

Panel Of Top Music Men: Absorbing The Innovations Of The Seventies . . . Al Abrams Opening Sales To Rep Labels In Chi Product Flow . . . A Key

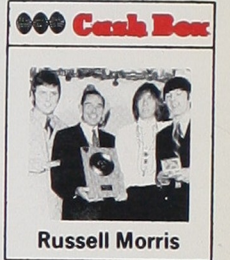
To Establish-
ing New Acts:
colleges . . .

Cash Box

December 13, 1969

Key Execs Exit MGM . . . Holzman To Keynote
10 NARM Confab ... Atlantic / Atco Fall Sales
Cash Grosses \$7 Mil ... More Local BBC Radio

75¢



RA NYRO: PRAISING HER SINGING, SINGING HER PRAISES

INT'L SECTION BEGINS ON PAGE 49



On "Mod Squad" she's Julie Barnes



On Ode Records she's Peggy Lipton



On Andy Williams' show she's sensation



Peggy Lipton sings her new single "Lu" on the Andy Williams show Dec. 13th



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MIDEM '70 : An Established 'Must'

MIDEM, an established "must" on the music industry calendar, is readying its 1970 gathering in Cannes. Like a true "growth company," this International Record and Music Publishing Market has never been content to rest on the laurels of its previous year's success. Under its general manager, Bernard Chevy, MIDEM has held honest post-mortems on its convention, acting intelligently to remove whatever inadequacies that could inhibit its ever increasing importance to the worldwide music community.

There has been, happily, a year-to-year need to improve facilities for participants as MIDEM's conventioners grew in numbers. This year, for instance, there's a new Festival Palace in Cannes, offices of which, incidentally, are fully booked up. Chevy, in fact, was obliged to reopen 36 offices on the terrace of the old Palace to satisfy demands of 4000 participants and 270 firms for the 1970 event. MIDEM will have a total of 380 offices, 100 more than last year.

Broadening its scope, the "variety" and "pop" segment of MIDEM, Jan. 18-23, will be preceded by a new innovation, MIDEM Classique (11-15),

which is devoted to classical and contemporary serious music. This has been organized in cooperation with the International Music Council of UNESCO and will center its intentions on the promotion of young performers and composers. Between the pop and classical formats — on Jan. 16 and 17 — there will be a symposium on the promotion of classical and contemporary serious music in modern society.

But, MIDEM would not be the major force it is on the global music scene if it did not literally "mean business." For as we have pointed out in the past, MIDEM has a sizeable impact on the course of the music business as it initiates and, oft-times, consummates many deals that can effect the flow of product from nation-to-nation for years to come.

The slogan, "Meet at the MIDEM," then, is far more than an expression of informality and goodtimes. MIDEM combines both a condition of goodwill among music people who share common objectives; it's good business to be there as well. MIDEM should come highly recommended by the very industry it serves.

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CashBox TOP 100

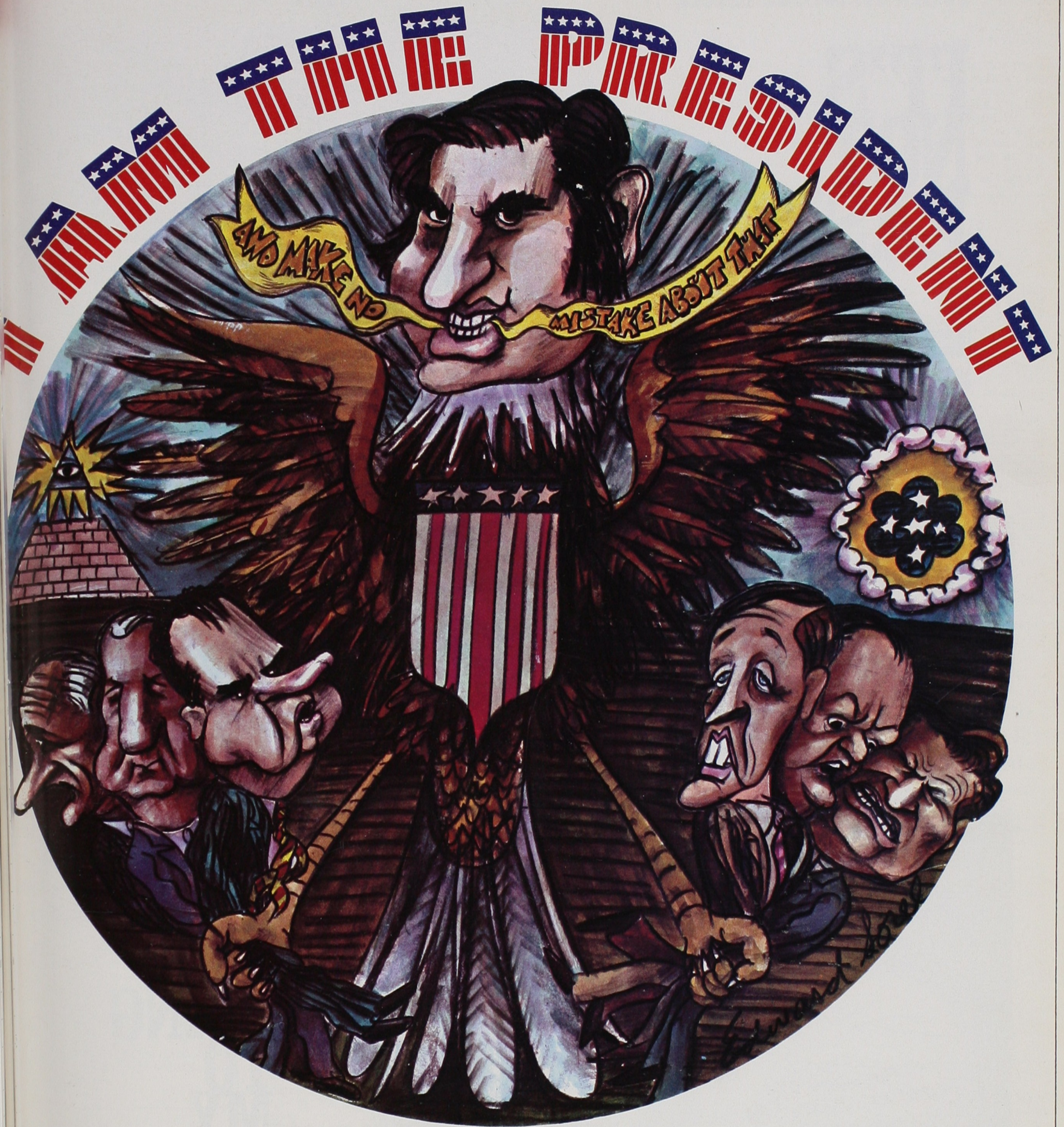
December 13, 1968

Rank	Song	Artist	Label	12/6	11/29
1	AND WHEN I DIE	Blood, Sweat & Tears	Columbia 45008	2	3
2	LEAVING ON A JET PLANE	Peter, Paul & Mary	WB/7 Arts 7340	6	10
3	NA NA HEY HEY KISS HIM GOODBYE	Steam	Fontana 1667	4	7
4	COME TOGETHER	Beatles	Apple 2654	1	1
5	TAKE A LETTER MARIA	R.B. Greaves	Atco 6714	3	4
6	FORTUNATE SON	Creedence Clearwater Revival	Fantasy 634	7	9
7	HOLLY HOLY	Neil Diamond	Uni 55175	8	11
8	SOMEDAY WE'LL BE TOGETHER	Supremes	Motown 1156	14	21
9	WEDDING BELL BLUES	Fifth Dimension	Soul City 779	5	2
10	ELI'S COMING	Three Dog Night	Dunhill 4215	9	8
11	YESTER-ME, YESTER-YOU, YESTERDAY	Stevie Wonder	Tamla 54188	11	14
12	RAINDROPS KEEP FALLIN' ON MY HEAD	B.J. Thomas	Scepter 12265	22	32
13	BACKFIELD IN MOTION	Mel & Tim	Bamboo 107	12	13
14	SOMETHING	Beatles	Apple 2654	10	6
15	CHERRY HILL PARK	Billy Joe Royal	Columbia 44902	15	20
16	HEAVEN KNOWS	Grass Roots	Dunhill 4217	20	23
17	DOWN ON THE CORNER	Creedence Clearwater Revival	Fantasy 634	18	22
18	JAM UP, JELLY TIGHT	Tommy Roe	ABC 11247	25	39
19	LA LA LA (IF I HAD YOU)	Bobby Sherman	Metromedia 150	23	30
20	BABY I'M FOR REAL	Originals	Soul 35066	16	16
21	SMILE A LITTLE SMILE FOR ME	Flying Machine	Congress 6000	13	5
22	I WANT YOU BACK	Jackson 5	Motown 1157	28	50
23	ELEANOR RIGBY	Aretha Franklin	Atlantic 2683	24	29
24	EVIL WOMAN	Crow	Amaret 112	30	38
25	GROOVY GRUBWORM	Harlow Wilcox	Plantation 28	26	33
26	MIND, BODY & SOUL	Flaming Ember	Hot Wax 6902	21	19
27	UP ON CRIPPLE CREEK	The Band	Capitol 2635	32	40
28	FRIENDSHIP TRAIN	Gladys Knight & Pips	Soul 35068	29	31
29	MIDNIGHT COWBOY	Ferrante & Teicher	UA 50554	34	42
30	THESE EYES	Jr. Walker & All Stars	Soul 35067	31	35
31	DON'T CRY DADDY	Elvis Presley	RCA 9768	38	55
32	SUNDAY MORNIN'	Oliver	Crewe 337	36	45
33	A BRAND NEW ME	Dusty Springfield	Atlantic 2685	37	49
34	BABY IT'S YOU	Smith-Dunhill	4206	17	12
35	WHOLE LOTTA LOVE	Led Zeppelin	Atlantic 2690	45	58
36	I'LL HOLD OUT MY HAND	Clique	White Whale 333	43	52
37	EARLY IN THE MORNING	Vanity Fare	Page One 027	44	54
38	MIDNIGHT	Dennis Yost & Classics IV	Imperial 66424	41	46
39	YOU GOTTA PAY THE PRICE	Gloria Taylor	Silver Fox 14	39	43
40	SEE RUBY FALL	Johnny Cash	Columbia 45020	40	41
41	COLD TURKEY	Plastic Ono Band	Apple 1813	42	51
42	KOZMIC BLUES	Janis Joplin	Columbia 45023	46	56
43	AIN'T IT FUNKY NOW PT. 1	James Brown	King 6280	51	61
44	JINGLE, JANGLE	Archies	Kirshner 5002	55	69
45	SUITE: JUDY BLUE EYES	Crosby, Stills & Nash	Atlantic 2676	19	15
46	LOVE WILL FIND A WAY	Jackie DeShannon	Imperial 66419	33	34
47	I GUESS THE LORD MUST BE IN NEW YORK CITY	Nilsson	RCA 0261	35	36
48	VENUS	Shocking Blue	Colossus 108	89	—
49	DON'T LET LOVE HANG YOU UP	Jerry Butler	Mercury 72991	54	66
50	TRY A LITTLE KINDNESS	Glen Campbell	Capitol 2659	48	18
51	DOCK OF THE BAY	Dells	Cadet 5658	52	53
52	SWINGIN' TIGHT	Bill Deal & Rhondels	Heritage 818	58	59
53	MAKE YOU OWN KIND OF MUSIC	Mama Cass	Dunhill 4214	50	25
54	WINTER WORLD OF LOVE	Engelbert Humperdinck	Parrot 40044	76	89
55	WHAT YOU GAVE ME	Marvin Gaye & Tammi Terrell	Tamla 54187	59	65
56	WONDERFUL WORLD, BEAUTIFUL PEOPLE	Jimmy Cliff	A&M 1146	67	79
57	GET IT FROM THE BOTTOM	Steelers	Date 1642	63	64
58	BLISTERED	Johnny Cash	Columbia 45020	61	62
59	CUPID	Johnny Nash	Jad 220	62	68
60	TURN, TURN, TURN	Judy Collins	Elektra 45680	60	67
61	COWBOY CONVENTION	Ohio Express	Buddah 147	69	71
62	GET RHYTHM	Johnny Cash	Sun 1103	66	73
63	WHEN JULIE COMES AROUND	Cuff-Links	Decca 32592	74	85
64	FANCY	Bobbie Gentry	Capitol 2675	68	75
65	YOU KEEP ME HANGIN' ON	Wilson Pickett	Atlantic 2682	70	81
66	WALKING IN THE RAIN	Jay & Americans	UA 50605	79	86
67	POINT IT OUT	Smokey Robinson & Miracles	Tamla 54189	71	—
68	I'M SO GLAD I FELL FOR YOU	David Ruffin	Motown 1158	72	—
69	RUBBERNECKIN'	Elvis Presley	RCA 9768	83	—
70	VOLUNTEERS	Jefferson Airplane	RCA 0245	75	83
71	LADY-O	Turtles	White Whale 334	77	82
72	I'M TIRED	Savoy Brown	Parrot 40042	78	79
73	SHE	Tommy James & Shondells	Roulette 7066	—	—
74	NO TIME	Guess Who	RCA 0300	—	—
75	DON'T LET HIM TAKE YOUR LOVE FROM ME	Four Tops	Motown 1159	85	92
76	BABY TAKE ME IN YOUR ARMS	Jefferson	Janus 106	86	—
77	ARIZONA	Mark Lindsay	Columbia 45037	90	94
78	RUBEN JAMES	Kenny Rogers & First Edition	Reprise 0854	27	24
79	I STARTED LOVING YOU AGAIN	Al Martino	Capitol 2674	81	84
80	HAPPY	Paul Anka	RCA 9767	80	87
81	LAND OF 1,000 DANCES	Electric Indian	United Artists 50613	87	—
82	TRACES/MEMORIES MEDLEY	Lettermen	Capitol 2697	—	—
83	SHE CAME THROUGH THE BATHROOM WINDOW	Joe Cocker	A&M 1147	—	—
84	SHE BELONGS TO ME	Rick Nelson	Decca 732550	73	76
85	GOIN' IN CIRCLES	Friends of Distinction	RCA 0204	82	80
86	WANT YOU TO KNOW	Rotary Connection	Cadet Concept 7018	—	—
87	I'M GONNA LOVE YOU	Intrigues	Yew 1002	92	93
88	TOGETHER	Illusion	Steed 722	—	—
89	JENNIFER TOMKINS	Street People	Muscor 1365	—	—
90	SUGAR, SUGAR	Archies	Calendar 1008	56	27
91	SHE LETS HER HAIR DOWN	Tokens	Buddah 151	95	—
92	TONIGHT I'LL SAY A PRAYER	Eydie Gorme	RCA 0250	98	—
93	I LOVE YOU	Otis Leavill	Dakar 614	94	—
94	OH ME OH MY (I'M A FOOL FOR YOU BABY)	Lulu	Atco 6722	—	—
95	ME & YOU	O.C. Smith	Columbia 45038	100	96
96	LOOK-KA - PY-PY	Meters	Josie 1015	—	—
97	GROOVIN' (OUT ON LIFE)	Newbeats	Hickory 1552	—	—
98	LET'S WORK TOGETHER	Wilbert Harrison	Sue 11	—	—
99	RIGHT OR LEFT AT OAK STREET	Roy Clark	Dot 17324	—	—
100	SIX WHITE HORSES	Tommy Cash	Epic 10540	—	—

