cymbals on "On the Third Day," used brushes on cymbals on Dylan's "I Want You," and then went to town with his sticks on the fast 4/4 "Portsmouth Figuration."

Bassist Steve Swallow's own composition, "General Mojo's Well Laid Plan," had the author on amplified bass offering a steady layer of well defined notes. Swallow has been with Burton three years and has played with him over a five-year period.

Brown is a welcome support for Burton's own delicate, clearly defined mallet work which sounds just fine interpreting a Dylan tune or romping in a standard jazz motif. This Burton quartet is a cohesive sounding soft sell for jazz. The audience was primarily young people.
ELIOT TIEGEL

Judy Collins Superb

NEW YORK—Looking like a Renaissance painting with her flowered print gown and flowing hair, Judy Collins filled Carnegie Hall Dec. 20, with the uncanny resonance of her sound. Her voice, cascading like ringing echoes on a far-traveling wind, has a consistently enduring strength, whether her material deals with the intimate reflection of "In My Life" or the social consciousness of her new single, "Turn, Turn, Turn."

enhancing Miss Collins' performance was the extraordinary musical rapport of Richard Bell on piano, Susan Evans on drums, and Gene Taylor on bass.
ROBIN LOGGIE

Treat for Family

• Continued from page 16
for improvement. The group consisted of a violinist, a cellist, and an acoustic guitarist, who also handled the vocals. The different textures of sound frequently blended so badly that the strings could better have been eliminated altogether. The group's material was highly derivative, the melodies and style strongly influenced by early Donovan, and the gently surprising lyrics somewhat reminiscent of the Brothers Gibb, with a touch of Paul Simon. Yet Appaloosa are not entirely imitative, and will undoubtedly outgrow the influence of other artists as they develop their own group identity.
Meanwhile, the parents fidgeted impatiently. But the 10-year-olds were quiet. They were listening.
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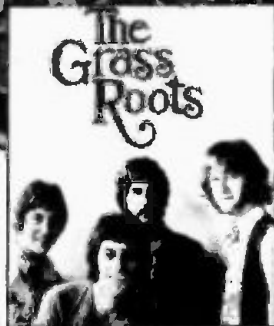
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BOARD MEET

MOA to Study 'Public Day'; Inviting Western Operators

By EARL PAIGE

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

New Study on Vehicle Costs

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

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



NOBUKO ISHII of the sales division of Sega, helps demonstrate one type of record jacket display frame being used by the company to promote play on its thousands of location Rock-Ola machines. Record jackets are changed frequently to maintain customer interest.

Switch to Two for 25c Play Improves Jukebox Programs

By GEORGE KNEMEYER and EARL PAIGE

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

"About 35 percent of my jukeboxes on my route have the quarter play and by midyear we hope to have at least 95 percent of the route on quarter

play," said Russell Maudsley of Russell-Hall, Inc. of Holyoke, Mass. He said that the two for a quarter play will not mean any difference in programming to him. "We have always tried to be selective in the past. We program each location on our route individually. We take into account age of people and ethnic background in deciding what songs to program." He said that in one location that recently changed to quarter play, business showed a 50 to 60 percent increase.

"Most of our jukeboxes still have the three for a quarter play," said Samuel R. Keyes of Apollo Stereo Music Co., Inc., of Denver. "As we can we'll change to two for a quarter but it will be a slow process because business is slow." He said that programming will get more attention if for no other reason than "people will want a better selection to choose from because of the increased price."

The switch to two for a quarter pricing is improving jukebox programming because operators have more money with which to purchase records, according to A. L. (Lou) Ptacek, Manhattan, Kan. operator and distributor. Ptacek, also president of Music Operators of America, said: "As with most operators, we try to keep our record budget within 10 percent of our jukebox income. Buying enough records with jukebox play at a dime was becoming impossible. Now that 60 percent of our route is two for a quarter we're doing a better job of programming because we simply have more money to spend on records."

Another twist on changing (Continued on page 24)

Expect 3,000 at 1970 ATE Exhibition

LONDON—At latest count 95 exhibitors have booked space at the 26th annual Amusement Trades Exhibition (ATE) here at Alexandra Palace Jan. 20-22. Last year the event attracted 89 exhibitors. The main hall of the huge Alexandra Palace has been completely filled and John Singleton, secretary

of the British Amusement Caterers' Association, said another 22 stands have been added. The event, which is not open to the general public, is expected to attract over 3,000 coin machine world businessmen during its three-day run.

Here is a list of exhibitors:

- A. & B.C. Chewing Gum Ltd.
- Abley-Industrial Devices Ltd.
- Academy Signs Ltd.
- Acral Limited
- Alexworth Consolidated Industries (C.B.) Ltd.
- American Foods Ltd.
- Amusement Equipment Co. Ltd.
- Amusement Trades Equipment News
- Appliance Components Ltd.
- Artisan
- Automatic Coin Equipment (Cardiff) Ltd.
- B.A.C. (Amusement Concessions) Ltd.
- Barris Manufacturing Co.
- Bell Fruit Manufacturing Co., Ltd.
- Bresco Equipment Ltd.
- Bryan's Works
- C.R. Vending & Electronics Ltd.
- Chicago Automatic Supply Group
- Coin Controls Ltd.
- Coin Equipment Manufacturing Ltd.
- Coin Operated Games Ltd.
- Coinselectors Ltd.
- Coughlins' Automatic Supplies Ltd.
- Crampton, Alfred, Ltd.
- Decramont Limited
- Direct Machine Distributors Ltd.
- Direct Supplies Co.
- Dixburgh Organisation (Sales) Ltd.
- Expert Industrial Controls Ltd.
- F.P. Imports
- G.R. Cutlery Co. Ltd.
- Gainsmead and Haddingley of Groups of Companies
- Glanville Press & Coin Automatics
- Goldman, H., Ltd.
- Hotel Enterprises Ltd.
- Hall, Edwin, & Co.
- L.C.C. Machines Ltd.
- Jaystone & Ashby Ltd.
- Joyce, Geo., & Son
- Joyride Manufacturing Co., Ltd.
- Jukebox Products
- Eastie Automatic Supplies Ltd.
- Kraff's Automatics Ltd.
- Lancaster, W. & Co., Ltd.
- Lever, R.W.
- London Coin Machines Ltd.
- Lumenco Signs (Thames) Ltd.
- Marine Anglers Ltd.
- Mar-Matic Sales Ltd.
- Midland Enterprises
- Mills Novelty Co. Ltd.
- Mitchell, B.C., Ltd.
- Moldere Products (Lindsay) Ltd.
- Multi-Coin Ltd.
- Music Hire Group of Companies
- National Projectors (U.K.) Ltd.
- Neon Vision Signs
- Ninales Ltd.
- Northampton Sign & Electrical Services Ltd.
- North East Electronic Developments Ltd.
- Omser Ltd.
- Original Kart
- Parker, J. & Co. (London) Ltd.
- Perks, Henry A., (Sales)
- Phillips, B.M., Ltd.
- Photographic Equipment (Distributors) Ltd.
- Pugh Automatics
- Qual-Tec Equipment Ltd.
- Rhein Automaten Ltd.
- Ride-A-Mark Ltd.
- Robinson Partners (London) Ltd.
- Rollite Products (Bridlington) Ltd.
- Ruffler & Walker Ltd.
- Samsan Novelty Co., Ltd.
- Schwartz, J. & Son Ltd.
- Scottish Automatic Printing Co., Ltd.
- Sheffras, Morris, & Sons Ltd.
- Sheffras, Philip, (Sales) Ltd.
- Signal Electric Ltd.
- Simper, The Peter, Organization
- Simmonds & Robinson, Ltd.
- Standard Coin Counting Co.
- Stannite Automatics Ltd.
- Streets Automatic Machine Co., Ltd.
- Sty-Rim Precision Eng. Ltd.
- Supercar Co. (Coventry) Ltd.
- Synplay Ltd.
- Tele-Bingo Ltd.
- Thomas Automatics Co., Ltd.
- Thorn Bendis Ltd.
- Thompson, Edward, Ltd.
- United Wholesale Warehouses Ltd.
- Vale Automatics
- Walche, M.W., & Co.
- Warren-Ward (Sales)
- Whittaker Bros. (Shaw) Ltd.
- World's Fair Ltd.

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- Qual-Tec Equipment Ltd.
- Rhein Automaten Ltd.
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- Vale Automatics
- Walche, M.W., & Co.
- Warren-Ward (Sales)
- Whittaker Bros. (Shaw) Ltd.
- World's Fair Ltd.

Executive Turntable



In an order to realign the distribution division so it is more operator-oriented, Rowe International, Inc., has announced some changes within the division. Clint Shockey, has been named director of music and games sales. Arnold Cohen has assumed the duties of director of vending sales. Marty Shumsky has been named director of administrative affairs and will handle research functions within the distribution division. Wally Detrick will become director of customer services. In other appointments at Rowe, Gordon Patton has been named national accounts manager and Vince Francischelli was appointed national accounts service engineer.

German Court Rules on Pins

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

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

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

Rowe Service Schools Set

WHIPPANY, N.J. — Winter and spring factory service schools for Rowe International, Inc., will be held at the company's facilities in Whippany, N.J., and Grand Rapids, Mich. Vending Schools will meet in Whippany and music schools in Grand Rapids.

The vending schools will be held Monday through Friday (12-16); Feb. 16-20, May 18-22 and June 22-26. The music Schools will be held on Jan. 26-30, March 16-20 and April 20-24.

The classes are open to vend- (Continued on page 24)

New Equipment



Fischer—Empress Coin-operated pool table

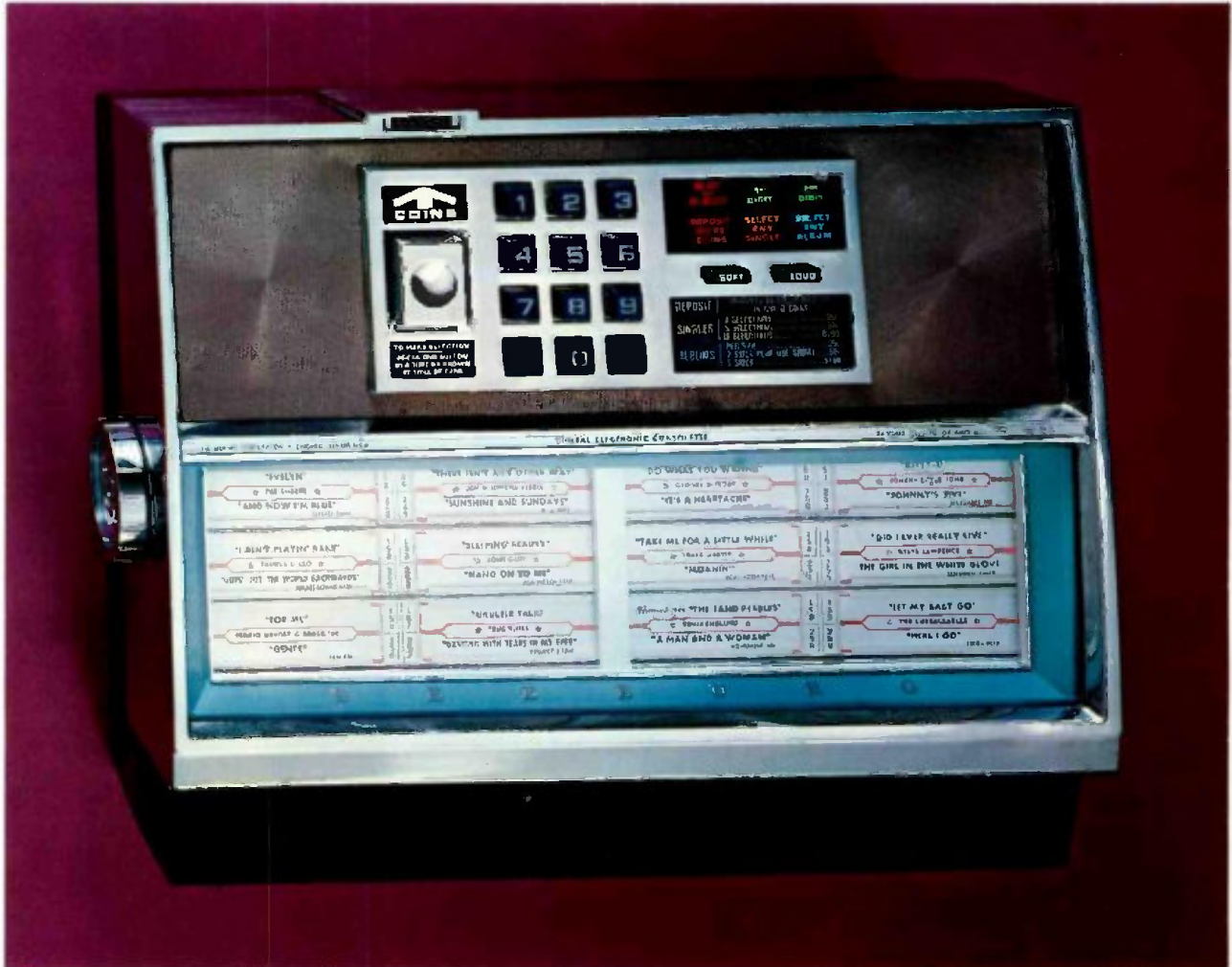
The Empress series has been redesigned with an entirely new leg styling. It is finished in walnut brown tone corner skirts and also has the new dirt resistant satin silver finish on the leg levelers. There are two sizes available: 59-in. by 105-in. with a shipping weight of 995 pounds and the smaller 52-in. by 92-in. table weighing 675 pounds.



VIRGINIA operators. Elected president at the recent meeting was Ken O'Connor. Other officers: John Cameron, first vice-president; Harry Healy, second vice-president; Hy Lesnick, secretary-treasurer; directors M. L. Holland, Ralph Craun, Dewey Gilbert, Gilbert Bailey, F. D. Colbert, Jim Donnelly, Thel Shields, Bill Hensley, Eddie Morse, Harry Fake, Mr. and Mrs. Harry Lubman, Alton Lewis, William Showlater, Robert Minor, Arnoff Pantelides, Lewis Jones, Bob Lewis, Richard Peery, Mervin Lonergan and Claude Smith.

NEW SEEBURG CONSOLETTTE!

Great companion to the famous new Apollo!



13½ in. x 15¼ in. x 13¼ in. deep

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

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

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

Titles are viewed easier and faster with a new "Carousel" display. They can be played easier and faster with a new 10-

button digital selector (matching the one on the Apollo).

The money comes in faster, too. A new "10 coin" accumulator accepts all silver change in any combination, any order.

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

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



New Seeburg Apollo for 1970

What's Playing?

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

Amet. Ia., Location: Easy Listening Lounge

Eena Darylichuk, programmer, K & D Music Co.



Current Releases:
"Tonight I'll Say a Prayer," Eydie Gorme, RCA 74 0250.

"Winter, World of Love," Engelbert Humperdinck, Parrot 40344.

Oldies:

"That's How Our Love Will Grow," Janie Porter
"Lasso Lights," The Platters.

Freemont, Neb., Location: Kid Lounge

Ted Nichols, programmer, Automatic Vending Service



Current Releases:

"Take a Letter, Marlin," R. R. Groves, Arco 6714.

"Losing on a Jet Plane," Perry, Paul & Mary, Warner Bros. Seven Arts 7340.

"It's Cornin'," Three Dog Night, Dunhill 4215.

"Raindrops Keep Falling on My Head," M. J. Thomas, Scepter 12265.

Oldies:

"Sugar, Sugar," The Archies.

Lebanon, Tenn., Location: Adult Lounge

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



Current Releases:

"Raindrops Keep Falling on My Head," B. J. Thomas, Scepter 12265.

"A Brand New Me," Dusty Springfield, Atlantic 2665.

"Early in the Morning," Vanity Fair, Scepter One 21 025.

"Somebody Wait In 'Til I Get There," Dana Ross and the Supremes, Melton 156.

Oldies:

"Blue Christmas," Ella Presley.

Peoria, Ill., Location: Kid Lounge

Bill Rush, programmer, Les Murrtooth



Current Releases:

"I'll Never Fall in Love Again," Dinah Warwick, Scepter 12273.

"Raindrops Keep Falling on My Head," B. J. Thomas, Scepter 12265.

"Myself," Shocking Blue, Colgems 108.

"Six White Horses," Tommy Cash, Epic 5-10540.

"Walk a Mile in My Shoes," Joe Smith, Capital 2504.

Coinmen In The News

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

Attending the Brookfield seminar were: Ron Bartholomew of Freight Coin Co. of Rhinelander, Wis.; Lewa Sawicky of Specialty Sales Co. of Baraga, Mich.; Reid Whipple and Willie Lipsey of United Inc. of Milwaukee; William R. Jahnke of Jahnke Sales Co. of Green Bay; John Miner of Rapids Coin Machine Service of Wisconsin Rapids, Wis.; Robert Fitzke of Central Music and Games Co. of Wausau, Wis.; Robert C. Marquardt of Cecil Arcade of Cecil, Wis.; Eric Alanen of Ottawa Sales Co. of Iron River, Mich.; G. Douglas Snow of Lakeland Music in Woodruff, Wis.; David G. Funder of United, Inc. of Green Bay.

