

everybody's Hits (See Editorial) ...Streisand, Newman,
Columbia Film Co. Plans Music Units . . . Iannucci New
Capitol President; Gortikov Heads Capitol Ind. . . . Sir

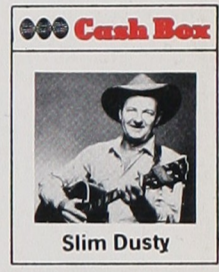
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June 21, 1969

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Everybody's Hits

Since our society as a whole is usually overwhelmed by catch-phrases to the point where they become short-sighted generalizations, there's no reason why the music business should not fall victim to same. The phrase of the moment is "generation gap" or, in terms applying to the music business, there is no sales bridge between youngsters 25 and under and that seemingly lost generation above the age of 25 or, more appropriately, age 30.

The current look of top selling product seems to bear out that age-gaps are made to be breached. A number of artists and their sounds are presently perched high atop the charts who can claim eager audiences among both age groups. Today's hits, in either singles or LP form, by such acts as the Beatles, Henry Mancini, Tom Jones, Elvis Presley, Andy Williams and Glen Campbell penetrate with their various approaches to pop music all segments of the record buying public. One would not think of the lush and concertized sound of Henry Mancini's "Theme from 'Romeo & Juliet'" as being in the teen bag, but it must be remembered that its film source is a marked success among the teenagers, and they have been drawn to Mancini's

interpretation of the theme, as have their "elders."

In a way, the recent pattern of bridging the gap hits is a two way street, a cross-pollination of tastes. The over 30-crowd, a goodly portion of which was weaned on the rock sound, understand and appreciate the rhythm and perspective of the Beatles, Tom Jones and Glen Campbell. On the other hand, the kids are exploding the myth of their restricted preferences by their appeal for the Henry Mancinis and Andy Williams's. And from the standpoint of the artists in both categories, the cross-pollination means just that in terms of their sounds. Each learns from the other, and the result, being borne out by much of today's hit sounds, is often somewhere in the middle: softer, yet incessant in its reference to a "now" beat.

What interests us in this bridging-the-gap trend is the hope that it will tend to make the trade reawaken to the concept of a total record market rather than the mistaken belief that one can pin his entire business outlook on a single segment. There are some records, of course, that will always defy a cross-over into various tastes. But, more and more, a good record is a good record to a lot of people in a lot of age groups.

Can an eight-week-old develop a neurosis?

One of ours has. "Brown Arms In Houston" by ORPHEUS, one of our eight-week-old records, has all the symptoms of the depression-rejection syndrome. Sounds strange, doesn't it? But records have feelings, too.

Our Sales Department advises that "Brown Arms" sold 83,000 copies, not bad for an eight-week-old, but still the blues. So we decided to investigate.

We learned that despite the appearance of the record on all the trade paper "Top 100" Charts, many pivotal stations have not yet gone on the record; therefore, the rejection syndrome. We further learned that some key stations have gone off the record prematurely—that explains the depression.

Obviously, MGM doesn't have the time to send the record for psychotherapy.

So for the mental health of "Brown Arms In Houston" and ourselves, we are calling upon BROADCASTERS, DISTRIBUTORS and RETAILERS to join together and help this record grow up strong and healthy.



MGM
RECORDS is a division of Metro-Goldwyn-Mayer Inc.

This doesn't look like New York's most famous concert hall. Man, it didn't sound like it either.



It was a hot Sunday night in May.

2200 people showed up. The Fillmore East crowd, the jazz buffs, even some classical people.

What they heard were 13 musicians who've created a band and a sound unlike anything in the country today.

You can hear it on their first album.

The name of the LP is the name of the group.

Lighthouse LSP-4173

At New York's Village Gate
June 10-July 1.

RCA

Call Off Metromedia, Transamerica Merger

NEW YORK — There'll be no merger of Metromedia and Transamerica. Both companies have mutually consented to a termination of Metromedia's absorption into Transamerica, an agreement in principle that would have meant a \$300 million exchange of stock.

An official statement from John Kluge, president of Metromedia, and John R. Beckett, chairman of Transamerica, said that completion of the merger "could adversely affect future growth plans of each organization." Metromedia's position is that, upon outside legal advice, the "current and growing opposition of Federal Government agencies to large mergers in the radio and television industry makes the successful consummation of the proposed merger with Transamerica very remote."

Both Metromedia and Transamerica are heavily involved in entertainment units. Metromedia is a radio and TV station owner, a recording entity through the Tommy Valando firms. Transamerica operates United Artists Pictures, UA/Liberty Records and various music publishing companies.

FRONT COVER:



Since he first hit the recording scene back in 1964, Tamla recording artist Marvin Gaye has been a consistent heart-rider for the Motown diskery, either as a solo act or doubling with one of the many Motown femme stars. His early hits, such as "Can I Get A Fitness," "Hitchhike" and "Pride And Joy," not only established him with pop and R&B audiences in this country, but became favorites in England and provided repertoire for such groups as the Rolling Stones.

Marvin, who scored several successes with Mary Wells and Kim Weston during their tenure with the firm, hit his duet stride in a long string of hits with Tammie Terrell, including "Ain't Nothing Like The Real Thing," and "You're All I Need To Get By." During the same period, Marvin was still scoring with such solo efforts as "You" and "Chained," but he undoubtedly hit the peak of his career with "I Heard It Through The Grapevine," possibly the best selling Motown disk of all time. Marvin's currently leading the Top 10 with "Too Busy Thinking About My Baby," a tune from his new "M.P.G." album.

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Streisand, Newman & Poitier Film Co. Plans Record, Music Publishing Units

NEW YORK — Three of the nation's top film box-office attractions, Barbra Streisand, Sidney Poitier and Paul Newman, have become partners in a new entertainment complex. Essentially, the arrangement calls for a full-line film production company, First Artists Production Co. Ltd, but recording, music publishing and TV production are also listed as divisions.

How the music phase will compete in the marketplace is still open. Barbra Streisand, of course, is presently signed to a long-term deal at Columbia Records. However, it's assumed that the new company will control the soundtracks of its projects to come, with the strong possibility that

they will appear on a yet to be announced FAP label, or will be offered to other labels on a best-deal basis.

Each of the stars will produce and star in at least three films, the first efforts of which are expected to get underway in about nine months. In addition to FAP endeavors, all three will continue to make films for other producers.

Barbra Streisand has leaped to box-office stardom as a result of her first motion-picture, "Funny Girl." She already finished "Hello Dolly!" and is presently filming "On a Clear Day You Can See Forever." Among her reasons for this new involvement, the star declared, was her desire to be

"free to play the roles and sing the songs I felt strongly and instinctively were right for me."

Fifty years ago, the film industry was rocked by the formation of United Artists by the then leading film attractions of the day, Douglas Fairbanks, Charlie Chaplin, Mary Pickford and producer-director D. W. Griffith.

Boulez To Conduct NY Philharmonic

NEW YORK — At a Monday (June 9) meeting of the board of directors of the New York Philharmonic, Pierre Boulez was elected music director of the orchestra for a period of three years beginning with the 1971-72 season. Boulez succeeds Leonard Bernstein, who has retired.

During the next two seasons, until Boulez assumes his post, George Szell, music director of the Cleveland Orchestra, will guide the Philharmonic, acting as music adviser and senior guest conductor.

Boulez, who is a composer as well as a conductor, is 44 years old and a native of France. His name was added to the list of those being considered for the Philharmonic post after success as guest conductor of the orchestra for four weeks last March, and, after due consideration, he was elected unanimously. No other conductor was approached for the job.

In his first season at the Philharmonic, Boulez will conduct eight weeks of concerts, and in the next two seasons he will conduct a 14 week minimum, as well as some summer activities. During the 1970-71 season he will guest conduct for five weeks. Boulez has two other assignments that overlap his Philharmonic stint. For three seasons beginning with 1969-70, he will be principal guest conductor of the Cleveland Orchestra, and for three seasons beginning with 1971-72, he will be chief conductor of London's

(Cont'n on Page 26)

Sal Iannucci Capitol Label President; Gortikov Parent Corp. Chief Exec

NEW YORK — Capitol Industries has made two top executive appointments.

Stan Gortikov is now president and chief executive officer of the corporation, succeeding Glenn E. Wallichs, who continues as chairman of the board. Gortikov, 50, has been executive vice president of the corporation, and president of Capitol Records, a wholly owned subsidiary.

Sal Iannucci, 41, is named to succeed Gortikov as Capitol Records' president. Most recently he was a vice president of National General Corp., and for 14 years previously he held executive posts with CBS Television Network, in the latter six years as vice president of business affairs.

Wallichs, a founder of Capitol Records, said, the promotion of Gortikov and the addition of Iannucci "substantially augment the corporation's management strength."

Gortikov, whose promotion becomes effective July 1, joined Capitol Records in 1960. He became president of Capitol Records in February of 1968, and executive vice president of the corporation in January of this year. He also is a member of the corporation's board of directors.

Serving with the U. S. Army in World War II, he earned a battlefield promotion to lieutenant-colonel at the age of 25. A native of Los Angeles, he graduated with honors from the

University of Southern California in 1941.

Iannucci, as a vice president of National General, was responsible for the establishment and operation of the television and music divisions, and was in charge of the corporation's acquisition activities in the leisure time field.

Following service in the U. S. Army, he graduated from New York University in 1949 and from Harvard Law School in 1952.

The appointments of Gortikov and Iannucci were announced following a board of directors meeting here.

Capitol Industries, headquartered in Los Angeles, is traded on the American Stock Exchange. It is the parent company of Audio Devices, as well as Capitol Records.

Iannucci: In Current Mold Of Disk Leaders

Sal Iannucci, who seemingly came from left field to assume the top role at Capitol Records, is well-equipped to handle today's demands in label administration. For one thing, he is a lawyer, a profession he practiced for six years as vp of business affairs at CBS television. This role plus his vice-presidency at National General Corp. have kept him in constant contact with talent, both artists and behind-the-scenes personnel. Only several weeks ago, he brought in Al Kasha, a producer and former head of Columbia Records music publishing entity on the west coast, to establish National General's interests, both label and music publishing, in the music industry. At 41, he figures to be open to new ideas and, as a business affairs man, he should have a direct, time-tested hand in negotiating new acts and business arrangements for the label.