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Brand New Me (Paraburt—BMI)	33	Get It From The Bottom (Alstein—BMI)	57	Love Will Find A Way (Unart—BMI)	46	Something (Harrisongs—BMI)	1
Ain't It Funky Pt. 1 (Golo—BMI)	43	Get Rhythm (Hi-Lo—BMI)	62	Make Your Own Kind Of Music (Screen Gems/Columbia—BMI)	53	Sugar Sugar (Don Kirshner—BMI)	1
Arizona (Kangaroo—BMI)	1	Goin' In Circles (Porpete—BMI)	85	Me And You (Fullness—ASCAP)	95	Suite: Judy Blue Eyes (Gold Hill—BMI)	1
Baby, I'm For Real (Jobete—BMI)	77	Groovin' (Out On Life)	97	Midnight (Low-Sal—BMI)	38	Sunday Mornin' (Blackwood—BMI)	1
Baby It's You (Dalf—ASCAP)	20	Groovy Grubworm	25	Midnight Cowboy (Unart/Barwin—BMI)	29	Swingin' Tight (Pombar/Legacy—BMI)	1
Baby, Take Me In Your Arms (January/Welbeck—BMI)	34	Happy (Pocketful of Tunes—BMI)	80	Mind, Body & Soul (Gold Forever—BMI)	26	Take A Letter Maria (Four Star—BMI)	1
Backfield In Motion (Cachand/Patchaal—BMI)	13	Heaven Knows (Trousdale—BMI)	16	Na, Na, Hey, Kiss Him Goodbye (MRC/Little Heather—BMI)	3	These Eyes (Dunbar—BMI)	1
Blistered (Quartet—ASCAP & Bexhill—ASCAP)	18	Holly Holy (Stone Bridge—BMI)	13	No Time (Dunbar—BMI)	74	Together (Broadside/New Beat/Five Illusion—BMI)	1
Cherry Hill Park	15	I Guess The Lord Must Be In N.Y.C. (Dunbar—BMI)	47	Oh Me, Oh My (I'm A Fool For You Baby)	94	Tonight I'll Say A Prayer (Sunbury—ASCAP)	1
Cold Turkey (MacLen—BMI)	41	I'll Hold Out My Hand (Blackwood—BMI)	36	(Nootrac—ASCAP)	67	Traces/Memories Medley (Low Sal/Gladys—BMI/ASCAP)	1
Come Together (MacLen—BMI)	51	I Love You (Dakar—BMI)	93	Point It Out (Jobete—BMI)	67	Try A Little Kindness (Airfield/Glen Campbell—BMI)	1
Cowboy Convention (Peer Int'l—BMI)	4	I'm Gonna Love You (Assorted—BMI)	87	Raindrops Keep Fallin On My Head (Blue Seas/Jac/20th Fox—ASCAP)	12	Turn Turn Turn (Melody Trails—BMI)	1
Cupid (Kags—BMI)	61	I'm So Glad I Fell For You (Jobete—BMI)	68	Right Or Left At Oak Street (Attache—BMI)	99	Up On Cripple Creek (Caltee—ASCAP)	1
Dock Of The Bay (East/Time/Redwal—BMI)	59	I'm Tired (Cool Waters—ASCAP)	72	Rubber Neckin' (Elvis Presley—BMI)	69	Venus (Fat Zach—BMI)	1
Don't Cry Daddy (Gladys/B-n-B—ASCAP)	31	I Started Loving You Again (Blue Book BMI)	79	Ruben James (Unart—BMI)	78	Volunteers (Icebag—BMI)	1
Don't Let Him Take Your Love From Me (Jobete—BMI)	75	I Want You Back (Jobete—BMI)	22	See Ruby Fall (House of Cash—BMI)	40	Walking In The Rain (Screen Gems/Columbia—BMI)	1
Don't Let Love Hang You Up (Assorted—BMI/Paraburt—BMI)	49	Jingle Jangle (Don Kirshner—BMI)	89	She (Big Seven—BMI)	73	Want You To Know (Heavy—BMI)	1
Down On The Corner (Jondora—BMI)	17	Jenny Holm (Moonbeam—ASCAP)	44	She Belongs To Me (Warner/7 Arts—ASCAP)	84	Wedding Bell Blues (Tuna Fish—BMI)	1
Early In The Morning (Duchess—BMI)	37	Kozmic Blues (Wingate—ASCAP)	42	She Came Through The Bathroom Window	84	What You Gave Me (Jobete—BMI)	1
Eleanor Rigby (MacLen—BMI)	23	Lady-O (Blimp—BMI)	71	(MacLen—BMI)	83	When Julie Comes Around (Emily/Vanlee—ASCAP)	1
Eli's Coming (Tuna Fish—BMI)	10	La La La (If I Had You) (Green Apple—BMI)	19	She Lets Her Hair Down (Moon Beam—ASCAP)	91	Whole Lotta Love (Superhype—ASCAP)	1
Evil Woman (Yugoth—BMI)	24	Land Of A 1,000 Dances (Tune-Kel—BMI)	81	Six White Horses (Peer Int'l—BMI)	100	Winter World of Love (Donna—ASCAP)	1
Fancy (Larry Shayne—ASCAP)	64	Leaving On A Jet Plane (Cherry Lane—ASCAP)	2	Smile A Little Smile For Me (January—BMI)	21	Wonderful World, Beautiful People (Irving—BMI)	1
Fortunate Son (Jondora—BMI)	6	Let's Work Together (Sagittarius—BMI)	98	Someday We'll Be Together	8	Yesterday, Yesteryou, Yesterday (Stein & VanStock—ASCAP)	1
Friendship Train (Jobete—BMI)	28	Look-Ka-Py-Py (Marsaint—BMI)	96			You Gotta Pay The Price (Myto—BMI)	1
						You Keep Me Hangin' On (Jobete—BMI)	1

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Top picks in two categories

R&B

Don Bryant

WHAT ARE YOU DOING TO MY WORLD

2169



FRONT COVER:



the process by which 22 year old Laura Nyro has become one of the best songwriters and performers in the music industry has been so gentle and so quiet that it seemed that all of a sudden she just burst out of nowhere to the top of the charts. A native New Yorker, the raven-haired young lady with the elusive eyes and the mysterious smile has two best-selling Columbia albums to her credit: the recent "New York Tendaberry" which is No. 27 on the LP chart this week, and "Eli And The Thirteenth Tension." She has also had two successful singles, "Time And Love" and "Save The Country," both of which are featured on her "New York Tendaberry" LP.

A performer of rare magnetism, Laura's recent SRO concerts at Carnegie Hall evoked four standing ovations. As a composer, Laura's work record is even more impressive. This week, the number one song in the country, "And When I Die," is one of her compositions. But Blood, Sweat, and Tears is not the only group to cover the gold mine of Laura's repertoire. The Fifth Dimension have recorded her "Stoned Soul Picnic" and Meet Blindness," in addition to their recent million-seller, "Wedding Bell Rings," and Three Dog Night now have a smash with Laura's "Eli's Comin'." Laura herself tends to be rather shy and shy which perhaps explains why she seemed to creep up on the chart so gently. Directly concerned with the current revolutions in pop music, Laura says of herself, "I just want to tell the truth. I give my soul to the piano, and I just want to get past the garbage and find the truth."

Fines Imposed In 'Fake Book' Case

NEW YORK — Two men and a woman were fined in Federal Court last week for their involvement in producing "fake books." Judge Milton Lasker imposed fines of \$4,500 each on G. Slapo and Sidney Rogoff and a \$3,000 fine on E. & E. Bindery, Inc. of New York. A jury convicted the defendants on Oct. 8 on counts of infringements of copyrighted songs.

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Top Music Men Panel: Trying To Absorb The Innovations Of The Next Ten Years

NEW YORK — The 1970's and the innovations that will have to be absorbed by the business came under discussion at a panel meet tagged "The Challenges That Face The Music Industry In The 70's." The site was the first annual panel discussion hosted by the Music and Performing Arts Lodge of the B'nai B'rith last Tuesday night (2). For its initial discussion, the Lodge assembled an all-star panel consisting of Clive Davis, president of Columbia Records, Norman Racusin, president of RCA Records, Jack Gross-

man, president of Merco Enterprises, and Sam Goody nationally known record merchandiser. The panel was moderated by Al Berman of the Harry Fox Office.

Grossman led off the talk and keyed the evening with his introductory remarks when he said that the music industry should not "... think that 'change' is a dirty six-letter word. Change needn't be a threat. Welcome the challenge and necessity of it; make the most of it."

Berman then started the discussion

by noting that the 60's were a decade of enormous growth and asked the panel members whether the industry could expect a continuation, a levelling or a recession in the 70's.

Clive Davis pointed out that the most important breakthrough during the past decade was the one in creativity and that the biggest challenge in the future will be to stimulate creativity in new music. In response to Berman's statement, Davis said, "I believe the growth will continue, but not at the

(Con't on Page 10)

Al Abrams Opening Sales Co. To Rep Labels In Chi Product Flow

NEW YORK — Al Abrams, vet distrib promo man, has formed a new service called Al Abrams Sales Co., which will act as sales and promo rep for labels in five midwest states.

The operation of the company, based in Minneapolis, will kick-off on Jan. 1, which follows the termination of the distribution unit of H.N. Lieberman Co., at which Abrams has served for the past 13 years. Lieberman Co. will continue, however, to function as a rack and one-stop operation.

The Abrams firm will not physically handle product. Instead, it will represent the product handled by five Chicago-based distribbers. They are London Midwest, which carries the London, Monument, and Vanguard lines; Royal Disc, which handles Buddah, Event and Earth; and Summit, which carries Blue Thumb

and Together. Abrams will direct the flow of product in North and South Dakota, Nebraska, Iowa, Minnesota and 13 counties in Wisconsin.

Besides covering wholesale accounts, Abrams will serve as a contact to radio stations in the territories. He also plans to rep labels on an indie promo basis. Assisting Abrams will be Jim Nash, with Lieberman for the past seven years. Abrams' offices will be located at 4600 West 77th St. in Minneapolis, Suite 214.

The Lieberman Co. officially ends its distrib role on Dec. 31. It presently carries London, MGM, Kapp, Monument, Vanguard and Buddah. It's understood that Kapp will move into the Amos Heilicher setup. MGM, of course, is going through Transcontinental's wholesaling organization.

Burt Zell: Colleges A Key In Establishing New Acts

HOLLYWOOD — Although prestige bookings on the rock concert circuit (Fillmore East & West, Kinetic Playground, Whisky A Go Go, Grande and several others) are a necessary factor in breaking an English Act, they are not the primary source of present or future income, and most first-time acts leave the country with lots of fame and little money.

"The foundation of what's happening here in the States is happening in the colleges," according to agency president Burt Zell, "and an act that neglects the colleges is neglecting its future. They're not building a career. It's not easy to get a first-time-around act into the colleges, far from it. The colleges really don't want them because they don't want trouble and they've had trouble in the past, but that's where they belong."

Before the advent of the rock ballrooms, domestic and imported rock acts were a major staple of the college circuit but the lackadaisical attitudes of the early underground groups left a bad taste on campus and talent bookers soon returned to booking the safer, and more dependable variety acts in the 5th Dimension-Lettermen mold, with a touch of rock supplied by Top 40 groups.

"There's just as much emphasis today on colleges, if not more, and colleges are becoming more important every day. English acts when they come over here do want to play colleges, because it's really difficult to come off bad in front of a college audience. They don't do it because the agents don't book them in. An agent can make three phone calls and book a so-called 'national' tour of the ballrooms. To start booking colleges means work, which the big agencies don't want to do because it's not the immediate dollar. But to the group, these gigs mean the difference between taking a loss on a tour or walking away with a modest profit and lots of potential for future tours. Most colleges belong to a talent association, the NEC, and when a group comes off good at several campuses, everybody

knows about it.

Zell, whose Zell Enterprises International represents such top English acts as the Moody Blues, Deep Purple and Argent (who've risen out of the ashes of the disbanded Zombies), as well as such American headliners as Neil Diamond, Dion, Arlo Guthrie, Rick Nelson, Phil Ochs, Tom Paxton, Linda Ronstadt, Pete Seeger and Frank Zappa, points to the current

(Con't on Page 10)

Consumer Electronic Sales Up In 9 Mos.

WASHINGTON, D. C. — Total U.S. sales of consumer electronic products, including domestic and foreign label imports, showed increases during the first three quarters over the record setting nine months of 1968.

According to the Electronic Industries Association, color TV total U.S. sales during the first three quarters were 7.2 percent over the same period in 1968. Sales of U.S. produced color TV units accounted for 3,987,960 of the total compared to 3,905,980 for the 1968 period. Monochrome TV total U.S. sales are also running ahead on a year-to-date basis, up 4.9% over 1968; 5,239,723 sets to 4,994,664.

Total U.S. radio sales were up 13.7% in the first nine months over the same period last year, with increases in both home and auto categories. FM or AM/FM continued its gain with FM home radios exceeding AM home sales for the first time.

Phono sales continued to grow with 4,612,010 sets sold in the first nine months compared to 4,320,325 sets sold in the same period last year.

Total U.S. sales figures of tape equipment, consumer electronics fastest growing category, are incomplete, although tape recorders increased 23.6 percent over 1968. Tape player imports almost doubled in 1969 over 1968.

Key Execs Exit MGM, 2 To TRC

NEW YORK — MGM Records has lost some of its key execs, several of whom are understood to be moving over to the Transcontinental Record Corp., which has taken over distribution of the label. The creative thrust of the company is now under the presidency of Mike Curb, who also heads MGM's publishing operation, Big (Robbins-Feist-Miller).

The following execs have left the label: Lenny Scheer, director of marketing; Al Lewis, director of special projects; Neil Call, vp and controller; Pete Spargo, A&R, and Harvey Cowen, director of contemporary music.

It's further understood that Saul Saget, head of creative services, and Sol Greenberg, head of album sales, will move into the TRC operation.

Remaining in the MGM organization are Sol Handwerker, director of publicity, Val Valentin, engineer, Johnny Pate, A&R, and Ed Beulike, director of administrative services. Ken Mansfield, who recently joined the company, remains in artist relations and promo.

Atlantic-Atco All-Time Best Seller Among LP's: Iron Butterfly's 'Gadda'

NEW YORK — The Iron Butterfly's album, "In-A-Gadda-Da-Vida" has passed the two million mark in sales last week, making it the biggest selling album in the history of Atlantic-Atco Records.

Released in July, 1968, "In-A-Gadda-Da-Vida" quickly turned into a big hit for the West Coast group. The album made the charts within a month of release and soon jumped to the No. 1 slot. It has remained at the top area of the best-selling album charts ever since, for over 20 weeks.

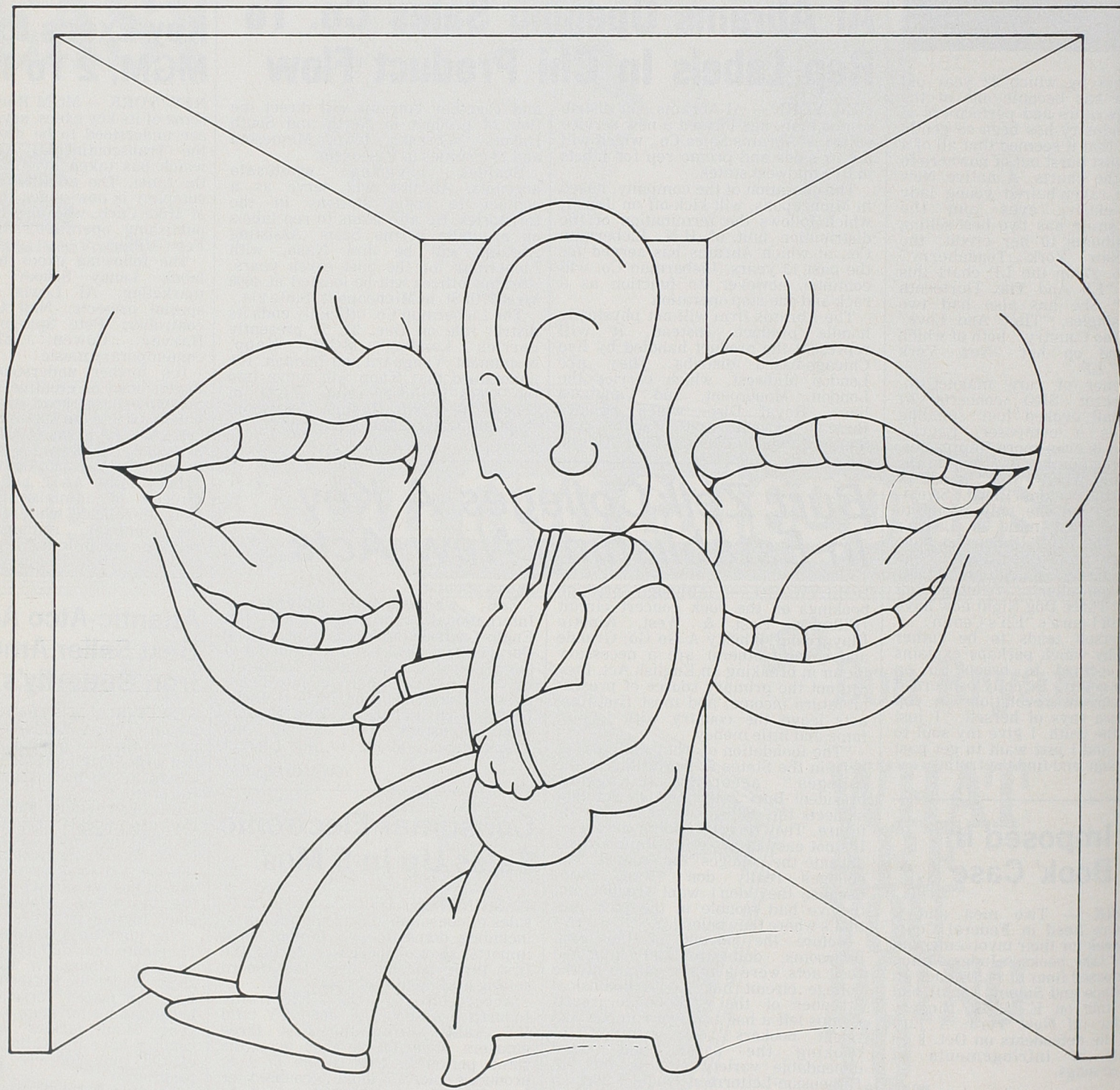
The tune "In-A-Gadda-Da-Vida" is a 17 minute tour-de-force for the group on their album. It has become a showcase for the Butterfly in person as well. An edited version of the tune became a hit for them as a single last year. Many jockies throughout the country have made their own version of the tune for use on their own programs.