Attending the San Francisco seminar were: Edwin (Bud) Phillips of Burlin and Bud's Music Co. in Fremont, Calif.; Kenneth Younkin of Dave Hurdin Music of Concord, Calif.; William S. Walters of Central Valley Music of Turlock, Calif.; Ralph L. Butcher of D and D Distributing of Stockton, Calif.; Don Redello of Stetson Music in San Mateo, Calif.; Wayne Wilson of Patton Music in Turlock, Calif.; John Shelton of Perinani Music of Sacramento; and Charles W. Clark of Acme Vending Co. of San Jose.

Attending the Orlando seminar were: Wendell Payne and Walter Hise of Tallahassee Music Co. in Tallahassee, Fla.; Walter A. Cox of Louque Vending Co. of Perry, Fla.; C. H. Miller, Owen R. Council, J. E. Goodman and W. G. Horn of Automatic Merchandising of Tallahassee; Vaughn Tuley, Lee Syncey and Bill Lindsey of Cannon Music in Thomasville, Ga.; Carl Jones of Jacksonville and Glenn Clark of Orlando both of Southern Music.



EMPIRE party, Empire Dist. recently played host to operators and wives at a holiday in the Bahamas. Above (from left) Jack Burns, Empire president Gil Kitt and Dave St. Pierre.



ROCKFORD, Ill., operator Charles Marik reaches for a pillow during the recent Empire Dist. operators party flight to the Bahamas.

German Court Rules on Pins

Continued from page 20

free play, this does not involve any addition to his personal property.

The case arose after police observed two boys under 16 operating pinball machines in an Inn. The innkeeper was sued for allowing children under 16 to play an automatic machine of a pay-out nature. But the court ruled that pinball machines do not come into the category of pay-out machines and dismissed the case.

MILWAUKEE

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

The roster of students who attended both days of the school which concluded with a special dinner at the Pfister Hotel included: A. O. Alanen, Quawa Sales, Iron River, Mich.; Louis Sawicki, Specialty Sales, L. Anse, Mich.; Doug Snow, Lakeland Music, Woodruff, Wis.; Ron Bartholomew, Feight Coin Machine Co., Rhinelander, Wis.; Dave Funder, Mel's Coin, Green Bay, Wis.; Bill Jahnke, Jahnke Sales, Green Bay, Wis.; Bob Fitzke, Central Music, Wausau, Wis.; Bob Marquardt, Cecil Arcade, Cecil, Wis., and Jim

Minor, Rapids Coin, Wisconsin Rapids, Wis.

According to Jacobs a five-day service school for Wisconsin and Upper Michigan Wurlitzer operators to be held in Chicago is in the planning stages for spring.

SUPER PLAY-APPEAL and PROFITS with CHICAGO COIN'S

Sensational New

SUPER CIRCUS RIFLE GALLERY

NEW, UNIQUE SOUND SYSTEM
Trapeze Artist Actually Talks.
Circus Band Music.
SPEAKER IN GUN BASE,
Close to Player's Ear.

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

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

EXPLOSIONS! When Any Flop Target Is Hit

- SPECTACULAR BLACK LITE
- COMPLETE CIRCUS MOTIF
- 4 FLOP TARGETS and 3 MOVING TARGETS

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

ATTRACTIVE NEW CABINET
SIMPLE, EASY SERVICING

Also in PRODUCTION **SPEEDWAY • MOON SHOT • ASTRONAUT**

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Reconditioned **SPECIALS** Guaranteed

PIN BALLS	BOWLERS	ARCADE	
CHICAGO COIN			
PAR-GOLF	\$310	BULL FIGHT BALLY \$330	
MUSTANG, 2-PL.	155	ROCKET -3	330
MULA-MULA, 3-PL.	195	CAMPUS QUEEN, 4-PL.	235
RICKER	185	WORLD CUP	300
TRIUMPH 5-A.	250	DIXIELAND	320
GOLD STAR 5-A.	265		
BELAIR 5-A.	285	UNITED	
MEDALIST	310	ULTRA 5-A.	\$375
TEXAS RANGER	285	TIGER	345
GOTTlieb			
SHIPMATES, 4-PL.	\$175	CDRAL	310
KINGS & QUEENS	185	MAMBO	250
ICE REVUE	160	PYRAMID	285
CENTRAL PARK	195		

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

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IN

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EVERYWHERE

New Equipment



Williams—Single player Flipper Game

Seven Up is an adjustable three or five ball play that has stainless steel moulding trim, front door and frame. It has optional single, double or triple chutes with an individual lift out coin tray. By hitting various points on the machine with a ball, the skier moves down the slope. An instructional manual comes with the game. Two for 25-cent play is recommended.

when answering ads . . .

Say You Saw It in Billboard

Coming Events

January 20-22 — Amusement Trades Exhibition, Alexandria Palace, London.

February 6-7—California Automatic Vendors Council Installation meeting, Vacation Village, Mission Bay, San Diego.

February 21-23 — South Carolina Coin Operators Association, Inc. convention, Sheridan Inn, Columbia, S.C.

March 4-7—National Vendors Association Convention, Sheraton Hotel, Chicago.

March 20-21—Alabama Automatic Merchandising Council/ Mississippi Vending Association joint meeting, Broadwater Beach Hotel, Biloxi, Miss.

April 3-5—National Automatic Merchandising Association Conference, Anaheim Convention Center, Anaheim, Calif.

April 17-18—Georgia Automatic Merchandising Council meeting, Callaway Gardens, Pine Mountain, Ga.

April 27-18 Indiana Vending Council meeting, Holiday Inn, Indianapolis.

April 29, May 1-4 — Illinois Automatic Merchandising Council meeting, Lake Lawn Lodge, De'au, Wis.

Switch to Two for 25c Play Improves Jukebox Programs

• Continued from page 20

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

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

Hesch said that one part of the

formula of switching over to two for a quarter pricing is doing it by area. "We try not to leave some location isolated in an area and still on three for a quarter. We work area by area. Now today, because of the terrible storm here, I am sending two route men in an area where we are just starting the switch and letting them make the changeover."

MOA Board Meet

• Continued from page 20

expect a very big turnout of directors this year."

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

Rowe Service Schools Set

• Continued from page 20

ing operators and their service men and will be held in air-conditioned classes in both locations. Operators may make reservations with their local Rowe distributors.

All Machines Ready for Location

C.C. All American Basketball	\$245.00
Seeburg 200 selection wall box	24.50
Crisa-Cross Skee-Ball	175.00
AMI Photoviewers with all attachments	395.00
Seeburg 480	545.00
330 Scrolling-27 column	65.00
C.C. All Stars	295.00
AMI VVS rail	
AMI 200 selection wall box	14.50
C.C. BealMiks	45.00
C.C. Twinky	185.00
Ice Revue	130.00
Hummer	125.00
Mastercard	265.00
Soft Side	295.00

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GUARANTEED USED MACHINES
MERCHANDISE & SUPPLIES

CAPSULES
250 PER BAG WITH MONEY MAKING DISPLAYS

5c All Time ads	\$4.40
5c Trick & Game Mix	5.00
5c Crappy Buses	5.00
5c Northwestern Mix	6.25
5c Ladies Assorted Mixes	5.00
10c Jewelry Mix	8.00
10c Big Biscuits	9.00
10c Assortment Mix	7.00
10c Western Mix	8.00
25c V2 Jewelry, 100 per box	16.00
10c V2 Comics, 100 per box	10.00
Empty V-1-V2 CAPSULES	
Wrapped Gum—Liners 1500 per ctn.	\$5.55
Rain-Blo Ball Gum, 2200 per ctn.	7.40
Rain-Blo Ball Gum, 2100 printed	6.40
our carton	7.45
Rain-Blo Ball Gum, 5550 per ctn.	9.40
Rain-Blo Ball Gum, 4300 per ctn.	9.30
Rain-Blo Ball Gum, 3500 per ctn.	8.50
Multiplex, 2400 per carton	8.45
50 Centavo minimum awarded on all West Brand Rain-Blo Ball Gum	
Adams Gum, all flavors, 100 ct.	45
Reich-Nut, All Flavors, 100 ct.	45
Minimum order, 25 boxes, assorted.	

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-Third Deposit, Balance C.O.D.

NEW VICTOR 77 GUM & CAPSULE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION

Vends 100 count gum, V-1 and V-2 capsules. Available with 1c, 5c, 10c, 25c or 50c coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules. Carcome front optional.

Write for beautiful illustrated Circular and Prices.

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MERCHANDISE—Loaf ball gum wrapped gum charms, filled capsules, canned cornets, bulk or vacuum packed nuts, ball point pens, combs, 1/2 tab, 5c package gum, 5c & 10c vending sock candy bars.

SUPPLIES—Empty capsules V-1 V-2, coin weighing scales, counters & wrappers, stamp folders, decal, route cards, padlocks, spray paints, machine cleaners & lubricants, paper cups for hot nut vendors & hot beverage.

EQUIPMENT—All Northwestern bulk vendors, cost iron stands, wall brackets, sanitary & stamp vendors, new & reconditioned bulk vendors of all kinds, parts for all bulk vendors.

DEPENDABLE. FAST SERVICE. LOWEST PRICES FROM LARGEST INVENTORY IN THE U. S.

Send for prices and illustrated literature.

MAIL THIS COUPON TODAY for details, prices and other information on all Northwestern machines.

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- Snap-out Grill

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Just the greatest juke box music ever heard . . . like full frequency response . . . 80 watts of full music power surging through the system. Like dual channels driving six speakers matched for "you are there" realism. It all adds up to



terrific listening . . . sensational living sound . . . lots more play from participating patrons. Results — bigger collections for YOU. See and hear the STATESMAN at your Wurlitzer Distributor.

WURLITZER STATESMAN

Radio-TV programming

Radio Forum June 18-21 in N.Y.

By CLAUDE HALL

NEW YORK — The third annual Billboard Radio Programming Forum will be held June 18-21 at the Waldorf-Astoria Hotel, it was announced last week by Billboard editor-in-chief Lee Zhitto. Already, the world's leading authorities in all aspects of radio programming are being lined up for the four-day meeting.

Such radio leaders as Elmo Ellis, general manager of WSB in Atlanta; Gordon B. McLendon, president of McLendon Broadcasting; William Meeks, president of PAMS, Dallas; Walter A. Schwartz, president of ABC Radio; Ernie Tannen, president of WEEZ, Chester, Pa.; and William Summers, general manager of WLOU, Louisville, were among the more than

50 speakers and chairmen during the first Forum. The second Forum features speakers and chairmen like programming consultant Bill Drake, CBS general attorney Harry Olsson Jr.; John Allen, Brand Rating Research; Dick Carr, general manager of WIP, Philadelphia; Harry Sazz of Ted Bates & Co.; Ben Holmes, executive vice president of Edward Petry & Co.; and Whitney Young, executive director of the National Urban League, plus an outstanding roster of radio station general managers, program directors and air personalities.

Among the program directors who've spoken at past Forums were Dick Starr of KYA, San Francisco; Bill Bailey of KIKK, Houston; George Brewer, now of WIXZ, Pittsburgh; Rick Sklar,

WABC, New York; David Moorhead, now of KMET-FM, Los Angeles; Russ Barnett of KMPC Los Angeles; Ron Jacobs, now of Watermark Inc.; Bill Stewart, WNOE, New Orleans; John Borders, KFJZ, Fort Worth; Deane Johnson, KDWB, Minneapolis; Pat McMahon, KRIZ, Phoenix; Jim Harrison, KFOX, Long Beach, Calif.; Jack Gardner, then of KBOX, Dallas; Allan Newman, KSFO, San Francisco; Terrell Metheny Jr., now of WRIT, Milwaukee; Don Shafer, WTAE, Pittsburgh; Buzz Lawrence, KHOW, Denver; Larry Ryan, KEEL, Shreveport; Lee Sherwood, WFIL, Philadelphia; Bill Sherard, WIXY, Cleveland.

The second annual Forum also marked the presentation of the first Billboard Community Involvement Awards and a Sounds of the Times exhibit featuring the capsuled sound of more than two dozen of the nation's outstanding radio stations. The Community Awards will be presented again and, in addition, a series of awards to leading radio stations, general managers, program directors, music directors and air personalities will be made.

The Forum is being coordinated again by Coleman Finkle of James O. Rice Associates, an international educational consulting firm. For further details about the Forum, write Radio Programming Forum, 9th Floor, 300 Madison Ave., New York, N.Y. 10017.

'Timely' Ideas Click At WDVR-FM in Pa.

PHILADELPHIA — By keying its music to the time of the day, and maintaining consistent yet timely programming throughout its 6½-year history, WDVR-FM has turned a \$27,000 investment into a station billing over \$1.2 million last year. Jerry Lee, station president, decided on a wall-to-wall format after looking over all of the other formats in the market. He picked as his target the 25-49 adult.

The first promotion the station ran consisted of three men going to the various merchants in the area and handing out dial cards while turning the merchant's radio dial to WDVR-FM. After this the promoter would say "WDVR is all music, no commercials . . . it's the brand new station in town." WDVR-FM showed up on the Hooper as the No. 1 FM in town after only three months.

In the morning, one might find himself listening to an hour of medium tempo music. After noon, an hour of music might consist of six medium tempo tunes, three medium slow tunes, and one medium fast tune. All cuts are pre-selected by music director David Shayer and all music is played live. Shayer chooses music which contains no improvisation and usually no voices. Montovani and Percy Faith are examples. Out of every 10 songs, only one may not be familiar to the listener.

WDVR-TV carries news every half hour only in the mornings until 8:30 a.m., then every three

hours. The station plays music in 15-minute uninterrupted segments and limits commercials to six per hour. There is no announcement of titles.

Lee likes to think that the two major reasons for the popularity of WDVR-FM are the proper use of money for promotions and consistency in music programming. "The people know we are consistent, and because of this they know what we stand for—total music."

WDAE Taking New Look at Its Albums

TAMPA, Fla. — WDAE, easy listening station here, is now reevaluating all its albums, to bring back songs by the Mamas & Papas, Simon & Garfunkel, and the Union Gap which the station never originally played, according to music director Bill Dudley. The reason is that there's "an increasing excitement in middle-of-the-road radio. Not only are stations such as WDAE playing a greater diversification of sounds than ever before, but, in addition, more of the easy listening taboos are being pushed aside every day," Dudley said. "Imagine a big market MOR station playing Dusty Springfield or R.B. Greaves three years ago!"

At the No. 1 MOR station in Florida's No. 2 market, said Dudley, "we feel that it's our

responsibility to maintain the excitement and play the heavy hits — no matter on which chart they're found. We're still playing Tony Bennett and Sinatra, but we've been successful, I think, in building a bright, tasteful, dependably modern image in the community, through our music selection."

WSLC to Blend Play

CLERMONT, Fla. — WSLC, station owned by Fidelity Broadcasting, has begun blending Top 40 tunes by such artists as Tom Jones, the Creedence Clearwater Revival, and B.J. Thomas into its country music format. New station manager Howard P. O'Neal, who just replaced Hal Hayes, said that bluegrass and traditional country music would be downplayed. O'Neal is co-manager with Paul DiToma.

WHK Gives News a Break

CLEVELAND — WHK, easy listening station owned by Metro-media, is presenting a unique approach to news via The Fifth Estate. Ken Gaines, general manager, said the station is airing six times a day the 90-second segments which include satirical sketches and topical songs. Len Chandler writes and performs the songs. Sketches feature Severn Darden, Avery Schriber and Weston Gavin.



MARK LINDSAY, left, of Paul Revere & the Raiders shows the Raiders' latest album, "Alias Pink Fuzz," to Scorpio, air personality of WGLD-FM, Chicago underground station.

WWDC DEEJAY

Holiday Plays It By Ear in His New Bag

WASHINGTON — Top 40 radio today has become too restrictive. The real air personality has few alternatives except perhaps to escape to another form of radio as did Johnny Holiday.

Johnny Holiday is into a new bag. He is an air personality on WWDC here for the afternoon drive show. The new bag is easy listening, a heavy change for a Top 40 veteran. He changed to easy listening for a number of reasons. "I was tired of being tied down by a strict format," Holiday said. "I also felt that the kids could not relate to me any more. I was talking fast and saying nothing. What can I say? I outgrew it."

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

Holiday has been at WWDC since Nov. 24. He said the adjustment was not simple. "It was hard because I was not familiar

with the various areas of Washington. I also had to adjust to the fact that I no longer had to push. I don't have an hour clock or a really set formula. I don't have to announce the time after each record. There are about 40 or 50 singles to choose from and many albums as well. I also get to choose almost any oldie I want to play. If I want to call the White House and talk to the President, there is no one to stop me. I have a lot of freedom which I never had before. I had to learn to slow down and take it all in."

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

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



STAN JACOBSON, far right, producer of "The Johnny Cash Show" which begins filming on Jan. 7, is greeted at Nashville's Municipal Airport by, from left, Bernard Glow of Screen Gems and stage production manager of the Cash Show; Audrey Winters of Music City News; Steve Singleton, son of producer Shelby Singleton; Huey Meaux, independent record producer from Houston; and Anne Fowler of Sharondale Music.



PAT ANERSON, WSB AIR PERSONALITY, chats with Ferrante & Teicher during their recent visit to the station.

