

SPECIAL SECTION



PULL OUT



If you think we're happy now, just see us when we hit

F 30100

The Fillmore Corporation is happy. Bill Graham is happy. Producer Dave Rubinson is happy. And so is Columbia Records because we're distributing the new Fillmore label.

But the smiles have only begun. Soon the Elvin Bishop Group and Aum albums will be followed by Lamb's first release. And there'll be many more after that.

So just keep track of our numbers. We're pretty happy with F 30001 and 2. And we think you will be, too. But we also think the more albums we release the happier everyone's going to get.

ON FILLMORE RECORDS

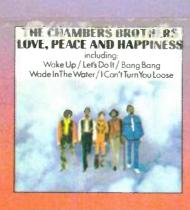


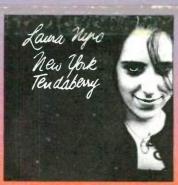
Distributed by Columbia Records

THIS CHRISTMAS TAKE A LOOK AROUND AND JOIN US IN A GREETING: PEACE AND JOY. GOODWILL TOWARDS MEN.

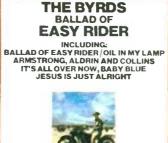






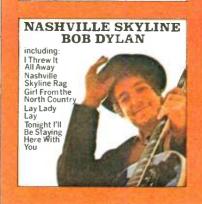


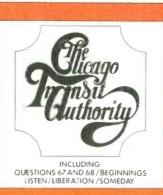


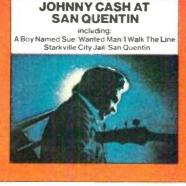


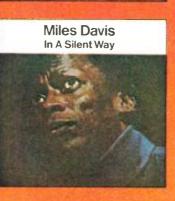