The Iron Butterfly, Doug Ingle, Eric Braun, Ron Bushy, and Lee Dorman have had two other solid-sellers on Atco in addition to "In-A-Gadda-Da-Vida". Their first album, "Heavy", still sells steadily, the company states, while their third album, "Ball", has earned an RIAA-certified gold record for sales of over \$1,000,000.

Maple Leaf System Under Fire 12 More Local BBC Stations See Int'l News Section

If Walls Could Talk Little Milton

CHECKER 1226



**Sure, it's going to be a big R&B hit.
But if you don't think it's going
to make it on the pop charts, too,
you're listening to the wrong walls.**

CHECKER 

A Division of GRT Corporation

Stigwood Mgmt Of U.S. Acts Broadens Under Rik Gunnell

STIGWOOD — The Robert Stigwood Organization, a major force on the scene and indirectly the American scene thru its management of top acts as the Bee Gees, Blind Jack Bruce, John Mayall, Alan and Georgie Fame, is moving force into the U.S. management Stigwood's American arm, the direction of Rik Gunnell, has four U.S. acts to management including Eric Mercury, Kaleidoscope, Bobby Bloom and Archie Whitewater.

P Grapevine Label Debuts Jan. Debut

NEW YORK — GWP's Grapevine Records makes its debut on the scene in Jan. Artists will include Archie Taylor, The Hesitations, The Allman Brothers, Betty Barney, The Little Rose Little and The Little Rose, according to Jerry Purcell, president of the new label.

Sees All-Timer 'La Mancha' Music

NEW YORK — An all-time industry has been claimed by Fred Fox, president of Sam Fox Publishing, on music sales for the score of "La Mancha," now in its fourth week in New York. The score, with 55 million arrangements, has sold 2 million copies, Fox said. Fox said that the score, including "The Bible Dream," will make even sales inroads with the 1971 UA film version of the play.

'101 Hits' Are Only Half Oldies

NEW YORK — Just past its first anniversary, the specially put-together collection of Screen Gems-Columbia "101 Hits" is less old than its birth. Conceived and produced by Alan Altman, general professional manager of the publisher's east coast division, the album included brief segments of the original version from 101 of the company's leading catalog titles. Now, with 41 of the titles having been recorded again in the last year, the album is only slightly more "oldies."

The "101 Hits" LP is a normal look-alike, but with ten-second or thirty-second highlights from the matinee and the Screen Gems repertoire. The tunes that saw a rebirth in the appearance of the LP are "Lost That Lovin' Feeling" by Bobby Vinton's "I Love How Much I Love You," "Soul & Inspiration" by Bobby Vinton's "I Love How Much I Love You," "Take Good Care of Yourself" and "Halfway to Paradise," "Walking in the Rain" by the American.

41 of the titles have been re-recorded in singles and in albums by a hundred different artists in the appearance of the "Hits" album was made available to radio, A&R men and artists as a music showcase, and was not for commercial market.

include vet publishing man Norm Rubin and Eddie Chorán, former staffer with Jay and the American's JATA Enterprises, who will assist Gunnell in the management area.

Mercury is currently the subject of a major promotional push by Avco-Embassy Records, and recently finished a coast-to-coast promo tour to good reviews. Kaleidoscope, who's three albums on Epic have received rave reviews, has recently reformed and have a fourth album due out shortly. Bloom, a former producer/artist with Kama Sutra, has just joined Earth Records, with his first single, a Jeff Barry-produced opus entitled "Sign Of The V," currently in release. Gunnell indicated that he will concentrate on developing a TV career for Bloom. Archie Whitewater is a new group which Gunnell is planning to intro in early spring 1970.

Gunnell, who guided the careers of Mayall, Price and Fame before merging with the Stigwood Organization last year, will concentrate his efforts on these four artists before seeking further expansion.

Atlantic's Fall Push Grosses \$7 Million

NEW YORK — Atlantic Records fall program grossed \$7 million for the label, according to Dave Gloew, albums sales head. The program, running from Oct. 1 through Nov. 30, included 20 new releases on the Atlantic and Atco labels, as well as catalog product, all available on LP and 8-track cartridges (see Tape News Report for label's move into cassette field).

Of the 20 new releases almost half have become best-sellers. They include "Led Zeppelin II," "King Crimson," "Fat Mattress," "The Allman Brothers Band," "Herbie Mann Live At The Whisky A Go Go," "Swiss Movement" with Les McCann & Eddie Harris, and "Cold Blood" on the San Francisco label.

Of catalog product, the most orders were racked up by Iron Butterfly's "In-A-Gadda-Da-Vida," "Crosby, Stills & Nash," "Best Of Cream," "Best Of Bee Gees," "Blind Faith," "Led Zeppelin I," and Herbie Mann's "Memphis Underground."

New Rascals LP

Atlantic Records is rush-releasing a new album by The Rascals, their first in a year. The album, "See," the group's first since January of 1969, contains eight new songs, plus four of their previously released singles. It will be available on LP's and tape cartridges.

"See" marks the sixth album by The Rascals since they started with Atlantic four years ago. Of their previous albums, four have earned RIAA-certified gold records: "The Young Rascals," "Collections," "Groovin'," and "The Rascals Greatest Hits" "Time Peace." "Time Peace" has also been awarded a platinum record for sales of over \$2,000,000. The Rascals leave for a tour of Great Britain on Dec. 6 through Dec. 17. They will play The Lyceum in London and will tape the "Tom Jones Show".

Janus Distrib Pact w/Westbound Label

NEW YORK — A Detroit label, Westbound Records, will be distributed world-wide by Janus Records. First release under the deal, according to Mary Schlachter, president of Janus, is "If I Lose Your Love" by the Detroit Emeralds. The label, headed by Armen Boladian, has had success with such singles as "I Bet You" by Funkadelic, "I Don't Know How to Say I Love You" by the Superlatives and "More Love" by Emanuel Lasky. All previous product are now available through Janus, which will also market a Funkadelic LP next month.

Holzman To Keynote NARM Meet On 'The Challenging Seventies'

NEW YORK — Jac Holzman, who started Elektra Records in 1950 and developed the company into a leading indie label, will keynote the 1970 NARM Convention (Mar. 20-25) at the Americana Hotel in Bal Harbour, Fla. His theme will be "The Challenging 70's," which will highlight the opening business session on Sat. (21). Convention officially opens on Friday evening (20). The 12th annual NARM meet, attendance is expected to draw more than 1100 traders, thus topping last year's record attendance.

Registration Opens

The advance registration forms for the convention were sent to all NARM members last week, reports Jim Schwartz of District Records, Washington, D. C., chairman of the convention. The convention will feature a complete program of business sessions, which will include two general meetings, a series of workshops and seminars, and Person to Person Conferences. A complete schedule of meal functions and social

events, which include breakfasts, luncheons, cocktail receptions and dinners, round out the convention program, with special events for women in attendance.

Convention registration will be held on Friday (20) and a welcoming cocktail reception and dinner party will kick-off the industry event. On Sunday, a second general session will focus on "The 70's, A Challenge to Middle Management". Workshops and seminars are being planned, and topics will be selected as a result of a poll of NARM members now in process.

The Person to Person Conferences will be held in the poolside and oceanside cabanas of the Americana Hotel. Special arrangements are being made for tape companies to have lanai suites and display rooms in an area adjacent to the Person to Person meeting area.

For the first time this year, the annual NARM Scholarship awards will be presented at a dinner honoring the NARM Scholarship Foundation. A special concert is being prepared for that evening, featuring Dionne Warwick, Scepter Records recording star, and Burt Bacharach, winner (with Hal David) of last year's Presidential Award, and A & M Records recording artist.

The NARM Awards Banquet, the climax of the convention on Tuesday evening, March 24, will feature the presentation of the annual awards to recording artists and record labels, for the best selling product in 1969.

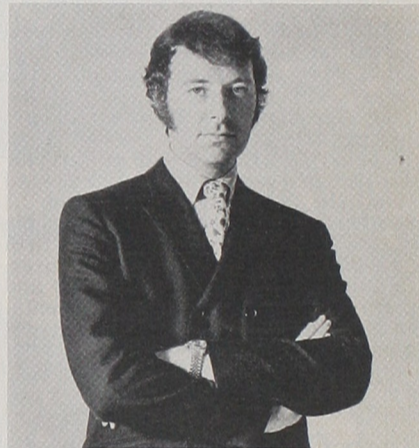
Attendance at the annual NARM Convention is open only to members of NARM. The attendance at last year's convention of almost 1,100 promises to be eclipsed this year because of the influx of so many new member companies.

London and will tape the "Tom Jones Show".

Also, R. B. Greaves' first album will be released by Atlantic Records this week (8). The LP, on the heels of the singer's big single, "Take A Letter Maria", has racked up sizeable advance orders, the label reports. It contains Greaves' big single and new and original ballads and rhythm tunes. LP was produced by Atlantic Records' president, Ahmet Ertegun, who also produced the singer's single.

RCA Backs, Cutting Off-Broadway Musical

NEW YORK — RCA Records is a backer and cast LP outlet for a new Off-Broadway contemporary musical, "Smile On Me." Show, opening March 10, features a group of five called The Bummers, RCA pactees. An LP by the group plus the cast album will be released in Feb. Fifteen to 23 songs, penned by the team, will be integrated into the "western" book being written by Robert Siegler, who will also stage the show. Project is represented by Magic Mushroom Productions, Ltd., the management firm of the Bummers, of which Richard Fields is president.



Jac Holzman

Para Promo Staff Meets In New York

NEW YORK — Paramount Records holds its annual promo meet in New York this week (11-14) at the Hampshire House. Staff will preview the new musical, "Coco," to be a Paramount cast album and see a performance by Ambergris, a new group just signed to the label. John Rosica, vp of promotion, will host the meet. Also in attendance will be Bill Gallagher, president of the Famous Music Group, and Jack Wiedenmann, exec vp.

Sly 'Stand' Gold

NEW YORK — Sly & the Family Stone, Epic disk stars, are now gold LP attractions with the presentation of an RIAA-certified gold disk for "Stand." Group already has a million-selling single, "Everyday People," and recently did strong Top 100 business with "Hot Fun in the Summertime." Just rushed into release is a new single, "Thank You Falettin' Be Mice Elf Agin" and "Everybody Is a Star."

Charles, Tangerine Ending Ties w/ABC

NEW YORK — Ray Charles and ABC Records are ending an association going back more than a decade. Charles' Tangerine Records, based in Los Angeles, has been distributed by ABC since its inception in 1962. The distribution agreement also comes to an end, and a new label association is in the works.

Charles, who records for Tangerine, termed the termination of his ABC relationship as "amicable and mutually profitable," but cited "personal reasons" such as the desire to devote as much time as possible to writing and scoring and to taking a more active part in the development of the talent under the wing of Tangerine.

Charles joined ABC in 1959 after an eight year stay at Atlantic Records. He cut 19 albums and 44 singles, including such gold disks as "Modern Sounds in Country & Western Music," "Ray Charles Greatest Hits" and, in the singles area, "Georgia On My Mind," "Hit the Road Jack," "Unchain My Heart," "I Can't Stop Loving You" and "I Got a Woman."

Charles said he's contemplating film music chores next year and is mulling over offers to appear with symphony orchestras in concert.

Transcon Staffs Its New Quarters

HOLLYWOOD — In the first major move since signing its distribution pact with MGM Records, Transcontinental Record Corporation has established offices in both New York and Hollywood and named the first three vice presidents who will head their operations.

Harold Berkman has just joined TRC as chief of the New York headquarters and vice president in charge of sales and promotion; while the western office's appointments are Bill Burdsall as vice president in charge of administration and finance, and Danny Kessler who heads the A&R and publishing operation as vice president. Burdsall had been vp of administration and finance for Forward Records before assuming his post with TRC. Kessler had also been with Forward as A&R director.

All three vice presidents will report directly to Gordon "Bud" Fraser, president of Transcontinental Record Corp.

At the same time, Fraser stated that Sol Greenberg will take over as TRC's LP sales manager. He comes to the firm having served in a similar album post with MGM.

Tom Kennedy also comes to TRC as director of national promotion for the company from his slot as MGM promo chief. Both men will headquarter in New York reporting to Berkman.

These appointments, according to Fraser, are the company's "first steps in establishing a coast-to-coast sales and marketing organization which will ultimately have a full sales and promo staff working out of New York and devoting their time exclusively to the MGM label. All sales and promo personnel outside of N. Y. will headquarter in TRC's Hollywood offices."

The firm's east coast offices opened last week under the direction of Berkman and has begun handling MGM product as of December 1.

Licata Moves Forward

HOLLYWOOD — Sal Licata has been elected president of the Forward Record Corp., replacing Gordon "Bud" Fraser, who resigned the post to become president of Transcontinental Record Corp.

Licata, who has served as director of sales and promotion for Forward since the company's formation 8 months ago, will become responsible for the overall activities of the firm and will report directly to Fraser.

Forward is the manufacturing and distribution agency of Transcontinental Investing Corporation handling several labels including Together, Earth, Life, Winro and American International Records.

Herb Gordon To Buddah LP Post

NEW YORK — Buddah Records has appointed Herb Gordon national director of LP promotion & sales. He comes to Buddah from a similar position at Kapp Records, which he held for four years. Prior to his Kapp experience, Gordon was eastern promotional manager for Chess Records. He was at Chess for four years, too.

Gordon started in the music business as a distributor for Universal in Philadelphia. After three years, he left to join David Rosen.

He will work in the market, coordinating activities among Buddah division heads for ultimate penetration of LP sales.



Going Pop An Hour-To-Hour Job For Yew, Abbott's Shy Raiken

NEW YORK — Running three or four times a year versus an hour-to-hour approach to disk sales may have little relationship, but for Shy Raiken there are enough common-denominators to make the switch comfortable.

Raiken, exec vp of A.A. Records, recently undertook the task of establishing a pop identity for the company, which presently does most its business in the rather seasonal kiddie field. Under the Yew and Abbott label logos, Raiken can already boast a measure of pop impact. Several months ago, Yew started life with a master purchase, "In a Moment" by the Intrigues, followed by another Intrigues cut, the current chart item, "I'm Gonna Love You." Now, the talent roster has been expanded to include the Village Soul Choir, out with a single, "Catwalk," and yet-to-be-presented songstress, Phyllis Smith.