James Brown -- Mr. Dynamite

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

RED HOT SINGLES

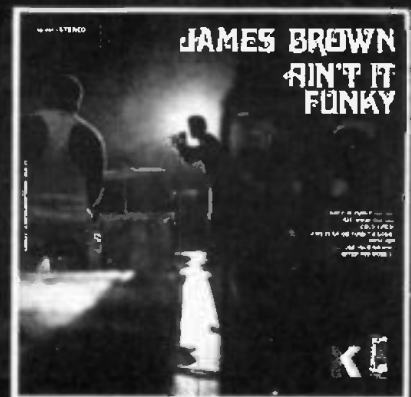
AIN'T IT FUNKY

#6280

Let A Man Come In And Do The Popcorn

#6275

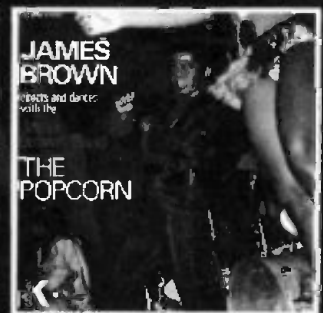
NEW RELEASE



KS-1092



KSD-1063



KSD-1065



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

In **1969** It Was

“OH, WHAT A NIGHT”

In **1970** It's

“OH, WHAT A DAY”

The Dells

Cadet 5663

Produced by Bobby Miller
Arranged by Charles Stepney

CADET 
A Division of GRT Corporation

1970:

The Mercury

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

Where do we start? Nationally in Rolling Stone. L. A. Free Press. Fusion. Village Voice. Kaleidoscope. Helix.

Where else? Evergreen Review.

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

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

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

And you can bet we're right on target all the way.

From The Mercury Record Corporation Family Of Labels
Mercury • Philips • Smash • Fontana • Limelight • Blue Rock • Wing • Intrepid • Pulsar
A Product of Mercury Record Productions, Inc., 35 East Wacker Drive, Chicago, Illinois 60601
A North American Philips Company



SMASH 



Philips PHS 600-330



Fontana SRF 67611



Mercury SR 61246



Mercury SR 61252



Mercury SR 61238



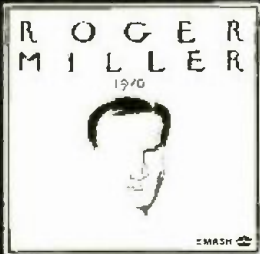
Smash SRS 67130



Mercury SR 61247



Mercury SR 61248



Smash SRS 67129
8 Track—SC8 67129
Musicassette—SCR4 67129



Fontana SRF 67610
8 Track—SC8 67610
Musicassette—SCR4 67610



Mercury SR 61249



Mercury SR 61250



Mercury SR 61255

Shot



Philips PHS 600-331



Connoisseur PCC 635



Connoisseur FCC 634



Mercury SR 61253
8 Track—MC8 61251
Musicassette—MCR4 61251



Mercury SR 61253
8 Track—MC8 61253
Musicassette—MCR4 61253



Philips PHS 600-332



Fontana SRF 67609



Philips PHS 600-333
8 Track—PC8 600-333
Musicassette—PCR4 600-332



Mercury SR 61254
8 Track—MCA 61254
Musicassette—MCR4 61254



Smash SRS 67128
8 Track—SC8 67128
Musicassette—SCR4 67128

Soul

Soul Sauce

BEST NEW RECORD OF THE WEEK:

"RAINY NIGHT IN GEORGIA"

BROOK BENTON
(Cotillion)



By ED OCHS

SOUL SEARCHING: Pop-soul is once again synonymous with Motown, and Detroit, despite the latest claim by New Orleans, Mississippi and Muscle Shoals, is still the soul capital of the world. Simply because that's where the hits come from. The only soul album in the top twenty belongs to the Temptations ("Puzzle People"), while Diana Ross & the Supremes ("Someday We'll Be Together") and the Diana Ross-sponsored Jackson Five ("I Want You Back") are the only soul singles to haunt the top ten disks. Last week's Billboard predicted only one record to break the top twenty: Marvin Gaye's "How Can I Forget," on Tamla. Naturally, the soul charts have Motown on top. In fact, out of the top ten soul disks Motown has 70 percent of the action. All the more power to Motown, but the contrast between Gordy's good fortune and soul's lack of fortune is disturbing. To Motown we owe brotherly gratitude for perpetuating soul power, yet, writes F.O.R.E. national chairman Warren Lanier, "We will stand 'shoulder-to-shoulder' in a fight to eradicate this gross misjustice of soul music." Referring to the soul backlash explored recently in Soul Sauce, Lanier added, "This is a 'sickening thing' and its results are far spread and disastrous to the growth and development of artists, individuals and companies." Soul Sauce invites the soul industry to voice its opinions and suggestions on the looming "backlash" of soul music from the pop charts and commercial success by writing to me, Ed Ochs, at Billboard. Make the New Year's resolution to settle your soul business in Soul Sauce by caring enough about your future to write or call.

FILLETS OF SOUL: It's worth repeating what Atlantic's Ted Williams told Soul Sauce recently. "More and more blacks are listening to rock. Integration is now working on an everyday level bringing

(Continued on page 33)

Vox Jox

Continued from page 28

ing that FM does quite well in some markets with a country format.

Lee Potter music director of WATS, Sayre, Pa., reports "having trouble getting service from Motown Records." Dave Sturm at KSPR, Springdale, Ark., reports calling Epic Records and asking Marshall Blonstein for a copy of "Six White Horses" by Tommy Cash and being told "if we didn't get any service to consider them a loss." So, I have to take the Claudius Seal of Approval from the Cash record. Steve LaBunski, general manager of WMCA in New York, has been elected to the board of directors of the Straus Broadcasting Group. WREK-FM, Atlanta, continues to program more and more progressive rock, says Ron Parker. Pam Burckhardt, traffic director at WZAK-FM in Cleveland, is now with WJW, same city, in the promotion department.

Jerry Brooke is now doing morning drive at KDWB in Minneapolis. He'd been across the street at WDGY. Ernestine Mathis, after three months off the air, is back doing weekends at WOKS, Columbus, Ga. She's also doing traffic part time during the week. Beautiful! At WDAE in Tampa, Fla., program director Ed Ripley has taken himself out of the afternoon drive slot. Jim Boynton left to become program director of WKIS, Orlando. Bill Dudley has been promoted to music director. WDAE lineup now goes Al Blake, Tommy Hay, Dudley, Jerry Peterson, Pete Thatcher and Mike W. Morgan.

Record promotion men, Please take note: Mike McCarthy, music director of WIUS at Indiana University, Bloomington, Ind., writes: "We receive excellent service from many companies and will play their records—even if they are not in the Hot 100, rather than buy a hit from a company that doesn't think enough of our station to service us. Most companies like Mercury, Atlantic, Capitol, Columbia, and Blue Thumb. To name a few, recognize that college radio stations have a great effect on record sales and they should be lauded for their foresight."

Dick Graham has joined the programming department of WPBS in Philadelphia. The staff at KMCO in Conroe, Texas, a country station, goes: Jay Blackburn, general manager; Joe Cooper, music director; Keith Heyn, Mary McCoy, and program director Lee Grant. Ron Hamen writes: "Thought I'd drop a line to inform everyone that a 3,000-watt top 40 station exists here on Okinawa. Owned by the Ryukyus Broadcasting Corp. Specialized shows are scattered throughout the week, such as jazz on weekends and progressive rock every night. Both of these, in addition to the pop music, are always in demand both from the military as well as the Japanese. Thus, we are in need of both old and new records. To KSBK, COP Box 4, Naha, Okinawa. The station's lineup includes program director Doug Green, Bob Wales, Jim Wilson, Doug Stalker, Horgan Hart, Jimmy Max, Bob Murray, and Ron (Ron Garrie) Hamen.

Billboard SPECIAL SURVEY For Week Ending 1/10/70

BEST SELLING

Soul Singles

Artist and/or Selection featured on "The Music Scene," ABC-TV Network

* STAR Performer—LP's registering greatest proportionate upward progress this week.

Billboard	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	2	1	I WANT YOU BACK Jackson 5, Motown 1157 (Jobete, BMI)	8
2	1	3	SOMEDAY WE'LL BE TOGETHER Diana Ross & THE Supremes, Motown 1156 (Jobete, BMI)	9
3	3	4	AIN'T IT FUNKY NOW James Brown, King 6280 (Golo, BMI)	7
4	4	5	THESE EYES Jr. Walker & the All Stars, Soul 35067 (Dunbar, BMI)	10
5	7	6	LOVE BONES Johnny Taylor, Stax 0050 (East/Memphis, BMI)	5
6	6	7	WHAT YOU GAVE ME Marvin Gaye & Tammi Terrell, Tamla 54187 (Jobete, BMI)	5
7	5	8	FRIENDSHIP TRAIN Gladys Knight & the Pips, Soul 35068 (Jobete, BMI)	10
8	8	9	TO BE YOUNG, GIFTED AND BLACK Nina Simone, RCA 74-0276 (Hainandy, BMI)	8
9	11	10	LET A MAN COME IN AND DO THE POPCORN, Part II James Brown, King 6275 (Dynatone, BMI)	3
10	14	13	I LOVE YOU Otis Leavill, Dakar 614 (Dakar, BMI)	8
11	12	11	IS IT BECAUSE I'M BLACK Syl Johnson, Twilight 125 (Mudato/Syl/Zel/Highland, BMI)	10
12	10	9	ELEANOR RIGBY Artha Franklin, Atlantic 2693 (Wacden, BMI)	8
13	17	16	POINT IT OUT Smokey Robinson & the Miracles, Tamla 54189 (Jobete, BMI)	4
14	30	29	THE TOUCH OF YOU Brenda & the Tabulations, Top & Bottom 402 (One-Eyed Soul, BMI)	4
15	18	17	LOOK-KA PY PY Meters, Jossie 1105 (Marsaint, BMI)	6
16	13	12	BABY I'M FOR REAL Originals, Soul 35066 (Jobete, BMI)	16
17	20	19	HEY THERE LONELY GIRL Eddie Holman, ABC 11240 (Famous, ASCAP)	6
18	21	20	IF WALLS COULD TALK Little Milton, Checker 1226 (Jalyne, BMI)	3
19	22	21	I'M SO GLAD I FELL FOR YOU David Ruffin, Motown 1158 (Jobete, BMI)	4
20	41	40	THE THRILL IS GONE B. B. King, BluesWay 61062 (Grosvener House, ASCAP)	2
21	—	—	THANK YOU (Fallettin' Me Be Mice Ell Again) Sly & the Family Stone, Epic 5-10555 (Stone Flower, BMI)	1
22	15	14	BACKFIELD IN MOTION Me! & Tim, Bamboo 107 (Cashand/Parthead, BMI)	13
23	24	23	GUESS WHO Ruby Winters, Diamond 269 (Ruler, BMI)	5
24	19	18	MY HONEY AND ME Luther Ingram, Koko 2104 (Klondike, BMI)	6
25	26	25	HE MADE A WOMAN OUT OF ME Betty Lavette, Silver Fox 17 (Green Isle, BMI)	6
26	9	8	YESTER-ME, YESTER-YOU, YESTERDAY II Steeze Wonder, Tamla 54188 (Stein/Van Stock, A&EAP)	11
27	28	27	LOVELY WAY SHE LOVES Moments, Stang 5009 (Gambi, BMI)	4
28	29	28	BABY BOY Fred Hughes, Brunswick 755419 (Dakar/BRC, BMI)	4
29	42	41	BOLD SOUL SISTER Ike & Tina Turner, Blue Thumb 104 (Picado/Rococco, BMI)	3
30	25	24	DON'T LET HIM TAKE YOUR LOVE FROM ME Four Tops, Motown 1159 (Jobete, BMI)	5
31	34	33	(Gotta Find) A BRAND NEW LOVER, Part I Sweet Inspirations, Atlantic 2686 (Assorted, BMI)	3
32	16	15	YOU KEEP ME HANGING ON Wilson Pickett, Atlantic 2682 (Jobete, BMI)	5
33	23	22	DON'T LET LOVE HANG YOU UP Jerry Butler, Mercury 72991 (Assorted/Parabul, BMI)	7
34	35	34	WORRIED LIFE BLUES Little Junior Parker, Mini 32080 (Duchess, BMI)	3
35	31	30	HOW CAN I TELL MY MOM & DAD Lovettes, Lock 723 (Moo-Lah, BMI)	10
36	44	43	DIG THE WAY I FEEL Mary Wells, Jubilee 5084 (Weiwan, BMI)	3
37	33	32	BEEN A LONG TIME Betty Everett, Uni 55174 (Parabul/Assorted, BMI)	7
38	—	—	THE GHETTO Denny Hadaway, Atco 6719 (Don-Pow, Penny, BMI)	1
39	36	35	HELLO SUNSHINE Rev. Maeco Woods & the Christian Tabernacle Baptist Church Choir, Vol 1 4025 (Collision/Killynn, BMI)	6
40	47	46	I'M JUST A PRISONER Londi Staton, Fame 1460 (Fame, BMI)	2
41	45	44	THAT'S WHEN I'LL STOP LOVING YOU/I'LL BE SWEETER TOMORROW Linda Jones, Heptone 17 (GORE/Ziro & Piroce, BMI)	4
42	—	—	IT'S GONNA TAKE A LOT TO BRING ME BACK Manhattan, DeLuxe 115 (Zira, BMI)	1
43	43	42	THE UNHOOKED GENERATION Freda Payne, Inevictus 9073 (Gold Forever, BMI)	3
44	—	—	AMEN 1970 Impressions, Custom 1948 (Pamco, BMI)	1
45	50	49	MOONWALK, Part I Joe Simon, Sound Stage Seven 2651 (Cape Ann, BMI)	2
46	46	45	THE CHILDREN Sobby Hill, Lo Az 2305 (J.A.M.F., BMI)	4
47	49	48	A WORLD WITHOUT MUSIC Archie Bell & the Dells, Atlantic 2693 (Assorted, BMI)	2
48	48	47	THEME FROM THE ELECTRIC SURFBOARD Brother Jack McDuff, Blue Note 1953 (Pelew, ASCAP)	2
49	—	—	COUNTRY PREACHER Cannonball Adderley Quintet, Capitol 2698 (Zanovic, BMI)	1
50	—	—	I'LL NEVER FALL IN LOVE AGAIN Dionne Warwick, Scepter 2273 (Blue Seal/Jack Morris, ASCAP)	1

Letters to the Editor

Save our singles? Right, I agree. But I believe there is only one way to do this. Abolish the tight playlist! This is the evil villain that is hurting single sales and hurting top 40 stations as well. The tight playlist stations are limiting the exposure of good singles by limiting their playlists to 30 or 35 records. How can record shops sell singles when the average listener has so few to choose from? But, alas, thanks to an aware music loving public the days of the tight playlists are just about over. America's program directors and music directors are wising up. They're finding out that America's teeny-

boppers are growing up faster. The new super groups; i.e., Creedence Clearwater Revival and Blood, Sweat and Tears, are making records that appeal to all age groups. This is where it's at. Rock 'n' roll has matured. We ought to be happy and jumping for joy. In answer to an earlier "Letter to the editor," rock 'n' roll has not squelched and cooled their sound. They have matured it, and more stations are being pressured by the music-wise public to play more rock music. (It's about time they figured out how to improve their ratings). So let the world know that I like good old-fashioned rock 'n'

roll, too, but I also like the new super adult records being put out by the so-called "long-hairs," who seem to be finally accepted nowadays by the majority of the 20-35 age group. So let's just put them both together, brothers, and program a radio station with the proper music balance that will save those beautiful singles. Hard rock is not dead. It can be blended beautifully with soft rock to satisfy the majority of available radio listeners, not just teenyboppers, or just the over 40 age group. As for the MOR jock who said rock is seriously ill, it seems that MOR *(Continued on page 33)*