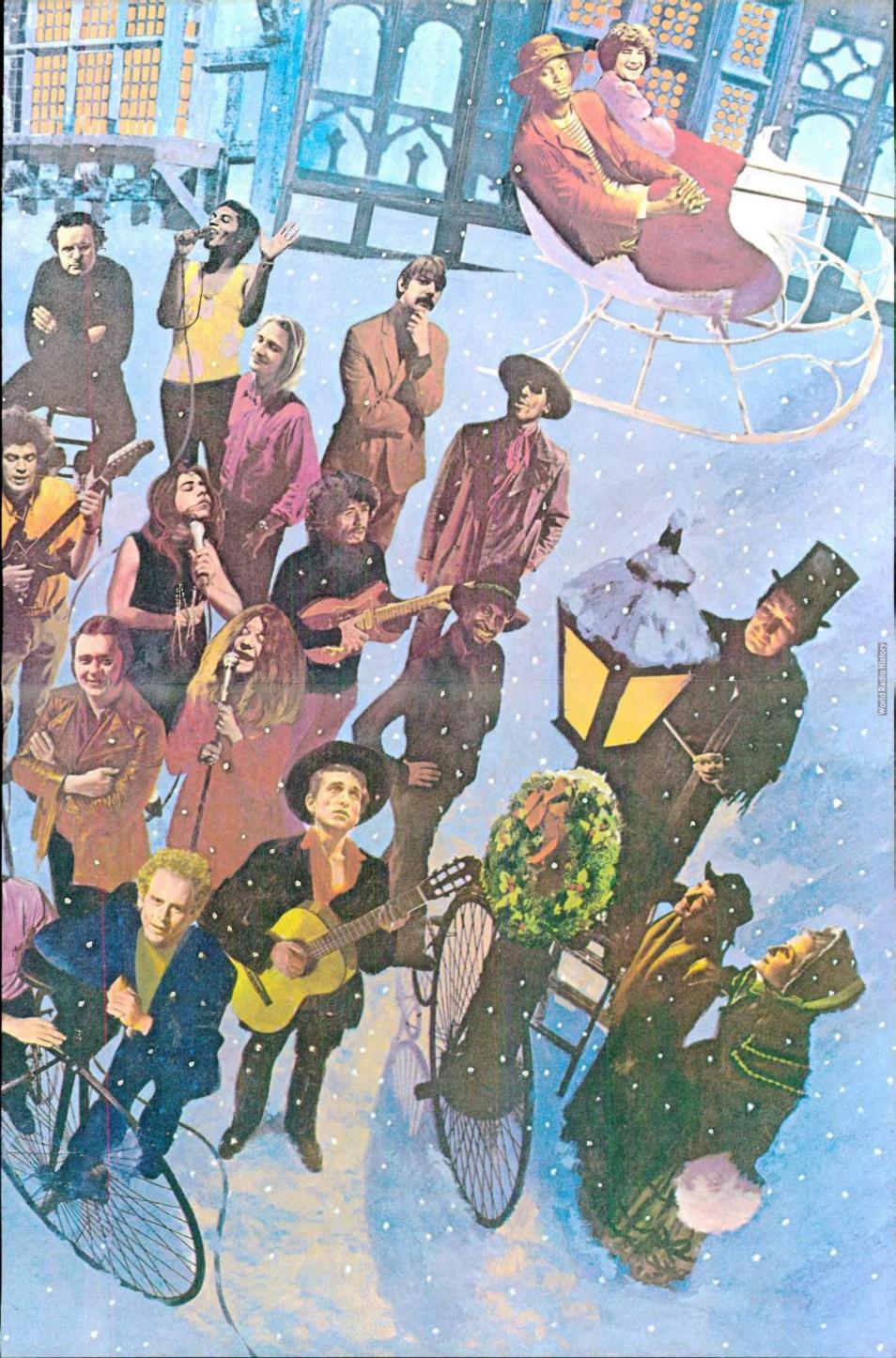


















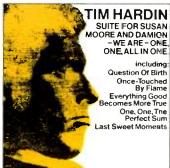




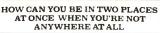


INCLUDING:
BIRD ON THE WIRE
A BUNCH OF LONESOME HEROS
YOU KNOW WHO I AM 'LADY MIDNIGHT
SEEMS SO LONG AGO, NANCY





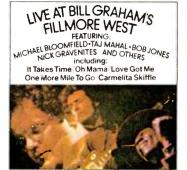


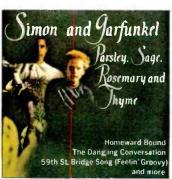












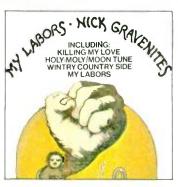


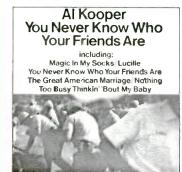






HEAVY HITS!

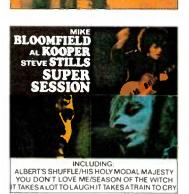


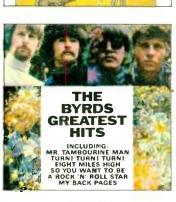


INCLUDING: STOMP/C'MON EVERYBODY/ROCKET NUMBER 9 MAMA GET DOWN YOUR ROCK AND ROLL SHOES I DIDN'T KNOW MYSELF

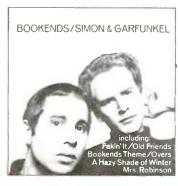
विक्रिका शिक्रिका





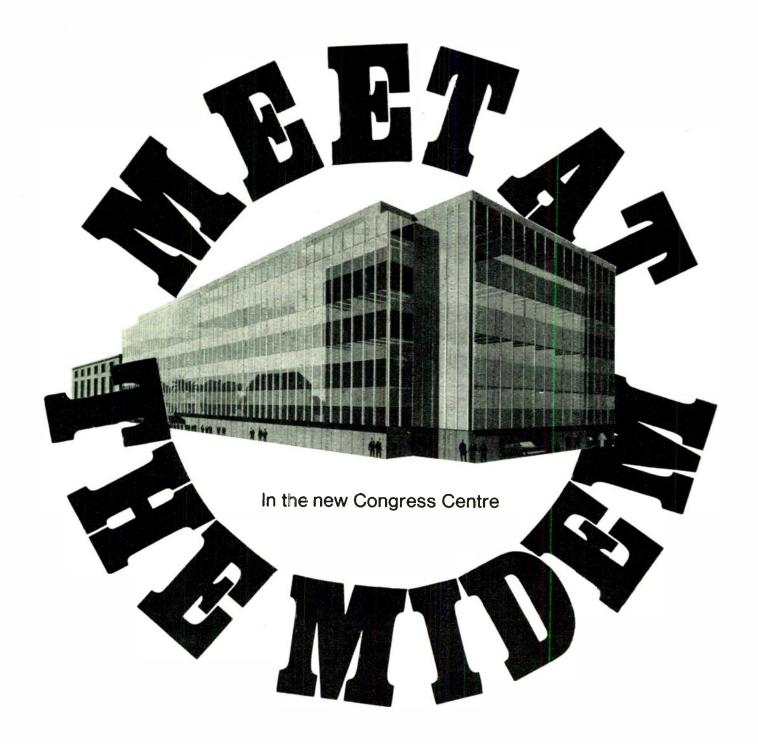








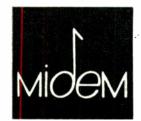
ON COLUMBIA RECORDS



For 1970, save running around the world do all your business in a few days in sunny cannes

MIDEM CLASSIQUE JANUARY 11-15, 1970 INTERNATIONAL SYMPOSIUM JANUARY 16-17, 1970 MIDEM POP MUSIC JANUARY 18-23, 1970 **CANNES FRANCE**