Gortikov

Iannucci

Maxin To Consult Campbell, Silver Corp.

NEW YORK — Arnold Maxin's consulting firm, Buccina Ltd, has become associated with The Campbell, Silver Corp. Maxin will be engaged, according to Roy Silver, CSC president, in providing a creative consulting service for all the divisions of the company,

which includes Tetragrammaton Records and CSC's film and TV production units. Maxin, who recently setup his company after running the disk and music divisions of MGM, will make his offices in CSC's New York headquarters at 65 East 55th St.

Silver, by the way, was awarded an Emmy last week by the Academy of Television Arts and Sciences as exec producer of "The Bill Cosby Special" in the category of "Best Variety or Musical." CSC has a five-year production deal with NBC, two projects of which are two animation specials for airing this fall.

On the motion-picture end, CSC is producing its first feature, "The Picasso Summer" with Albert Finney and Yvette Mimieux. Michel Legrand has just completed the soundtrack score. It'll be a Warner Bros.-7 Arts release.

Mancini Exits Post At Decca

NEW YORK — Frank Mancini has left his post as national promotion director at Decca Records. Mancini indicated that his future plans are already finalized and he will reveal them shortly. Mancini joined Decca last year after a stint in artists relations at MGM/Verve.

Sir Joseph To Relinquish Post As EMI Chief Exec

CBS/EMI Extend

UK Pact

See Int'l News Report

THE SEASON for "POLK SALAD ANNIE"

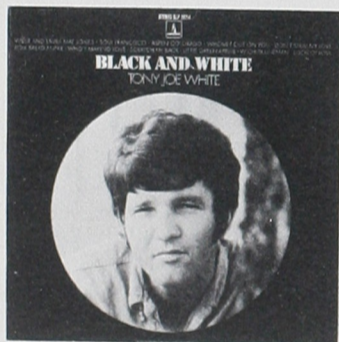
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After 8 months...it's time
to harvest the crop

A hit in Los Angeles and San Francisco,
now growing in Houston, Boston & Seattle!

"BLACK & WHITE"

SLP-18114



TONY JOE WHITE



MONUMENT RECORD CORP.
Nashville/Hollywood

Viewlex Starts Ed. Series Division With LP, Cassette 'Black America'

HOLBROOK, NEW YORK — One of the nation's leading manufacturers and suppliers of audio-visual equipment and supplies for the school market, Viewlex, Inc. (AMEX) has entered the educational software field. In discussing plans for the new educational materials division, Viewlex president and chairman of the board, Ben Peirez, called the move "a natural and logical extension of our over twenty-five years of successful activity in educational hardware." He added: "We have no intention of simply adding to the catalog. We know what's needed. Viewlex material is going to be meaningful and timely or it will not get out."

Concurrent with the announcement of the new division came word of the immediately available releases. Included was Black America, a series of 5 recordings concerning the role of the black man in both historic and contemporary civilization. Also from the new Viewlex division is a series of curriculum-related program packages for the company's unique fully automatic classroom planetarium. Offerings span the Earth-Space Sciences, Social Studies, Humanities, Biographies, and Mathematics courses of study. Future material will be offered to support various parts of the curriculum, and will be avail-

able in the most convenient and appropriate audio-visual media.

The Black America project was produced and directed by Nathaniel Montague, one of the world's leading Negro historians, for Buddah Records, a subsidiary of Viewlex, Inc. Available in both LP record and the rapidly rising tape cassette format, the series is "an attempt to correct the covert and overt omissions in history texts of black impact." **The Buffalo Soldiers**, Volume 1 of the series, recounts the heroic tales of this previously unheard of Negro regiment. Volume 2, **The Man Of Love — Dr. Martin Luther King**, contains some of the fallen leader's most memorable utterances. Volume 3, **The Black Pace Setters**, recounts the decisive historic roles of many black men who were either ignored or stripped of their black ancestry by historians. The philosophy of James Baldwin is offered in Volume 4, **Baldwin — The Struggle**. Finally, Langston Hughes, the so-called "soul poet of the soul" reads from his own works in **The Black Verse**, **Langston Hughes — 12 Moods For Jazz**. Additional releases are said to be expected in the Black America Series.

Bill Lucas Is RCA Ad-Sales Manager

NEW YORK — Bill Lucas has been named manager of advertising and sales promotion at RCA Records.

Irwin J. Tarr, vice president of marketing, said Lucas will be responsible for advertising and sales promotion for all record labels distributed by RCA as well as Stereo 8 cartridge tapes and cassettes.

Lucas comes to RCA from Grey Advertising, Inc. Since 1965, he had been vice president and account supervisor on the RCA Records account for the agency. He is replacing George Parkhill who has taken an extended leave of absence for personal reasons.

In appointing Lucas, Tarr stated: "Advertising and Promotion are playing a larger role every day in our industry. Each new group or artist as well as each of our established performers present a separate promotion challenge. We feel that with this appointment we will strengthen our position as the leading advertiser in the industry." Tarr said that Lucas, with his agency and record background, will be able to add new dimensions to the Company's total advertising/marketing operation.



Bill Lucas

Diamond In Pic Deal

HOLLYWOOD — Uni Records' Neil Diamond, a consistent chart-rider over the last four years, has signed a multiple picture, non-exclusive contract with Universal Studios. Move, rumored for several months, was confirmed last week by MCA vice president Ned Tanen.

Diamond, who recently moved to Hollywood from New York, checks into the studio this week to begin discussions on initial projects.

WB-7 Revises Exec Functions; Seven Form 'Inner Cabinet'

HOLLYWOOD — A comprehensive realignment of exec personnel has been made at Warner Bros.-Seven Arts Records.

The move, revealed by Mike Maitland, president, is directed "toward the long-range planning that is necessary so that Warner Bros.-Seven Arts Records can continue to grow." "We are entering new areas," Maitland added, "relating to talent, marketing, distribution and tape. Additionally, the technological progress of our industry is such that Warners is interested in the development of new product lines as well."

Friedman Heads Marketing

Maitland disclosed that Joel M. Friedman, vice president in charge of marketing, will now direct the total domestic marketing operations of the company, with the sales and promotional departments reporting to him. Dick Sherman, national sales manager, as well as Bill Casady, national promotion manager, remain in their posts and will now report directly to Friedman.

In addition, Friedman will direct the activities of the tape sales department, which is under the aegis of Ted Ponseti.

All functions relating to the sales and distribution of Warner Bros. and Reprise product will now be Friedman's direct responsibility.

Stan Cornyn, director of creative services, will now direct the activities of all creative service functions, which include advertising, merchandising, publicity, artist relations, and the editorial and art departments. Reporting to Cornyn will be Ed Thrasher, art director; Hal Halverstadt, editorial manager; Walt Calloway, artists relations; and Hy Fujita, art assistant. Walt Calloway, formerly Los Angeles promotion manager, moves over to a home office post in his new job.

Don Schmitzerle has been named to the post of executive assistant to Mo Ostin, vice president and general manager of Reprise Records, while Clyde Bakkemo has been named to the post of executive assistant to Joe Smith, vice president and general manager of the Warner Bros.-Seven Arts label.

New A&R Posts

The new artists and repertoire administrative posts have been created to further strengthen the over-all department and at the same time allow Ostin and Smith to concentrate more on the acquisition of new talent.

Additionally, artists and repertoire staffers will now report directly to Smith and Ostin respectively, with Lenny Waronker and Jim Hilton reporting to Smith, while Andy Wickham and Richard Perry will report to Ostin.

The company also announced the appointment of Joe Wissert as a staff producer who will, along with the other A&R staff members, produce product for both the Warners and Reprise labels.

Other staff changes include Lowell Frank, engineering director, and Matt Gilligan, order service manager, both of whom will now report to Ed West, vice president in charge of administration & finance. Frank has initiated an exhaustive technical research program in two new areas, studio recording and audio visual cartridges.

In disclosing the appointments, Maitland revealed that fewer individuals will be reporting to him directly as a consequence of the staff realignment, giving him the necessary time for the long-range planning of the company.

"Many of these appointments," Maitland said, "will allow qualified individuals to take a more active role in executive positions and afford us a second level of management."

The Warners inner cabinet creating policy for the company and reporting directly to Maitland now includes Friedman, Ostin, Smith, treasurer Ed West, vice president and international director Phil Rose, Stan Cornyn, and Paul Tannen, general manager of the company's New York office.

Newmark To AF As A&R Director

NEW YORK — Eddie Newmark has moved from indie production activities at Audio Fidelity Records to director of A&R for the company and its affiliates. Herman Gimbel, AF president, termed the appointment as part of the label's expansion program of building its share of market. Newmark's indie activities have included in-concert dates by Lou Rawls, Ramsey Lewis, Maxine Brown and others at the Central Park Music Festival in New York, as well as the cast LP of Broadway's "By George."

Thiele Signs Wein & Newport To Flying Dutchman Disk Deal

NEW YORK — George Wein and his Newport All Stars Band, have been signed to an exclusive recording contract by Flying Dutchman Records, key label of Bob Thiele's rapidly expanding Flying Dutchman Productions organization. The link-up brings about a reunion of two long-time jazz figures, who have worked in close association with one another for many years.

Initial recording project for the band will be a live LP to be cut at the forthcoming Newport Jazz Festival. This will mark the first occasion in Wein's 15 year career of skyrocketing successes in staging jazz festivals, that the colorful entrepreneur, an accomplished pianist, has ever set himself to the disk scene.

With Wein in the all-star ensemble, which has been a factor for nearly 20 years in terms of concert performances and college dates, are such standout personalities as Red Norvo on vibraharp, Barney Kessel on guitar, Don Lamond on drums,

Larry Ridley on bass and Ruby Braff on cornet. And as an added feature of the entourage to take the stand at Newport, will be one of the true all-stars of the age, guitarist, Tal Farlow.

Shareholders Approve Kinney WB/7 Merger

NEW YORK — Kinney shareholders in New York and Warner Bros.-Seven Arts shareholders in Calgary, Canada last week approved Kinney's acquisition of WB/7. The acquisition involves 0.81 of a share of a new \$1.25 convertible preferred stock and 0.8 of a share of a new Series C preferred of Kinney for every common share outstanding. In answer to a stockholder's question, Steven Ross, president of Kinney, said that the company did not see any Government objection to the merger on anti-trust grounds.