Falling back on a varied wholesaling background, Raiken is well aware of the "fight for space" at retail and rack points and thus geared to think in terms of selectivity in bringing out product. Since he is utilizing the same

indie distrib lineup he has going for Golden, the exec has found little difficulty in getting Yew and Abbott's pop concept across to his distributors.

While the pop unit is not presently geared for complex indie production arrangements, Raiken makes his master deals on the basis of getting at least one LP out of acts, if singles success warrants the album sessions.

Such was the arrangement when Raiken acquired the first Intrigues master from Dan Odem and Irv Neiberg. The group's acceptance has realized the first Yew album, "In a Moment."

Despite the success of bubblegum music, Raiken still sees a distinct line between the kiddie market and pop sounds that seek an audience in this age group. The difference, Raiken asserts, is that the kiddie market still relies heavily on an educational, entertaining as it might be, point of view.

Raiken joined A.A. in 1961, after wholesaling associations with Mershaw of New Jersey (seven years) and a partnership in a Philly distrib, E.S.B.

Absorbing 70's Innovations

(Con't from Page 7)

same phenomenal rate." Davis then added that the youth market (21-29), having grown up with rock music, would stay "tuned into" new music, whatever its form.

High Innovation Rate

Norman Racusin then stated that he thought the present posture in the record industry was good, but that the real challenge would be that "Innovation will be occurring at a much faster rate. The real problem in the 70's is going to be our ability to absorb these innovations."

Sam Goody saw the retailer of the 70's continuing in a very strong position. Goody however pointed out that retailing success of the coming decade would depend mainly on the seller's ability to pick the right product and then, most importantly, reach the consumer with the right advertising.

Classical Disagreement

A slight disagreement between Goody, on the one hand, and Racusin and Davis, on the other, developed when the volatile Goody charged that record manufacturers seemed to be disregarding the classical and jazz record buyers by not producing enough product for them. Davis responded by pointing out that Columbia's classical records accounted for 25% of the label's total product while only 8% of gross sales. Davis said that much of the classical product was merely re-recording and repackaging of the standard "warhorses." Both Davis and Racusin agreed that the definition of classical

music is somewhat arbitrary and new "serious" composers must be prompted to create new music and new forms. Racusin said that, in 25 years, the Beatles' music might very well be considered "classical." Both label presidents agreed that new manners of presenting today's classical music was one way in which to achieve success with this product. Columbia's very successful "Switched On Bach" was cited as an example. Grossman concurred that, from a financial standpoint, Racusin and Davis seemed to be correct in their analyses of the situation.

Citing all of the new configurations now on the market or in the planning stages, Berman asked the panel members whether the record, 45 and 33 1/3 rpm, will soon be a thing of the past.

Sam Goody foresaw healthy record sales for at least the next 5 years before tapes account for more than half of recorded music sales.

Clive Davis said, "It is clear in my mind that the LP will not become obsolete. The attrition rate will be gradual. The disk has two advantages over tape: price to the consumer and cost to the manufacturer. . . . Tape is only partly substitutional." Davis alluded to the fact that, during the past year, even counting the sharp increase in tape sales, Columbia had pressed 15% more disks this year than it did in '68.

The panel discussed the advent of audio/visual devices and concurred in the feeling that this new medium could only broaden and not limit the horizons of the music industry. After that discussion, the panel treated the subject of the conglomerate in the music business and then accepted questions from the audience.

The Fate Of The Single

Norman Racusin fielded a question from Joe Abend of Pickwick Records. Abend asked what the panel thought would become of the single record during the 70's. Racusin noted that, as recently as 18 months ago, singles were the principle medium through which an artist was launched, but that was not the case anymore and an artist could have substantial LP success without having had a "hit" single. Racusin summed up by saying that LPs would have a much faster growth rate than singles, but that the single would not be a totally lost form in the 70's.

Following that, the panel was in total agreement in response to a statement from the floor calling for more vigorous enforcement of illegal tape duplication.

If this initial B'nai B'rith panel discussion is any indication of future annual discussions, the music industry has a very interesting and informative forum to look forward to every year, it was felt by observers in attendance.

Bell Realigns Promo, Wax Nat'l Director

NEW YORK — Irv Biegel, vice president and general manager of Bell Records, reports a major realignment of the label's promo exec. Biegel the moves would give proper balance to the labels new status as a "successful and powerful album label maintaining our lead in the sir field."

Included in the "equalization promotional strength is the naming Steve Wax to the newly designated of national promotion director.

Other major moves include the signing of Oscar Fields to the newly created post of national singles manager. Dave Carrico, director artist and producer liaison, will turn his concentration to the acquisition of new product as well as work closely with artists and Bell's "closest independent producers across country."

Richard Totoian, as national promotion manager, will be placing his focus on Bell album product, in coordination with Gordon Bossin, national director of album sales. George C. Man, formerly regional promo manager in the South, has been named to new post of national R & B promoter.

Fields and Carrico will report directly to Biegel while Totoian and Goody will report to Steve Wax.

Former national promotion manager for the Jubilee group of labels (1969), Wax began as a sales rep, moved to regional promotion before taking the national manager's

Stress LP's

Biegel stressed the "new idea of Bell as an album label. We are using more album product than before and enjoying unprecedented success with our albums. Our association by Columbia Pictures Industries has made top soundtracks available to us such as 'Bob & Carol & Ted & Alice' and 'Cactus Flower'. Our distribution agreements with independent labels have also given us top album product to promote, sell and merchandise. We have realigned our promotional activities to accommodate our success — our ambitions — in both the singles and album markets."

Bell is currently on the album charts with "Dimensions" and "Super 1" (Box Tops) and "Leslie West's Mountain". On the singles charts, Bell is hitting with "Turn On A Dream" (Box Tops), "Early In The Morning" (V. Fare) and "One Tin Soldier" (Orchestra Caste).



Fields, Biegel & Wax

College Is Key

(Con't from P)

American tour of Humble Pie as an example of what can be done with proper effort.

Humble Pie, formed by ex-members of the Small Faces and the Herd, an immediate sensation in England due to the popularity of their music. However, neither the Faces or Herd ever achieved any real success in the States, but Humble's first tour is a financial and artistic success never-the-less. "It's been a total effort," said Zell agent, Portman. "They're playing at colleges, and every college date has been so successful that other colleges are now calling us to get them. They're also playing the prestige

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rap, and the

DEAD LIVE

the Grateful Dead's new,
live, recorded-live album
on Warner Bros., called

THE DEAD

Great cosmic circle



2WS 1830, and tape, too

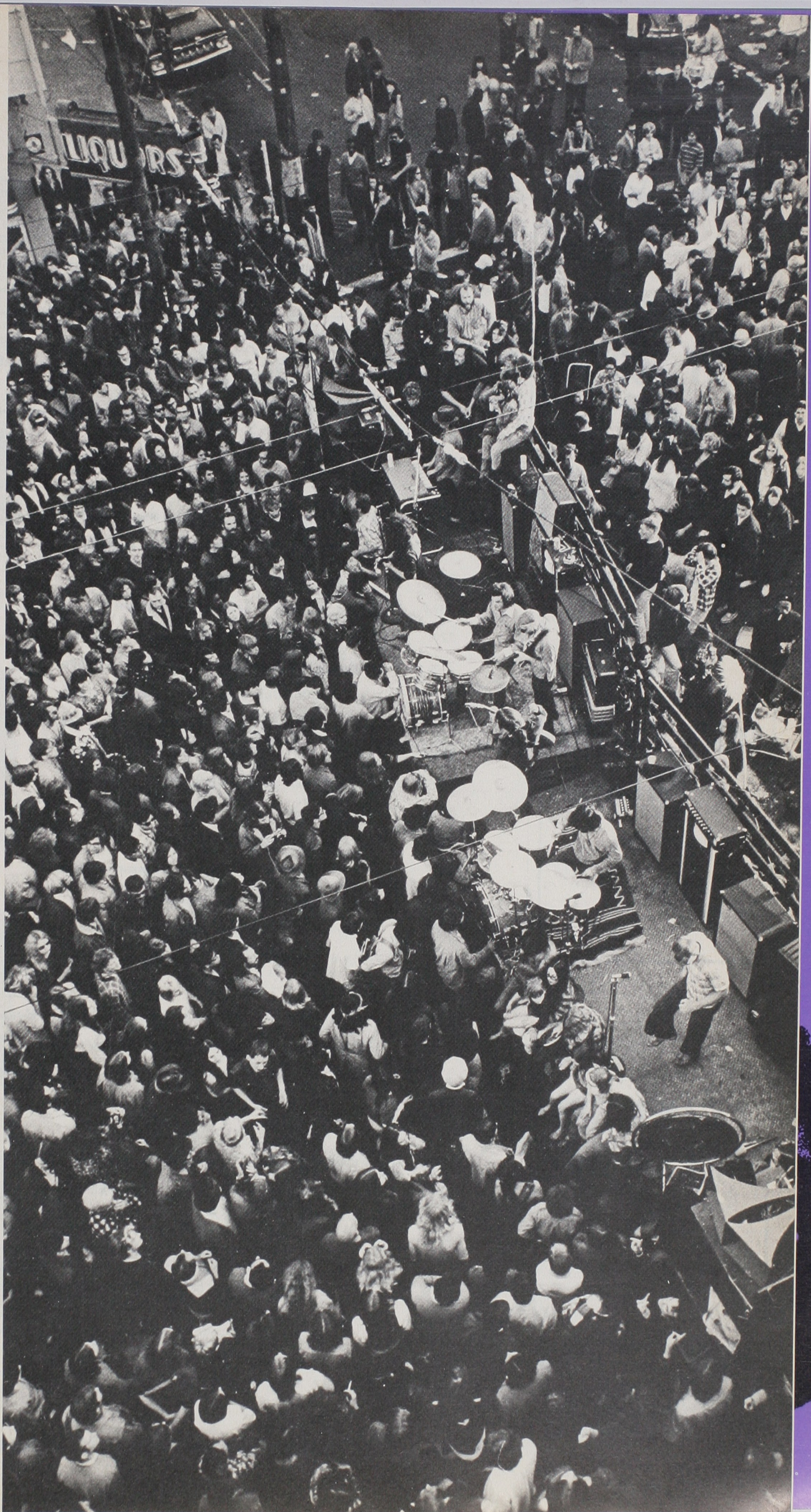


PHOTO BY JIM MARSHALL



ROTARY CONNECTION

WANT YOU TO KNOW

CADET CONCEPT 7018

THE DELLS

DOCK OF THE BAY

CADET 5658

WOODY HERMAN

I CAN'T GET NEXT TO YOU

CADET 5659

CADET
RECORDS



CashBox Radio Active

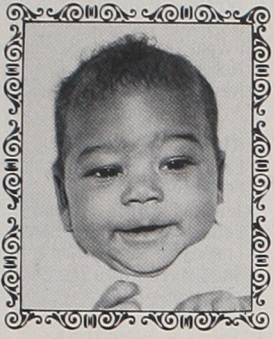
A survey of key radio stations in all important markets throughout the country to determine by percentage of the reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate 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
41%	Winter World of Love	Engelbert Humperdink	Parrot	75%
38%	She	Tommy James & Shondells	Roulette	79%
35%	Jennifer Tomkins	Street People	Musicor	35%
33%	I Want You Back	Jackson 5	Motown	95%
32%	Early In The Morning	Vanity Fare	Page One	75%
31%	Traces/Memories Medley	Lettermen	Capitol	31%
30%	Land Of 1,000 Dances	Electric Indian	U.A.	30%
30%	She Came Through The Bathroom Window	Joe Cocker	A&M	30%
27%	Walk A Mile In My Shoes	Joe South	Capitol	27%
26%	Hey There Lonely Girl	Eddie Holman	ABC	26%
25%	Electric Trains	Bobby Vee	Liberty	25%
23%	I'm Tired	Savoy Brown	Parrot	30%
22%	Baby Take Me In Your Arms	Jefferson	Janus	69%
21%	Venus	Shocking Blue	Colossus	95%
20%	Arizona	Mark Lindsay	Columbia	81%
19%	Let's Work Together	Wilbert Harrison	Sue	28%
17%	Oh Me Oh My	Lulu	Atco	17%
16%	Don't Let Him Take Your Love From Me	4 Tops	Motown	66%
16%	Point It Out	Smokey Robinson & Miracles	Tamla	16%
15%	Want You To Know	Rotary Connection	Cadet Concept	15%
14%	No Time	Guess Who	RCA	14%
13%	Mornin' Mornin'	Bobby Goldsboro	U.A.	13%
12%	Walkin' In The Rain	Jay & Americans	U.A.	12%
10%	I Am The President (LP)	David Frue	Elektra	10%

LESS THAN 10% BUT MORE THAN 5%

TOTAL % TO DATE

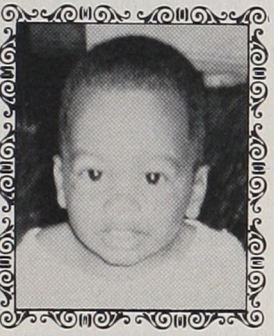
Look-Ka-Py Py — Meters — Josie	90%	Kozmic Blues (LP) — Janis Joplin — Columbia	8%	Won't Find A Better Way — New Hope — Jamie	8%
She's Ready — Spiral Starecase — Columbia	90%	Cold Turkey — Plastic Ono Band — Apple	48%	I'm So Glad I Fell For You — David Ruffin — Motown	7%



JACKIE
Born: 1951



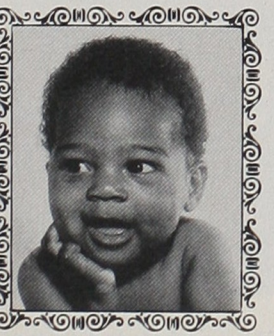
TITO
Born: 1953



JERMAINE
Born: 1954



MARLON
Born: 1957



MICHAEL
Born: 1959

Look what happened while “The Ed Sullivan Show” was on the air.

New Additions To Radio Playlists

A broad view of the titles many of radio's key Top 40 stations added to their "Playlists" last week.

WLS — Chicago

Jennifer Tomkins—Street People—Musicor
These Eyes—Jr. Walker—Soul
Sunday Morning—Oliver—Crewe
Six White Horses—Tommy Cash—Epic
Traces & Memories—Lettermen—Capitol
Winter World—Engelbert Humperdinck—Parrot
Electric Trains—Bobby Vee—Liberty

KXOX — St. Louis

Venus—Shocking Blue—Colossus
Want You To Know—Rotary Connection—Cadet
Land of 1000 Dances—Electric Indian—U.A.
Baby Take Me—Jefferson—Janus
Wonderful World—Jimmy Cliff—A&M
You Keep Me Hanging On—Wilson Pickett—Atlantic
I'm Tired—Savoy Brown—Parrot
Rubber Neckin'—Elvis Presley—RCA

WMAK — Nashville

Don't Cry Daddy—Elvis Presley—RCA
Slow Down—Yellow Pages—Uni
Jam Up—Tommy Roe—ABC
Midnight Cowboy—Ferrante & Teicher—U.A.
Early In The Morning—Vanity Fare—Page One
Evil Woman—Crow—Amaret
Cold Turkey—Plastic Ono Band—Apple
Ain't It Funky Now—James Brown—King
She Came In Thru The Bathroom Window—Joe Cocker—A&M

WKBW — Buffalo

Don't Let Him Take Your Love—4 Tops—Motown
Want You To Know—Rotary Connection—Cadet
Wonderful World—Jimmy Cliff—A&M
Tonight I'll Say A Prayer—Eydie Gorme—RCA
Eleanor Rigby—Aretha Franklin—Atlantic

WDRC — Hartford

When Julie Comes Around—Cuff Links—Decca
Don't Let Him Take Your Love—4 Tops—Motown
She Lets Her Hair Down—Tokens—Buddah
Together—Illusion—Steed
Venus—Shocking Blue—Colossus

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JURY LOCKED UP FOR THE TRIAL OF MARY MAGUIRE

WABC — New York

Raindrops—B.J. Thomas—Scepter
Eleanor Rigby—Aretha Franklin—Atlantic
La La La—Bobby Sherman—Metromedia
Don't Cry Daddy—Elvis Presley—RCA

WOKY — Milwaukee

Wonderful World—Jimmy Cliff—A&M
Cold Turkey—Plastic Ono Band—Apple
Walk A Mile In My Shoes—Joe South—Capitol
Traces & Memories—Lettermen—Capitol
To Love You—Country Store—TA
Church Street Soul Revival—Exiles—Columbia

WEAM — Washington, D.C.