Billboard SPECIAL SURVEY For Week Ending 1/10/70

BEST SELLING
Soul LP's

Artist and/or Selection featured on "The Music Scene," ABC-TV Network
★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	1	PUZZLE PEOPLE Temptations, Gordy GS 949	14	★ 41	★	FEELIN' GOOD David Ruffin, Motown MS 696 (S)	2
2	2	HOT BUTTERED SOUL Isaac Hayes, Enterprise EMS 1001	27	27	27	HIGHLY DISTINCT Friends of Distinction, RCA Victor LSP 4712	12
3	3	FOUR IN BLUE Smokey Robinson & the Miracles, Tamla TS 297	6	28	26	GREEN RIVER Greenence Clearwater Revival, Fantasy 8393	16
4	4	CREAM OF THE CROP Diana Ross & the Supremes, Motown MS 694	7	★ 45	★	WHAT DOES IT TAKE TO WIN YOUR LOVE Jr. Walker & the All Stars, Soul SS 721	3
★ 11	★	SWISS MOVEMENT Les McCann & Eddie Harris, Atlantic SD 1537	5	★ 38	★	SOUL SPIN Four Tops, Motown MS 695	5
★ 9	★	WALKING IN SPACE Quincy Jones, A&M SP 2023	5	31	25	POPCORN James Brown, King KSD 1055	21
7	6	STAND Sly & the Family Stone, Epic BN 26456	37	★	★	R. B. GREAVES Atco SD 33-311	1
8	5	ON BROADWAY Diana Ross & the Supremes & the Temptations, Motown MS 699	5	33	33	THE WAY IT WAS/THE WAY IT IS Lou Rawls, Capitol ST 215	32
9	8	AT HOME WITH O. C. SMITH Columbia CS 9908	13	34	28	TIME OUT FOR SMOKEY ROBINSON & THE MIRACLES Tamla TS 295	24
★ 13	★	DELPHONIC'S SUPER HITS Philly Groove PG 1152	8	35	22	TOGETHER Diana Ross & the Supremes with the Temptations, Motown MS 692	12
★ 14	★	NITTY GRITTY Gladys Knight & the Pips, Soul SS 713	12	36	24	YOUR GOOD THING Lou Rawls, Capitol ST 325	7
12	12	ICE ON ICE Jerry Butler, Mercury SRS 61234	16	37	36	GREATEST MOTION PICTURE HITS Dionne Warwick, Scepter SPS 575	22
★ 31	★	COMPLETELY WELL B. B. King, BluesWay BLS 6037	3	★ 44	★	LED ZEPPELIN II Atlantic SD 8236	2
14	10	GREATEST HITS, VOL. II Dionne Warwick, Scepter SPS 577	11	39	32	HERBIE MANN LIVE AT THE WHISKEY A GO GO A&M SD 1530	8
15	15	TOM JONES LIVE IN LAS VEGAS Parrot PAS 71031	8	40	40	WHO'S MAKING LOVE Johnny Taylor, Stax STS 2005	31
16	18	ARETHA'S GOLD Aetha Franklin, Atlantic SD 8227	26	41	30	I'VE GOT DEM OL' KOZMIC BLUES AGAIN, MAMA Janis Joplin, Columbia KCS 9913	13
17	16	MY CHERIE AMOUR Stevie Wonder, Tamla TS 296	14	42	46	SANTANA Columbia CS 9781	4
18	7	IT'S A MOTHER James Brown, King 1063	14	43	42	BEST OF BILL COSBY Warner Bros.-Seven Arts WS 1798	19
19	19	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522	34	44	34	LIVE AND WELL B. B. King, BluesWay BLS 6031	29
20	17	LOVE IS BLUE Odis, Cadet LPS 829	21	★	★	REV. MACEO WOODS Hello Sunshine, Valt 6004	1
21	21	SOUL CHILDREN Stax STS 2018	14	★	★	COOL & THE GANG De-Lite DE 2003	1
★ 35	★	HURT SO BAD Nancy Wilson, Capitol ST 353	5	47	47	BLOOD, SWEAT & TEARS Columbia CS 9720	38
23	20	GRAZIN' IN THE GRASS Friends of Distinction, RCA Victor LSP 4149	36	48	48	M.P.G. Mervyn Gaye, Tamla TS 292	32
24	23	CLOUD NINE Temptations, Gordy CLPS 939	44	49	49	ANOTHER VOYAGE Ramsey Lewis Trio, Cadet LSP 827 (S)	11
★ 29	★	DOWN HOME STYLE Brother Jack McDuff, Blue Note BST 84322	5	50	50	DO YOUR THING Jackie Wilson, Brunswick BL 54154	2

Letters To
The Editor

• Continued from page 32

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

Tom Nix
Music Director
KEYS
Corpus Christi

Due to our extremely odd situation here at WACL I thought I'd let you know how the other half feels about the "Save the Singles" movement. We are a non-licensed (call us "underground" if you prefer), non-commercial, low-power rock station located on a military base in the Republic of the Philippines. Being as small as we are, we are faced with the responsibility of serving a listening audience of from 5,000 to 25,000 Navy and Marine men, on base civilian workers, and dependents. The audience turnover rate is extremely high, this being due to the large number of transient personnel that come through here en route to all corners of the western Pacific. Some of these people arrive here only hours out of the States. They KNOW we cannot get the latest releases (meaning hard air play singles) for weeks or sometimes even months after they are being played in the U.S.

We combat this "they can't be any good" attitude by interspersing album cuts with our "stale" singles. We try to pick album selections that the on-base guys think "would've made it had they been given a chance." Believe it or not, we've actually prompted mass hysteria in the local record outlets when hundreds of sailors rush out to buy our "new" sounds and find out that they are cuts on a months-old album.

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

Sincerely,
C. Alan Taylor
Program Director (WACL)
Cubi Point, R.P.
U.S. Naval Air Station
Box 39
FPO San Francisco 96654

'Soul' Show for
WNDR-TV

NEW YORK—"Soul" show, a black variety series on educational WNDR-TV, is scheduled to begin Wednesday, Feb. 4, at 10 p.m. and will be carried on the Eastern Educational Network stations every Thursday at 9 p.m. The program will be the only regularly scheduled program seen on national television devoted primarily to black variety artists. Ed Hazlip will continue to produce the series. Ivan Curry will direct and associate producer will be Alice Hillie.

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charts
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Billboard
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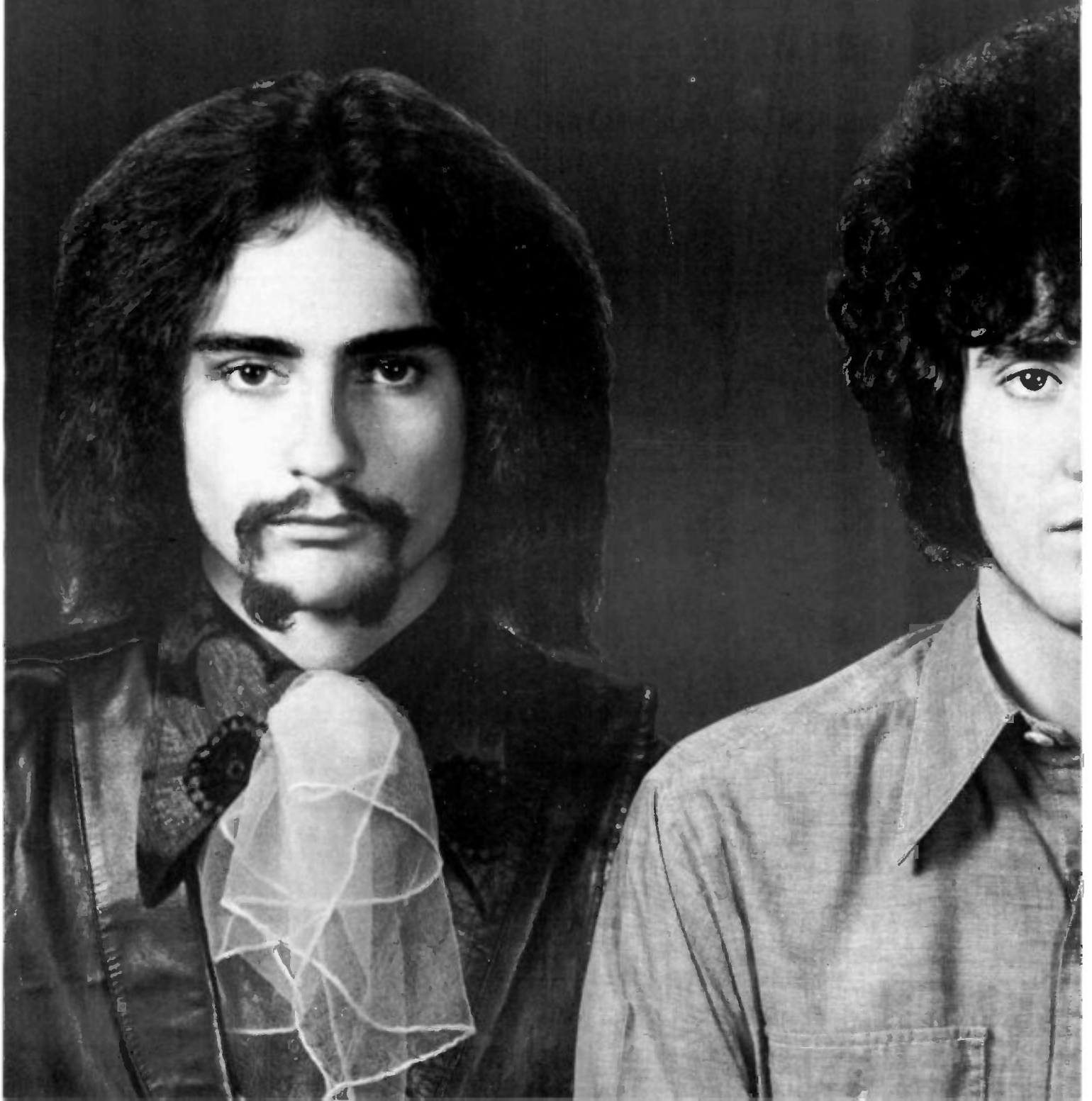
Soul Sauce

• Continued from page 32

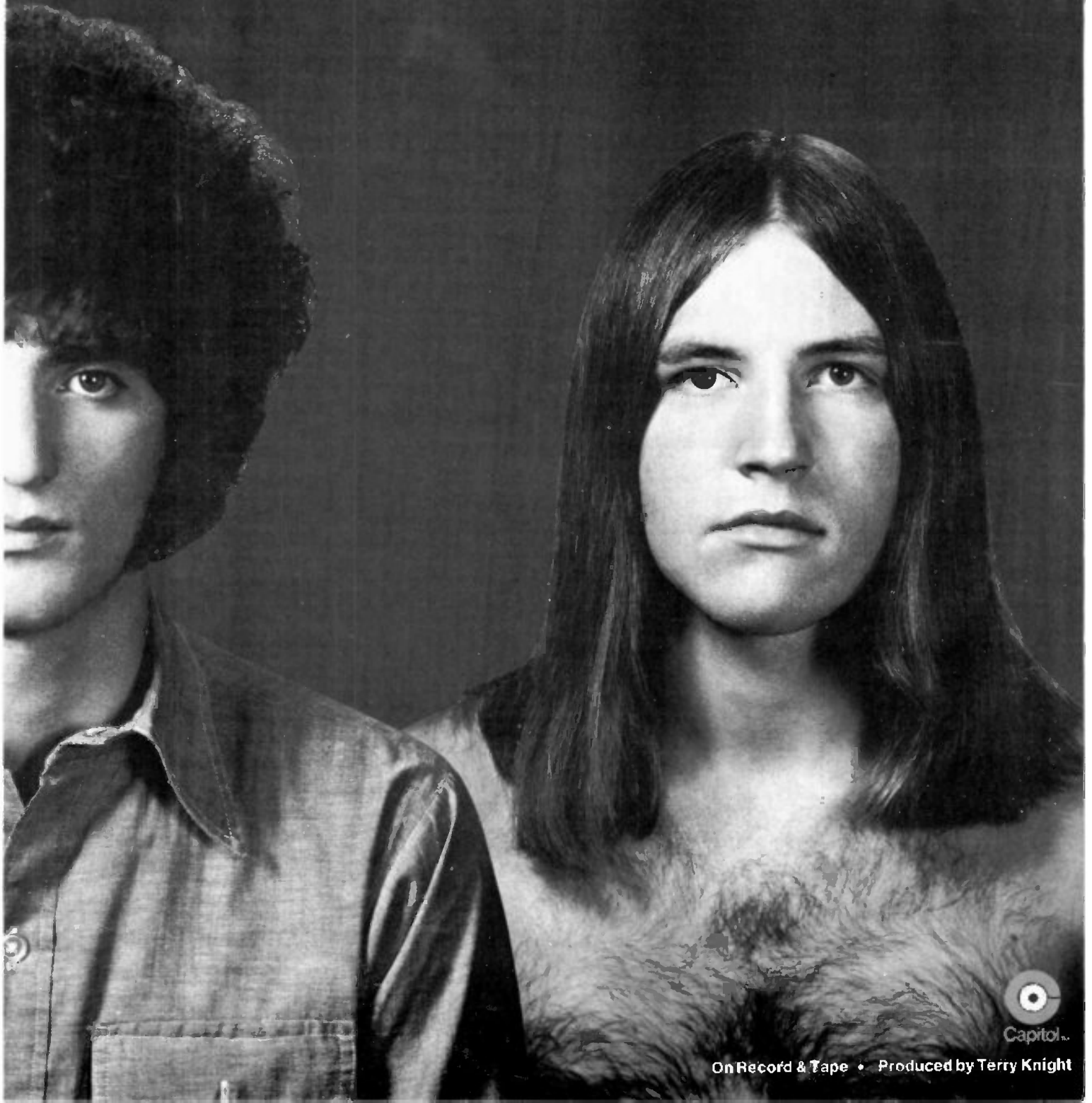
together blacks and whites socially. Black people have become exposed to rock at parties and through friends and are buying it—Blind Faith; Blood, Sweat & Tears; Santana—and white kids are listening to blues." Williams, a former r&b editor, also hinted that black jazz might be next in line to enjoy not only a revival, but major exposure. Do you agree? ... Billboard is now paying serious attention to black gospel with Edward M. Smith's "Gospel Scene." The column appeared last week in the monthly gospel review. ... Wilbert Harrison, of "Kansas City" fame in the 50's, is making a comeback on the Sue label. The album, featuring his underground success, "Let's Work Together," has been critically acclaimed. He's the only souler who sings Ben E. King as well as King. ... Guy Draper, who's set to produce the Rhinoceros rock group for Elektra, is still auditioning masters of ceremonies for his nationwide black talk-variety show for tv. Anyone interested? ... New Otis Redding: "Look at the Girl," on Atco. ... James Brown is putting his soul power behind Marva Whitney for the new year. Her new disk, "He's the One," is picked to score. ... New Dells, "Oh What a Day," on Cadet. And from the Flaming Embers: "Shades of Green," on Hot Wax. ... Phil Jones of Motown reads Soul Sauce. Do you?



Grand Funk: A



Second Coming



On Record & Tape • Produced by Terry Knight

Classical Music

'Der Freischuetz' Issued on Three-LP Release on Angel

LOS ANGELES—Angel Records is issuing a three-LP package of Weber's "Der Freischuetz" this month featuring Birgit Nilsson, Nicolai Gedda, Walter Berry and Erika Koeth. Robert Heger conducts the Bavarian State Opera Orchestra and Chorus.

Garaldo Moore is saluted in a disk featuring the retired piano accompanist with Victoria de los Angeles, Dietrich Fischer-Dieskau, Janet Baker, Jacqueline du Pre, Elisabeth Schwarzkopf, Yehudi Menuhin, Gedda, Gervase De Peyer, Leon Goossens and Daniel Barenboim. The Moore-Barenboim piece is a Dvorak duet.

Miss Du Pre also is featured in a coupling of cello concertos of Schumann and Saint-Saens. Barenboim conducts the New Philharmonia Orchestra. Baren-

boim is the soloist in a Bartok piano concerto pairing with Pierre Boulez conducting the New Philharmonia. Menuhin conducts the Menuhin Festival Orchestra in Beethoven.

Melodiya/Angel has a three-record set of the original instrumental of Tchaikovsky's "Swan Lake" with Gennady Rozhdestvensky and the Moscow Radio Symphony. Yevgeny and the USSR Symphony continue their Scriabin series with the "Symphony No. 2." Timed with their

U.S. tour is a release by the Osipov Balalaika Orectra.

The complete solo piano music of Mozart is contained in two four-LP and a three-LP set in monaural only line featuring Walter Gieseking.

Cellist Mstislav Rostropovich performs Dvorak with Sir Adrian Boult and the Royal Philharmonic. Pianist Bruno Leonardo Gelber is the soloist in two Beethoven albums with Ferdinand Leitner and the New Philharmonic.

Weisberg, Chamber Group Stage Serial Fun Program

NEW YORK — A fun program of serial music was offered by Arthur Weisberg and

the Contemporary Chamber Ensemble at Alice Tully Hall, Dec. 20. The ensemble, which has recorded for Nonesuch Records. Included two New York premieres, one of which, David Bedford's "Music for 'Albion Moonlight,'" had the superb solo work of soprano Phyllis Bryn-Julson, who has recorded for CBS, RCA and Nonesuch. This was the evening's most moving work.

Mezzo-soprano Jan De Gaetani was theatrically expressive in the difficult Roman Haubentstock-Romanti "Credentials," which is based on a monologue from Beckett's "Waiting for Godot." Miss De Gaetani appears on CRI, Nonesuch, Decca and Music Guild.

Percussionist Raymond Des Roches has a tour-de-force in his solo, Charles Wuorinen's "Janissary Music," which he has recorded for CRI. Miss Bryn-Julson and Miss De Gaetani were joined by baritone Richard Frisch, who has recorded for Columbia, in the closing "Adventures" of Gyorgy Ligeti, a humorous, but difficult work.

The other premiere was Niccolò Castiglioni's "Masques," which called for a larger ensemble, which played traditional music supported by avant-garde rhythms. This light, but long piece, even had the musicians playing after they had left the stage. All of the pieces were composed in the 1960's, but some already seemed a bit old-fashioned. **FRED KIRBY**



NICOLAI GEDDA, right, operatic tenor, receives the Electrola Ring of Honor from Wilfried Jung, Electrola managing director, for the success of Gedda's recordings for the company. For EMI-Electrola, he has recorded 30 complete operas, 14 oratorios, 12 operettas, and 15 recitals.