MARCHE INTERNATIONAL DU DISQUE ET DE L'EDITION MUSICALE INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET



COMMISSARIAT GENERAL TOUR ARAGO-DEFENSE: 5, rue Bellini, 92-PUTEAUX (France)

Téléphone : 772.10.15 - Cable MIP-TV-MIDEM 92-PUTEAUX

AGENTS GENERAUX DU MIDEM: U.S.A. REN GREVATT, 200 West 57th Street, Suite 910 NEW YORK

N. Y. 10019. Téléphone: 582.02.52

GRANDE-BRETAGNE: Agent : MITCH MURRAY - "The Mill Hilton" 13 Sunnyfield The Mill Hill LONDON N.W. 7 - Téléphone 959,14,11 Promotion: ROGER WATKINS Filmhouse 142 Wardour Street LONDON W.I. - Téléphone: 734.25.11

ITALIE: Dr GRAZIANO MOTTA Via Lario 8 - 20159 - MILANO - Téléphone: 68.86.195

The Fabulous Fruitgum Co. Mystery

Rumor has it that a fatal tragedy struck the 1910 Fruitgum Co. Six or eight frantic Fruitgum fans have uncovered clues which point to the possibility that the Fruitgum Co. was involved in a brutal mob fight which ended in their death.

"What are these clues?" you ask. Just take note of their album covers.





Why on the INDIAN GIVER album is there a tomahawk and rifle on the front and a dead body on the back?



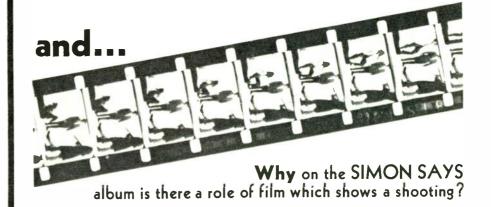
Why on the GOODY GOODY GUM DROPS album is there a coffin-like gum package?

Why on the CHECKMATE album do the chessmen look like tombstones?



Why on the HARD RIDE album is the group prepared to ride off en masse (with such determination on their faces)?





These clues, coupled with the obvious facts that gum spelled backwards is mug and fruit consists of five letters—the exact amount in death!—cause more and more questions to be asked about the fate of the Fruitgum Co. Perhaps these questions will never be answered, but wherever they are, wherever they were, if they ever were, they've got their 8th smash hit regardless.

"When We Get Married"



from their album
THE JUICIEST
FRUITGUM BDS 5057

Available exclusively on ITCC stereo tape cartridges & cassettes.



Explosion Fallout

Once again it is time to specially praise the independent record producers plus the industry's new record companies, those two forces for the fresh and the fervent that keep the record world going around.

The past year has seen numerous changes in popular music, all. most would agree, in the name of progress. And, most would agree further, the independent producer and the new record company have been responsible for many of the most exciting innovations. The unfettered, boundless creativity and resourcefulness of the independent producer . . . the adventurous, dedicated energy and ambition of the new label—these are but some of the qualities of these two factions that have helped the popular music idiom grow to be one of the major influences in the world today.

This third annual Record World examination of the independent producers explosion finds their contingent operating as effectively as ever, maybe even more so. But the independent producer is no longer a novelty in the music business: great things have come to be expected of him. He has become an accepted part of the record "establishment," even if his inspirations frequently veer from the accepted, avoid the norm. It is these sojourns into the unexplored, in fact, that have helped to give pop music an increasingly firm grip of the fair name of art form.

The new record company, of course, has been a familiar part of the industry's growth pattern from the beginning. But it does seem as if the past 12 months or so have yielded more new diskeries than usual. An indication of their multiplication (among other things) over the years is the fact that many new record companies, running out of names for themselves, are now coming up with some of the far-out appellations usually reserved for rock groups.

The new waxeries also are coming up—like the independent producer—with some of the new ideas and artists that are making the record business today one of the most stimulating places to be. And its product perhaps the most interesting and vital music the world has ever known.

"Praise" the independent record producers and new record companies? A three-gun salute would be more appropriate. And, no doubt, some enterprising independent producer would probably find a way to incorporate the sound into a hit record for some enterprising new label.

Poppy Records: What's Going Up

NEW YORK-Kevin Eggers, President of Poppy Records, the new label distributed by RCA, conducts his business at a square table. It's probably the only square thing about his company.

(Strictly speaking, Poppy is not brand-brand-new, because it is two and a half years old, but Eggers exudes the feeling that, because he is extremely particular and cautious, he's just really getting under way.)

"Of course," he explained to Record World recently, "the record business is a dollar business. But it's also one of the last viable places for people to express themselves freely without censorship. Well, almost without censorship. As long as people are making dollars, they're going to let you slip the message in."