In remarks in New York, William V. Frankel, chairman of the board of Kinney, singled out WB/7's disk and music publishing divisions as factors of "constant and stable income and growth comparable to Kinney's." "Their performance," he said, "has been outstanding and we look forward to continued expansion of their share of a booming market. It will be brought about through growth of their roster of established and emerging performers."

AF At Sales Peak As Label Heads Into Summer Buying Drive

NEW YORK — Sales in May and first week in June reached an all time high in the history of Audio Fidelity Records. The increased sales action, the Company reported, has been due largely to the diversification of new album product aimed at today's market and an open door policy initiated by the company with special interest in the jazz and R&B department.

Audio Fidelity's entire sales department will be launching an all-out campaign to sell and promote the new June and July list of eleven new releases under the heading of "There Ain't No Such Thing As You Can't Sell Anything In The Summertime" release.

'Oh Calcutta!' Score Going Through UA Music

NEW YORK — United Artists Music Group will administer, exploit and publish the score of the controversial Off Broadway review, "Oh, Calcutta!"

Mike Stewart, president, and Murray Deutch, exec vp, said that negotiations were completed with Milt Okun in behalf of Window Wide Music. Described as "an entertainment with music," the show is presently in a series of preview performances at the Eden Theatre, with regular performances starting this week (17).

Both the score, by the Open Window, composed of Robert Dennis, Peter Schickele and Stanley Walden, and the format are regarded by Deutch as a logical follow-up to "Hair," whose score is also published through UA and has evolved into one of the big show scores of recent years. No cast LP outlet has been negotiated.

"Oh, Calcutta!" is presented by Hillard Elkins in association with Michael White and Gordon Crowe, as devised by British critic Kenneth Tynan. Material stems from such authors as Samuel Beckett, Jules Feiffer, Dan Greenburg, John Lennon, Tennessee Williams and Tynan.

First disk offering from the score is the Decca label's release of the title song by the Milt Okun Arrangement.

L-R-B Buys Reservation Complex; First In Acquisition Moves Plan

NEW YORK — In what is believed to be the first in a series of acquisitions of contemporary, singles-oriented production houses, the Levine-Resnick-Berkman music combine has acquired The Reservation, the recently formed complex headed by Jimmy Calvert and Norman Marzano.

Reservation includes Marzano-Calvert Productions, Big Hawk Music, (BMI), Little Fox Music, (ASCAP), White Cloud Management, and "the first professional pop and contemporary studio band on the East Coast", a five-man corps which has provided the musical backing and "New York sound of identity" for sixteen chart records in the past eighteen months.

Negotiations for the acquisition were conducted by Joey Levine, Artie Resnick, Harold Berkman, Calvert, Marzano and "Doc" Riemer, general manager of The Reservation.

Marzano and Calvert, who scored as writers with "Do Something To Me" for Tommy James & The Shondells, have arranged the musical tracks and directed their five-man studio band for a string of hit records including "Mercy", "Gimme Gimme Good Lovin'", "Simon Says", "1, 2, 3, Red Light", "Yummy, Yummy, Yummy", "Goody Goody Gumdrops", "Down At Lulu's", "Chewy Chewy", "Quick Joey Small", "You Got The Love", "Shake", "Mony Mony", "Get Out Now", "Back Door Man", "When You Dance" and "This Magic Moment".

The Levine-Resnick-Berkman complex, a division of T.E.C. (a wholly owned subsidiary of Transcontinental Investment Corporation), includes the Harbour Records label and a new label yet to be named, plus Jelly Music (ASCAP), Eastbourne Music (ASCAP) and Peanut Butter Music (BMI).

Artie Resnick and Joey Levine are responsible for much of the "bubblegum" phenomenon, having written and produced all the Ohio Express hits from "Yummy, Yummy, Yummy" to "Mercy", as well as "Gimme Gimme Good Lovin'", "Quick Joey Small" and "You Got The Love", for a total of 7,000,000 records.

L-R-B Activity

Levine-Resnick-Berkman recently concluded a production agreement with Scepter Records for a new single, "Jamaica" by Bohanna. In addition, the Harbour Records label has hit with Billy Shields' "I Was A Boy When You Needed A Man" and is currently



(l. to r.) Levine, Resnick, Berkman, Calvert, Marzano and Riemer

Vito Samela Is VP Of Bob Crewe Label

NEW YORK — Vito Samela has been named president and general manager of the Crewe Group's newly formed record division.

Samela joins the Crewe Group after two years with Liberty Records. He has held various national positions with several companies in the sales, promotion, and distribution areas.



Vito Samela

in release with "Oh! Sweet Love" by Gideon and "You Bet Your Sweet Bippy" by the Broadway Maintenance Tickle.

In making the announcement, Berkman said that "the creative relationship we've established with Jimmy Calvert and Norman Marzano in the last eighteen months has now been formalized and solidified. They will maintain their creative autonomy and we look forward to the success that will come from our combined strength."

TIC Anticipates '69 Earnings Increase

NEW YORK — Bob Lifton, president of Transcontinental Investing Corporation, told stockholders at the company's annual meeting held here last week that the company anticipates an increase of about 35 per cent in earnings per share over last year. In 1968 the company through internal growth earned \$6,262,000 or 84 cents per share, which was a 78 per cent increase over 1967's earnings, on a gross income of \$100,325,000.

In making the forecast, Lifton said that the operations of the company have changed dramatically since its formation in 1961 — "particularly over the past two years. Originally conceived as a real estate investment firm, Transcontinental today is heavily engaged in the entertainment industry and expects to derive most of its income from this growing involvement in the years ahead."

In explaining the direction Transcontinental has taken, Lifton said that last year, 86 per cent of the company's gross income and close to 60 per cent of its pre-tax earnings came from the operations of Transcontinental Music Corporation, the company's rapidly expanding phonograph record and tape distributing and rack-jobbing subsidiary.

Reporting on the operations of the company's other three major subsidiaries in 1968, Lifton said that the Evans Savings Association, now The American Bank of Commerce, and North American Acceptance Corporation, a personal finance subsidiary, jointly contributed six per cent to last year's gross and a little over 25 per cent of its pre-tax earnings. Love's Enterprises, a network of owned and franchised restaurants, which the company has contracted to sell, was re-

Col. Pics To Buy Spanish UHF Outlet

NEW YORK — Columbia Pictures Industries, Inc. has agreed in principle to purchase all of the stock of the New Jersey Broadcasting Corp., which operates the UHF station WNJU-TV (Channel 47) Newark, New Jersey, serving the Spanish-speaking Metropolitan New York area. The price is in excess of \$8 million.

The agreement, which is subject to FCC approval and the execution of a formal contract satisfactory to both parties, was announced last week by Jerome S. Hyams, executive vice president of Columbia Pictures Industries, Inc. and president of the Screen Gems division. Channel 47 will be operated by Screen Gems' broadcasting division, of which Norman Louvau is president.

The Spanish-speaking community in the New York area, which encompasses approximately 2,000,000 people in 500,000 households, is about equal in size to that of San Juan, Puerto Rico. Screen Gems has, for past seven years, operated WAPA-TV in San Juan.

Columbia Pictures Industries, Inc., through its subsidiary companies, owns, in addition to WAPA-TV, KCPX-TV AM & FM Salt Lake City, WVUE New Orleans and a one-third interest in WOLE-TV Aguadilla-Mayaguez, Puerto Rico. The combined coverage of WAPA-TV and WOLE-TV encompasses all of the principal cities of Puerto Rico.

Writers 'Hall Of Fame' Nears 1st Choices

NEW YORK — The Songwriters' Hall of Fame took a major step forward this week toward the naming of the first slate of composers and songs to the Hall.

Meeting in executive session at the Friars Club Wednesday (4) The Board of Directors named a Criteria Committee which has been charged with the task of preparing the basic criteria for nominations to the Hall of Fame.

Basically, the Hall of Fame is to include specific composers and their works. However, provision has also been made for the naming of specific songs to the Hall, through special cita-

tions. These would be awarded in the case of composers responsible for perhaps but one major hit song during their songwriting career.

The Board also named, during its meeting, a Song Selection Committee, the work of which would actually commence once criteria for song nominations are established.

Named members of the Criteria Committee are Eldward Eliscu, president of the American Guild of Authors and Composers; Paul Ackerman, music editor of Billboard, who also serves as managing director of the Hall of Fame; producers John Hammond and Jerry Leiber, and WNEW disk jockey William B. Williams. The group is expected to be chaired by Leiber with a meeting to be called within the next week. The Song Selection Committee will consist of Gerald Marks, Russell Sanjek, Nat Shapiro, Mort Siegel and James T. Maher.

Also soon to be named will be a Committee on Design, whose function will be to draw up plans and recommendations for a suitable Songwriters' Hall of Fame award design for composers. A song citation scroll will also be designed.

Meanwhile, as these committees became activated, Olman also announced a sizeable jump in the membership of the organization and the dispatching of additional membership announcement and solicitation mailings and bulletins.

More than 300 membership subscriptions have already been received, of which over 70 are Life Memberships. All these members and all those who join prior to July 1 will be enrolled as charter members and will receive an attractive scroll, attesting to this fact, which will be suitable for framing. Life membership calls for a single dues payment of \$100, while regular members pay \$10 annual dues.

ASCAP and BMI have both underwritten the Hall of Fame with substantial contributions and have participated in getting out announcement mailings to memberships.

Nat Lefkowitz Is Wm. Morris Prexy; Lastfogel Chairman

NEW YORK — Nat Lefkowitz has been elected president of the William Morris Agency, replacing Abe Lastfogel who moves up as chairman of the board. Lefkowitz, with the talent agency since 1927, had served as executive vice president and treasurer. Lastfogel recently celebrated his 58th year with the company, 23 of which as president.

In other moves in line with the basic policies of the company for continuity of managements with internally developed officers, Lastfogel announced the election of Morris Stoller as treasurer in addition to his position as executive vice president; Sam Weisbord continues as executive vice president; and Howard Hausman has been elected secretary.

Lefkowitz and Hausman operate out of New York; Stoller and Weisbord headquarter in Beverly Hills.

Drop GRT Purchase Of Caedmon Records

SUNNYVALE, CALIF. — GRT and Caedmon Records have rescinded an agreement in principle for GRT's acquisition of the spoken-word group of companies. Alan J. Bayley, president of GRT, said that negotiations have been terminated by mutual consent.