Grand Prix National du Disque 1969 Académie du Disque Français Prix de l'Institut de Musicologie

The above prize was rewarded to the following records:
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SLPX 1261 F. Liszt: Psalms Nr. 13, 18, 23, 124 and 129 sung in Latin and German Budapest Choir, Chorus of the Hungarian People's Army, Hungarian State Orchestra, cond.: Miklós Forrai

SLPX 1267 F. Liszt: Requiem Chorus of the Hungarian People's Army. Soloists of the Hungarian State Opera, cond. Janos Ferencsik

SLPX 11381 F. Liszt: Choral Works sung in original languages Female Choir of Győr, Chorus of the Hungarian Folk Ensemble, Soloists of the Hungarian State Opera, cond. Miklós Szabo

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Classical Notes

The Amati Ensemble of 11 stringed instruments makes its New York concert debut at Alice Tully Hall, Monday (5). Pianist Jeanne-Marie Darre appears with Rafael Fruhbeck De Burgos and New York Philharmonic, Monday (5). Fruhbeck de Burgos also conducts the orchestra, Thursday (8), Friday (9) and Monday (12). Claudin Abbado conducts the Philadelphian Orchestra, Monday (5). The Master Virtuosi of New York give the first of three 1970 concerts, Jan. 30, at Philharmonic Hall. The other dates are March 6 and April 19. Soprano Eileen Farrell gives a Philharmonic Hall concert in the St. John's University Centennial Concert Series, Feb. 12. **FRED KIRBY**

BEST SELLING Classical LP's

Billboard	This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
	1	1	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., SWITCHED ON BACH Walter Carlos/Benjamin Foltman, Columbia MS 7194	59
	2	2	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS THE WELL-TEMPERED SYNTHESIZER Walter Carlos, Columbia MS 7286	8
	3	3	SOUNDTRACK: 2001: A SPACE ODYSSEY MGM SIE ST 13	74
	4	5	SCENES AND ARIAS FROM FRENCH OPERA Beverly Sills, Westminster WST 17163	14
	5	12	TEBALDI FESTIVAL (2 LP's) Renata Tebaldi, London OSA 1282	6
	6	4	MY FAVORITE CHOPIN Van Cliburn, RCA Red Seal LM 2575 (M); LSC 2575 (S)	197
	7	7	SONART PRODUCTIONS PRESENTS MOOG STRIKES BACH Hans Wurman, RCA LSC 3125	10
	8	6	MOZART: CONCERTOS 17 & 21 (Elvira Madigan) Ando/Camarata of the Salzburg Mozarteum Academica (Ando), DGG 138783	101
	9	8	A KARAJAN FESTIVAL Berlin Philharmonic (Karajan), DGG 643212	10
	10	9	R. STRAUSS: SALOME (2 LP's) Caballe/Various Artists/London Symphony (Leinsdorf), RCA LSC 7053	10
	11	11	MASSENET: WERTHER (3 LP's) De los Angeles/Gedda/Various Artists/Orchestra De Paris (Pratre), Angel SCL 3736	6
	12	22	E. POWER BIGGS' GREATEST HITS Columbia MS 7269	29
	13	13	MISSA LUBA Traubadours du Roi Bafouin, Philips PCC 606	22
	14	15	BACH'S GREATEST HITS Various Artists, Columbia MS 7501	31
	15	10	MOONDGG Columbia MS 7335	12
	16	18	CHOPIN'S GREATEST HITS Various Artists, Columbia MS 7506	30
	17	19	STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Rainer), RCA LM 2609 (M); LSC 2609 (S)	67
	18	26	STRAUSS: ALSO SPRACH ZARATHUSTRA Berlin Philharmonic (Boehm), DGG 136001	25
	19	14	VAUGHAN-WILLIAMS: SEA SYMPHONY Sheila Armstrong/John Carol Case/London Philharmonic Choir/London Philharmonic Orch. (Boult), Angel SB 3739	21
	20	20	BEETHOVEN: THE NINE SYMPHONIES (8 LP's) Berlin Philharmonic (Karajan), DGG SKL 101/8	22
	21	21	BELLINI & DONIZETTI HEROINES Beverly Sills/Vienna Volksoper (Jalas), Westminster WST 17143	57
	22	23	BERIO: SINFONIA Swingle Singers/New York Philharmonic (Berio), Columbia MS 7268	11
	23	35	ORGAN IN SIGHT AND SOUND E. Power Biggs, Columbia MS 7263	6
	24	16	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	134
	25	24	STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	76
	26	27	LEONTYNE PRICE SINGS MOZART ARIAS RCA LSC 3113	12
	27	28	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia MS 7176	74
	28	30	STRAUSS' GREATEST HITS Philadelphia Orch. (Ormandy), Columbia MS 7502	27
	29	27	DEBUT Henry Mancini/Philadelphia Orchestra Pops, RCA LSC 3106	11
	30	40	BEETHOVEN: THE NINE SYMPHONIES (8 LP's) New York Philharmonic (Bernstein), Columbia DBS, 815	2
	31	—	STRAUSS: ALSO SPRACH ZARATHUSTRA Los Angeles Philharmonic (Mehta), London CSA 6609	2
	32	32	TCHAIKOVSKY: PIANO CONCERTO NO. 1 Van Cliburn, Symphony Orch. (Kondrashin), RCA LSC 2252	32
	33	—	DONIZETTI: ROBERTO DEVEREUX (3 LP's) Beverly Sills/Various Artists/Royal Philharmonic (MacKerras), Westminster WST 323 (S)	2
	34	29	TCHAIKOVSKY: 1812 OVERTURE New Philharmonic Orch. (Buketoff), RCA Red Seal LSC 3051	54
	35	—	J. S. BACH: BRANDENBURG CONCERTI (2 LP's) Munich Bach Orch. (Richter), DGG ARC 198438/9	2
	36	25	BERLIOZ: TE DEUM London Symphony Orch. & Chorus (Davis), Philips 3724	6
	37	—	STRAUSS: DER ROSENKAVALIER (4 LP's) Crespin/Various Artists/Vienna Philharmonic (Sullit), London OSA 143	2
	38	—	BEETHOVEN: SYMPHONY NO. 9 (2 LP's) Berlin Philharmonic (Karajan), DGG 138807/08	2
	39	—	GREIG: PEER GYNT (Complete Incidental Music) Halle Orch. (Barbieri), Angel S 36531	2
	40	—	WAGNER: GREAT ORCHESTRAL HIGHLIGHTS FROM THE RING OF THE NIBELUNGS Cleveland Orch. (Szell), Columbia MS 7291	2

Musical Instruments

Gard Optimistic About NAMM's Music Show

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

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

While there has been complaining among some of the

potential exhibitors about the show moving to Miami, Gard was not worried about any repercussions.

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

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

According to NAMM officials, more than \$3 million in instruments, accessories and other merchandise will be on display. A forthcoming exhibitors' manual upon assignment of exhibit space, will provide additional information on hotel rooms, advance registration, shipping of exhibit materials, order forms for exhibit hall labor, signs and other services.

The assignment of booths for the 1970 show will be by a special random drawing by space classification. The drawing will be conducted soon after Monday (5) by the NAMM Music Show advisory committee, made up of members of the five major manufacturer associations. Exhibitors will be assigned the size booths they request, but the location in the convention hall will be determined by the committee.

There are a total of 389 booths of various sizes available at the show. Here is a breakdown of sizes and the number available: five booths of 5,000 square feet, five booths of 3,000 square feet, five booths of 2,500 square feet, three booths of 2,000 square feet, five booths of 1,500 square feet, 10 booths of 1,000 square feet, 12 booths of 800 square feet, 21 booths of 600 square feet, and 323 booths of 100 square feet. There is a total of 130,500 square feet of exhibit space available.

Potential exhibitors wishing copies of the exhibit kit and regulations should contact Foster

CMI Handling Standel Line

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

Standel also announced the availability of two new amplifiers. The Standel Custom 24G is a solid state system equipped for jazz, country and western or hard rock. The unit will accept all electronic instruments except a bass guitar. It is finished in scuff-resistant black vinyl and comes with rubber wheels for convenient transportation.

The Standel Imperial 96 stacks two 125 watt speaker cabinets in piggyback style. The master control preamplifier is styled in a wood-grain texture, with two channels, reverb, tremolo and footswitch included.

Lee at NAMM here. Space applications should be mailed as soon as possible. Companies returning application to NAMM after Monday (5) will be assigned space on a first come first served basis.

Merchandise to be exhibited should arrive at the hall beginning at 8 a.m. June 3 through Friday June 5. Exhibitors needing warehouse facilities should write NAMM headquarters for further information. The exhibit schedule for the show itself is 10 a.m. to 5 p.m. during the four-day show.

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

A total of 14 hotels are co-operating in providing rooms for those attending the show. Prices of single rooms range from \$12 to \$33; twins from \$14 to \$33; and suites from \$32 to \$141 in the following hotels: Barcelona, Cadillac, Crown, di Lido, Doral Beach, Eden Roc, Fountainbleau, Holiday Inn on 22nd St., Lucerne, Montmarie, Hotel Plaza, Seville, Shelburne and Versailles, The di Lido, Holiday Inn and Shelburne are within walking distance of Convention Hall. The Hotel Fountainbleau is the convention headquarters where all meetings and functions will be held.

New Catalog By Wexler

CHICAGO—David Wexler & Co. here has recently released a new eight-page catalog available at no charge that features all Conrad fretted instruments, including electric, folk and classical guitar, fuzz tone unit new Conrad Binjos and a drum outfit.

The Monte Carlo drum set is a 20 piece ensemble with features previously found on only the most expensive sets. The Monte Carlo features durable simply shell construction throughout, double lug and double tension for precision tuning and wide shell mounting brackets for maximum strength. Weather-proof plastic drum heads are set in a triple flange rim for rigidity and tuning permanence.

The fuzz tone unit is built into a foot switch pedal and is known as Fuzzy Fury. It is self powered by a nine-volt battery installed at the factory. Suggested retail price is \$29.50.

Rock Enters School Scene



CBS Musical Instruments showed educators a rock rhythm section.



NEIL Lunhuin, Hal Leonard Music.



ALFRED Music's Arnold Rosen (left) shows rock/jazz folio to Lyon & Healy's Dan Windolph.



INSTRUCTOR Frank Turziano explains the guitar at the Innovex exhibit.



MUSIC teachers at the recent 23rd Annual Mid-West National Band and Orchestra Clinic in Chicago were introduced to numerous versions of rock and jazz music scored for school bands. Here (left) Hansen Publications' Warren Miller and William Fox show music to Miss Marilyn Williamson, Hersher, Ill.



HERMAN Steiger, the Big 3 Music Corp., proudly displays copy of "Hair" which his firm is introducing in several versions for schools. At right, Miss Emily Berk.



DAVID BIBBNER of Morrison, Ill., and Jake Jerger (right) discuss drums at the Slingerland exhibit.

JACK DE JOHNETTE, Milestone recording artist, uses the Mohner Melodica during one of the studio sessions for his upcoming album.

1,125 Items in Ludwig Catalog

CHICAGO — Ludwig Drum Co. here has released a 108-page catalog illustrating and listing over 1,125 percussion instruments and accessories. Among the new Ludwig product innovations cataloged for the first time are the new deluxe classic drum outfit, the Improved Supraphonic snare drum and the Professional Symphonic Timpani with double-ring percussion.



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Country Music

Hickory in Key Expansion Drive; Links Gibson to Pact

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

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

Hickory is one of the oldest country labels in the business, dating back some 16 years. It's affiliated contemporary label, TRX, also will undergo some expansion.

Gibson comes to Hickory after two years with MGM, then 13 years with RCA. During the past 15 years he has been under contract to Acuff-Rose as an exclusive writer, and has written some of the country stand-

ards over the years.

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

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

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

Hickory artists currently leased to Warner Bros. are Bobby Bond, Don Gant and Luper Sassy. Lensed to Telegammation is Pat Boone, and

(Continued on page 41)



NASHVILLE WINNERS at the Perry Comp Amateur Invitational Golf Championship at Port St. Lucie, Fla., were guitarist Grady Martin, Monument's Boots Randolph, and writer-artist Boyce Hawkins. Coordinating the event for the Nashville contingent were RCA's Wally Cochran and SFSAC's Aleene Brunner.

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

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

The man responsible for this new dimension in country music is Dr. Rick Powell, vice president of Athena Records.

The album was a first for Powell as well as Trythall. The idea for the album came about as a result of their association with Peabody College in Nashville. Both men are instructors at the college and Trythall incorporates the use of a Moog

(Continued on page 41)



DOT'S Roy Clark and RCA's Archie Campbell contemplate their next record releases on the set of the revived "Hee Haw" series on CBS. The careers of both have boomed following filming of their shows.

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'HELLO, I'M A JUKE BOX'



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College Kids Overseas Finding Country a Simple Subject

NASHVILLE — The appearance of young people in the audiences and their reaction to country music made a recent promotional trip extremely valuable, according to George Hamilton IV.

Hamilton was one of several RCA artists who toured England, Germany, Holland, Sweden, Denmark, Norway and Finland on the promotional tour. Young people with almost "an evangelistic fervor" came to the concerts in Scandinavia, he said. "The college kids were really the best audience."

Hamilton, who mixes a great deal of folk into his country, said the Oslo, Stockholm and Copenhagen reaction was the greatest, with Amsterdam running close behind.

"Even though few of us had ever had a record released in those areas, the young people knew Bobby Bare and Skeeter Davis, and regarded them as heroes," he said.

He said the young people

equated folk and country. "To them it was simply a Southern (U.S.) form of contemporary music," he said. "They don't have any sociological hang-ups in definitions. To them it's really all music of the people, and that's the important thing."

Hamilton's greatest reaction was to one of his lesser-known songs, "Suzanne," because it "had something to say, and the young people listened intently to the lyrics."

Still he sensed a backlash of some sort toward a return to simplicity in sound. "Based on reactions, and what some of them told us, they're not wild about the big arrangements and the heavy orchestrations of our music. They are more intent on finding the traditional sound to accompany good lyrics. We were told repeatedly to 'keep it country.'"

On the tour were Nat Stuckey, Connie Smith, The Hillsiders and another English group called The Country Fever. Chet Atkins

flew to England for the last two dates, and appeared with a full orchestra in the concert at Royal Albert Hall.

A special RCA album, featuring cuts of each of the artists on the tour, was released simultaneously with the appearances in the various countries. It was the first time most had had exposure (other than at NCO clubs) in those markets.

"I think we have ignored the native audience too long," Hamilton said. "Playing an NCO club overseas is not much different than playing one in our own country, and the people who live there are generally passed by."

The oversight will not go on, however. Hamilton and most of the others already have been booked back into the countries they visited for this summer in a series of "folk park" appearances.

2 GALS SET PROMO CO.

NASHVILLE—Beverly Nelson, editor of the Gospel Music Association newspaper "Good News," and Barbara Compton, of Pro-Sound studios, have formed a partnership in NBC Promotion, specifically designed to promote records.

"It will be a one-stop record promotion operation," Miss Nelson said. She indicated they would start on a small "moon-lighting" basis, and gradually expand in all directions.

"We couldn't decide who would be in charge, so we made ourselves executive directors," she explained. "I will be executive director of hypestry, and Miss Compton will be executive director in charge of snowery."

1st Athena LP

• Continued from page 39

synthesizer in his courses, Powell became interested in acquiring a Moog for Athena studios, and when he was successful in obtaining one, the idea for the Moog country album came quickly. The album involved hundreds of hours of studio time and one song alone, "Foggy Mountain Breakdown" took over 40 hours to record.

The Moog is now incorporated into the facilities at Athena and is available for general recording use. According to Powell, "In simplest terms the Moog synthesizer can be best described as a sound generating device over which you have more control than any of the traditional instruments." The Moog is presently operated by a standard keyboard, but Powell is working on a system by which voice and instruments can be fed directly into the Moog. When this is accomplished, the flexibility of the Moog will be greatly increased and it will be available for uses other than studio recording.

Loretta Lynn

NEW YORK — In the Billboard International Talent Directory of Dec. 27, 1969, Loretta Lynn, whose four records should have placed her No. 8 on the Top Country Singles Artists list was inadvertently omitted.



SEASONED PRODUCER Buddy Killen stirs up new Diana Trask single, with help from Tree professional manager Tom Hartman, promotion director Early Williams and Tom Ewen, personal manager for Miss Trask. Killen is, among other things, Tree International vice president.

Key Expansion Drive

• Continued from page 39
leased to Metromedia is Smithsonian Institute.

TRX artists under contract are The Newbeats, The Swinging Gentry Singers, Sue Thompson, Gail Wynters, Gene & Debbie, Tom Dooley and Gove Scrivenor. Non U.S. artists on Hickory include Frank Ifield.



WHAT A WAY TO START 1970

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"THE ARMS OF MY WEAKNESS"

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Studios, Sessions Nashville '69—

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

Monument moved into their new 16-track facility in April and wasted no time in getting to work. In the eight months since opening, they have recorded over 600 sessions.

Queen of Sound Studios, a division of East Coast Sound Inc., opened on Dec. 4 and have already recorded eight sessions. The Jack Clement Studio went into operation on December 10 with a session on Ian and Sylvia. Vikki Carr then finished up her latest album at the new 16-track facility, and the studio is expecting a full schedule in 1970.

Although closing out to all custom work, Columbia for the fourth straight year used its studios to full capacity. According to Harold Hitt, general manager of the Columbia facility, Columbia again utilized holidays and some Sundays to achieve some 2,000 recording sessions.

RCA overcame some minor sound problems in the beginning of the year and wound up with a high for recording sessions at the complex here. Cal Everhart, studio manager, revealed that there were 1,402 sessions last year. This included a good deal of custom work, but there was also a substantial increase in the number of sessions for RCA artists.

Woodland Sound Studio, Nashville's largest independent studio, is readying its new studio and hopes to be open sometime in March. According to Glenn Snoddy, this will make Woodland the only independent studio in Nashville to have two completely equipped 8-track studios. Last year with one studio, Woodland recorded 915 sessions and with the new addition in

March, Woodland should have no problems in obtaining well over 1,000 sessions.