Eggers has only five artists under exclusive contract—Dick Gregory (whom he describes as "bigger than records"), the Mandrake Memorial, Townes Van Zandt, Shirl Milete and Barry Miles. He has also just recorded Lightnin' Hopkins and plans another album with the renowned blues singer and he's releasing almost immediately an album of cuts from Chris Strachwitz' Arhoolie label called "Blues Roots."

'All Artists Friends'

"I like to think of my label as a place to record what's going down in America. All of the artists on my label are friends. We're like one family. I dig my artists and we're all close enough so that they feel free to come over to my living room and rap. I dig the music they put out. I base my company on mutual trust. It's hard to find artists with a potential for growth and that's what I'm looking for. Not just one hit. My artists know that if the first album doesn't make it or the second album, I'll remain hehind them

"I can't say how long I work on an album. It's really as long as it takes for me and the artist to be happy with the album, to feel that the album is representative of the artist."

Have Milton Glaser Look

To promote his label Eggers has done a number of interesting things. One of them is to keep friend and illustrator Milton Glaser, who is part owner of New York's Push Pin studio,



POPPY ARTISTS: Townes Zandt, Mandrake Memorial, Dick Gregory.

on retainer as label artist, "We really have the Milton Glaser look," Eggers said. "He does all our art work. One of his posters for us was awarded the Gold Medal by the Society of Illustrators last year."

Another thing Eggers has done is put together a Thanksgiving show for Carnegie Hall, which will feature Gregory, the Mandrake Memorial and Van Zandt. All seats for the show are priced at \$2.50 and are being sold on a first-come-firstserved basis. "It's just our way of saying thanks," Eggers said.

Next Albums Soon

The next albums from Poppy will be released after the first of the year and include albums by Barry Miles ("I think that the time for jazz-rock is now"), Mandrake Memorial and Dick Gregory ("It'll be completely a comedy album).

(Eggers is proud of the reception "Dick Gregory: the Dark Side: the Light Side" received and says that he is still getting mail about it.)

"My label is really an extension of the kind of life I lead. who my friends are, what's going down with us," Eggers concluded.

AVR Label Formed

NORTH BERGEN, N.J.—AVR Records has been formed here. Principals involved are Robert Strauss, President, Nick Quesado, Vice President, and Julie Cadaves, Secretary-Treasurer.

Product by a number of artists is being prepared for release currently.

Specialization Scores For Col, Epic

At a time when personalized service seems as outdated and impossible as the horse and buggy-it is encouraging-and perhaps even paradoxical—that Columbia Records and subsidiary Epic Records have developed a dynamically personalized approach to the marketing, merchandising, promotion and distribution of new product via their independent or custom lahels

Columbia distributes and Epic merchandises and promotes the successful Fillmore (run by Bill Graham and Dave Rubinson), Barnaby (run by Andy Williams and Alan Bernard), Ode (operated by Lou Adler) and the British Immediate labels.

Headed by Mort Hoffman, VP. Epic and Custom Labels Sales and Distribution, Epic's New York staff includes Gene Settler, Director, Sales, Epic and Custom Labels, Rick Blackburn, Director, Merchandising and Custom Labels Promotion and Marshall Blonstein, Manager, National Field Promotion, Epic and Custom Sales and Distri-

"It's a tremendous advantage for a small label to get the custom attention for both artist and product that our highly skilled staff can give," Hoffman commented.

"By utilizing the services of an established group of individuals who are well versed in all aspects of marketing, merchandising and promotion, the small label is guaranteed specialized attention, custom service, and complete artistic freedom.

Epic's Regional Promotion Managers include Hank Zarembski (West Coast), Mike Kagan (Midwest), Don Burt (South) and Don Wright (East). Epic's Regional Managers are Richard Attinson (East), Skip Byrd (South), Chuck Graham (West), and, effective as of January, 1970, Al Gurewitz (Midwest).

Fillmore Party Gala

The recently formed Fillmore label was launched on the New York scene with a gala press party held at Nathan's hotdog emporium earlier this autumn. "It was probably the most successful press party of the year." Hoffman opined, "with numerous representatives from both underground and 'aboveground' newspapers.' Within weeks of their release, the Fillmore albums of "Aum" and "The Elvin Bishop Group" have generated much excitement.



Mort Hoffman

Custom product has account for some of the hottest, most influential releases of the past vear.

Among recent Ode albums which have been generating excitement from coast to coast have been the rousing "Dylan's Gospel," by the Brothers and Sisters of Los Angeles and Spirit's third album, "Clear." Chart excitement is currently being generated by the Brothers and Sisters' single, "The Mighty Quinn"/"Chimes of Freedom" and Spirit's single, "Dark-Eyed Woman." Currently on release as a single is Peggy Lipton's interpretation of the Laura Nyro song, "Lu." The star of "Mod Squad" also has an album on the Ode label called "Peggy Lipton." On the Ode label, too, are Africa, whose album is entitled "Music From 'Lil Brown'," and a group known as City, whose LP is called "Now That Everything's Been Said."