Motta To ABC A&R Staff

NEW YORK — Producer Bob Motta, recently associated with LCM Productions, has joined the A&R staff of ABC Records. Motta recently produced Soulosophy's "Outrage" b/w "Dream World" for the label.

According to label topper Larry Newton, Motta will operate out of the New York office and report directly to Bill Szymczyk, director of contemporary A&R.



"OH, CALCUTTA"

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FROM THE MOST DEFINITIVE SHOW OF THE DECADE!

b/w "YELLOW CAT"

PRODUCED BY PHIL RAMONE & MILT OKUN
ARRANGED BY JOE SCOTT

INCREDIBLE NEW EXCITEMENT ON DECCA RECORDS



ROTARY CONNECTION

The Weight

CADET CONCEPT 7014

THE DELLS

LOVE IS BLUE

CADET 5641

LITTLE MILTON

LET'S GET TOGETHER

CHECKER 1225

TENISON STEPHENS

CAN'T TAKE MY EYES OFF YOU

CHESS 2073

CHESS
RECORDS



CashBox Radio Active

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

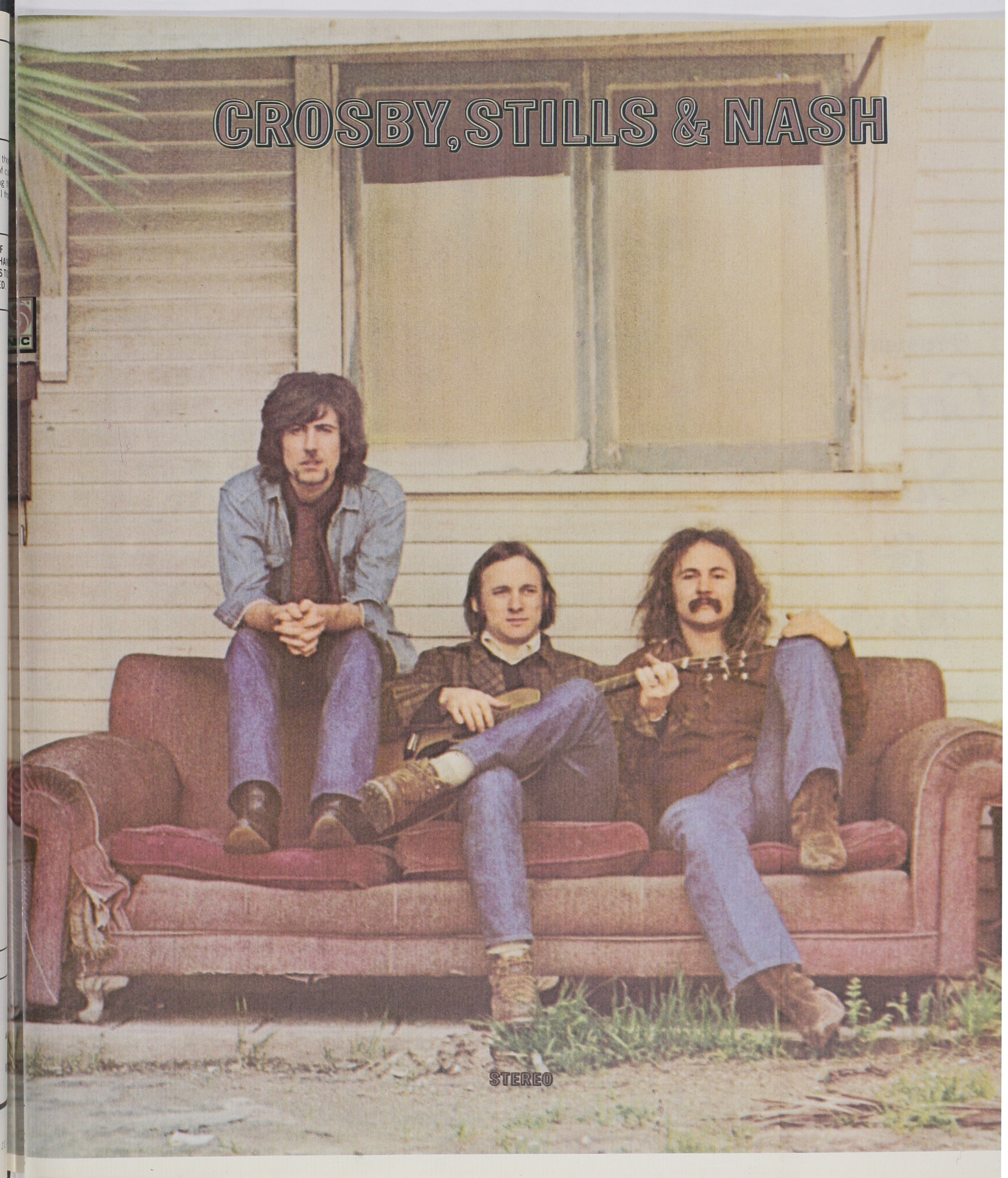
% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
46%	Good Old Rock & Roll — Cat Mother & All Night News Boys — Polydor			61%
43%	In The Year 2525 — Zagar & Evans — RCA			65%
41%	The Feeling Is Right — Clarence Carter — Atlantic			75%
40%	I'd Wait A Million Years — Grass Roots — Dunhill			40%
38%	Break Away — Beach Boys — Capitol			38%
36%	Sweet Caroline — Neil Diamond — UNI			97%
34%	Moments To Remember — Vogues — Reprise			87%
31%	Feeling Alright — Joe Cocker — A&M			65%
30%	Abraham, Martin & John — Moms Mabley — Mercury			30%
28%	Tell All The People — Doors — Elektra			28%
27%	Prophecy Of Daniel & John The Divine — Cowsills — MGM			91%
25%	Reconsider Me — Johnny Adams — SSS Int'l			25%
24%	My Little Chickadee — Foundations — UNI			52%
23%	Out Of Sight — Little Anthony & Imperials — U.A.			23%
22%	Theme From Summer Place — Ventures — Liberty			22%
21%	Quentin's Theme — Charles Randolph Grean Sounde — Ranwood			88%
20%	Hurt So Bad — Lettermen — Capitol			20%
19%	Listen To Band — Monkees — Colgems			40%
18%	Wake Up — Chambers Bros — Columbia			29%
17%	I'm Just A Struggling Man — Edwin Starr — Gordy			44%
16%	My Cherie Amour — Stevie Wonder — Tamla			57%
15%	Don't Wake Me Up In The Morning, Michael — Peppermint Rainbow — Decca			15%
13%	Moon Flight — Vik Venus — Buddah			43%
12%	It's Getting Better — Mama Cass — Dunhill			12%
11%	Stay & Love Me All Summer — Brian Hyland — Dot			20%
10%	Mother Popcorn — James Brown — King			43%

LESS THAN 10% BUT MORE THAN 5%

TOTAL % TO DATE

Get Together — Youngbloods — RCA	9%	Baby, Don't Be Looking In My Mind — Joe Simon — Soundstage 7	18%	Doggone Right — Smokey Robinson & Miracles — Tamla	44%
Pinch Me — Ohio Express — Buddah	23%	Ruby Don't Take Your Love To Town — Ken Rodgers & First Edition — Reprise	75%	Mrs. Robinson — Booker T & Mg's — Stax	81%

CROSBY, STILLS & NASH



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Presenting
Crosby,
Stills
 &
Nash
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 &
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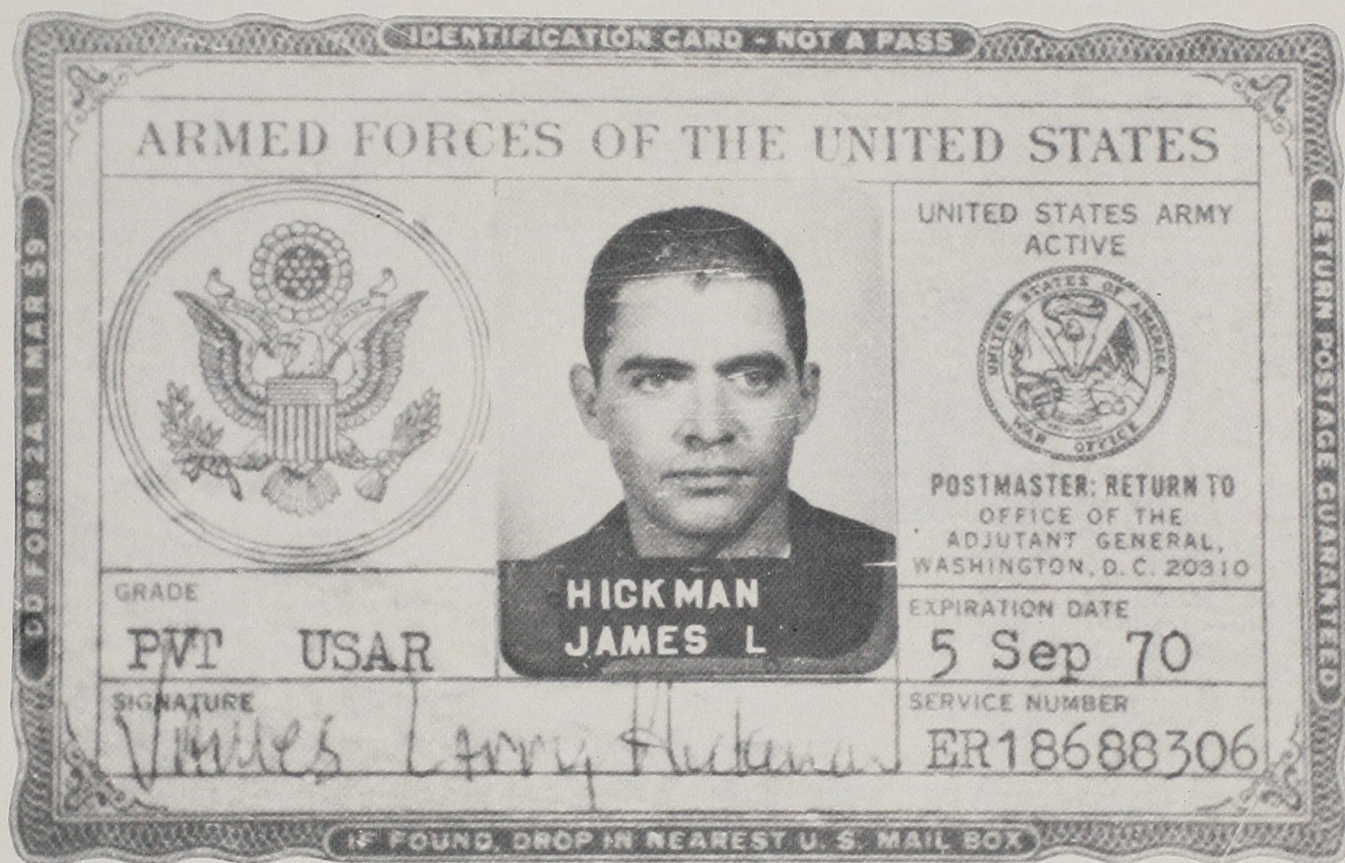
CALL YOUR NEAREST
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 FOR COMPLETE DETAILS