Music City Recorders continued its rapid growth and recorded 1,069 sessions in 1969, and although the studio shut down temporarily at the first of the year to install a new mastering system, Music City still bettered its mark from last year by 60 sessions.

Bradley's Barn also topped its previous mark for sessions. According to Jerry Bradley there were 798 sessions at the barn last year. 1970 also looks like another record year for the Barn, which is located in Wilson County, some 20 miles from Nashville.

Pro Sound Inc. recorded 370 sessions this year, and has recently added a Moog synthesizer to its facilities. The Moog will be incorporated into the regular recording equipment and will be made available for general use.

Starday/King has closed to custom recording and is concentrating on its own artists. According to Col. Jim Wilson, the studio will also be closed temporarily to install some additional equipment. This year the studio recorded over 300 sessions.

As for the future, the new Mercury studio and office complex is scheduled for completion around the first of May. Sessions in the major studios this year totaled to 7,454 as compared to 5,500 sessions in 1968. This presents an increase of 1,954 sessions. One of the factors contributing to such a large increase is the desire of more and more contemporary artists to record in Nashville. Ian Tyson summed up the reasons recently while he was recording at the Jack Clement Studio. When asked why he and Sylvia came here to record he said, "They just know how to record stringed instruments here, and the people involved create such a relaxing atmosphere for the artist that it is a pleasure to record."

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- David—Sunlight Seven (Entra)
- Where Are You Now—Lon Ritchie (Riparia-D Oro)
- Sandy Castle's—The Clouds (Northland)
- Whistle for Happiness—Peggy Lee (Capitol)
- She's Still With Me—Dale Robertson (Liberty)
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Canada's 'Best Equipped' Studio Unveiled by Revolution Sound

By RICHIE YORKE

TORONTO — Canada's bid to establish an important recording studio equipped with first class facilities became a reality with the recent opening of Revolution Sound Studios' new quarters. The new studio is the most modern and best equipped studio in the country, and the only one here featuring 16-track equipment.

The opening is seen by most observers as a boost to establishing the city as an international recording center and hopefully stop some of the traffic

Arc Sound in Producer Deal

TORONTO — Arc Sound has signed Grant Fitzpatrick and Brian Pombiere as exclusive independent producers with all their product to be released on the company's new Family label. Fitzpatrick, formerly associated with Lords of London, plans to lead his group, the Nucleus, on the first single, scheduled for release this month. Arc will distribute Family releases throughout Canada and plans to set up international deals on Family production shortly.

to London, New York and Nashville where a large number of Canadian artists still cut their records.

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

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

"It's much like the studio I set up in England but with one difference," says Brown. "This one is more flexible. The 16-track equipment is capable of recording a terrific range of bands and singers. One studio in Montreal has 16-track but I

don't think it's operating yet."

Brown claims that "mixing facilities have occasionally been problematic in Canada. That's why a number of artists lay down a basic A track in this country but head for the U. S. for mixing. We don't foresee any technical problems in that area," he adds.

Other Equipment

Besides the 16-track machine, Revolution also boasts equipment with three echo systems, 20 input channels with full equalization, automatic mixdown facilities and two foldback systems. There is also a separate vocal booth.

The studio itself is made with double-height ceilings and features atmospheric lighting and decor.

"All I have to do is press the buttons and right away the studio becomes a place where, as a musician, you feel you're playing a nice gig," says Brown. "It isn't like working in a studio at all. It's like feeling right at home."

Since the Revolution's official opening late last year, the studio has been booked solid with sessions with Capitol's Brian Browne, RCA's Lighthouse, Columbia's Francoise Jordan and Revolution Records' Moe Koffman, Hagood Hardy and Motherlode.

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

Lennon Planning Precedential Fest

• Continued from page 1

deau, the country's Health Minister, John Munro, and representatives from the Commission into Drug Use, which is considering marijuana legalization in Canada.

Peace Outlined

The Lennons outlined plans for the Peace Festival at a press conference. "We've decided that Canada is the place in which to concentrate a peace campaign. Canada's attitudes towards recognition of Red China, Vietnam, NATO and marijuana show a great amount of maturity which is very rare in the world today. The police here are less liable to turn a peace festival into a bloodbath.

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

Lennon was asked if the Beatles would be playing. "Of course, I'll try and hustle them out. Maybe I'll get one or two of them, I got George in London the other night for the UNICEF concert. But I can't speak for all

the Beatles because I'm only me. But if I can get them, if I can get Elvis, I'll try. We want everybody who's anybody in pop music to be up there on that stage in July."

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

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

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

"All of the politicians run around waving Gallup poll figures about what the people want. So we decided to flash a few figures of our own. We aim to get 20 million votes for (Continued on page 46)

Billboard Canada's Top Singles

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	4	DONT CRY OADY/RUBBERNECKIN' Elvis Presley, RCA 9765	4
2	1	HOLLY HOLY Neil Diamond, UNI 55175	7
3	10	WHOLE LOTTA LOVE Led Zeppelin, Atlantic 2690	3
4	2	RAINOROPS KEEP FALLIN' ON MY HEAD B. J. Thomas, Scepter 13365	4
5	9	JAMUP JELLY TIGHT Tommy Roe, ABC 11247	5
6	3	SOMEDAY WE'LL BE TOGETHER Diana Ross & the Supremes, Tamla Motown 1156	6
7	5	DOWN ON THE CORNER/FORTUNATE SON Creedence Clearwater Revival, Fantasy 634	7
8	—	NOTIME Guess Who, Nimbus 9-74-0300	1
9	8	LEAVING ON A JET PLANE Peter, Paul & Mary, Warner Bros. 7340	7
10	—	VENUS Shocking Blue, Colossus 108	4
11	14	JUNGLE JANGLE Archies, Kirshner 5002-N	2
12	17	LA LA LA (If I Had You) Bobby Sherman, Metromedia 150	4
13	13	ONE TIN SOLDIER Original Casts, TA 186	4
14	12	ELI'S COMING Three Dog Night, RCA 4215	7
15	—	THAT'S WHERE I WENT WRONG Peppy Family, London M17375	1
16	7	NA NA HEY HEY KISS HIM GOODBYE Steam, Fontana 1657	9
17	11	SOMETHING/COME TOGETHER Beatles, Apple 2634	12
18	16	HEAVEN KNOWS Grass Roots, Dunhill 4217	6
19	20	MIDNIGHT COWBOY Ferrante & Teicher, United Artists 50554-J	2
20	—	UP ON CRIPPLE CREEK Band, Capitol 2635	1

Billboard SPECIAL SURVEY For Week Ending 1/10/70

Hawkins in 1st Atl Disk

TORONTO — Rock-a-billy star Ronnie Hawkins had his first Atlantic single rushed last week. The single, "Down in the Alley" bw "Matchbox," was rushed at the suggestion of John and Yoko Lennon, here for a stay.

Lennon was so impressed with "Down in the Alley" that he taped special radio station breaks and ID's to plug the record. The Atlantic promotion staff in New York worked through the holiday season to prepare both the single and the Lennon promos for station mailings.

The Arkansas-born Hawkins, who had four million-sellers in the late fifties, was signed by Atlantic two months ago. Atlantic general manager, Jerry Wexler, flew Hawkins to Muscle Shoals, Ala., where 12 sides were cut for an album to be released by the label on Thursday (15). There had been no plans for a single. The album was co-produced by Wexler and Tom Dowd.

Modern Tape ITCC Arm Deal

TORONTO — Modern Tape Cartridge of Canada, a division of ITCC, will distribute Firebird product in this country. First release is "Blowing in the Wind" by Brimstone and an album by Natural Gas for release this month.

Billboard Canada's Top Albums

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	ABBEY ROAD Beatles, Apple SO 383	12
2	2	LEO ZEPPELIN II Atlantic SD-8236	7
3	5	FROM MEMPHIS TO VEGAS/FROM VEGAS TO MEMPHIS Elvis Presley, RCA LSP 8020	4
4	4	THE BAND Capitol STAO 132	11
5	6	LET IT BLEED Rolling Stones, London MPS 4	3
6	3	TOM JONES LIVE IN LAS VEGAS Parrot PAS-71031	7
7	7	MONSTER Steppenwolf, Dunhill DS 50066	5
8	9	EASY RIDER Soundtrack, Reprise 2026	6
9	8	GREEN RIVER Creedence Clearwater Revival, Fantasy 8393	16
10	10	LITTLE WOMAN Bobby Sherman, Metromedia MD-1014	5
11	14	WILLIE & THE POOR BOYS Creedence Clearwater Revival, Fantasy 8397	2
12	12	JOHNNY CASH AT SAN QUENTIN Columbia CS 9827	25
13	—	TOUCHING YOU, TOUCHING ME Neil Diamond, Uni 73071	1
14	11	SANTANA Columbia CS 9781	8
15	17	WAS CAPTURED LIVE AT THE FORUM Three Dog Night, Dunhill DS 50068-N	2
16	18	BLOOD, SWEAT & TEARS Columbia CS 9720	34
17	13	VOLUNTEERS Jefferson Airplane, RCA LSP 4238	4
18	19	I'VE GOT DEM OL' KOSMIC BLUES AGAIN, MAMA Jenis Joplin, Columbia KCS 9913	8
19	15	GLEN CAMPBELL "LIVE" Capitol, STOS 268	3
20	—	THE BRASS ARE COMING Herb Alpert & the Tijuana Brass, A&M SP 4228	1

Billboard SPECIAL SURVEY For Week Ending 1/10/70

International News Reports

Pirate Bows On Feb. 14

LONDON — Feb. 14 will be the launching date for the "pirate" offshore project, Radio 266. The station's organizers are working to a Jan. 31 deadline to get the ship, as yet still unnamed, positioned four miles off the Frinton, Essex coast.

Program director, Paul King, said that 266's chances of success as high as 80 percent. "As each day goes past, we are in a stronger position. I just pray that the advertisers' support continues to roll in. That will be the main deciding factor for us," he added.

Answering rumors that some BBC disk jockeys had been approached to join the station, (Continued on page 46)

EMI SUPPLIER, SOVIET DEAL

BUENOS AIRES — EMI's South American supplier has reached an agreement with the Soviet Union to produce all their Russian records outside the socialist world.

As a result the first Russian records by artists of international stature have appeared on the Latin American market. Music by composers Prokofiev, Rachmaninoff and Tchaikovsky are on the first albums released.

New Retailing Fuel in U.K.: Esso Gas Stations

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

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

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

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

"We are interested in three things here," Wentworth said. "We want to make available the top 10 singles wherever possible, which means we'll be stocking product from all record companies. We also want to provide a selection of LP's retailing at about the \$2.40 level. And we want to exploit the market for tape."

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

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

Jimenez Cited In Puerto Rico

SAN JUAN — Three organizations, the Puerto Rican Institute of Culture, Musicians Federation (Local AFM468) and Peer International of Puerto Rico, joined to honor 73-year-old composer and recording artist Manuel (Canario) Jimenez.

Canario cut his first record for RCA-Victor in New York about 30 years ago. The celebration was held at the Sheraton Hotel, Dec. 21 and over 200 persons attended.

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

CLERIC BACKS 'SUPERSTAR'

TORONTO—The Most Reverend H.H. Clark, Primate of the Anglican Church of Canada, has personally endorsed Decca's controversial single, "Superstar" from England's rock opera "Jesus Christ." Comments from the clergy were invited when CKFH recently broke the Murray Head single in this area.

The Anglican primate said: "This is a most legitimate subject for broadcast by a responsible radio station. No doubt it will shock some, but it is simply young people asking a serious question of Christ in their own idiom."

TRANSATLANTIC TAPE DEAL WITH AMPEX SET

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

Joseph concluded a U.S. visit by arranging for Liberty to release Transatlantic group, the Humblebums in the U.S. First releases would coincide with a U.S. tour for the group in March or April.

Joseph is also setting a U.S. tour for Reprise group, the Pentangle. "An earlier tour was planned," said Joseph, "But the new one in either March or April will be longer—eight weeks as opposed to three. We hope to include a Carnegie Hall debut as originally planned and set a lot of college appearances." Pentangle will also write a film score for Commonwealth United's film, "Tam Lane," said Joseph.

Joseph also placed pop folk group the Johnstons with Sire Records. They were formerly with Tetragrammaton and arranged with Peters International to import direct English, Scottish and Irish folk music not already licensed.

DECCA LTD'S NOVA SERIES

LONDON — British Decca's Nova series, which bows Friday (16), will be utilized as an outlet for new progressive pop talent and will cover both the Decca and Deram labels. The series will retail at a recommended price of \$3.40.

This twin-pronged thrust into the progressive pop market will initially be limited to albums. Product will be drawn from both local and U.S. sources and releases will be on a regular basis during the year.

Rock Special On the CBC

TORONTO — CBC radio broadcast a two-hour rock special, "The Pop Decade" Saturday (3). The show hosted by jazz critic Jack Batten and Alex Trebek, covered rock's influence on the social, political and cultural scene during the '60s. Highlights included comments by Beatle John Lennon, Beatle producer George Martin, Little Richard, U. S. rock critic Richard Goldstein, and rock manager and promoter Bill Graham of the Fillmore's. Show was produced by John Coutanche and Doug MacDonald.

\$2.39 LP Price Move Spurred

LONDON — The move to ward \$2.39 as the U.K. industry's favorite album pricing is strengthened by the decision of the independent Lucky label to key its debut release February to this figure.

Another independent, Tepee, and Pye itself with the Golden Guinea label, have reduced prices to \$2.39. Both are largely specialist labels, and Lucky also fits into this category, with the emphasis of its initial release being on country music.

Lucky, to be distributed by Pye, is owned by Gordon Smith, a former employee of Keith Prowse, and founder of the Country Music Federation.

Promoters to Set Precedent

BUENOS AIRES — Two local promoters have set an important precedent in working arrangements in the Argentine by paying local musicians on the basis of a so-called agreement of "two-for-one" during the visit of the Count Basie orchestra to this country.

The promoters are Clemente Locooco of the Opera Theater and its artistic director Senor Cella. They stated that the agreement stipulated that one local artist must be given performance or equivalent payment for every two foreigners performing in the country, according to the Musicians Union.

The agreement will affect impresarios and promoters who have already committed themselves to performances by foreign musicians during the upcoming Carnival Time.

Pye Lowers Price On Golden Guinea

LONDON—Pye is reducing the recommended price of its Golden Guinea albums from \$2.96 to \$2.35, effective Thursday (1).

The move brings Pye into line with the developing policy of the majors to include a \$2.39 label within their product range. The \$2.39 price tag was pioneered by British Decca for its "World Of" series with great success.

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From The Music Capitals of the World

HAMBURG

Metronome's 19-year-old girl singer Pat Simon, managed by her father, composer Arno Simon, has become a full-time professional and released her 10th record, "Ja Ja, am Zuckerhut." The young talent competition organized by Barclay Records from its Hamburg promotion bureau attracted 278 contestants—45 had a chance to perform. Record contracts were signed with Roberto Jacobi, a 24-year-old Frenchman living in Munich who has recorded his own composition "Barbara" for his Barclay debut, Ingrid Damian, a 22-year-old Hamburg girl, and Eva-Maria Ihloff, 17, from Scharbeutz. Esther Ofarim, whose new Philips single is "Alabama Moon," will make a tour of Germany in the spring. The production of "Hair" at the Kleines Theater am Kurfurstendamm in Berlin, has had its 50,000th visitor. Caterina Valente scored a triumph at the Berlin Philharmonic hall. The Herbert von Karajan Foundation has announced a biennial international competition for conductors. This year's gold medal from the Foundation was won by Finnish conductor Okku Kamu. Esther Ofarim, Johannes Hesters, Vico Torriani, Roberto Blanco and Gitta appeared in the second channel German TV New Year's Eve spectacular. Otto Gerdes will conduct "Lohengrin" in Naples in February.

"My Fair Lady" is being revived at the Operettenhaus Hamburg with Heidi Brühl in the role of Eliza, Carlos Werner as Professor Higgins and Benno Hoffmann as Doolittle. Miss Brühl was in the Berlin production of "Annie Get Your Gun," in which she played the title role. Six years ago, "My Fair Lady" completed a run of 386 performances. It was seen by 500,000. The LP of the original cast of the Berlin production in 1964, was the first German album to top 500,000 sales. WALTER MALLIN

RIO DE JANEIRO

Toquinho, Brazilian guitar player, returned following a five month Italian tour accompanying Josephine Baker and Brazilian composer Chico Buarque de Hollands. Italina singer Antonio Pecci in Rio to make an album featuring material by Chico Buarque. CBS reports that its "14 Most" album series continues to lead its best sellers list with Roberto Carlos' "Inimitable Roberto Carlos" and Jerry Adrian's LP also strong sellers. The company has also released EP's Johnny Mathis, Gigliola Cinquetti and Paul Revere and the Raiders.