The Barnaby label has recently brought out a rock-orientated album by the group called Loadstone. The LP, which is called "Loadstone," features the compositions "See the Light," "Keep on Burning" and "Time." The group has been getting nationwide attention via several appearances on the Andy Williams network television show and has appeared on the "Flip Wilson Special" with Andy Williams.

Another Barnaby discovery is vocalist Mary McCaslin, whose debut Barnaby album, entitled simply, "Mary McCaslin," was released earlier this year. Other highlights on the Barnaby roster are the Osmond Brothers, Larry Murray and songwriter-performers Belland

(Continued on page 6)

The Past, Present and part of the Future of HEATHER PRODUCTIONS!!



FAMILY AFFAIR, YAZOO FREUD, GOLDEN NECTAR GOOD TIME BAND, THE CHAINS, SUNNY GALE, THE ROCKING HORSE PEOPLE

HEATHER PRODUCTIONS, INC.

110 West 57th Street, New York, New York

Sincerely.

Paul Jehan

Capitol Records, Committed To New Labels

NEW YORK - Capitol Records, long a company unto itself, is now also an independent distributor of various and diverse product. Best known of Capitol's independents is the Beatles' Apple Records and its subsidiary, Zapple. These two labels, which are owned and directed by the Beatles, are produced and cut in the Apple organization, Capitol being the sole distributor.

Fame Records, owned and run by Rick Hall, is another of the Capitol independents. Hall, a man who has made more hits than Duke Snider, is looking forward to next year when he hopes to put more Wilson Picketts and Aretha Franklins on the Fame label.

Invictus Records, another R&B-oriented label, is headed by perhaps the masters of the "soul" sound. Holland, Dozier and Holland, after years of stupendous success with the Supremes, Temptations and many others, have branched out on their own. Their genius can be readily seen in that their first release, "Crumbs Off the Table," by the Glass House, has not only hit on the R&B charts, but has crossed over to become a hit on the pop charts as well.

From EMI in England has come a new label. Harvest Records. Harvest will be directed to the youth underground market in the U.S. distributed by Capitol. Releasing all bags of avantgarde product, this new venture is one that Capitol regards with great expectations.

Other Labels, Too

In addition to these, there are other labels which Capitol is involved with. Elliot Chiprut's KEF Records is one. Chiprut has had much success with producing a selling bubblegum sound. KEF does this and all contemporary music.

Also under Capitol's banner is Bill Lowery's 1-2-3 label, and Fred De Sipio's Colossal Records. Finally comes Crazy Horse, Capitol's own record label.

Established 5 Years Ago

Tower Records, established five years ago in Hollywood, had been operating semi-independently as a Capitol Records division.

Now, Tower label product is produced by Capitol's A&R department, and all Tower promotion, merchandising and sales activities are handled by Capitol Records Distributing Corp. Previously, Tower's product was distributed in the United States by 27 independent distributors.

Because of such independent deals that Capitol has with certain labels such as Apple and Invictus, the company has developed from dealing strictly with its own product, and is now fully committed to the distribution of solid new labels.

Columbia/Epic

(Continued from page 4) and Somerville.

Immediate releases include a new album by the British group, the Nice. The album, "Nice," features "Hang on to a Dream," "For Example" and "She Belongs to Me." The group is currently engaged in successful cross-country tour. In the past, Immediate has released three blues LPs "The Beginning of British Blues" and "An Anthology of British Blues, Vols. I and II," which feature such blues greats as John Mayall, Jo-Ann Kelly and Eric Clapton.

Dubbings - An Eye To The Future, Hold on Present

NEW YORK-Dubbings Electronics, Inc., under the leadership of President Paul Smith, has been a continual pioneer in the development of the cassette and the adaptation of it to new and ever-increasing uses of that medium.

Dubbings is an affiliate of North American Philips Company which introduced the cassette in 1965. Since then it has

pioneered in the cassette's development and in its mass marketing. Presently, the cassette is being marketed for both eduand entertainment cational

Berkshire Cassette is a subsidiary which specializes in music recording. Present plans include a business training program and several plans for use

(Continued on page 9)



Available on Tapes.