Point It Out—Smokey Robinson—Tamla
Jennifer Tomkins—Street People—Musicor
It's Not Easy—Neil MacArthur—Deram
When Julie Comes Around—Cuff Links—Decca
LP—Kozmic Blues—Janis Joplin—Columbia
She Came In Thru The Bathroom Window—Joe Cocker—A&M

WQAM — Miami

Don't Cry Daddy/Rubber Neckin'—Elvis Presley—RCA
Jingle Jangle—Archies—Kirshner
Venus—Shocking Blue—Colossus
Early In The Morning—Vanity Fare—Page One

WTIX — New Orleans

Don't Cry Daddy—Elvis Presley—RCA
Don't Let Love—Jerry Butler—Mercury
Let Us Break Bread Together—Sue & Sonny—Epic

WMEX — Boston

She's Ready—Spiral Starecase—Columbia
I'm Gonna Love You—Intrigues—Yew
Mornin Mornin—Bobby Goldsboro—U. A.
Ticket To Ride—5th Dimension—World Pacific
Out In The Cold Again—Gary Puckett—Columbia
Hard To Handle—Tom Jones—Parrot
LP's—
Homeward Bound—Harry Belafonte—RCA
Cold Blood—Cold Blood—San Francisco
Jefferson—Janus
Willy & The Poor Boys—Creedence Clearwater—Fantasy
Basket Of Light—Tentangle—WB

WQXI — Atlanta

Walk A Mile—Joe South—Capitol
She—T. James & Shondells—Roulette
Look—Ka—Py—Py—Meters—Josie

WDGY — Minneapolis

Don't Cry Daddy—Elvis Presley—RCA
La La La—Bobby Sherman—Metromedia
Whole Lotta Love—Led Zeppelin—Atlantic
Eleanor Rigby—Aretha Franklin—Atlantic
Early In The Morning—Vanity Fare—Page One

CKLW — Detroit

I'm So Glad I Fell For You—David Ruffin—Motown
Don't Cry Daddy—Elvis Presley—RCA
Walking In The Rain—Jay & Americans—U. A.
Venus—Shocking Blue—Colossus
Early In The Morning—Vanity Fare—Page One
It Came Out Of The Sky—Creedence Clearwater—Fantasy

WIXY — Cleveland

Cupid—Johnny Nash—Jad
Won't Find Better Than Me—New Hope—Jamie
She—T. James & Shondells—Roulette
Cold Turkey—Plastic Ono Band—Apple
Venus—Shocking Blue—Colossus

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Strikes Again—
A New Heavyweight!

"THE TELEGRAM"

!!!His Fans Will Flip!!!

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(213) 466-5431

WSAI — Cincinnati

I'm Tired—Savoy Brown—Parrot
Early In The Morning—Vanity Fare—Page One
She—T. James & Shondells—Roulette

WMCA — New York

Bad Soul Sister—Ike & Tina Turner—Blue Thumb
She Belongs To Me—Rick Nelson—Decca
Arizona—Mark Lindsay—Columbia
Don't Let Him—Four Tops—Motown
The Thrill Is Gone—B. B. King—Bluesway
Oh Me Oh My—Lulu—Atco
Bless Your Heart—Isley Bros—T Neck
Theme 2001—Berlin Philharmonic—Polydor
Baby Take Me—Jefferson—Janus
LP—I Am The President—David Frye—Elektra

KIMN — Denver

Brand New Me—Dusty Springfield—Atlantic
Marvelous Toy—Peter Paul & Mary—WB
Winter World—Engelbert Humperdinck—Parrot
I Want You Back—Jackson 5—Motown
She—T. James & Shondells—Roulette
Jennifer Tomkins—Street People—Musicor

KRLA — Pasadena

Arizona—Mark Lindsay—Columbia
Early In The Morning—Vanity Fare—Page One
These Eyes—Jr. Walker—Soul
Sweet Dream—Jethro Tull—WB
Room To Move—John Mayall—Polydor
LP—Melting Pot—Blue Mink—Philips

KYA — San Francisco

Venus—Shocking Blue—Colossus
Don't Let Him Take—4 Tops—Motown
He Ain't Heavy, He's My Brother—The Hollies—Epic
Tell The Truth—Paul Flag—Wand
Lets Work Together—Wilbert Harrison—Sue
Traces & Memories—Lettermen—Capitol

KLIF — Dallas

What You Gave Me—Marvin Gaye Tammi Terrell—Tamla
Sunday Morning—Oliver—Crewe
Oh Me Oh My—Lulu—Atco
Muddy Water—Baloon Core—Dunhill
Love Story—Trini Lopez—Reprise
Room To Move—John Mayall—Polydor
LP—Then She's A Lover—Roy Clark—Dot

KQV — Pittsburgh

Jingle Jangle—Archies—Kirshner
When Julie Comes Around—Cuff Links—Decca
Early In The Morning—Vanity Fare—Page One
A.M.—
Wonderful World—Jimmy Cliff—A&M
Traces & Memories—Lettermen—Capitol

WFIL — Philadelphia

No Time—Guess Who—RCA
I Want You Back—Jackson 5—Motown
Hello Its Me/Open My Eyes—Nazz—SGC
Hey There Lonely Girl—Eddie Holman—ABC

KILT — Houston

Lady Love—Mama Cass—Dunhill
Feelin Groovy—SouthWest FOB—Hip
Jennifer Tomkins—Street People—Musicor
Pepper Man—Arnim/Hamilton—Int'l Artist
Friendship Train—Gladys Knight—Soul
She Came In Thru The Bathroom Window—Joe Cocker—A&M

WRKO — Boston

Jingle Jangle—Archies—Kirshner
Lets Work Together—Wilbert Harrison—Sue
Don't Cry Daddy—Elvis Presley—RCA
She Belongs To Me—Rick Nelson—Decca

WCAO — Baltimore

Winter World—Engelbert Humperdinck—Parrot
Wonderful World—Jimmy Cliff—A&M
She Let's Her Hair Down—Tokens—Buddah
Hey There Lonely Girl—Eddie Holman—ABC
Something—Peggy Lee—Capitol
Hey Hey Woman—Joe Jeffrey—Wand
Rubber Neckin'—Elvis Presley—RCA

WAYS — Charlotte

Freight—Duane Eddy—Congress
Jennifer Tomkins—Street People—Musicor
Electric Train—Bobby Vee—Liberty
These Eyes—Jr. Walker—Soul
I Want To Make It With You—Sweet Souls—RCA
Hey There Lonely Girl—Eddie Holman—ABC

WIBG — Philadelphia

Baby Take Me In Your Arms—Jefferson—Janus
The Last Time—Buchanan Bros—Event
Don't Let Him Take—4 Tops—Motown
Jingle Jangle—Archies—Kirshner
Christmas Morning—Zebra—Blue Thumb
Winter World—Engelbert Humperdinck—Parrot

WKNR — Detroit

Ain't It Funky Now Pt. 1—James Brown—King
Do It—Billy Sharae—Hour Glass
Don't Cry Daddy—Elvis Presley—RCA
Going Out Of My Head—Frank Sinatra—Repr

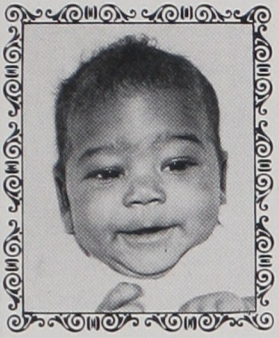
KHJ — Hollywood

Cupid—Johnny Nash—Jad
Walking In The Rain—Jay & Americans—U. A.
Arizona—Mark Lindsay—Columbia



ACROSS THE THRESHOLD — Having concluded distribution dealings negotiations, the Moody Blues and executives of the American and British labels that will handle their newly formed Threshold Records seal the deal with a toast. Formerly recording on the Deram label, the Moodies will perform on their own company distributed nationally by Decca of England and London Records in the U. S. A. Photo shows (from left) performer Graeme Edge and Mike Pinder, London Records' sales & A&R exec Maguire, Moody John Lodge, Hugh Hendl, A&R exec with Decca Records of England which handles int'l distribution of Threshold, artists Ray Thomas and Justin Hayward, and the Moody Blues' producer Tony Clarke.

Thanks for waiting for us, Mr. Sullivan.



JACKIE
Born: 1951



TITO
Born: 1953



JERMAINE
Born: 1954



MARLON
Born: 1957



MICHAEL
Born: 1959

THE JACKSON 5

on
"The Ed Sullivan Show"
Sunday, December 14, 8:00 P.M., CBS-TV



Already zooming on the charts!
Hit single: "I Want You Back" (Motown M1157)
Billboard . . . "Hot 100" Cash Box . . . "Top 100"



"The Sound of Young America"™

Talent Studio Seeks Future Black Stars

LOS ANGELES — A "talent studio" designed to help minority youth of all ages expose their soul, rock, pop and gospel talents to major record companies is now operating in South Central Los Angeles.

Located at 6723 South Western Avenue, the talent studio is operated by My Soul Is A Witness Incorporated, a newly established company owned by several black business and community leaders.

The fully equipped audition studio, designed by "db" of Century City, is looking for singles and groups of both singers and musicians, young people with talent as song writers and composers, as well as budding actors and actresses with song and dance talent.

Persons interested in a free audition at the MSIAW studio are being asked through an extensive local publicity campaign to telephone the organization for an audition appointment. Since the studio opened three weeks ago,

over 30 singles and groups have qualified for taping and are now available for review by record companies.

The studio is being kept open from 9 a.m. to 5 p.m. Monday through Friday. Saturday and evening auditions are made available by pre-arranged appointment.

Directors & Owners

Included among the directors and owners of My Soul Is A Witness, Inc., are:

Bishop George Scott, Jr., of the Pentecostal Church, who has been active in South Central Los Angeles religious and business activities for over ten years; he is president of MSIAW;

Adam McFaddin, president of A. McFaddin Pontiac;

Thurston Frazier, composer and arranger of over 100 gospel songs, including the well known "Peace Be Still," currently the music arranger at 20th Century Fox for the "Great White Hope" motion picture; and executive vice president of MSIAW;

Elliot Witt, treasurer of MCA, serving as treasurer of MSIAW;

Jay Olins, a Beverly Hills attorney; and

Edward J. Coyle, public relations director of Western Gear Corporation; vice president and secretary of MSIAW.

Scott, who is inviting all major record companies to participate in MSIAW's program to discover and provide new opportunities in the record industry for minority youth, says that MSIAW was created to build a wider bridge between the youth of South Central Los Angeles and record company talent scouts.

Waters, Wolf In Bed

HOLLYWOOD — Two of Chess Records old-time blues singers, Muddy Waters and Howlin' Wolf, are hospitalized. Waters (McKinley Morganfield at birth) was injured in a head-on car collision near Champaign, Illinois, that took three lives. He's expected to be inactive for four to six months.

Wolf (Chester Brunett) suffered a heart attack in Chicago while enroute to a gig at the University of Chicago. He was stricken in front of the Illinois Central Hospital, where he is now recuperating.

Music and Lyrics by Johnny Marks

The TV Musical Special with Burl Ives, 6th annual showing Dec. 6, NBC. Presented by General Electric. Longest running, highest rated, single sponsored Special in the history of TV.

Original Sound Track On Decca

RUDOLPH THE RED-NOSED REINDEER

20th Anniversary

57,000,000 Record Seller U.S.A. 29,000,000 Foreign 350 Versions

FRANK SINATRA
AND FRED WARING
REPRISE

I HEARD THE BELLS ON CHRISTMAS DAY

Ray Price, Ed Ames, Kate Smith, Bing Crosby, Harry Belafonte, Eddy Arnold, Burl Ives, Bert Kaempfert, Fred Waring, Chet Atkins, Dick Liebert, Carillon Bells (Decca), Sound Spectacular (Victor), Lester Lanin, Dennis Day, Robert Rheimis, Johnny Kaye, Living Voice (Camden), Decca Concert Orch., Longines Symphonette, etc.

BRENDA LEE

Sings the International Perennial Hit

ROCKIN' AROUND THE CHRISTMAS TREE

Decca

BURL IVES

Sings his Perennial Hit from the Rudolph Show

A HOLLY JOLLY CHRISTMAS

Decca

ST. NICHOLAS MUSIC, INC.
1619 Broadway, New York, 19, N. Y.



Looking Ahead

- 1 **ARE YOU GETTING ANY SUNSHINE**
(5 Arts/Kama Sutra — BMI)
Lou Christie (Buddah 149)
- 2 **(I'M SO) AFRAID OF LOSING YOU**
(Hill & Range/Blue Crest — BMI)
Charlie Pride (RCA 0265)
- 3 **LISTEN TO THE PEOPLE**
(Zerlad — BMI)
Zager & Evans (RCA 0299)
- 4 **THE LAST TIME**
(Immediate — BMI)
The Buchanan Brothers (Event 3307)
- 5 **WHEN WE GET MARRIED**
(Kaskat/Drageon — BMI)
1910 Fruitgum Company (Buddah 146)
- 6 **JESAMINE**
(Mills — ASCAP)
Shannon (Heritage 819)
- 7 **HE AIN'T HEAVY, HE'S MY BROTHER**
(Harrison — ASCAP)
Hollies (Epic 10532)
- 8 **GOIN' OUT OF MY HEAD**
(Razze Dazzle — BMI)
Frank Sinatra (Reprise 0865)
- 9 **BEAUTIFUL PEOPLE**
(Kama Rippa/Melanie Music/United Music — ASCAP)
Melanie (Buddah 135)
- 10 **CAN'T TAKE MY EYES OFF YOU**
(Saturday/Seasons Four — BMI)
Nancy Wilson (Capitol 2644)
- 11 **FREE**
(Dunbar — BMI)
Pearly Gate (Decca 734674)
- 12 **2001 SPACE ODYSSEY**
Berlin Orchestra (Polydor 15009)
- 13 **TONIGHT**
(Cotillion/Motor City — BMI)
MC 5 (Atlantic 2678)
- 14 **JE T'AIME-MOI NON PLUS**
(Monday Morning — BMI)
Jane Birkin & Serge Gainsbourg
(Fontana 1665)
- 15 **ONE TIN SOLDIER**
(Cents & Pence — BMI)
Original Caste (TA 186)
- 16 **LOVE BONES**
(East Memphis — BMI)
Johnnie Taylor (Stax 0055)
- 17 **MORNING DEW**
Damnation of Adam's Blessings
(U.A. 50609)
- 18 **COME SATURDAY MORNING**
(Famous — ASCAP)
The Sandpipers (A&M 1134)
- 19 **HEY HEY WOMAN**
(Press — BMI)
Joe Jeffrey (Wand 11213)
- 20 **WHAT A BEAUTIFUL FEELING**
(Flowering Stone — ASCAP)
California Earthquake (World Pacific 77931)
- 21 **HEY THERE LONELY GIRL**
(Famous — ASCAP)
Ed Holman (ABC 1240)
- 22 **TO BE YOUNG GIFTED & BLACK**
(Ninandy — BMI)
Nina Simone (RCA 0269)
- 23 **JEALOUS FEELING**
(Vogue/Don C — BMI)
Dick Jensen (Probe 468)
- 24 **HOW I MISS YOU BABY**
(Trace Bob/Unart — BMI)
Bobby Womack (Mint 32081)
- 25 **WASN'T BORN TO FOLLOW**
(Patton — BMI)
The Byrds (Columbia 44990)
- 26 **BAD CONDITIONS**
(Cissi — BMI)
Lloyd Price (Turntable 5001)
- 27 **HAVE A LITTLE TALK WITH MYSELF**
(AHAB — BMI)
Ray Stevens (Monument 1171)
- 28 **(GOTTA FIND) A BRAND NEW LOVER — PT. 1**
(Assorted — BMI)
Sweet Inspirations (Atlantic 2686)
- 29 **BLESS YOUR HEART**
(Triple 3 — BMI)
Isley Brothers (T-Neck 912)
- 30 **OKIE FROM MUSKOGEE**
(Blue Book — BMI)
Merle Haggard (Capitol 2626)
- 31 **BOLD SOUL SISTER**
Ike & Tina Turner (Blue Thumb 104)
- 32 **GUESS WHO**
(Michele — BMI)
Ruby Winters (Diamond 269)
- 33 **SHE'S READY**
(Algee — BMI)
Spiral Starecase (Columbia 45048)
- 34 **VOODOO WOMAN**
(Nipper — ASCAP)
Simon Stokes & The Nighthawks
(Elektra 45670)
- 35 **WON'T FIND BETTER**
(Dandelion — BMI)
The New Hope (Jamie 1381)
- 36 **WICHITA LINEMAN**
(Canopy — ASCAP)
Sergio Mendes & Brasil '66 (A&M 1132)
- 37 **HURRY CHANGE IF YOU'RE COMING**
(Kent & Lyman & Feldman — BMI)
Tennison Stephens (Aries 2076)
- 38 **SOMETHING IS WRONG**
(Jinky — BMI)
Gary Lewis & The Playboys (Liberty 56144)
- 39 **SUNDAY'S GONNA COME ON TUESDAY**
New Establishment (RCA 69 5006)
- 40 **COW PIE**
The Masked Marauders (Deity 0870)
- 41 **IT'S ONLY MAKE BELIEVE**
(Marielle — BMI)
Roy Hamilton (AGP 125)
- 42 **YOU'RE THE BEST THING SINCE CANDY**
(Assorted — BMI)
The O'Jays (Neptune 18)
- 43 **BORN UNDER A BAD SIGN**
(East/Memphis — BMI)
William Bell (Stax 0054)
- 44 **WHISTLE FOR HAPPINESS**
(Trio — BMI)
Peggy Lee (Capitol 2696)
- 45 **WHICH WAY YOU GOIN' BIL**
(Gone Fishin' — BMI)
The Poppy Family (London 129)
- 46 **IT'S BEEN A LONG TIME**
Betty Everett (UNI)
- 47 **LOVE FEVER**
(Brown Trout — BMI)
Leer Brothers (Intrepid 75007)
- 48 **KOOL'S BACK AGAIN**
(Stephanye/Delightful — BMI)
Kool & The Gang (De-Lite 323)
- 49 **PAPA JOE'S THING**
(Papa Joe's — ASCAP)
Papa Joe (ABC 11246)
- 50 **CURLY**
(Dunbar Music Inc. — BMI)
Jimmy Clanton (Laurie 3508)