Odeon has released a third volume of samba recordings by Elza Soares and Milton. HENRY JOHNSTON

JOHANNESBURG

Four Jacks and a Jill have lined up a series of concerts in South African country towns during this month. Local group, the Sounds of Brass, have recorded their debut album, "Live! Live! Live!" for Gallo (Africa). Tracks include "Tracy," "Na Na Hey Hey Kiss Him Goodbye," "Turn on a Dream" and "Viva Bobby Joe." Albums enjoying strong sales locally during the Christmas season include the Beatles' "Abbey Road," Elvis Presley's "From Memphis to Vegas," Tom Jones' "Live in Las Vegas" and Ivan Rebroff's "Russian Christmas with Ivan Rebroff." GRC is extensively promoting five Ivan Rebroff albums—"Russian Christmas," "Favourites From Mother Russia," "Na Sdarowie," "Lara's Theme and Other Popular Melodies" and "Folk Songs From Old Russia." RPM is promoting "Sounds Electronic 8" and "Sounds Electronic Sounds Latin" by Dan Hill. Hill, a director of RPM, recently received his seventh gold disk award for sales exceeding 25,000 copies of his "Sounds Electronic 7" album. "Cold Turkey" by the Plastic Ono Band has been banned by all local radio stations. However, a spokesman for EMI (South Africa), said in Johannesburg this week that the record was enjoying strong sales locally. CLIVE CALDER

BRUSSELS

Jay Vincent Edwards is becoming popular in Belgium following two television shows. He makes a third this month. TV announcer Jacques Carreuil has made six Gobbolino EP's for children which are released by Gramophone. French singer Georges Guetary opened the new cabaret in Brussels, La Maison Blanche. Palette held a press reception to introduce the album "Golden Organ No. 2" by Andre Brasseur and to announce the comeback of local singer John Larry. Phonogram has launched a new label, Biram and the first release features former Carnival label artist Marva. Will Ferdy has left Carnival to sign for Louis Van Ryngaert's Arcade label. New York's Living Theater group made a fine appearance at the Theatre 140, where they performed for 12 days, featuring "Paradise Now" and "Mysteries and Smaller Pieces." Chicago made a promotional tour through Belgium, playing Brussels and Antwerp.

Pick Out, a new booking agency in Brussels, directed by Ludo de Bruyn and Guy de Muyer, plans to bring the Humble Pie and the Who to Belgium in January; the Rolling Stones in March. The company is also negotiating appearances by Creedence Clearwater Revival, Johnny Cash, the New York Rock 'n' Roll Ensemble and the Plastic Ono Band. Polygram's Mr. Moens was in London to sign a long-term contract with President Records, sealing a long period of collaboration which started with the Equats group. Moens also acquired Belgian representation of the British Upsetter, Trojan and B & C labels, all specialists in West Indian music. Meanwhile Polygram has released the first album on the new Vertigo label, "Valentyne Suite" by the Coliseum.

Inelco is persisting with strong promotion of country product despite the unsensational response from the Belgium record-buying public. Representing RCA as well as MCA, Inelco has a powerful catalog of country material and

has recently released a budget album, "The World of Country Music" featuring Loretta Lynn, Kitty Wells, Conway Twitty and Patsy Cline, among others. MCA releases have included Bill Anderson's "But You Know I Love You," Kitty Wells' "Truck Driver's Sweetheart," Conway Twitty's "Darling You Know I Wouldn't Lie," Patsy Cline's "That's How a Heartache Begins," Jimmy Martin's "Tennessee," Bill Phillips' "Country Action," Rick Nelson's "Perspective," and a Loretta Lynn album. On the RCA/Camden label Inelco has released an album by the country package which visited Belgium recently, featuring Skeeter Davis, Connie Smith, George Hamilton IV, Nat Stuckey, Bobby Bare and the Hilliders. The album is "Travelin' Country." Inelco has also issued on Camden the Porter Wagoner album "Country Feeling." Grapefruit visit Belgium Wednesday for an appearance on the "PKOP Eye" TV show. Chicken Shack have also been booked for this TV show. Belgian group the Wallace Collection, who record for Gramophone, have signed with the William Morris Agency for the U.S. and Canada. The group is touring with Johnny Hallday. RENE VAN DER SPEETEN

JERUSALEM

Italian singer Rita Pavone scored a triumph on her first visit to Israel where she packed houses everywhere she played. Israelitica released an EP of Miss Pavone's Ricordi hits to coincide with the visit and RCA released an EP of hits from the catalog of Miss Pavone's previous label. Hed Arzi released the first album by poll-topping singer Igal Bashan. Palette artist Luigi was in Israel for his second visit and reached the foreign chart with "La Verite" and the local chart with the Hebrew song "12 Sha'ot," specially written for him by Nurith Hirsch and Ehud Manor. Both songs were released by the Belgian group Wallace Collection. EMI has released an album by the group called "The Laughing Cavalier." Litratone initiated its local production with the release of albums by two Israeli singers, Ron Eliran and Arik Einstein. Eliran, who was formerly with Hed Arzi, now appears on the Polydor label with his chart-topping hit "Lo Lo Lo," and Hebrew versions of "Little Green Apples," "By the Time I Get to Phoenix," "Let It Be Me," and "There's a Kind of Hush." Einstein appears on Litratone's own Phonodur label and his album includes a Hebrew version of "The Ballad of John and Yoko." AVNER ROSENBLUM

MILAN

Le Forze Nuove's first single for Italdisc, distributed by Carosello, is "Dentro di Me." R-Fi has released a cassette of various artists including Fausto Leali singing the Italian version of "Fly Me to the Moon," and Anna Maria Izzo singing "Quando Si Spezza un Grande Amore," the Italian version of "Surround Yourself with Sorrow." Carosello has released a cassette by Patrick Samson which includes Italian versions of "Son of a Preacher Man," "I Don't Want to Hear It Any More," and "This Magic Moment." Ariston singer Rossana Fratello has recorded her latest single, "Non Sono Maddelena" in Spanish. The song has also been recorded in English by Des O'Connor as "Loneliness." French singer Hugues Aufray has signed a contract with CGD for the release of his records in Italy, beginning with "Adieu Monsieur le Professeur." Luv artist Bruno Lauzi has done the Italian adaptations of the French songs "Le Meteque" by Georges Moustaki and "Alors Je Chante" by Rika Zarai. Radio Records, produced by Sidet Edizioni, will be distributed in Italy by Le Rotonde de Garlasco record company. Beginning Jan. 1, Phonogram will adopt the universal numbering system for Deutsche Grammophon

and Philips product. Caterina Caselli has cut three songs in English for CBS London. French singer Sacha Distel has recorded two singles in Italian for EMI-Italiana and Adamo has recorded an Italian version of his French hit "Petit Bonheur" for EMI. Paola Mustiani, formerly with CGD, has signed with Bentler. MARC MESSINA

SAN JUAN

Xavier Cugat (Decca) played the Salon Carnaval of the Puerto Rico Sheraton Hotel. Eddie Fisher (RCA) appeared at the Club Tropico of El San Juan Hotel. Anthony and the Imperials (United Artists) have been booked at the Flamboyant Hotel. Pijuan Sateit (Hit Parade Records) held over at El Chico Salon of El San Juan. The Apollo Sound (Fania Records) Puerto Rican group with dancers and entertainers will be at the San Jeronimo Hilton. The Exciters (RCA) will play the Hunka Munca Room of El San Juan until Jan. 29. Charles Phipps, marketing manager for Capitol International made his second 1969 visit to Puerto Rico. He hosted a luncheon for Capitol and Cap Latino dealers and radio station managers. Phipps left the same day (Dec. 20) for the Dominican Republic. Joe Morello, jazz drummer, visited Puerto Rico recently and held two demonstrations at Casa Margarida, local representatives for Ludwig Drum Co. at their premises and showrooms in Hato Rey. A large number of professionals and young drummers attended these clinics. ANTONIO CONTRERAS

TOKYO

Sweet music saxophonists continue to interest the Japanese record buyer. Philips has just released a two-record set of "The Best of Sil Austin," U.S. musician who spends a lot of time in Japan. "Hair," the Tokyo version, sold a lot of advance tickets but flopped completely with the press. Dennis Day was forced to cancel bookings for several military clubs at the last minute. Duke Ellington orchestra will be playing the circuit here in January. Advance tickets for one Tachikawa club have been sold out for \$12 a head. Ramsey Lewis is also back for concerts. Gary Lewis and the Playboys drew top audiences at several large Tokyo halls. Glenn Campbell is becoming a hot record property for Toshiba Records. His "Live" album is a strong seller. The De Castro Sisters with a new act is touring Japan and the Far East. ELSON E. IRWIN

BUENOS AIRES

Francis Smith who produces material by Los Naufragos and singer Damian, both on CBS has been named producer for label. After completing a South American tour, Sandro (CBS) has started shooting for his third film, "Gipsy" at a fee of 6 million pesos. The singer said he would do only one TV special in 1970 so he can have time to prepare for his European concert debut. Sicamericana Records will release Raphael's LP, "Aqui Raphael." A short film, "El Agua Canta Su Historia" (The Water Sings Its History) has been completed by Emilio Bolon Varela Jr. from a poem by folk singer Jaime Davalos and music by Eduardo Falu. Santos Lipsker, artistic director, Phonogram, will visit their European head office in Baarn, Holland during this month. CBS International will construct a new building at the location of their present factory in Martinez, on the outskirts of Buenos Aires, confirmed Manuel Villarreal, vice president for Latin American operations, on a recent visit. Produsa SRL are promoting two video tapes on Tony Joe White singing "Polk Salad Annie" and Boots Randolph (Continued on page 45)

From Movies to Song FLORINDA BOLKAN

SINGS
 METTI UNA SERA A CENA
 OGGI TE NE VAI DTP 50

CATHERINE SPAAK
 SINGS
 OH!

QUALCOSA STA CAMBIANDO DTP 51
 D.E.T. RECORDS — VIA VIRGILIO 8 — ROMA (ITALY)

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

By MIKE HENNESSEY

(Third installment in a general European survey)

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

Siegfried Loch of Liberty/U.A. said: "Rack jobbing has got to come and I anticipate a big explosion in this area in the coming years."

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

The vast majority of records sold in Germany are handled by her 10,000 retailers, with 20 percent of them responsible for 80 percent of sales. These retailers are supplied by 15 or so major wholesalers. However, an additional 15 percent of record sales come from the record clubs, the Bertelsmann record book club and the Deutscher Bucherbund in Stuttgart.

Bertelsmann Club

The Bertelsmann club has 4.5 million members in Germany, Austria, Switzerland and Holland, has 600,000 members in its Spanish club and is starting a similar club in Mexico.

Further record sales are being achieved through a growing premium market: the use of records in promotion operations is increasing and it is possible to sell up to 300,000 disks in this way.

Major Challenge

However, rack jobbing is seen by many industry leaders as the major challenge of the seventies and they also recognize that the concept of impulse buying needs to be firmly implanted in the German record buyer's mind before racking will really take off.

Neither of the two rack jobbing operations in Germany—West German Record Rack of Essen, owned by Deutsche Grammophon, and Warren in Frankfurt, which mainly supplies U.S. bases—is enjoying

spectacular success in terms of market share (less than 15 percent).

Record Rack services 3,000 gas stations in Germany and some supermarkets and discount stores, but the operation cannot be said to be booming.

Record Rack handles Deutsche Grammophon, Ariola and Metronome product—mainly in the low price category—and employs a team of special representatives carrying product in their cars.

Take Root

Said Kurt Kinkele: "We feel that rack jobbing will eventually take root here, but the industry is split as to whether it should be organized on an all-industry basis or run independently. I personally feel we should found a joint venture. People will gradually get accustomed to looking for records in bookshops, supermarkets and discount stores and there is already some demand from these retail outlets for racks to be installed. But rack jobbing will not attain anything like the importance it has in the U.S. for at least 10 years.

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

Language Barrier

The language barrier which has prevented top German artists from making any kind of mark in the U.K. or U.S. and today more and more German artists are recording in English.

And where the language barrier does not apply—as in the case of instrumental music—there has, of course, been a considerable breakthrough by orchestra leaders like James Last and Bert Kaempfert.

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

The German group Wunderland is already recording in

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

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

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

Older elements in the trade tend to deplore the quest for an "international" sound and seek to preserve the concept of German talent singing German songs. But recording in different languages for different countries is almost becoming the norm in Europe now and the possibility of a Heintje singing in English and taking America and Britain by storm cannot be ruled out.

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

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

Canadian Executive Turntable

Harold E. Schatz, former marketing manager for RCA's Record Club and specialty sales manager for that company, appointed director of advertising and promotion for Capitol Records. . . . Same record company has named Roland J. Legault as national advertising and sales promotion manager. He was formerly sales promotion manager of the Rexall Drug Co. and assistant advertising manager of Power supermarkets. . . . Musician and bandleader Jim McHarg upped to promotion director at Arc Home Entertainment Diversified. . . . Murray H. Chercover reappointed president and managing director of CTV television network. Also reappointed was Keith Campbell, vice president, marketing. James Packham, former secretary-treasurer of the network, promoted to vice president, finance and administration.

(Continued on page 46)

From The Music Capitals of the World

• Continued from page 44

with "Hey Jude." The tapes are programmed for Buenos Aires and principal provincial cities. Later they will be shown in Chile and Uruguay. RUBEN MACHADO

STOCKHOLM

Copies of the illegal Bob Dylan double-album "The Great White Wonder" are on sale in Sweden for \$18.50. . . . Opera singer Margareta Hallin is back in Stockholm after appearances in Rio de Janeiro. . . . Conductor Sixteen Ehrling was in Oslo to conduct the Oslo Philharmonic Orchestra. They played only new Norwegian music, Klaus Egge's "Fourth Symphony" and Finn Mortensen's "Fantasy for Piano

and Orchestra" with German pianist Erika Ijaz as soloist. . . . Gunnar Wiklund (Columbia) will appear in a package show next summer together with Mona Thelme (Metronome) and Ewa Roos (Epic). . . . Bobbie Gentry (Capitol) will visit Sweden on her European tour in mid February. Humble Pie (Immediate) tour here, Feb. 7-22. Canned Heat (Liberty) Jan. 11 and Don Partridge (Columbia) did a New Years Eve date. . . . A new special shop for car stereo, Bilstereo-centralen, has opened at Rorstrandsgatan 9. The Keith Jarrett jazz trio is doing well at the Ernest Club in Stockholm. . . . The Cultural Board at Tyresoe near Stockholm is giving 5,000 kronen great classical musicians Lars and Elisabeth

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DTP 40

INSIEME A LEI
VESTITA DI BIANCO

DTP 47

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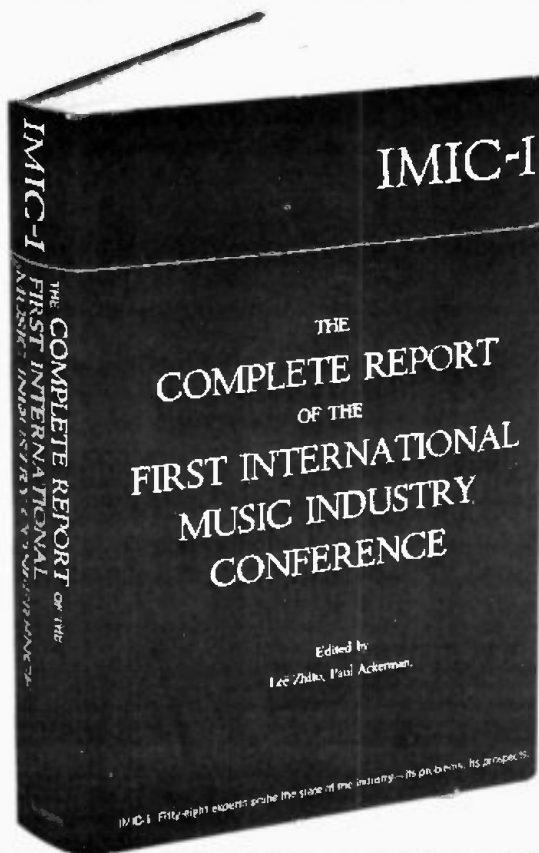
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Spotlight Singles

NUMBER OF
SINGLES REVIEWED

THIS WEEK
63

LAST WEEK
89

*This record is predicted to reach the TOP 40 EASY LISTENING Chart

TOP 20 POP SPOTLIGHT

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

THE DELLS—OH WHAT A DAY

(Prod. Bobby Miller) (Writers: McGill) (Last Go Round, BMI)—Hot off their "Sister" or "Duck of the Bay" chart ride, the soul group comes on strong with a smooth rock ballad that should bring them back to the top, and repeat the success of their "Oh What a Night" hit. Elips: "The Charge We Go Thru [For Love]" (Chevis, BMI) Cader 5663

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

JERRY BUTLER—GOT TO SEE IF I CAN'T GET MOMMY TO COME BACK HOME

(Gambie-Huff Prod.) (Writers: Miller-McCoy) (Chevis/McCoy, BMI)—Culled from "Ice on Ice" LP, Butler follows up his "Don't Let Love Hang You Up" hit with a moving performance of exceptional ballad material. Should be a big one on the Hot 100 and Soul charts. Flip: [No information available] Mercury 73015

NEAL DOVER—MR. BUS DRIVER

(Prod. Paul, Gray, Jr.) (Writers: Thompson) (Earl Barten, BMI)—The Wayne Carson Thompson rhythm material is a perfect showcase for the big and powerful voice of Dover, and this could easily prove a Hot 100 winner in short order. First rate production work. Flip: "Paper Man" (Warner/Chattanooga, BMI) Diamond 270

BYRDS—JESUS IS JUST ALRIGHT

(Prod. Terry Melcher) (Writers: Reynolds) (Yolk/Alexis, ASCAP)—Group made a Hot 100 comeback with their recent "Ball of Easy Rider," and this potent folk rocker, culled from their "Easy Rider" LP, should bring them even higher on the chart. The Terry Melcher production work is first rate. Flip: "It's All Over Now, Baby Blue" (Whitmark, ASCAP) Columbia 4-45071