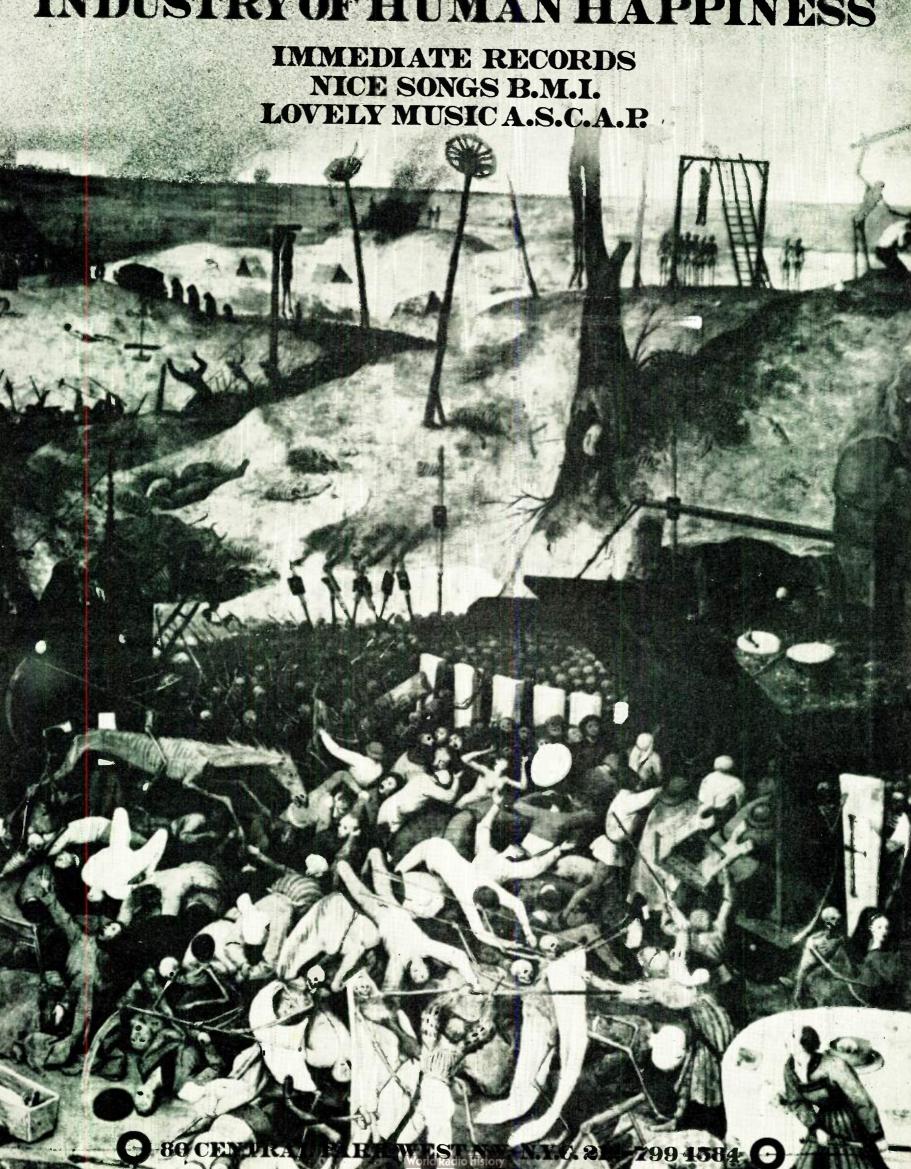
SECTION II



RECORD WORLD

6





Kasenetz - Katz Associates, Inc.

ACTION SPEAKS LOUDER THAN WORDS!



week of Nov. 29, 1969 100 Top Pops



Buddah 147



Buddah 146



Bell 846

From Earth To Moon

Unearthing Earth Records in a manner uniquely their own, the trio of Harold Berkman, Artie Resnick and Joey Levine have plunged into the greatest adventure of their already adventurous lives.

Hitting the charts less than four weeks after the release of their first product with the top 20 "Make Believe" by Wind on the Earth-distributed Life Records label, the LRB trio frankly admits they are out to build a Talent dynasty and a disk empire.

Few labels have taken care of so much business before issuing product as has Earth. Berkman's Harbour Records label was acquired by T.E.C. (a wholly owned subsidiary of Transcontinental Investment Corp.) whereupon the Earth label was announced. Earth then purchased two music publishing firms and a production firm (Marzano and Calvert's Reservation), set independent production agreements (Resnick and Levine producing Chris "Call Me" Montez for the Oracle label), secured their distributors, became distributors for two other labels (Bo Gentry's Life diskery) and set a three-



Artie Resnick, Joey Levine and Harold Berkman.

year agreement giving GRT the rights to manufacture, distribute and self Earth product in all tape configurations in the United States, Canada and Puerto Rico.

It was only after all these steps had been taken that first product was issued. Why so casual about product? Says Berkman:

Individual Track Records

"We're not sweating hits. We've been able to make the deals we have because of our individual track records. Artie and Joey are two of the most talented men alive. We wanted to build a solid base of opera-

(Continued on page 34)

Resnick, Levine: History of Hits

Artie Resnick and Joey Levine have written and produced 10,000,000 copies worth of hit records in the last two years.