CashBox Looking Ahead

- | | |
|------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|
| 1 SITTIN' ON THE DOCK OF THE BAY
(East/Redwal/Time — BMI)
Sergio Mendes & Brazil '66 (A&M 1073) | 26 NOTHING CAN TAKE THE PLACE OF YOU
(Su-ma — BMI)
Brook Benton (Colillion 44034) |
| 2 WAKE UP
(Blackwood — BMI)
Chambers Brothers (Columbia 44890) | 27 OB-LA-DI, OB-LA-DA
(MacLen — BMI)
Paul Desmond (A&M 1050) |
| 3 HERE I GO AGAIN
(McDonald — BMI)
Country Joe and the Fish (Vanguard 35090) | 28 SOME KIND-A WONDER
(Screen Gems, Columbia — BMI)
Prophets (Kapp 997) |
| 4 PARADISE (IS HALF AS NICE)
(Shane — ASCAP)
Dave Clark Five (Epic 10474) | 29 FOLLOW THE LEADER
(Dakar — BMI)
Major Lance (Dakar 608) |
| 5 RECONSIDER ME
(Shelby Singleton — BMI)
Johnny Adams (SSSInt'l 770) | 30 BREAK MY MIND
(Windward Side — BMI)
Pawnee Drive (Forward 103) |
| 6 STOMP
(Nemis, Fatzach, Farnsley — BMI)
NRBQ (Columbia 44865) | 31 EVERYDAY LIVIN' DAYS
(Earl Barton — BMI)
Merrilee Rush (AGP 112) |
| 7 RUNNING BEAR
(Big Bopper — BMI)
Sonny James (Capitol 2486) | 32 TWENTY FIVE MILES
(Jobete — BMI)
Mongo Santamaria (Columbia 44886) |
| 8 AND SHE'S MINE
(Spanky & O. G. — BMI)
Spanky & Our Gang (Mercury 72926) | 33 I WANNA SPEND MY WHOLE LIFE LOVING YOU
(Cranbury — BMI)
Ken Stella (Decca 32486) |
| 9 OO WEE BABY, I LOVE YOU
(Costorna — BMI)
Roscoe Robinson (Atlantic 2637) | 34 GET TOGETHER
(S.F.O. — BMI)
Young Bloods (RCA 9752) |
| 10 EVERYTHING I DO GONH BE FUNKY
Lee Dorsey (Amy 11055) | 35 JUST A LITTLE BIT
(Armo — BMI)
Little Milton (Checker 1217) |
| 11 MANHATTAN SPIRITUAL
(Zodiac — BMI)
Sandy Nelson (Imperial 66375) | 36 IF THIS WERE THE LAST
(Jimmy Webb — ASCAP)
Thelma Houston (Dunhill 4197) |
| 12 WE CAN'T GO ON THIS WAY
(Metric — BMI)
Unchained Mynds (Buddah 111) | 37 OH HAPPY DAY
(Kama Rippa/Hawkins — ASCAP)
Billy Mitchell (Calla 165) |
| 13 NEVER COMES THE DAY
(Andover — BMI)
Moody Blues (Deram 85044) | 38 IF I HAD A REASON
(Tapier — BMI)
Bubble Puppy (International Artists 13) |
| 14 FOREVER
(Tree — BMI)
Mercy (Warner Bros.-7 Arts 7297) | 39 DELIA'S GONE
(Baron — BMI)
Waylon Jennings (RCA 0157) |
| 15 GREEN DOOR
(T. M. — BMI)
The Jems (Honor Brigade 1) | 40 BIG BRUCE
(Fred Rose — BMI)
Steve Greenburg (Trip 3000) |
| 16 HIPPY DIPPY FUNKY MONKEY DOUBLE BUBBLE SITAR MAN
(Hub-Ray — BMI)
Hubbels (Audio Fidelity 150) | 41 I HAVE BUT ONE LIFE TO LIVE
(Four Star — BMI)
Sammy Davis Jr. (Reprise 0827) |
| 17 MY SENTIMENTAL FRIEND
(Peer International Corp. — BMI)
Herman's Hermits (MGM 14060) | 42 TOUCH 'EM WITH LOVE
(Tree — BMI)
Bobbie Gentry (Capitol 2501) |
| 18 ON CAMPUS
(Cotique — BMI)
Dickie Goodman (Cotique 158) | 43 GO AWAY LITTLE GIRL/YOUNG GIRL
(Screen Gems/Columbia/Viva — BMI)
Tokens (Warner Bros./7 Arts 7280) |
| 19 BUT FOR LOVE
(Ampco — ASCAP)
Eddy Arnold (RCA 0175) | 44 THE RIO
(Shelby Singleton Music — BMI)
Jeannie C. Riley (Plantation 22) |
| 20 THE HUNTER
(East Music — BMI)
Ike & Tina Turner (Blue Thumb 102) | 45 MERRY GO ROUND OF LOVE
(Beres-Ford — BMI)
Roberta Quinlan (Jaybee 1969) |
| 21 IT DIDN'T EVEN BRING ME DOWN
(Amigos de Musica — ASCAP)
Sir Douglas Quintet (Smash 29) | 46 THAT'S THE PRICE YOU HAVE TO PAY
(Bee Cool — BMI)
Brenda & Tabulations (Dionn 512) |
| 22 NEW DAY
(Apple — ASCAP)
Jackie Lomax (Apple 1807) | 47 BIT BY BIT
(Barton — BMI)
Merging Traffic (Decca 32489) |
| 23 SUGAR SUGAR
(Don Kirshner — BMI)
Archies (Calendar 1008) | 48 OH WOW
(Binn, Over Brook — ASCAP)
Panic Buttons (Gamble 230) |
| 24 THESE ARE THE THINGS
(Bay West — BMI)
Howard Tate (Turn Table 505) | 49 IT'S IN YOUR POWER
(Low-Thom — BMI)
Joe Odum (1-2-3 1170) |
| 25 I'LL NEVER FALL IN LOVE AGAIN
(Blues Seas, Jack, E. H. Morris — ASCAP)
Burt Bacharach (A&M 1064) | 50 ME & MR. HOHNER
(Argent — BMI)
Bobby Darin (Direction 351) |

SUMMERHILL AND PVT. HICKMAN NEED YOUR HELP



Summerhill's Larry Hickman did six months active duty and went into the Reserves. Then the Army comes up with something called Involuntary Induction. And bam! Bye, bye Larry.

Now Summerhill doesn't have a rhythm guitarist. But, they do have a fine new album, and the new single "Soft Voice."

If you like it, the Army might put Larry in Special Services . . . maybe give him time off to record again . . . make him a major . . . who knows?

Remember, Larry Hickman could be your kid.



Tetragrammaton

Tetragrammaton Records. A Subsidiary of The Campbell, Silver Corporation

Sergio Mendes & Brasil '66
Sittin' On
THE DOCK OF THE BAY

A&M 1073





A "HAIRY" HIT

"Where Do I Go?/Be In" by The Happenings

Jub5666

Produced by The Happenings
for Mira-Lee Productions.

The Happenings' first Jubilee release is the biggest hit from "HAIR" yet. It's hot, it's "hairy," it's going straight to the top of the charts.



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josie

Newcomers, Hit Groups Sport Special London Disk Drives

NEW YORK — London Records has launched special, all-out promotion drives on two new artists and two well-established rock groups. According to Herb Goldfarb, national sales and distribution manager for the company, the thrust of the initial effort will be focussed on Martha Velez, on the Sire label, nationally distributed by London. Miss Velez, an American who makes her home in England, has recently starred in the London production of "Hair," and for three weeks played the same role in the New York Company, a stint which she completed just last week.

She has a single, "Tell Mama," and will have her first Sire LP released

later this month. The promotional effort involves the use of huge outdoor billboards in at least eight major markets, plus saturation FM radio spots in numerous territories and LP cover blow-ups for store displays. The singer, who left for a brief holiday in England last week, returns to the States soon to commence a series of personal appearances.

Keef Hartley, formerly drummer for John Mayall, will shortly have his first LP, out as the leader and drum star of his own group. The LP is to be titled "Halfbreed." A similarly extensive promotion effort is in line for this artist, which will bring into play a heavy drive stemming from London's home office and including all branch and regional sales and promo staffers.

London is also launching strong promotional efforts in connection with forthcoming return U. S. visits by two of Britain's star groups, The Moody Blues and The Savoy Brown Blues Band. The former will be touring America for the second time this year, following a debut tour last winter. The new tour commences June 21 at New York's Fillmore East. The group currently has two fast-selling LP's on the market.

The Moody Blues return to the United States in mid-July and are expected to cash in heavily on the success of their newest LP, "On the Threshold of a Dream," now in the top 40 national album charts a month after release. Two earlier LP's have also both been chart items and continue to sell briskly.

For both these groups, London has brought up the heavy promo guns and will tie in a host of special publicity and promotion efforts, through radio spots and interviews and in-store displays in all markets where the groups will be appearing.

Iroff MGM/Verve's Credit Manager

NEW YORK — Wallace Iroff has been appointed credit manager for MGM/VERVE Records and its affiliated labels replacing George Figler who has left the company. He will report directly to Tom White, director of business affairs.