The Single You've Asked For!
DIONNE WARWICK
"I'll Never Fall In Love Again"

(Bacharach-David) SCE 12273

Produced by: Burt Bacharach and Hal David
Arranged by Burt Bacharach and Larry Wilcox
Audio Engineer: Phil Romone
From the Broadway Musical "Promises, Promises"
b/w
"What The World Needs Now"
(Bacharach-David)



Scepter Gives Great Music



First Atlantic Cassette Release Has New Tapes And Best Sellers

NEW YORK — Atlantic Records this week begins issuing its album product in cassette tapes starting with a release that will feature several new albums and a sampling of best sellers from the label's catalog. First product due to hit the market this week includes a release of more than 60 titles on the Atlantic, Atco and Cotillion labels with other key items to be made available as quickly as possible according to Atlantic vice president Ne-shu Ertegun.

The entry by Atlantic into the cassette field follows by almost exactly one year the firm's first issue of 8-track records of album material. Since the tape initiation, sales of music in the 8-track configuration has been "over 25% of our Atlantic-Atco-Cotillion sales are tape cartridges," Bobo Kornheiser stated. The vice president in charge of tape sales for the labels, Kornheiser added that "with cassettes now available we expect to increase this percentage substantially next year."

Atlantic has already begun to plan for simultaneous release of new cassettes for upcoming LP's to match the policy that the company has followed all along with its 8-track issues.

The cassettes will be packaged in the Ampex tape plastic box and will be skin wrapped. The long box packaging is also to be made available for cassettes as an optional feature supplied at no charge to distributors in either 4" x 12" or 3" x 12" sizes. "We are supplying these boxes," Kornheiser commented, "as an optional item to eliminate the need for double inventories, and allow distribution flexibility for tape accounts."

The initial release of Atlantic cassettes include the most recent releases on Atlantic-Atco-Cotillion, such as "Led Zeppelin II", "R.B. Greaves", "Herbie Mann Live At The Whisky A Go Go", "Fat Mattress", "The Allman Brothers Band", "Cold Blood" on San Francisco label, "King Crimson", "Swiss Movement" with Les McCann and Eddie Harris, "Eight Miles High" with Golden Earring, "Yes", and "Banchee". The Rascal's new album, "See" out next week, will also be available on Atlantic cassettes.

Best-selling catalogue on Atlantic cassettes include "Crosby, Stills & Nash", "Led Zeppelin I", "In-A-Gadda-Da-Vida" "Memphis Under-

ground" with Herbie Mann, "Best Of Cream", "Best Of Bee Gees" and "Blind Faith".

Capitol Of Canada Markets Initial Cassette Hardware

ONTARIO — Capitol Records (Canada) Ltd. has begun the test marketing of a line of cassette players, recorders and accessories in a campaign that marks the company's first venture into the hardware field. Backed up by ads in Toronto, Ottawa, Montreal and Quebec City through the current month, the test-survey region in which these products will be marketed includes the Ontario and Quebec Provinces.

According to economy products manager Dick Reindeau, the label is handling the new line on a trial basis for two months and following this

Cassette Packaging Included At AMA Meet

HOLLYWOOD — The American Management Association has invited Fred Rice, national merchandising development manager for Capitol Records Dist. Corp, to speak on cassette packaging at the AMA's packaging seminar.

Rice, the only record exec invited to the meet, Dec. 8-12 at the Ambassador Hotel, Los Angeles, will speak on "Packaging Cassettes to Both Sell and Discourage Pilferage." Rice is in charge of development and design of display and point-of-purchase materials for Capitol's records, tapes and equipment.

Ampex Gulf Pacific Production Signing

LOS ANGELES — Ampex has completed a record-production tape agreement with Gulf Pacific Industries, an indie music producing firm in Los Angeles. Gulf Pacific currently has arrangements contracting the firm to deliver some 36 albums during the next three years.

The company is now independently producing material for 21 different groups including three acts with Uni, two for Atlantic, two more on Atco, two with White Whale, a pair with Cinema, and one each with Columbia, Buddha, Itco, Avco Embassy and Hour Glass.

The Ampex deal covers 4- and 8-track, cassette and reel-to-reel configurations.

Boyers To Liberty As Chief Engineer

HOLLYWOOD — John Boyers has joined the Omaha unit of Liberty Tape Duplicating as chief engineer of research and development. Responsibilities allotted him by general manager Leo Colvin include the development of processes and equipment for improved tape recordings and machines for their production.

Boyers joined Liberty after serving for several years as vice president of engineering for the communications division of Telex in Minneapolis. He has also held positions with Dictaphone Corp. and Bell Sound of TRW, Inc. He was one of the founders of Magnecord, an early manufacturer of professional tape recorders.

A fellow of the Audio Engineering Society and senior member of the Institute of Electrical & Electronic Engineers, Boyers holds four patents and has participated in the activities of many standards committees.

Pitasi Is Named To Direct Sales At Radiant; Appoints 5 New Reps

NEW YORK — Syl Pitasi has been named assistant to Radiant Cassette/Cartridge Corporation's executive

vice president Donald Gabor in sition to organize and direct the tional sales force in promotion of Radiant and Altone lines of 8 and stereo cassette tapes.

Pitasi, who was formerly executive sales manager of Craig Corp. with product division, in his first act as assistant to the exec vp, has appointed five new sales representatives across the country. Appointments are: Hirsch Associates for the Radiant and Altone lines in northern Indiana and southern Wisconsin; Hal Sales in the regions of eastern Pennsylvania, Washington, Maryland, Rhode Island and Virginia; I Sales Co. for western Pennsylvania, Ohio, West Virginia and Kentucky; TMC Sales Corp in the New York metropolitan area; and Max Lipic Associates in Michigan.

Germans Push Into Audio/Visual Field With Boom Projects

HAMBURG — With a striking boom into the audio/visual recording already being prepared by several electronics firms in West Germany, boom projections have been heightened by several production companies now busily engaged in limited material and performers for growing industry. Seeking to expand programs for the visual recording industry, Bavaria cinema and television productions has founded Polytel in Hamburg; and deals are already under way by Siemens, Philips and Studio Hamburg for preparation of visual material on film cassettes for through-tv viewing.

A series of newspaper articles been appearing in the leading German newspapers regarding the total-investing working in the audio-visual area features describing the engagement of manufacturers of hardware for viewing at home, as well as the vision, music and show business rests.

AV Productions Convert 16-mm Films To EVR Format

NEW YORK — Audio Visual Productions, Inc. of Chicago has ordered version of a group of 16mm films to EVR cartridge format, joining growing list of cinema interest in medium to utilize the new audio medium.

Robert Rubel, president of the motion picture & educational media firm, indicated that "extensive employment of EVR cartridges by the company's single-concept educational films was anticipated since "this of hardware can be adapted to self instruction by the child through ease of operation and available instant replay."

Titles included in the initial aimed at the primary school include, "Telling Time", "My Change", and "The Calendar", subject covered episodically in series of four five-minute films.

Rubel also stated, "Audio Productions is an innovative film photographic company. We are moving into EVR now, rather than waiting and seeing."

Reed Is SW Director Of Sales For Col EVR

NEW YORK — Charles Reed has been named director of southwestern regional sales for the CBS electronic video recording division.

Reed joined CBS in November as southwestern regional sales manager for Film Associates (now Electronic Film Associates) after three years as district manager for Coronet International Films of Chicago.

period, Capitol will consider distributing the hardware nationally.

Four products are the center of Capitol's drive, the KPR-151 which couples a portable cassette playback unit with an AM radio and will play both mono and stereo cassettes; the KR-156, a portable cassette recorder/player with accessory carrying case; and accessories VDC-6 AC, an AC adaptor for either of the units, and ACA-126 cigarette lighter adaptor for auto 12-volt batteries.

The units, with 90-day warranty, will be supported with point of purchase material on a "Protest People" theme in addition to the advertising.

GRT & Blue Thumb Set Simultaneous Releasing System

LOS ANGELES — Blue Thumb Records and General Recorded Tape have worked out a new simultaneous releasing system to interrelate the issue of recorded works in both disk and tape configurations.

The first of their coordinated product will feature four titles in the Blue Thumb release just marketed. Among the albums handled simultaneously are the latest Ike & Tina Turner set, the two-record "Memphis Swamp Jam", and initial set from Southwind and the issue of an LP by Love.

Earlier, the tape duplication release followed by 30 to 60 days the original album issue. Following a series of meetings between Blue Thumb and GRT executives, however, procedures were agreed upon to allow speedier duplication of material for GRT release at the same time the LP's reach the market. GRT is the exclusive duplicator and distributor of Blue Thumb material in tape configurations.

16 Stereo-8's On RCA In Dec.

NEW YORK — The upcoming month's release of stereo-8 cartridges from RCA will include 16 new albums; 10 from the popular and country lines, 2 classical sets, three budget priced Camden cartridges and one from the Latin American catalog.

In the contemporary area, RCA is represented by "Life Goes On" from Paul Anka which is already on the album best-seller charts; Chet Atkins' annual tribute "Class of '69", Harry Belafonte's "Homeward Bound" and Leon Bibb's "Foment, Ferment, Free . . . Free". The label will also present a double-package with the Guess Who's "Wheatfield Soul"/"Canned Wheat". Further, RCA will be issuing two pop packages from the Poppy and Kirshner labels; Dick Gregory's "The Light Side: The Dark Side" and "Jingle Jangle" from the Archies.

In the classical series Red Label product will consist of the third volume from "Victory At Sea" with Robert Russell Bennett and Alfred Wallenstein conducting Brahms' "Concerto For Violin & Cello" with Jascha Heifitz and Gregor Piatigorsky featured soloists.

The sole Latin American album in December's product will couple Jose A. Jimenez with Armando Manzanero in a dual effort.

THE BAND IS UP A CREEK

UP ON CRIPPLE CREEK



THE BAND

The Single
No. 2635

The Album
STAO-132

The Music



Capitol™
On Record and Tape



Picks of the Week

HERB ALPERT & THE TIJUANA BRASS (A&M)

The Maltese Melody (Roosevelt, BMI — Kaempfert, Rehbein)

Rapid-fire brass antics in the original TJB manner return Herb Alpert to the instrumental scene with a flashy bit of Bert Kaempfert material. The "Zorba" type Mediterranean track has been released as a result of response for it in the Brass' new album. No flip info included.

JOE SOUTH (Capitol 2704)

Walk a Mile in My Shoes (3:42) (Lowery, BMI — South)

The honest insight of Joe South's "Games People Play" is sharpened once more with this new side from the writer-artist. The new track, working in a "Chokin' Kind" of melody, couples musical as well as lyrical impact to come up with one dynamite outing. Flip: "Shelter" (3:15) (Same credits)

GARLAND GREEN (Uni 55188)

Don't Think That I'm a Violent Guy (2:48) (Colfam, BMI — Armstead, Day, Brown)

That "Stubborn Kind of Fellow" returns with a hearty helping of lover's blues that gives Garland Green a solid vocal spotlight. Side's blend of humor and blues should set the track into sales motion with R&B locations with top forty follow-through. Flip: "All She Did" (2:22) (Colfam, BMI — Armstead, Venson)

SEASONAL RELEASES:

Off to a strong start, numerically, this year's crop of Christmas releases show more emphasis on melancholia than is general for seasonal material, though none of the negative songs that were issued last year have shown up yet.

"It's Such A Lonely Time of Year" (Blackwood, BMI — Taylor, Gorgoni) appears to be the song of this Christmas with three very fine performances for the non-standard. In addition to being a song which could break as a result of holiday programming, it's winter reference should keep it on MOR and top forty lists well into next year. The three singles available include **JOHN DAVIDSON** (Columbia 45034) whose reading is the most compelling, and offers him his most likely top forty shot yet; **CHIP TAYLOR** (Epic 10567) with the original version that had been released last year; and **NANCY SINATRA** (Reprise 0880) from the "Sinatra Family" LP.

FROM ESTABLISHED ARTISTS FOR THIS CHRISTMAS come several extremely good Yule singles including: **PETER, PAUL & MARY** (Warner Bros.-7 Arts 7359) with a sparkling ballad tale "Christmas Dinner" (3:00) (Pepparam, ASCAP — Stookey) from their children's album and suited to across-the-board exposure as well as the coupler "The Marvelous Toy" (3:06) (Cherry Lane, ASCAP — Paxton); **FRANK SINATRA** (Reprise 0790) on a lovely Jim Webb ballad "Whatever Happened to Christmas?" (3:02) (Ja-Ma, ASCAP — Webb); the perennial flurry of **JAMES BROWN** hits from the last few Christmases including his "Sweet Little Baby Boy" (Soil, BMI — Brown, Jones), "It's Christmas Time" (Dynatone, BMI — Brown, Hobgood), "Santa Claus Goes Straight To the Ghetto" (Dynatone, BMI — Brown, Ellis, Ballard), "The Christmas Song" (Burke/Van Heusen, ASCAP — Torme, Wells), "Let's Make This Christmas Mean Something This Year" (Soil, BMI — Brown, Jones) and "It's Christmas All Year 'Round" (Lois, BMI — Brown, Nath); and a new year-end ballad from **JOHNNY MATHIS** (Columbia 45035) which should attract sizeable MOR and easy listening interest, "Give Me Your Love for Christmas" (Vibar, ASCAP — Gold, Stohn).