Frontrunners in the "bubble-gum" phenomenon, the team has accounted for such monsters as "Yummy, Yummy, Yummy, Yummy," "Down At Lulu's" and "Sweeter Than Sugar," "Chewy Chewy" and "Mercy" for the Ohio Express, "Quick Joey Small (Run, Joey, Run)" and "Down In Tennessee" for the Kasenetz-Katz Singing Orchestral Circus, "Yes Sir" for the Music Explosion, "You Got the Love" for Professor Morrison's Lollipop, the Third Rail's "Run, Run, Run" and Crazy Elephant's "Gimme Gimme Good Lovin'," among others.

The team's recent move into the executive area with Earth Records (see separate story) hasn't curtailed their producing activities. Levine and Resnick are currently at the dials for Chris Montez, the Kingsman and Joey Levine himself, as well as overseeing all product and assigning producers for such artist-building projects as Lois Walden and Bobby Bloom.

Dubbings

(Continued from page 6)

in schools.

The uses of cassettes are limitless and Dubbings is constantly looking for new ways to market their product. Smith has said that the Custom Service Division, his name for the aforementioned products, could include use in associations such as medical societies, social clubs, conventions, as a newsletter and in countless other ways.

Applications Numerous

The applications of cassette are as numerous and as diversified as those of tape itself. Language instruction, group instruction, individualized learning, sales meetings, presentations, management reports, job preparation, specialized skills instruction and remedial reading are just some of the more obvious ones.

And so consistent with the new uses that are devised for the cassette, so does Dubbings prosper and grow. It's a hard-to-beat business venture with an eye to the future and a hold on the present.



Congratulations & Thanks Once Again!!



Indie Producers Major Atlantic Success Factor

The Atlantic triumvirate of labels, Atlantic-Atco-Cotillion, is noted for having made many of the hottest production deals in the recording business.

The company's production deals with top outside producers, some with their own labels and some who produce specific artists for Atlantic, production deals with the best of the British producers and deals with top artists who handle their own production work, are some of the important reasons Atlantic's tremendous for growth during the past few

In two of the most important production/distribution deals of the year, Atlantic has acquired Sly Stone and Dave Kapralik's owned Stone Flower label and the Bill Graham-David Rubinson owned San Francisco label. Sly Stone, who produces all his own Sly & the Family Stone recordings, will find new talent and produce all the sessions for Stone Flower. Dave Rubinson is producer of the first LP for San Francisco by the West Coast group Cold Blood.

Other Outside Producers

Other outside producers in the Atlantic family who own their own labels are: Buddy Killen, who produces Joe Tex and others for his Dial label; Ollie McLaughlin, whose Carla and Karen labels spotlight Barbara Lewis, Deon Jackson, the Capitols and others; Eugene Davis' Flaming Arrow label which features Gloria Walker; Brad Shapiro and Steve Alaimo who produce Betty Wright and Clarence Reid on their Alston label. Willie Henderson produces Tyrone Davis, Major Lance and Otis Leavill for Dakar, the hot Chicago label distributed by Cotillion.

Independent producers who produce for Atlantic, Atco and Cotillion include Jon Landau, who has produced the MC-5's forthcoming LP; Rick Hall, who produces Clarence Carter for Atlantic; Quin Ivy, who produces Z. Z. Hill and, with Marlin Green, Percy Sledge for Atlantic; Gamble & Huff, who produced Archie Bell & the Drells and Dusty Springfield's upcoming album; Jimmy Bowen produced Leslie Uggams' recent album for Atlantic; Leiber & Stoller produced the Brook Benton album on Cotillion; the Fireballs' Atco recordings and Beast's records on Cotillion are produced by Norman Petty; George Avakian has produced Charles Lloyd and Keith Jar-

rett for Atlantic: Ted Cooper produces Walter Jackson on Cotillion: Bob Crewe produced the Lotti Golden album on At-

English Deals: Hit Product

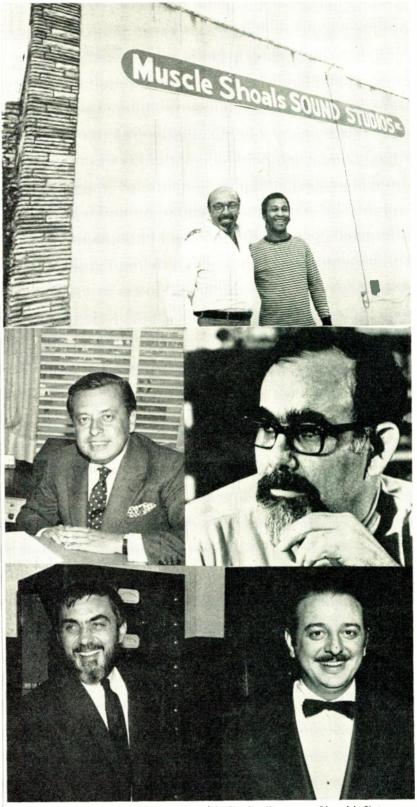
Atlantic's distribution deals for the top English artists have resulted in a string of hit albums and singles in this country. All of Atlantic's hot British acts, Led Zeppelin, Blind Faith, Fat Mattress, the Bee Gees, King Crimson, Julie Driscoll & Brian Auger and others are produced in England. Robert Stigwood produces the Bee Gees' recordings (the Bee Gees co-produce with Stigwood); Georgio Gomelsky produces the Julie Driscoll and Brian Auger records; Jimmy Miller supervised the Blind Faith LP; Peter Townshend of the Who produced Thunderclap Newman's single "Something in the Air"; and Felix Pappalardi and Jack Bruce produced the chart LP "Songs For A Tailor."