Wallace Iroff

Iroff comes to MGM Records from the International Tape Cartridge Corp. where he was credit manager. Prior to that he's held important positions in the credit department of Thyphyn Steel Company, The American Doll and Toy Corporation, and Century Industries, Inc.

He is a member of the Credit Men's Fraternity.

Tons Of Fun Co. Formed By Antoon

HOLLYWOOD — John Antoon, recently national promo director for Imperial Records, has formed Tons of Fun Enterprises, incorporating independent national promotion, production, personal management and music publishing.

The promotion arm of the complex will be geared towards the artist, because Antoon contends that most large companies are so big that they don't have time to adequately promote most artists' recordings. "An artist should have and must have concentration, if he expects his record to be played," stated Antoon. Antoon is offering free consultation to new artists and their managers on 'pre-recording tips,' and will be publishing a booklet on the subject.

Antoon will also head the publishing end of the firm and has already signed two songwriters from San Francisco, professionally known as Thomas and Richard Frost. The duo have already signed with Liberty, and their initial single will be "She's Got Love," produced by Ted Glasser.

"We will stay small, swift and aggressive on behalf of artists and songwriters we represent. When we run, we will run hard, but we will stay small. There will definitely be a limit to the number of accounts contracted," Antoon said.

The firm has opened offices at 6362 Hollywood Blvd, Suite 319, Hollywood, Calif. 90028

Anthony & Imperials Bring Back 'Little'

NEW YORK — Anthony and the Imperials are reverting back to their original designation of Little Anthony and the Imperials. They rode to fame in 1958 with their million seller, "Tears On My Pillow" and other successive hits.

In 1966 the group dropped the original billing because of the heavy rock and roll and teen appeal it suggested in the face of their increased bookings at niteries whose major patronage came from adult audiences. During the three-and-a-half years since then audiences have been slow to drop the firmly entrenched and readily identifiable "Little" from the billing. College audiences, in the main, continue to recognize them from their early hits and original working name.

The group's latest record for United Artists carries their original billing. "Out of Sight, Out Of Mind" backed with "Summer's Coming In" also saw a change in the production of the group's records. This current disk, arranged by Horace Ott, was produced by Liberty/UA vice president Bob Skaff, assisted by George Butler.

Following a heavy Spring schedule of college concert appearances, Little Anthony and the Imperials will debut their new/old billing as headliners for two weeks beginning July 24 at the New York Copacabana.

Don Cooper Signs With Big Seven

NEW YORK — Singer/songwriter Don Cooper, who has a new album out on Roulette, has signed a ten year contract as a writer with the Big Seven Publishing Companies. Cooper's personal manager, Pete Shanaberg; Fred Munao and Al Frisch, professional managers for Big Seven; and Neil Galligan, Big Seven's director, witnessed the signing last week.

Polydor 'Give-A-Damn' Monday Night Benefits

NEW YORK — Polydor Records is sponsoring "Four Weeks of Give-A-Damn," as termed by president Jerry Schoenbaum, as a series of four Monday night benefit concerts at the Village Gate in New York.

The first concert, for New York's listener-sponsored radio station WBAI, will be held this week (16) and will headline the rock group, Cat Mother and the All Night Newsboys. Also on the bill will be Tony Williams Lifetime and Jimmy Owens and his friends.

Contributions of \$2.00 for admittance will be collected at the door and it is hoped other contributions to the financially burdened radio station will be made as well. All monies collected from the benefit will be turned over to WBAI. The acts are donating their services for the evening. Concerts begin at 8 P.M.

Other acts already signed for the concerts on June 23 and June 30 include The Golden Earrings from Holland, Paul Harris, a Canadian group, Milkwood, Ten Wheel Drive and Mark & Sumley. If the benefits are successful the series of Polydor Monday night concerts will continue through the summer.

Central Park Fest Kicks Off June 26

NEW YORK — The fourth season of low-priced concerts at the Wollman Rink in Central Park gets underway on Thursday, June 26 under the sponsorship of the F. and M. Schaefer Brewing Company. Benny Goodman and Lionel Hampton will be the opening attractions, with Goodman making his first appearance with a big band in 10 years.

The \$1.00 a seat pricing will be retained for the balcony, but orchestra seats have been upped to \$1.50.

Ron Delsener, continuing as producer of the fest, will present 33 separate concerts this summer, two performances each evening. Weekday concerts will be getting underway an hour earlier than last year, at 7:00 and 9:30 pm, while weekend concerts will continue at the 8:00 and 10:30 pm times. The shows, covering a wide range of musical taste, will be presented on Mondays, Wednesdays, Fridays and Saturdays. There will be now show on Friday, July 4, and there will be a special Sunday show, featuring Carlos Montoya and the Paul Winter Consort, on July 27.

Show schedules will be carried, a week in advance, in the New York Insights and Sounds column. Among those acts skedded to appear will be Tiny Tim, Flip Wilson, Jerry Lee Lewis, Miles Davis, Blood, Sweat and Tears, Led Zeppelin, Joni Mitchell, Tim Hardin, Buddy Rich, the Beach Boys, Little Richard and Chuck Berry.

Two European Tunes Acquired By Felsted

NEW YORK — Felsted Music, London Records' BMI subsid, has acquired rights to "Troubadour" and "Bonjour, Bonjour," two tunes from the recent Eurovision contest.

"Troubadour," a top award winner from Holland, was published there Editions Altona. Tune was written David Harsema and Lenny Kuhr, a Kuhr has cut the song for Philips 1 release in the US and Canada. Phil also has a version out in Holland Luis Alberto del Parana and his Paraguayan and versions are due French, German, Spanish and English.

The Swiss entry "Bonjour, Bonjour" a second place winner, is published Musikvertrieb of Switzerland, with music and French lyrics by Her Mayer and Jack Stark. Marcel Ste man wrote the English lyrics. Tune was recorded on Swiss Decca Paola.

Felsted's affiliate, Felsted Music Canada Ltd., was assigned publishing rights for the Dominion of Canada.

The firm has also captured rights to a top Canadian tune, "Lilbergh," from Gamma Publishing, the negotiations between Denny Lazare Gamma and Bert Siegelson, professional manager of Felsted. Rob Charlebois and Claude Pelouin wrote the tune and London Records will lease the original hit version by Charlebois and Louise Forestier. V Holt has penned an English lyric as the tune has been retitled "Grace Gone."

Allen New SSS Art Head

NASHVILLE — Gayle Allen, art director of the Rich Publishing Company for the past three years, has been named art director for the Shelby SSS gleton Corporation's recording and publishing divisions.

Reporting to the firm's advertising director, Herb Shucher, Allen will rect all activity entailing graphic photography, finished art and layout design for the music division.

Mason To Offer Early Sessions

NEW YORK — Steve Mason, who sits in the crooner tradition on his Decca label, will release a set featuring some he recorded some 20 years ago. Mason recently discovered acetate disks of "live" performances on tape in his home. To be remastered for stereo, set will be named after one of the songs, "At Your Command," a Bill Crosby hit dating back to 1931. Other titles include "I'm Through with Love," "Poor Butterfly" and "Just One More Chance."



SHADES OF BROWN JOIN CADET CORPS: Cadet Records has signed Shades of Brown, a new group produced and managed by Bobby Miller (seated in center), to an exclusive recording contract. Miller also produces the D. The Shades of Brown are (standing, l. to r.): Earl Roberts, Charles Scott, William Brown, and Arthur Williams. Seated is Phil Chess of Chess Producing C

OF THE 102 MOST-PERFORMED SONGS IN THE
 BMI REPERTOIRE DURING 1968, 13 OF THOSE SONGS WERE OURS.
 MORE THAN TWICE AS MANY AS ANY OTHER COMPANY!

Thank You:

John Barry, Don Black	BORN FREE
John C. Stewart	DAYDREAM BELIEVER
Michael Nesmith	DIFFERENT DRUM
Gerald Goffin, Carole King	HALFWAY TO PARADISE
Larry Kolber, Barry Mann	I LOVE HOW YOU LOVE ME
Tommy Boyce, Bobby Hart	I WONDER WHAT SHE'S DOING TONIGHT
Charles Singleton, Larry Coleman	JUST AS MUCH AS EVER
Sandy Linzer, Denny Randell	KEEP THE BALL ROLLIN'
Bert Kaempfert, Charles Singleton, Eddie Snyder	SPANISH EYES
Bert Kaempfert, Charles Singleton, Eddie Snyder	STRANGERS IN THE NIGHT
Carole King, Gerald Goffin	TAKE GOOD CARE OF MY BABY
Don Black, Mark London	TO SIR, WITH LOVE
Tommy Boyce, Bobby Hart	VALLERI

Screen Gems-Columbia Music, Inc.

Roosevelt Music Co., Inc.

711 5th Ave., New York, N.Y. 10022



Picks of the Week

THE GRASS ROOTS (Dunhill 4198)

I'd Wait a Million Years (2:35) (Teenie Bopper, ASCAP — Zekley, Bottler)
Returning to the mood of "Midnight Confessions," the track that started the current string of Grass Roots hits, the team surges on with a side headed straight for breakout. Steady driving dance track with a fine teen lyric sets the pace for a heavy sales outing. Flip: "Fly Me to Havana" (3:50) (Trousdale, BMI — Entner, Grill)

THE VENTURES (Liberty 56116)

Theme from 'A Summer Place' (2:16) (Warner-7 Arts/Witmark, ASCAP — Steiner, Discant)
Delving into the archives, the Ventures follow their "Hawaii Five-O" comeback with a glistening reworking of the Percy Faith giant. Set for the coming summer, the track began getting response from play out of the "Hawaii" LP and is now breaking as a single for the instrumental team. Flip: "A Summer Love" (2:11) (Paulcrest/Euphony, BMI — Bogie, Edwards, Taylor, Wilson)

DUSTY SPRINGFIELD (Atlantic 2647)

Willie & Laura Mae Jones (2:47) (Combine, BMI — White)
Back with the Memphis sound that put "Son of a Preacher Man" into the top twenty, Dusty Springfield turns out a powerhouse ballad side filled with sales electricity. Family picture with an understated brotherhood motif gives Dusty material that allows her full range with her own vocal brilliance. Flip: "That Old Sweet Roll" (2:58) (Screen Gems/Columbia, BMI — Goffin, King) Fine side too.