YELLOW PAYGES—FOLLOW THE BOUNCING BALL

(Prod. Tommy Coghill) (Writers: English-Hammond) (Hollo/Samsone, BMI)—Good easy beat rhythm item is right in today's selling bag, and could prove the entry to carry the group to the Hot 100. Top vocal workout on clever material. Flip: "Little Woman" (World Showplace, BMI) UNI 55192

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

*RAY CONNIFF & THE SINGERS—The Power of Love (Prod. Jack Gold) (Writers: Conniff, Conniff, BMI)—An original ballad gem by Conniff and his singers is a sure bet for top honors on the Easy Listening chart and also a top contender for the Hot 100. Columbia 4-45070

*BARBRA STREISAND—Before the Parade Passes by (Prod. Wally Gold) (Writers: Herman, Morris, ASCAP)—Miss Streisand is at her best in this infectious rhythm number from "Hello, Dolly!" and she should garner much airplay and sales with this one. Columbia 4-45072

*TONY BENNETT—Coco (Prod. Wally Gold) (Writers: Lerner-Previn) (Chappell, ASCAP)—The New Katherine Hepburn B-way show title song gets an outstanding treatment by Mr. Bennett, and he should prove an immediate winner in middle of the road airplay and sales. Columbia 4-45073

JEANNIE C. RILEY—Country Girl (Prod. Shelby S. Singleton, Jr.) (Writers: Lewis-Smith, Singleton, BMI)—Miss Riley rode high on the country charts with her recorded hit "The Back Side of Dallas" and "Things Go Better With Love," and this easy beat country flavored item is sure to prove a winner in both country and pop markets. Plantation 44

*VIC DAMONE—Don't Let Me Go (Writers: Revaur-Jourdan-Montry-Nowell) (Renwood, BMI)—Damone makes his debut on the new label with a powerful ballad that builds and builds into a big finish and is a sure bet for middle of the road stations and sales. United Talent 601

ODYSSEY—2001 (Prod. Joe Saraceno-Mike Gordon) (Writers: Arr. K. Adams, Gordon) (Marathon, BMI)—The popular film theme gets a smooth, semi-rock treatment by the good instrumental group and could easily prove a hit field winner. Warner Bros.-Seven Arts 7360

*POD SECO—High on Life (Prod. Billy Sherrill) (Writers: Selt) (Kedarwood, BMI)—Infectious rhythm entry is one of the group's strongest to date and could easily prove the one to bring them back to the Hot 100. Columbia 4-45065

BREWER & SHIPLEY—Rise Up Easy Rider (Prod. Nick Greenstein) (Writers: Brewer-Shipley) (Talking Beaver, BMI)—Duo comes up with a moving performance of exceptional quality that should prove a sure bet for the Hot 100 and Easy Listening charts, and fare equally well in sales. Buddah 154

HEGDE & DONNA—Tomorrow is the First Day of the Rest of My Life (Prod. Nicholas Vant) (Writers: Courtney-Link) (Chappell, ASCAP)—The folk flavored duo turn in a spirited performance of the rhythmic item from off Broadway's "Salvation" show, and should fare well in jukeboxes and airplay. Capitol 2695

PHIL FELICE—Safe or Sorry (Prod. Milross-Bernstein Prod.) (Writers: D'Way) (Wren, BMI)—Good rocker with a powerful vocal performance that has all the earmarks of a top contender for chart and sales honors. Philips 40654

Blue Thumb Distributors Will Handle Shelter

LOS ANGELES — Blue Thumb's 32 domestic distributors will handle product by newly formed Shelter Records, operated here by British producer Denny Cordell and American arranger-composer Leon Russell. Cordell has moved here and applied for American citizenship. He has already signed two acts, and Russell is scheduled to debut as Shelter's first vocalist with an album in the first week in January. The label's second act is Dallas guitarist-composer Marc Benno. Shelter will provide Blue Thumb with eight albums a year under terms of the agreement, which gives the GRP Corp. exclusive tape rights in the U.S. and Canada. Shelter will seek individual

overseas licensees and subpublishing representation for its two publishing companies, Skyhill (BMI) and Tarka (ASCAP). Cordell will continue to produce Joe Cocker for A&M. He has been producing records in London since 1964. Cordell plans hiring an administrator for his publishing companies. He continues to maintain ties with his London associates and has people talent scouting acts there. Cordell's former English record company, Regal Zonophone, was sold to EMI which continues to handle artists signed to it. For Russell, who has played piano and arranged dates for many of this area's top acts, his album marks his debut as a vo-

NARAS MEET IN NASHVILLE

NASHVILLE—The semi-annual meeting of the national trustees of NARAS will be held here for the first time, according to an announcement by Danny Davis, Nashville chapter president. It will mark the first time the trustees meeting has been held at a location other than New York or Los Angeles. The meeting is set for March 21-22.

The LP was recorded in London by Cordell, who heard Russell's piano style on a Bonnie and Delaney LP. Backing Russell on the date are such musicians as Ringo Starr, Eric Clapton, Paul McCartney and Nickey Hopkins, according to Cordell.

Dunwich & Terrace in Tie

NASHVILLE—Dunwich Productions Ltd. of Chicago and Terrace Music Corp. of Nashville have entered into a joint publishing venture. This move, however, does not involve any merger of the companies. Negotiations between Al Jason of Terrace and Bill Traut and Jim Golden of Dunwich have created several mutually owned ventures. One is the formation of jointly owned publishing wings. The first of these is Rolling Meadows Music (ASCAP) into which Terrace will assign writer Mike Cammeron and Dunwich will assign John and Terry Talbot. Ricci Mareno, vice president of Terrace, will coordinate Rolling Meadows and stated that many of the writers and artists for Dunwich will be coming to Nashville to utilize the facilities here. According to Bill Traut of

Dunwich, the purpose of the jointly owned company will be to develop country-oriented pop material. Some of Terrace Music's recent chart records include "Blue Collar Job" and "Pasadena Penthouse" by Darrell Staller, "Put Your Lovin' Where Your Mouth Is" by Peggy Lirio, "Painted by the Wine" by Tommy Overstreet and "Restless Melissa" by Hugh X. Lewis.

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Table with columns: Rank, Artist, Title, Label & Number, Weeks on Chart, Peak Position. Includes entries like 'RAIN DROPS KEEP FALLING ON MY HEAD' and 'SOMEDAY WE'LL BE TOGETHER'.

Table with columns: Rank, Artist, Title, Label & Number, Weeks on Chart, Peak Position. Includes entries like 'BABY I'M FOR REAL', 'COLD TURKEY', and 'ARIZONA'.

Table with columns: Rank, Artist, Title, Label & Number, Weeks on Chart, Peak Position. Includes entries like 'THE THRILL IS GONE', 'LOOK-KA-PY-PY', and 'I LOVE YOU'.

HOT 100—A TO Z—(Publisher-Licensee)

Table with columns: Rank, Title, Artist, Label & Number, Weeks on Chart, Peak Position. Includes entries like 'I AM A SIMPLE GIRL', 'MAMA', and 'MAMA MAMA'.

BUBBLING UNDER THE HOT 100

Table with columns: Rank, Title, Artist, Label & Number, Weeks on Chart, Peak Position. Includes entries like 'YOU GOT ME BLUIN'', 'EACH OTHER', and 'LOVE YOU'.

HOT 100

HOT 100

Compiled from national retail sales and radio station play by the Music Popularity Dept. of Record Market Research, Billboard.

GROOVIN'

(Out On Life)

Hickory 1552

by

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WEAM	WCLS	WMMW	WCFL	KELO	WBSR	WAEB
WINX	WDOL	WWUH	WITY	WKNX	WTAI	WIOO
WRIT	WALG	WDXY	WQTC	WKFR	WPDQ	WMMR
WOKY	WBBG	WCOG	WKLO	KEYS	KFAB	WLAN
WIFE	WFOM	WSSB	WREO	KPRC	KQWB	WHYL
WIXY	WSGA	WDSL	WNAP	WRR	KRNT	WARM
KLZ	WCBM	WOKE	WOIO	KVIL	WKDA	WEAV
KISD	WROV	WAIR	WHUT	KCBD	WKGN	WCRO
WKNR	WBCI	WBAG	WHLO	WHB	WAIL	WCAU
KNUZ	WHHY	WRNC	WELW	KMOX	KVOL	KGAL
KLIF	WAAB	WCOS	WING	KEYN	KLUV	KBAR
KILT	WNHC	WIRL	WAKR	KUDE	WBBF	KYME
KCBQ	WFIF	WJAR	WAKY	KRLN	KRAV	KPAN
						KJRL

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

• Continued from page 1

cate a continuation of 1969's gold record pattern.

The 1969 singles certified by the RIAA for gold records were Elvis Presley's "In the Ghetto" and "Suspicious Minds," Henry Mancini's "Love Theme From 'Romeo and Juliet,'" the Friends of Distinction's "Grazing in the Grass" and "Going in Circles," the Guess Who's "These Eyes" and "Laughing," the Youngbloods "Get Together," Zager & Evans' "In the Year 2525" and the Archies' "Sugar, Sugar" on the Caladar label which is manufactured and distributed by RCA.

Also contributing the biggest sales year in RCA's history were eight gold records for albums that racked up more than \$1,000,000 in sales. Elvis Presley was awarded gold disks for "TV Special," "Las Vegas to Memphis" and "His Hand in Mine," Henry Mancini received an award for "Touch of Ivory," and Ed Ames and Hugo Montenegro were award recipients for "Who Will Answer" and "The Good, the Bad and the Ugly," respectively. The other RCA winners were the soundtrack album of "Oliver!" and the original Broadway cast album of "Hair."

Country Talent Fees Skyrocketing

• Continued from page 8

several radio stations who've lost money recently because of the higher prices. I haven't, but it's been more and more difficult to put on shows."

Cost \$8,150

Ron Rogers, radio station owner who promotes shows in central Texas, said that a typical show today featuring Merle Haggard, Bonnie Owens, Jerry Lee Lewis and Linda Gail Lewis and Conway Twitty would cost \$8,150. "You used to get two stars and three or four lesser light for between \$3,000 and \$4,000. The Austin Municipal Auditorium seats 4,000. Costs at the auditorium run around \$2,500. We used to charge \$2.50 for reserve seats and \$1.50 for general admission. Now we have to charge \$4 for a reserve seat and \$3 for general admission. The most you can gross is \$11,000 and your costs are already \$10,150."

Bob Bostian, station manager of KBOX in Dallas, said that he'll continue doing four shows a year and that he hasn't lost money yet. Tickets on a recent Johnny Cash performance were scaled \$3-6 and 9,000 seats were sold out a week in advance. Glen Campbell, Cash and Pride are so hot that he feels the station could have charged almost any price for the tickets.

Joe Hoppel, program director

of WCMS in Norfolk, Va., said his station would promote only six shows this next year instead of the usual seven. Attendance is beginning to slip because of local competition from other promoters and a forced increase in ticket prices because of "sky-high" talent prices.

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

Don Evans, program director for WEEP in Pittsburgh, plans to do even more shows than last year, but also reflected that the overpricing of many artists had forced him to go with fewer acts per show.

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

Argentine's Collection

• Continued from page 1

trance fees are charged for performances and 15 percent involving acts not included in the previous clause. Also, 10 percent will be applied on earnings of radio and television stations and 10 percent from the producers of records and tapes.

These totals can be increased at the request of the SADAIC board. Accounts will be controlled by departments within the department of control of performances.

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

NARM to Hear 2 Authors

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

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

Action Records

Singles

★ NATIONAL BREAKOUTS

HOW CAN I FORGET YOU ... Marvin Gaye, Tamla 54190 (Jobete, BMI)

★ REGIONAL BREAKOUTS

GIVE ME JUST A LITTLE TIME ... Chairman of the Board, Invictus 9074 (Gold Forever, BMI) (Detroit)

NIGHT OWL

Bad Habits, Paula 327 (Venice, BMI) (New Orleans)

LITTLE BLACK EGG

Nightcrawlers, Kapp 110 (Allison, ASCAP) (Seattle)

ROOM TO MOVE

John Mayall, Polydor 10410 (St. George/Mayall, ASCAP) (Minneapolis-St. Paul)

SALT LICK

Z. Z. Top, London 131 (Hamstein, BMI) (Houston)

Albums

★ NATIONAL BREAKOUTS

DIANA ROSS & THE SUPREMES ... Greatest Hits, Vol. III, Motown MS 702

MOODY BLUES

To Our Children's Children's Children, Threshold TMS1

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Epic BN 26525

AL KOOPER/SHUGGIE OTIS

Kooper Session, Columbia CS 9951

CANNED HEAT

Vintage, Janus JLS 3009

ORIGINAL TV CAST

Littlest Angel, Mercury SRY 1-603

Fields in Talks With Croma on Track Promos

NEW YORK—Harold Fields, managing director of Croma Music, Ltd., London branch, and British songwriter, is here for talks with Robert Colby and Ettore Stratta, top executives of Croma Music Co. Discussions were on the promotion of the "Last Summer" recently released in London, as well as on the soundtracks for the forthcoming "Marry Me!" and "Alexander." Major British artists will record the title song from the latter two.

Susan Shirley, a new Philips artist in England, has just finished recording the title song from "Last Summer" under the supervision of Fields. The current single "The Leavin'" (Durham), by Roger Whittaker is now in the top 10. The copyright for the song has been acquired by Croma Music, Ltd., for release in England.

Ginott, author of the books "Between Parent and Child," and "Between Parent and Teenager," will address the ladies luncheon, also slated for March 22.

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

Executive Turntable

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

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

Neil Gailligan named vice president in charge of a&r for the Crewe Group of Companies, including its new affiliate label, Generation Records. He will also be associated as a consultant with the CGC-distributed label, Maxwell Records. Gailligan is a former head of Big Seven Music, the founder of Congress Records, the Canadian American label, and was also associated with the Tommy Valandri publishing interests. . . . John Pudwell appointed manager, product assurance and manufacturing coordination, RCA Records. He was previously manager of product assurance and product coordination of recorded tape. Pudwell joined RCA as quality analyst in 1956. . . . Charles Barrett, Karen Martin and Liza Williams have joined Capitol Records' publicity department as press relations representatives. Barrett is a former Billboard staffman, Martin a teacher and Williams a free lance writer.

Bernstein Fest Aug. 4-7

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stein is readying several other sites for possible overflow audiences.

Each site, between Appeldoorn and nearby Amsterdam, will feature live acts and be connected by close circuit television.

Bernstein visited Holland just before Christmas to examine the sites. He held a press conference in Amsterdam, where, he revealed major backing from a film company and that a conglomerate of record companies in Europe were interested in the festival, either financially or with promotional help.

Bernstein said, "We choose a midweek festival to avoid any hangups over the normal weekend traffic. Also, the week chosen is the week that construction workers take as their annual vacation in Holland. Therefore, commercial traffic should be light again aiding transport facilities to and from the multiple entertainment sites."

Bernstein added that Bun Bunders, a Philips a&r director and Bas Hageman, Billboard's Dutch correspondent were acting as consultants for the festival. Howard Weissman will act as Bernstein's press and public relations coordinator.

4 Bil Business by '75: Newton

NEW YORK — A \$4 billion annual record business by 1975 is predicted by ABC Records president Larry Newton and a large share of this business growth will come from rack type record distribution, he said.

ABC Records has just completed one of its most successful years in both unit sales and over-all grosses, he said. The accent has been on new corporate acquisitions, specifically in the distribution areas.

A first annual meeting of ABC's rack executives is slated for February in Chicago. Newton and Lou Levant, president of ABC Record and Tape Sales Corp., will spearhead this meeting.

For the new year, ABC Records is releasing 32 new albums in mid-January, including a deluxe Westminster set featuring Beverly Sills. The original cast LP of "Applause" is slated for release in February.

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THIS WEEK ON MUSIC SCENE



BEATLES | TONY BENNETT | EVERLY BROTHERS | MAMA CASS | GORDON LIGHTFOOT

CREEDENCE CLEARWATER REVIVAL | CHARLIE PRIDE | PAUL ANKA | LITTLE RICHARD

BUFFY ST. MARIE | D.C. SMITH | BONZO DOG BAND | WEST COAST HAIR | KATE SMITH

B.B.KING | MARY HOPKINS | STEVIE WONDER | JANIS JOPLIN | FATS DOMINO | LULU

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CROSBY, STILLS, NASH & YOUNG | SMOKEY ROBINSON & MIRACLES | JOHNNY CASH

MASON WILLIAMS | THREE DOG NIGHT | GARY PUCKETT & THE UNION GAP | OLIVER

DUSTY SPRINGFIELD | IMPROVISATION COMEDY | STEVE LAWRENCE | DELLA REESE

ROLLING STONES | MERLE HAGGARD | MOMS MABLEY | CHUCK BERRY | LOU RAWLS

ROGER MILLER | JAMES EARL RAY | CHIE HAVENS | COWSILLS | VARIETY | LAUGHTER

EYDIE GORME | JOHN MAYALL | LUCK OWENS | ZAZU PITTS | SONNY JAMES | MUSIC

PETE SEEGER | BILLBOARD | JUDY COLLINS AND MANY MORE TO COME

THE DOORS | BOB DYLAN | BOB DILEY | MILLARD | CONCERT

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LEE MICHAELS



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DAVID STEINBERG (host)

MUSIC SCENE - MONDAY - JAN. 5 - 7:30 - 8:15 ET - ABC-TV

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