AMONG THE NEW THINGS: Christmas play and then some could be the story for **BOOTS RANDOLPH**'s "Sleigh Ride" (Monument 1176) (Mills, ASCAP — Anderson, Parish) since the song is a perennial seasonal side with post-Yule capabilities. Also, **JACKIE SULE** (Big Town 101) with an interesting ballad "Bring My Baby Home" (Big S/Keith, ASCAP — Paris), that has especially strong youth oriented lyrics.

NOVEL APPROACHES: Not quite in the "Rudolph" category, but with the same children's season door-opening appeal are **JOHNNY & THE HIGH-KEYS** (Jamie 1383) "The Christmas Game" (2:18) (Power House, ASCAP — Day, Dischel) who hit the scene with a bubble-gum attack; **MARIAN KING & THE KIDS** (Cobra 3) whose "Kangaroo Land" (2:03) (Constantine, ASCAP — Hannon, Constantine) is a softer cutie; **THE DANIEL SINGERS** (Timely 1041) with "Dancing Prancing Reindeer" (1:51) (Lillay Jay, BMI — Daniels) for delightful change-of-pace spitting; and **BOBBY WYLD**'s (Yellow Bird 17) recording "Sparky" (2:25) (Woodside, BMI — Wyld) about one of Santa's elvin helpers.

EASY LISTENING sides in the seasonal offing include: **JIM NABORS** (Columbia 45053) and "I Was a King At Jesus' Birth" (Fred-Ruth/Westwood, ASCAP — Luce, Stephens) that is a seasonal adaptation of the "Let My People Go" melody; **BROWNING BRYANT**'s (Dot 17328) "Little Altar Boy" (3:35) (Audio, ASCAP — Smith) is a powerful bit of material solidly sung; **THE DO-RE-MI CHILDREN'S CHORUS** (Kapp 2071) has a lighter side in "Do You Know How Christmas Trees Are Grown?" (2:30) (Unart, BMI — Barry, David). The song is from the upcoming James Bond movie to boot. Also, the **GOLDDIGGERS** (Metromedia 156) and "We Need a Little Christmas" from the score of "Mame" (1:43) (Jerryco, ASCAP — Herman).

FOR TEEN LISTENERS: **THE CHAMBERS BROTHERS** (Columbia 45055) spearhead a small flurry of Christmas material for top forty and/or underground attention with their "Merry Christmas, Happy New Year" (3:00) (Chambro, BMI — J.W.L & G Chambers) that has a heavier than Sly "Simple Song" slant on the season; **ZEBRA** (Blue Thumb 109) throbs in with a booming rendering of the traditional "Christmas Morning" (2:35) (Pure Cane, BMI — Bonniwell); and the oldie **Charles Brown** "Merry Christmas Baby" appears in three guises this year, the re-issued original (King 6194), a new version with Brown (BluesWay 61031) and another reading by Brown (Hollywood 1021).

AND THEN THERE'S: **MARC COPAGE** (Metromedia 154) The youngster from "Julia" with a son's plea for his serviceman father on "Santa, Bring My Daddy Home for Christmas" (2:12) (Sunny Skies, ASCAP — Freed, Saxon); a slow rock revival of "Please Come Home for Christmas" (2:50) (Lois, BMI — Brown, Redd) by the **UNIQUES** (Paula 255); blues versions of "The Christmas Song" (E.H. Morris, ASCAP — Torme, Wells) from **SKIP JACKSON** (Dot-Mar 575) and a ballad called "The Magic of Christmas" (Talmu, ASCAP — Minard) by **E.B. SMITH** (Talmu 315) with R&B and some easy listening appeal. And another novelty approach on "Ev' Rett the Friendly Evergreen" (2:02) (Neverly, ASCAP — LoBuono, Thompson) by the **EVERGREEN SINGERS** (EV Records 4986).

Picks of the Week

JOHN FRED & HIS PLAYBOY BAND (Uni 55187)

Love My Soul (3:08) (Bengal, BMI — Fred, Bernard)

A consistent regional hitter with his up-tempo teen sides, John Fred comes along this time with a sparkling side that should return him to the national stage. Material is slowed to a polished teen ballad with enough FM flair to above-and under-ground attention. Flip: "Julia, Julia" (2:26) (Bengal, BMI — Fred, Ourso)

JOHNNY WINTER (Columbia 45058)

Johnny B. Goode (2:45) (Arc, BMI — Berry)

Having captured heavy underground attention, and a taste of top forty response with earlier efforts, Johnny Winter booms into the teen picture with vival of the Chuck Berry hit that should grab instant notice at FM & teen stations. Flip: "I'm Not Sure" (3:36) (Winter Blues, BMI — Winter)

B. B. KING (BluesWay 61032)

The Thrill Is Gone (3:55) (Grosvenor, ASCAP — Benson, Pettite)

A little of the Memphis touch has crept into B. B. King's latest, giving it a standout side with a bright new look. Side has the arrangement and emotional charge to become his funkier answer to "Sunny." A powerful side with R&B and top forty impact. Flip: "You're Mean" (5:00) (Pamco/Sounds of Louisiana, BMI — King, Jemmott, McCracken, Harris, Lovelle)

OTIS REDDING (Atco 6723)

Look at the Girl (2:36) (East/Memphis/Time/Redwal, BMI — Redding)

Just a hint of recent rock influences in the arrangement gives this Otis Redding side an astonishingly new aura for a song that must have been recorded some time ago. Excellent performance and blues-dance power should make this a blockbuster. Flip: "That's a Good Idea" (2:17) (Same credits)

KOOL & THE GANG (De Lite 523)

Kool's Back Again (2:48) (Stephanye/Delightful, BMI — Redd)

The out-of-nowhere instrumental act that stormed into the blues and R&B scene with a new bit of spiced up dance dynamite that should have Kool & the Gang climbing back in spots. Flip: "The Gang's Back Again" (2:46) (Same credits)

THE MOMENTS (Stang 5009)

Lovely Way She Loves (2:40) (Gambi, BMI — Brown, Goodman, Robinson)

Yet another attractive ballad side from the Moments places the team in contention for blues-market breakouts. Side is a building softie which lights a strong lead performance. Excellent showing from the act. Flip: "Nite Time" (3:00) (Same credits)

ISAAC HAYES (Enterprise 9006)

Winter Snow (2:55) (East/Memphis, BMI — Hayes)

First single since the explosion of his "Hot Buttered Soul" performance shows Isaac Hayes working on self-penned material once more. Steep melancholy on a crisp "Claire de Lune" piano backdrop, the man sounds like a winner for blues, easy listening and top forty action. Flip: "The Misadventure" (4:12) (Birdees, ASCAP — Hayes)

PEGGY LIPTON (Ode 124)

Lu (2:28) (Tuna Fish, BMI — Nyro)

Material in the "Wedding Bell Blues" bag that has placed Laura Nyro on the most-wanted list again, and just a taste of the "Stoned Soul Picnic" styling brought her there in the first place unite forces on a powerful new entry. Peggy Lipton. Almost made it last time, and stronger yet this time. Flip: "Let Me Pass By" (3:07) (Hollenbeck, BMI — Lipton)

DELLA REESE (Avco Embassy 4515)

LES McCANN & EDDIE HARRIS (Atlantic 2694)

Compared to What (Lonport, BMI — McDaniels)

Kicked off by her daily television show, the new sound image presented by Della Reese on "Compared to What" should have her scoring via blues and R&B exposure. The social comment rocker is also treated to a highly interesting performance by Les McCann (with vocal) and Eddie Harris, who should have a split on the song's spotlight.

Newcomer Picks

ANDY ALSTON & ALICE PRESLEY (Maxwell 801)

Our Love Will Never Change (3:03) (Saturday/Van McCoy, BMI — McCoy, Presley)

Good old motor-city styling gives the new team of Andy Alston & Alice Presley a fine sound to base their reputation on. Coming in with the brilliance of "All I Need to Get By," the material coasts along given the impetus of a new vocal delivery. Flip: No info included. Maxwell is distributed by Crewe Records.

BOBBY BLOOM (Earth 106)

Sign of the V (3:47) (Unart/Peanut Butter, BMI — Barry, Levine, Resnick, Bloom)

Tremendous teen production that gives this side the sound to catch top fire is given the added thrust of a lyric message for FM exposure prospects. Standout vocal and arrangements top off a side with the power to explode on FM. Flip: "Heidi" (3:45) (Same pubs, BMI — Barry, Levine, Resnick, Bloom)

THE RIVINGTONS (RCA 0301)

Pop Your Popcorn (Pt. 1) (Dunbar, BMI — Frazier, White, Wilson)

Sensational sounding side that has the wherewithal to become the blues and R&B answer to "Ma-Nah-Ma-Nah." Team has had some noisemaker sides but this is the one that should break the Rivingtons on blues and teen top forty fronts. Powerhouse. Flip: Pt. 2 (1:45) (Same credits)

MURRAY HEAD (Decca 732603)

Superstar (4:10) (Leeds, ASCAP — Webber, Rice)

The controversy bound to be stirred up by this irreligious statement (in its original form) is likely to create sales incentive via word-of-mouth rather than exposure. Stirring in England at present. Flip: "John Nineteen Forty-One" (3:00) (Same credits)

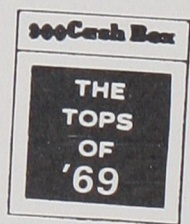
COUNTRY STORE (TA 189)

To Love You (2:37) (Cents & Pence, BMI — Lambert, Potter)

Packing the production power that has created drive behind many of the country hits that gained favor with underground programmers, this sparkling side comes up with a strong ear catching power to start action in motion. Spread top forty and climb from there. Flip: No info supplied.

1969

COMING SOON: Big Year End Issue Of Cash Box
"The World Of Recording Artists" ... A Complete
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Top Artists ... **Cash Box**
Top Records •
Top Songs ... Top Publishers and Top
Producers Of 1969 ... Make Sure Your
Message Is In This Important Edition ...



DEADLINE: DEC. 10

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NEW YORK

Woodstock In The Garden

The cops are part of the concert. That's a little bit hard to understand at first, but when you're there and Mick Jagger is on stage, whirling and dancing and crying out, "Think the time is right for palace revolution, but where I live the game to play is compromise solution," and there are close to twenty thousand kids shouting for more and screaming, and holding up clenched fists, and mobbing the stage and singing along, "Hey so my name is called Disturbance, I'll shout, I'll scream, I'll kill the king, I'll rail at all his servants!", then you can see it. The cops are part of the concert. Without them, the thing loses its meaning. You see them there with their close-clipped hair, staring, unable to stop the mob, knowing that even if they do have the guns, the kids have the numbers and can just crush them in the tide.

Jim Morrison once said that rock concerts are fun for everyone, for the kids, for the cops, for everyone. The cops love the confrontation. It gives them a chance to push everybody around and to shout, "Up against the wall." The kids love the confrontation as well. It gives them a chance to be pushed around (which they need to justify their contempt for the cops) and to yell, "Up against the wall," which everyone is bound to yell when he gets into a good mood.

The Woodstock phenomenon is a part of this. Some concerts are really concerts within concerts. The music somehow becomes secondary. While you're there, the music is much less important than the experience itself, the experience of being involved in the thing. Apart from the Rolling

Stones' concert, there was the concert of the kids themselves. Craning necks, reaching hands, jumping, dancing, clapping all became part of a visual symphony of excitement. The sounds of the kids was music as well.

We can only call them kids because that's one of the most genuinely complimentary words in the English language. They did not destroy the music of the Rolling Stones with irrelevant squeals and whistles but rather enhanced it with their sounds



Adrienne Kitaeff

Pat and Allison

David Frye

of involvement. If anyone ever asks them, "Hey, how was that Rolling Stone concert in the Garden?" they'll probably say "The concert was dynamite! And the Rolling Stones were pretty good too!"

There is no point of trying to pull the politics out of rock. It's so firmly stuck in there that even Blood, Sweat, and Tears can't kill it. No, rock music has to be political. It is

part of its very nature. It means kids, a lot of them, all together, listening, learning, living. Even when it isn't directly political, "Please allow me to introduce myself, I'm a man of wealth and taste. I've been around for a long, long year, stolen many a man's soul and faith. I was around when Jesus Christ had his moment of doubt and pain. Made damn sure that Pilate washed his hands and sealed his fate," it is political by implication. After all, Jesus Christ and Pilate are still with us today. We have but to look around.

And the kids at the concert look around very well and see very clearly. And rock has to be politics. When you

baffled. That lovely face, that smiling smile, could they belong to a chickie? Well, no they couldn't, they could belong to Adrienne Kitaeff, one of the most perceptive and alert public relations ladies around. One third of a firm called the Three Of Us, Adrienne with her partner Pat Perkins and Carol Shainswiler work for the Poison Ring label which is headed by lovable Doc Cava. Adrienne has to run around a lot of part of her job, but she manages to keep her breath long enough to us how happy she is not to be another PR chickie. She ain't.

Speaking of the Three Of Us, Perkins recently presented a lot of poison ring to WNEW-FM's program director Allison Steele (right). The ring is part of a campaign by Poison Records to promote their artists, Pulse, the Bone, and Face. Cash Box received its poison ring from did program directors Rick Slomowicz, ABC-AM; Alan Shaw, ABC-FM; Bob Bosis, CBS-FM; Gus Gossert, CBS-FM; Gail Sicilia, WNBC; and Bob Bogart, WMCA.

SETTING A PRESIDENT: It will be long before people will be wondering whether the President of the United States is Nixon or young eccentric impressionist David Frye who first LP on the Elektra label "I The President—And Make No Mistake About That" has just been released. It's a fabulous press, radio, and consumer response. After all, David sounds much like the President that he could just about take over for him. That's pretty good considering that the President himself doesn't sound like the President. David's LP is a load of fun and looks like the novel item of the year. Shown here in sonating himself, David has a number of network TV spots coming (Cont. on page 22)

HOLLYWOOD

TV Or Not TV

In the course of doing several otherwise unrelated stories last week, one subject kept cropping up: television. Despite the spectacular failure of Music Scene, a lot of people seem to have a lot of hope for the future of contemporary music on TV. One school of thought says that we'll soon see a rash of rock (as opposed to pop) personalities as TV hosts, including Neil Diamond, Ricky Nelson, Frank Zappa and the Everly Brothers. Diamond, who hadn't done national TV until last month, now has the Glen Campbell Show, Sullivan and Music Scene under his belt, with several more guest shots in the near future, and his chances for a summer show in 1970 look very strong.

In England, where a 13-week run for a show isn't frowned upon, such rocksters as Lulu, Georgie Fame and Alan Price, not to mention the Bee Gees, have or will soon have their own shows. There, rock stars are allowed to have real personalities instead of being looked upon as musical sidemen. And that is what a lot of rock is all about: personality. But it will take time and money to give these artists a chance to develop their visual talents to a fully professional view, and that's something the TV

networks seem unwilling to provide.

The answer, as Della Reese found out, is syndication, where the pressure is much lower. Giggling on syndicated TV is similar to slaving away in a local club in Podunk (well, maybe not quite so bad), but it can and does give rock performers a chance to let themselves loose. Sort of a farm club system, you might say.



Lulu



Everly Bros.



Joe Cocker

In our own humble opinion, half the problem with rock on TV is sound. We know how annoyed we get with second rate sound in a concert hall or club, so why should we put up with it at home, even if it is free. With color TV a common thing now, and

three-dimension laser TV just around the corner, you'd think that a little improvement like better sound, or stereo sound would be reality by now. At the very least, the use of recording engineers for music on TV should be tested, unions notwithstanding.

The reason for all this rambling is that we just bought a new color set, and we'd like to have something interesting to watch... and hear. How about "The Grace Slick Music and Good Taste Show?"

IN-PERSON TYPE THINGS: Joe Cocker, Grand Funk Railroad and the Flock in concert at Anaheim Convention Center... Troubadour booking not set yet... Canned Heat at the Ash Grove starting next Monday (15)... Decca's Magic Grass at the

Whisky, Monday & Tuesday Thelma's and Thee Experience swinging with lot of talent.

Blood, Sweat & Tears play a special three day engagement at Caesars Palace, Dec. 18-20 and then, hopefully will go and finish their new album (Or is it go and start their new album?)