RAY STEVENS (Momentum 1150)

Along Came Jones (3:37) (Tiger, BMI — Leiber, Stoller)
Taking a breather from his series of social commitment songs, Ray Stevens had smooth going with a return to comedy in "Gitarzan." Latest side remains light as Stevens revives the years-back Coasters hit with help from "Jane" and a sax break straight from the '50's. Bound to crack up listeners across-the-board. No flip info supplied.

THE BEACH BOYS (Capitol 2530)

Break Away (2:54) (Bri-Mur, BMI — Wilson, Dunbar)
A series of sides that are basically experimental have marked the latest Beach Boys phase. They have revived old-rock material, toyed with rhythm, tempo and harmony and generally shaken off their own old image categorization. Now, softened, the team comes up with a lovely summer teen side featuring impeccable production and a Four Seasons-y vocal touch. Flip: "Celebrate the News" (3:03) (Brother, BMI — Wilson, Jakobson)

JOHNNY RIVERS (Imperial 66386)

Muddy River (3:15) (Rivers, BMI — Hendricks)
Finding himself for the first time in about a year, Johnny Rivers delivers in this belting track penned by the "Summer Rain" — "Look to Your Soul" man. Excellent, honest, vibrant side that should bring in East Coast sales this time and put Rivers back on top nationally. Flip: "Resurrection" (3:32) (Rivers, BMI — Ray)

WATTS 103rd ST. RHYTHM BAND (Warner-Bros.-7 Arts 7298)

Till You Get Enough (3:45) (Wright Gerstl/Tamerlane, BMI — Wright & Assoc)
Even though the Watts Rhythm Band couldn't get all the sales action to break simultaneously for their last record, "Do Your Thing" has whetted local appetites for the follow-up side. Bounding in with this dynamite side, the crew has its reputation establishing track on this rhythm ride. Flip: "Light My Fire" (3:40) (Nipper, ASCAP — Doors)

LITTLE MILTON (Checker 1225)

Let's Get Together (2:42) (Arc, BMI — Dollison)
Familiar title, but a new song, this "Let's Get Together" is a blockbuster blues ballad that is turned into a sensational side by the performing talent of Little Milton. Coming on the heels of his "Grits Ain't Groceries" hit, this side carries instant r&b impact and solid pop potential. Flip: "I'll Always Love You" (2:57) (Same credits)

B.J. THOMAS (Scepter 12255)

Pass the Apple Eve (2:23) (Press, BMI — James, Christopher)
Narrowing the gap between his own style and the Box Tops sound, B. J. Thomas pours on the power in a medium-paced rock effort earmarked with AGP studio mannerisms. The production and Thomas' special brand of vocal excitement makes this a solid bet to move in top forty circles. Flip: "Fairy Tale of Time" (2:46) (Same credits)

JEANNIE C. RILEY (Plantation 22)

The Rib (3:47 - :09 intro) (Shelby Singleton, BMI — Smith, Lewis)
A bit more preaching and less of the fresh, almost irreverent honesty that has established Jeannie C. Riley changes her pace on "The Rib." Cute idea, though, and one that will make a go of it in teen and adult areas. Folky woman's eye view of second sex mystique. Flip: No information supplied.

CAROLYN FRANKLIN (RCA 0188)

It's True I'm Gonna Miss You (Regent, BMI — Williams, Simpkins)
Second single from this talent has two solid advantages going for it, aside from a tremendous sound appeal. First, this Miss Franklin has already gained some recognition via her first single; and, second, the song is getting solid play from her "Baby Dynamite" LP. Slow, potent ballad with the intensity to boom from r&b lists into the pop running. Flip: "Reality" (2:35) (Lloyd & Logan, BMI — Price, Logan)

MOMS MABLEY (Mercury 72935)

Abraham, Martin & John (3:48) (Roznique, BMI — Holler)
A bit upsetting at first, Moms Mabley's singing debut in as dramatic a side as "Abraham, Martin & John" is difficult to adjust to. Being noted as a humorist, she has a Mrs. Miller complex to overcome from programmers; but the impact of her performance should conquer the anticipated incongruity. Flip: "Sunny" (2:36) (Music/Portable, BMI — Hebb)

Newcomer Picks

RON MOODY & THE CENTAURS (Columbia 44908)

If I Didn't Have a Dime (2:43) (January, BMI — Russell, Medley)
Straightforward, simple rock production (somewhat akin to the Bill Deal hit sound smoothed over) gives this teen track a staying power which will have listeners retaining the melody in spite of production shortcomings. Picked up as a master following its Richmond breakout, the side should spread nationally. Flip: "The New Breed" (3:05) (Versil, ASCAP — Easter)

FLYING MACHINE (Congress 6000)

Smile a Little Smile for Me (2:55) (January, BMI — MacAuley, Stephens)
First offering from the reactivated Congress label is a stunning teen romance tune with a bittersweet touch that makes it particularly appealing. Tempting fare for top forty exposure, "Smile a Little Smile" appears as a strong contender in the best seller ring. Flip: "Maybe We've Been Loving too Long" (2:55) (Anne-Rachel, ASCAP — Kilbourn)

TERRELL & DAHROUGE (Metromedia 126)

Baby Now There's Two of You (2:10) (Greenlight, BMI — Dahrouge)
Bright new team with a polished soul style that should attract the notice of blues and rock stations in a double-edged thrust at the charts. Fine beat side in a medium dance tempo gives the track enough extra power to make it clear sailing in the sales picture. Already getting play along the eastern seaboard. Flip: "I'm Happy Making You Happy" (2:02) (Greenlight, BMI — Tillman, Wooley, Dahrouge, Terrell, Lambert, Kannon, Feldman, Weiss)

BOB FRANCIS (Atlantic 2643)

There Goes My Baby (2:40) (Progressive/Jot, BMI — Nelson, Patterson, Treadwell, Leiber, Stoller)
Delightful revival of the Drifters' classic features a fine new vocal talent and some sensational instrumental touches to bring the tune back with combined blues and rock magnetism. Echoes of the Tom Jones vocal impressiveness mark Bob Francis for sizeable reaction. Flip: "Love Has Come" (2:10) (Stonefield, ASCAP — Segal)

PROCESSION (Smash 2225)

Adelaide, Adelaide (2:43) (Ramrac, ASCAP — Peacock)
Haunting melodic side with a bright new group presenting a polished vocal backed by splendid strings and a flashing rhythm line. First listen shows the makings to touch off heavy action; and a second run-through guarantees that this side has the sound of a winner. Flip: "One Day in Every Week" (3:30) (Ramrac, ASCAP — Peacock, Rogers)

SHANNON (Heritage 814)

Abergavenny (2:43) (Mills, ASCAP — Manston, Geller)
This side is a peculiar cross-breed combination of light hearted English novelty and heavy-handed rock (in part) which fuses the two in a boisterous teen and MOR effort. The track's infectious quality and bright approach should make it a heartily received item across the pop field. Flip: No info included.

THE CITY (Ode 119)

That Old Sweet Roll (Hi-De-Ho) (3:22) (Screen Gems/Columbia, BMI — Goffin, King)
Slow rocking semi-blues side with a taste of "The Weight" in its lyric. Strongest side to date from this act, and one that should start top forty and FM programmers taking note. The City's sound vocally and instrumentally shapes up as one likely to crack the best seller lists beginning with this single. Flip: "Why Are You Leaving" (3:55) (Screen Gems/Columbia, BMI — Stern, King)

THE CHOSEN FEW (Talun Stereo 821)

Maybe the Rain Will Fall (2:55) (Tupco, BMI — Storie)
American answer to the distinctive BeeGees' vocal sound gives this independent prospect a powerful teen appeal. Side is a slow, strong, love ballad given the extra dimension of a splendid lead vocal that should reap instant sales acceptance. Top forty material. Flip: "Deeper In" (2:45) (Tupco, BMI — Cascella) Talun Records, P.O. Box 1025, Indianapolis, Ind. 46206

Choice Programming

Choice Programming selections are singles which, in the opinion of our reviewing staff, are deserving of special programmer consideration.

THELMA HOUSTON (Dunhill 4197)

If This Was The Last Song (3:17) (Jimmy Webb, ASCAP — Webb)
An important side marking the premiere recording of an impressive artist and Jim Webb's first blues entry. Heavy potential in this sleeper for pop/r&b and MOR audiences. Flip: "Sun-shower" (3:17) (Canopy, ASCAP — Webb)

BOBBY PATTERSON (Jetstar 115)

My Thing Is Your Thing (3:08) (Jetstar, BMI — Patterson)
Some sensational instrumental work and a very fine piece of Patterson-penned material give this side a booming sound to sparkle on r&b airways. Could break wide open. Flip: "Keeping it in the Family" (2:38) (Same credits)

ARTHUR PRYSOCK (King 6243)

(I Wanna Go) Where the Soul Trees Grow (2:27) (Jay & Gee, BMI — Glover)
First Prysock release for King is a very commercial ballad with more contemporary support backup than has been used on earlier sides from the artist. Additive could be just the catalyst in staging a sales breakout once more. Flip: "Soul Soliloquy" (3:32) (Same credits)

BILLY JOE ROYAL (Columbia 44902)

Cherry Hill Park (2:44) (Low-Sal, BMI — Nix, Gilmore)
Impressive performance from Billy Joe Royal in a up-dated "Lady Godiva" tale. Musically strong, but material subject to local programmer opinion that could turn it down or into a monster. Flip: "Helping Hand" (2:36) (Low-Sal, BMI — Buie, Cobb)

TOM PAXTON (Elektra 45667)

Crazy John (2:33) (Deep Fork, ASCAP — Paxton)
Though public opinion has turned on John Lennon, Tom Paxton's new single poses a 'devil's disciple' presentation which could become an anthem among FM supporters. Flip: "The Things I Notice Now" (3:08) (Same credits) Impressive folk-blue track from Paxton's latest LP.

JOHN DAVIDSON (Columbia 44896)

California Blood Lines (2:54) (Stewart-Nims, BMI — Stewart)
Tit track of John Stewart's West Coast breakout LP comes on solidly in the John Davidson reading. Artist's adult MOR reputation could key excellent responses for the track. Flip: "I Am Now" (2:32) (Three Bridges, ASCAP — Bernstein, Millrose)

IF YOU'VE GOT IT, FLAUNT IT!