Simon & Garfunkel's TV special "S&G Look At America," should have been called "S&G Look At 1 Simon." A nice show, but it fell short of expectations.

The Fillmore West, the grand ballroom of them all, is usually full with people sitting instead of dancing around. We can't understand why wouldn't rather have chairs, but that's San Francisco for you.

The West Coast Record Plant lowered in the footsteps of its New York twin with a wild and woolly open party, "The Record Plant Ball."

Masao Yoshimoto, music department manager of Apollon Music Industrial Corp. of Japan, in town on business meetings with tape exchange. Capitol Records gets a special salute on "Playboy After Dark," by label president Sal Iannucci is joined by Lou Rawls, the Steve Miller Band and Cannonball Adderly.

From the Warner Bros./Republic Circular: Louise Heubner, WB's record making witch and astrologer,

(Cont. on page 22)

CHICAGO

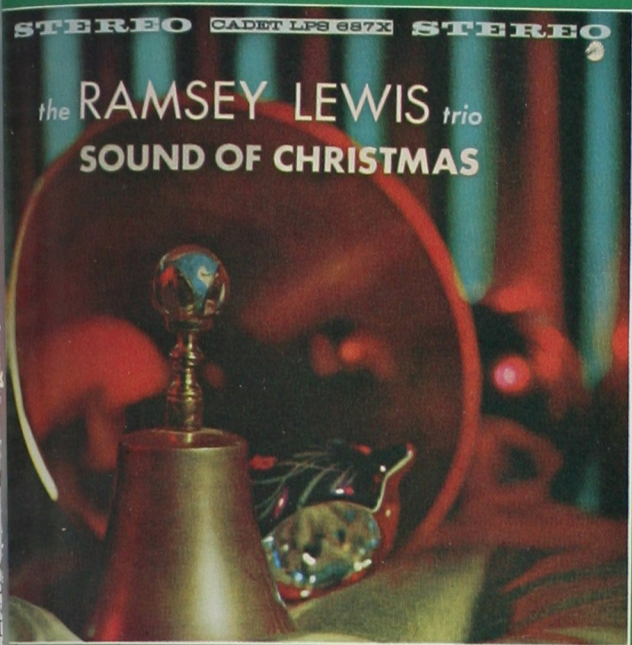
The posh Astor Tower Hotel, home of the famous Maxim's de Paris, unveiled its new Imperial Bar on December 1. Room's big attraction will be a nightly cocktail hour show, from 5:30-8:00 PM, and the first artist booked to headline is Chicago's own Eddie Higgins, composer-arranger and longtime resident pianist at London House. Higgins records for Atlantic... Ed Redmond returned to the local record biz scene as midwest regional promotion manager for Mer-

cury. Ed will be based in town and is currently working on the new Jerry Butler side "Don't Let Love Hang You Up" and "Je T'Aime" by Jane Birken and Serge Gainsbourg. Latter deck gained early exposure on Ray Smithers' WEXI-Arlington Heights show and is reportedly starting to happen as a result... The John Bishop Trio are currently appearing in the Flower Pot. Group was held over 20 weeks when they did the room last winter... MGM's Fat Water just returned from an appearance at the Music & Arts Festival in Palm Beach. George Harvey (Dick Marx Mgmt.) tells us

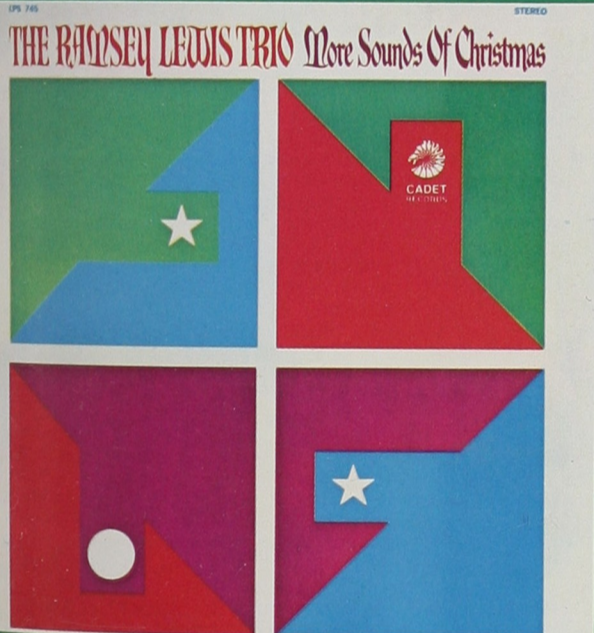
MGM plans the simultaneous release in early January of the group's single "Santa Anna Speed Queen" and their first LP, as yet untitled... Trans-America's Wayne (Big Cat) Juhlin made the rounds with The Carnival last week to intro their new World Pacific album. Singleswise, he's plugging "What A Beautiful Ceiling" by California Earthquake (World Pacific) and "Mama's Hungry Eyes" by Henry Sledd (Imperial)... The Four Saints began a 3-weeker in the Cantina Lounge of the Continental Plaza (1)... Peggy Lee opened in the College Inn of the Sherman House (1)... Among

singles happening out at United Record Dist. are The Emotions' "Stealing Love" (Volt), "What Gonna Do" by Margie Joseph (A), "Goodbye My Old Gal" by Ben King (Maxwell) and "If I Don't My Head" by John Edwards (V)... Wayne Cochran and the C Riders come in for a one-nighter The Aragon on Friday... Bu exec Ron Weisner was on hand for Vic Damone's SRO opening in Empire Room of the Palmer Hotel last Tuesday (2). Vic has a new on United Talent tagged "Don't Me Go".

IT WOULDN'T SEEM LIKE CHRISTMAS WITHOUT THEM.



THE SOUND OF CHRISTMAS RAMSEY LEWIS Cadet LPS-687
For the past 8 years, it has been one of the top 10 selling Christmas albums.



MORE SOUNDS OF CHRISTMAS RAMSEY LEWIS Cadet LPS-745
For the past 5 years, it has been one of the top 15 selling Christmas albums.



PEACE THE ROTARY CONNECTION Cadet LPS-318
For the past 3 years, young people have been waiting for a different kind of Christmas album. Now it's here.



THE MAGIC OF CHRISTMAS THE SOULFUL STRINGS Cadet LPS-814
Last year, its first year on the Christmas scene it was #21. This year it should go even higher.



HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS KENNY BURRELL Cadet LPS-799
High on the Christmas charts for the past 3 years. Last year it was #16.



These are kids—just kids

CADET RECORDS



NEW YORK

(Con't. from Page 21)

shortly, among them "Laugh-In" on December 29th, the Leslie Uggams Show on December 14th, and the Tom Jones Show on December 25th. Also slated are appearances on the Lennon Sisters TV-er and on the Kraft Music Hall. We spoke to David at a delightful Elektra gathering last week at which we were all very impressed with the impressionist. At the party were WNEW-FM deejays Zacherley and Johnny Michaels, both of whom have been playing chunks out of David's LP on their shows. Johnny plans to use some of the LP on his syndicated show as well. All across the country the one and only "I Am The President" LP has gotten overwhelming airplay and listeners' phone calls have jammed every switchboard at every station that plays the album. If you have ever seen David Frye on TV you know what a colossal talent he is. Last week on the Tonight Show, he did his superlative Henry Fonda impression for Henry Fonda. It was a wild night. And make no mistake about that!

TOYS FOR TOTS: Cash Box's own Mike Martucci is the champ every year in a drive to get toys for orphan children around New York. Donations thus far in this year's Christmas Toys For Tots campaign have been \$100.00 from Decca Records, \$5.00 from Mark Koren of MCA, \$125.00 from Computer Comp., \$125.00 from Lepper Printing Co., and \$100.00 from Ranwood Records. Thanks to all these kind people. Send your money to Toys For Tots c/o Mike Martucci at Cash Box. Get to see your name in print in Insights And Sounds without being East Coast Girl Of The Week or a member of the Doors. And please, these kids need your help and appreciate your generosity. Any amount, no matter how small it seems, can help to make the season a little brighter for these kids. We're counting on you. Please.

IN SOUNDS: Recent Lew Futterman Producer's Profile referred to a group

known as the More Profitable Union. The correct name of the band is A More Profitable Union . . . James Brown returning to the Apollo for a six-day engagement beginning December 10th . . . A&M's Procol Harum to begin a six week U.S. tour in late February . . . The Platters in an unusual booking deal in Las Vegas to play eight consecutive weeks at two different hotels. The Musicor Records group opened at The International on November 20th. They will close there on December 17th and open in the Flamingo for another four week engagement . . . By the way, Keith Reid of Procol Harum is one of the finest rock lyricists around today. His work is subtle and filled with fabulous imagery.

Lyricist Hal David planes to Hollywood next week to join his partner, composer Burt Bacharach, in producing a recording session by B. J. Thomas for the Scepter label December 14th and 15th.

John Davidson has been set to present a benefit performance at the Waldorf Astoria in New York on Dec. 12 for the Puerto Rican Children's Association. Davidson's appearance at the benefit is at the personal request of Ed Sullivan, on whose CBS-TV show he will guest on Dec. 14.

HOLLYWOOD

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do a weekly TV chat show for Metro-media, to be syndicated through 22 stations, starting in January.

Congrats Loraine Alterman, new Rolling Stone (the mag, not the group) scene-watcher in New York, and Jan Hodenfeld, who's moving to London to cover the Stone scene there.

Ginger Baker mulling over a starring role in "Zachariah," the wild western currently being scripted by the Fire-sign Theatre.

Producer's Profile



BUDDY KILLEN

Even back in the days when Buddy Killen was toddling around in short pants and di-dees he can still remember singing until he fell asleep . . . clutching a quarter, or whatever small change his household audience would give him.

Today, his tune is a little different, but the song is much the same, as Buddy Killen works long into the night, usually falling asleep from exhaustion . . . obviously, without any tangible quarter in his mitts . . . yet firmly holding the knowledge of an extremely creative mind, which has undoubtedly placed him in today's Valley of the Dollars via the many great hits he has produced.

Coming up through the ranks of sideman on The Grand Ole Opry, Killen has slow-walked his success over days of discontentment, years of yearning, and anguished waiting. "There were times," Killen says, "When I was only making \$35 a week, and I spent -18 of it buying coffee, trying to get to know the right people in the business." He continues, "It was hard to break the industry ice. Nobody really wanted to accept me as a producer. They all thought of me as a bass picker from Alabama!"

Determination did it. And that one redeeming feature . . . the never-give-up attitude . . . is perhaps, the spark which lit the fire to each and every hit Buddy Killen has ever built. He'll tell you to your face, "I always feel that I don't have much talent, so I try to make up for it by hard work." He believes that. And the fact that he does probably, has a lot to do with what he's accomplished today. Nothing has gone to his head. In fact, you might compare the example of Killen to the philosophy that success is like poison . . . it won't kill you, unless you swallow it yourself!

As it turns out, the very first song which Buddy Killen ever produced, a number he also wrote, resulted in a kingsize hit that the entire music industry remembers as "Forever" by the Little Dippers. Since then, it has been recorded by innumerable artists and has reached nationwide hit status three times! Buddy doesn't seem to know exactly how he learned the art of pro-

ducing. "By osmosis, I guess," he says jokingly.

With almost computer-like capability for churning out hit records, Buddy Killen can today turn to any of the acts on his roster, which includes about 20 artists and say, "Here's a song for your next session, and here's how to get there from here!" Most of them give him little trouble, because Killen has a history of hits to his credit, and that speaks for itself.

Possibly, an over abundant quantity of human understanding is the most important quality Killen has when it comes to decisions that face him daily as an Ace indie producer, or as executive vice president of Tree International. And to date, he has certainly exercised it effectively by coming up with the right answer for such artists as Roger Miller, Joe Tex, Bill Anderson, Dottie West, Diana Trask, Jack Barlow, Jack Reno, Bob Marchan, Jimmy Holiday, Bonnie Guitar, Doug Kershaw . . . and so many others . . . all prime examples of what can be done by the professional paws of Buddy Killen!

Records which have helped helped skyrocket his success as a producer include Joe Tex's smash hits "Skinny Legs And All", "Hold What You Got" as well as 25 other hits right on down to the latest single of "I Can't See You No More". In the country category there's probably never a week goes by without full representation of Killen's product on the national chart. Some of his more recent c/w hits have been "Repeat After Me", "I Want One" and "We All Go Crazy" by Jack Reno; "Birmingham Blues" and "Pauline" by Jack Barlow; "I Fall To Pieces" by Diana Trask; as well as "That See-Me-Late Look" by Bonnie Guitar, and a host of others. The list, in itself, spells diversification. Running the gamut from country to pop to rhythm & blues, one might find Killen in Memphis one day doing a Joe Tex album . . . see him flying to Florida the next day to do a session of a new Rock group . . . only to watch him wing his way back to Nashville to cut something country. "It's awfully easy to get in a rut," Buddy says, "And I don't ever want that to happen to me. I want to do as many different things as I humanly possible." That's one reason why Buddy make a recording earlier this year, in duet form, with Bonnie Guitar. The song, also produced by Buddy Killen and titled "A Truer Love You'll Never Find", was recorded at Paramount, and Killen comments "When they asked me to record the song with Bonnie, I accepted with enthusiasm. It was a welcome change of pace for me. We had a lot of fun doing it, and I don't think any person should ever limit himself to just one area, if he's capable of more."

Buddy's own satisfaction concerning his career as a producer is clear when he says, "Producing a hit, to me, is the most exciting part of the music industry because there's such a challenge involved in taking an unknown quantity and molding it into something the whole world wants."

Cooper Exits A&M

HOLLYWOOD — Paul Cooper, director of public relations for various divisions of the Herb Alpert-Jerry Moss operation, has resigned from the company. He will leave the company Dec. 31, at which time he'll announce his future plans. Before his A&M association, he spent five years with McFadden, Straus, Eddy, Irwin Public Relations, one year of which involved representation of A&M Records, including the Herb Alpert & the Tijuana Brass Co.

Syndicate To Relocate

NEW YORK — The Broadcasting/Recording Syndicate will officially relocate its headquarters to Beverly Hills, California on or before January 1st. The Syndicate owns a number of companies including Ocelot Productions, Commercial Continuity Service, Program Director Services, and the Royal Artists International Record Company.

RCA Plans Xmas Drive For Feliciano Concert LP

NEW YORK — Jose Feliciano's new double record LP recorded at his sensational London Palladium concert in October will be the part of an extensive pre-Christmas advertising, promotion and publicity campaign by RCA.

Launched with a three fold, full color trade insert reproducing the two covers of the album, the campaign also includes plans for one minute radio spots on Top 40, r&b, and middle of the road radio stations, to begin December 8th for two weeks.

Sales promotion materials will include a two-color window streamer, a four-color window display, 50-second radio spots with 10-second dealer tags, 360-line ad mats and minnies.

In addition, the Feliciano album will have a prominent position in RCA's full-page product ad scheduled to run in major newspapers in 104 top markets in December.



RIAA Gold Record Awards For Oct. & Nov.

A Monthly Survey Of RIAA-Gold Record Awards

Singles: Sales Of 1 Million Or More Albums: \$1 Million At Factory Prices

Albums:

- ABBEY ROAD Beatles — Apple
- LIVE IN LAS VEGAS Tom Jones — Parrot
- BEST OF THE BEE GEES Atco
- BEST OF THE CREAM Atco
- LED ZEPPELIN II Atlantic
- GREEN GRASS OF HOME Tom Jones — Parrot
- LET IT BLEED Rolling Stones — London
- THE BAND Capitol

Singles:

- SOMETHING Beatles — Apple
- LAUGHIN The Guess Who — RCA
- SUSPICIOUS MINDS Elvis Presley — RCA
- RUDOLPH THE RED NOSED REINDEER Gene Autry — Columbia

Prophet Statement



He has dissected life and laid it open for all to see. Cash Box says, "His songs are emotional, filled with personal visions of pain and joy, and they are masterpieces of musical poetry." David Ackles. His latest album *Subway To The Country* on



PRODUCED BY RUSS MILLER
DAVID ACKLES/SUBWAY TO THE COUNTRY EKS-74060
ALSO ON ALL TAPE CONFIGURATIONS BY AMPEX