- Montaigne

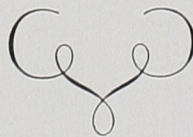
CREEDENCE CLEARWATER REVIVAL will receive their *Fourth Gold Record in 1969 and the year is not yet half over. *Golden Goodie Number 4* goes to **CREEDENCE** for "BAD MOON RISING", *Fantasy 622*.

Let's see, by extrapolating the above figures from 4 Gold Records in six months, they will get 8 in one year . . . 16 in two years . . . 24 in three years . . . 32 in four years . . . 40 in . . . *Goshamighty and Gee Willikens, things do look good!*

WE THANK YOU ALL!

Fantasy Records

*Three Gold Records were presented to **CREEDENCE** for *Fantasy 619* ("PROUD MARY") and *Fantasy LPs 8382* ("**CREEDENCE CLEARWATER REVIVAL**") and *8387* ("BAYOU COUNTRY").



P.S.

Len Levy has a single on Metromedia that should get a Gold Record. It's "COLOR HIM FATHER" by The Winstons.

Kannon A-E Staff A&R Director

NEW YORK — Gary Kannon has joined Avco Embassy Records as staff A&R director, according to Hugo & Luigi, vp's of the recently established label.

Kannon point of view at A-E will be to establish a "community of talents" approach with writers, producers and artists in all areas of contemporary music. He has already started several projects, including album as well as single disk sessions.

Kannon started in the music business in 1964 when he teamed with Richard Perry to join Cloud Nine Productions, which produced dates for the Kama Sutra, MGM and Decca labels. In 1967, he became general manager of Kama Sutra's publishing firms, later joining Bobby Darin's TM Productions as producer and g.m.

Luigi, Katzel To Coast

Utilizing Avco Embassy Pictures west coast offices in Beverly Hills as a base of operations, Luigi Creatore, and Bud Katzel, general manager were on the coast last week to line-



THE WINNING WINDOW in Epic Records' National Display Contest belonged to Discount Records in Cleveland, one of the 437 stores across the nation who entered the competition. All entries in the contest, held during February and March, centered on the RIAA-certified \$1 million-selling album, "Donovan's Greatest Hits." The 437 different window displays were photographed and submitted by 72 salesmen, and the winners were selected by the New York staff of Epic Records on the basis of originality, creativity, and imagination. Bill Catino from the CRS Cleveland branch set up the winning display in Discount Records, which is owned by John Cohen. The regional winners were: Spruce Record Shop, Scranton, Pa.; Universal Records of Philadelphia, Pa. (eastern region); Action Records, Denver, Colo.; Abers, Boulder, Colo.; CRS Dallas of Dallas, Texas; and Lew's Records, Houston, Texas (southern region).

up several projects including artists for the label as well as negotiating independent production deals.

While Luigi will be concentrating on the west coast creative action, Katzel will be focusing his attention on the diskery's distrib. set-up for Los Angeles, San Francisco, Seattle, Denver, Dallas and Phoenix.

"No one moving into the record business today can ignore what is happening creatively out on the west coast," Luigi said. "Before the label gets underway we want to make certain that Avco Embassy is very much a part of the scene. We are a New York based company, but we will be, from the outset, as west coast oriented as any company located in Los Angeles".

Davies East Coast National Promotion For Straight & Bizarre

NEW YORK — Bizarre and Straight Records exec structure has been further augmented by the addition of east coast national promotion manager John Davies to the labels' New York based staff.

Davies comes to Bizarre/Straight from two years as national LP promotion director for United Artists Records and prior to that 2 years as national promotion manager for Kama Sutra.

Over the last years Davies has been deeply involved in the promotion of numerous major recording talents including Traffic, Gordon Lightfoot, Bobby Goldsboro and Jay and the Americans (all at United Artists) and the Lovin' Spoonful, Sopwith Camel and Tradewinds (at Kama Sutra).

At Straight Davies has immediately undertaken the label's initial LP release which includes Alice Cooper's "Pretties For You," Captain Beef heart's "Trout Mask Replica" and Judy Henske and Jerry Yester's "Farewell Aldebaran."

With the addition of Davies to the Bizarre/Straight operation the new labels claim to become the first to have a pair of national promotion managers working simultaneously on both coasts with Bud Hayden topping the L.A. promo operation. Between Hayden and Davies both covering the country from opposite sides Bizarre feels that it can spin a web to give complete coverage to each item that is released.

Davies is headquartered at Bizarre's West 56th St. offices in New York while Hayden operates out of the company's L.A. complex at 5455 Wilshire Blvd.

Blackburn Heads Epic, Custom Merchandising And Custom Promotion

NEW YORK — Rick Blackburn, formerly Midwest regional manager for Epic Records, has been named director of merchandising for Epic and the custom CBS custom labels (Date, Ode, Immediate and Barnaby) which are now handled by Epic. In addition, Blackburn will also serve as director of promotion for the custom labels.

Blackburn will be responsible to Mort Hoffman, Epic sales and distribution vice president, for translating and developing creative concepts for merchandising and sales.

In a further move, the present Date field organization has been combined with the Epic field organization, placing a sales-promotion team in each region. The regional heads will report to Gene Settler, director of national sales for the Epic family of labels.

Regional Setup

Marshall Blonstein, Midwest promotion manager for Date, Ode, Immediate and Barnaby, has been promoted to Midwest regional manager for Epic, replacing Blackburn. Based in Chicago, Blonstein will provide direction to Midwestern regional promotion manager Hank Zarembski, based in Cincinnati, as well as being responsible to Settler for monitoring the sales performance and giving sales aid and direction to the local sales personnel.

Skip Byrd, Southern regional manager will continue to be headquartered in Atlanta while Don Burt, Southern regional promotion manager will be located in New Orleans. In the Eastern Region, Richard Attison will be the regional manager, based in New York, and Don Wright, based in Philadelphia, will be the regional promotion manager. In the West, Chuck Graham will be regional manager and Harvey Bruce will be regional promotion manager. Both will be working out of the new Epic offices in Hollywood.



Blackburn & Blonstein

Feller New President Of L.A. NARAS Chapter

HOLLYWOOD — Sid Feller has been elected president of the L.A. chapter of NARAS, the recording society, succeeding retiring proxy Irving Townsend, who was cited for "untiring dedication during his term of office."

Other newly elected officers, serving one year terms, include Earl Palmer, 1st v.p.; Larry Levine, 2nd v.p.; Leonard Feather, secretary; and Peter Whorf, treasurer.

Feller, also a national trustee, has served the chapter as treasurer during the past year. He stated that one of his first duties would be to appoint an awards and categories committee to review the Grammy Award structure.

Boulez Named

(Con't from Page 7)

B.B.C. Orchestra.

Boulez has a reputation as a precise, efficient conductor, an anti-Romantic lover of structure over mood and feeling. He is a specialist in 20th Century and twelve-tone music.

The New York Philharmonic records for Columbia Records, and Boulez is signed to CBS Records of England.

Oscar Cohen Heads Associated Booking

NEW YORK Oscar Cohen has been named president and chief executive officer of Associated Booking Corp. In addition to his appointment, it was announced that Bob Phillips was named chairman of the board and David Gold, vice president and treasurer.

The new officer alignment was necessitated by the death last week of Joe Glaser, the founder and president of his twenty-eight year old theatrical agency (see story below).

Cohen has been an employee of Associated for twenty-five years, starting as an office boy. He rose to the rank of vice president two years ago. He will continue to be based in the New York office (445 Park Avenue).

Phillips will remain as head of the Beverly Hills office. He joined the company in the 1950's and served as a vice president for almost twelve years.

Gold has been Associated Booking's chief accountant for fifteen years.

Additional announcements specify that Charles (Chuck) Eddy has been promoted to vice president in charge of the Chicago office and Tony Pap has been named vice president of the Dallas office. Both gentlemen were elevated from the posts of managers of their respective offices.

Fred Williamson, vice president in charge of the Miami office, remains an officer of the company.

Under the aegis of the late Joe Glaser, Associated Booking Corporation was built into the largest independent theatrical agency in the world representing Louis Armstrong, Duke Ellington, Sid Caesar, Les Brown, Barbra Streisand among 600 artist and groups.

Cohen's first announcement as president of Associated stated: "With the guiding spirit of Joe Glaser very much with us, the operation of AB will continue in full force. Our plan call for immediate expansion into television and motion picture fields."

Associated Booking Chief Joe Glaser Is Dead At 72

NEW YORK — Associated Booking Corporation president Joseph G. Glaser died on Friday, June 6, at the age of 72. Death came as the result of a stroke he had two months ago.

Glaser started in the agency business with Louis Armstrong in 1924 and built up one of the biggest independent agencies in existence. During his long career, he handled Ella Fitzgerald, Duke Ellington, Benny Goodman, the Rascals, the Creedence Clearwater Revival, Billie Holiday and many others. He booked Barbra Streisand in the variety field, and the last big deal he made was for a four week, million dollar engagement for her at Las Vegas' International Hotel.

Glaser had a band department which boasted such names as Wood Herman, Sammy Kaye and Cab Calloway, and his agency booked the Plaza 9 room in New York's Hotel Plaza exclusively.

At one time Glaser, was associated with Rockwell O'Keefe (later General Artists Corporation). He was also linked with Creative Management Associates and Consolidated Radio Artists. He built up a roster of Negro and white artists and was bought out in the 1940's by what was then the Music Corporation of America, but MCA had so much difficulty handling his clientele that they gave him back his business and he went independent again.

He was active in a variety of endeavors outside the entertainment field. He managed fighters (Sugar Ray Robinson, Cassius Clay, Sonny Liston) bred dogs and gave away large sums of money to many performers and agents who were out of work. His father was a doctor, and he was one time going to be a doctor himself and he sponsored the careers of several physicians.

Glaser's word was known to be as good as a written document (he and Louis Armstrong never did have a contract).

Funeral services were held on June 10 at the Actor's Temple in New York.



FOLK ACT INKS POLYDOR PACT: Polydor Records has signed Mark Dutil and Ray Sumley, folk duo from Flint, Michigan, to a disk pact. The new act stands to either side of Jerry Shoenbaum, label president. Behind them are Ray Evans and Roy Baxter, their managers, and Milt Okum, producer for Peter, Paul and Mary, who is producing the act. Scott Shukat at the William Morris Agency is credited with bringing Mark and Sumley to Polydor's attention.



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