Many Artists Produce Themselves

Many of the labels' artists themselves and/or produce others. Herbie Mann produces Roy Ayers, Steve Marcus and Sonny Sharrock; Led Zeppelin is produced by group's lead guitarist Jimmy Page; Crosby, Stills, Nash & Young produce themselves; and also producing themselves are British groups King Cromson and Fat Mattress.

Execs Involved In Production, Too

Atlantic is one of the rare labels where the chief executives are also directly involved in producing. President Ahmet Ertegun supervises many Atlantic-Atco recordings, including the current best-seller by R. B. Greaves, "Take a Letter Maria," which he produced in Muscle Shoals. Executive Vice-President Jerry Wexler has produced hits with his "girls": Aretha Franklin, Dusty Springfield. Cher and Lulu. Wexler has collaborated with execs Tom Dowd and Arif Mardin on many of Aretha's records. Vice-President Nesuhi Ertegun supervises many Atlantic LPs and a great many of the firm's jazz recordings. He has produced all of Carmen McRae's recordings for Atlantic, plus recordings by Shelly Manne, Eddie Harris and many more.



Atlantic execs: Ahmet Ertegun, with R. B. Greaves; Nesuhi Ertegun, Jerry Wexler, Tom Dowd and Arif Mardin.

Other executives at Atlantic who produce for the firm include Tom Dowd, who in addition to his work with Wexler, produces Wilson Pickett and the Sweet Inspirations; Arif Mardin, who produced his own album "Glass Onion" this year; Joel Dorn, who has produced Eddie Harris, Les McCann, Yusef Lateef and Roberta Flack. Jerry Greenberg has produced Soul Brothers Six sides; Adrian Barber and Bruce Tergeson produce the New York

Rock & Roll Ensemble, and King Curtis produces Donnie Hathaway, while the Rascals produce themselves

Certainly the caliber and number of producers available to Atlantic, Atco and Cotillion Records can be matched by few other companies. This abundance of producing talent has been a catalyst in making Atlantic one of the most important and respected recording companies in the world.

ASCAP can supply you with over 3 million songs.

Those not given to excesses and impatience, will find, however, that a discerning selection suited to their program policy, from among the works of ASCAP's 14,000 members, provides the most judicious solution. (Since you can't play a judicious solution, it will also, of course, provide the music you selected.)

And what a repertoire to select from! From Bach to Country. Or even a combination of both, such as, "Bach Home Again In Indiana". From Western to Jazz. From Pop to Musical Theatre. From Symphonies to Solos. From "Peter and the Wolf" to "Peter and the Paul and Mary. From ASCAP to you. From this moment on — you and I babe.....

(How you play them all in one program is another matter.)



American Society of Composers, Authors and Publishers, 575 Madison Avenue, New York, N.Y. 10022

New Label with 45 Years' Experience

By DAVE FINKLE

NEW YORK—"We're not a new company," Luigi (Creatore) of Hugo and Luigi (Peretti) said last week in discussing his newly-formed Avco Embassy label. He indicated his long-time partner, Hugo, and Bud Katzel, the label's National Sales Director, and said, "Between the three of us we have 45 years of experience in the record business. That means we're not new."

"There's no catalog anymore," Luigi said, "So when we bring out a new artist we're on equal footing with any established company. And we have the experience to bring home a new act as much as any company."

"Our policy," Hugo said, "will be to find new artists and treat them as if they were the biggest stars in the business. First, of course, you have to get the product, because you can mount the biggest campaign behind bad product and it'll still die.

But if you really promote good product, it'll pay off."

Right now Avco Embassy is getting behind Eric Mercury, whose album, "Electric Black Man," has just been released. Company has thrown a party for the Canadian star in New York and will do the same when he hits the Coast. In addition, part of the sales aids for distributors is a recorded seven-



Hugo, Bud Katzel, Luigi

minute interview between Mercury and Richard Robinson.

Mercury Dates

Mercury's dates in the next months include the Boston Tea Party, Whiskery a Go Go and the Kinetic Playground, to name a few

Hugo and Luigi have been spending the last few weeks shuttling between New York and Los Angeles to record label pactee Della Reese, whose album, "Black is Beautiful," will be part of the company's first large album release due in January.

"We think of Della as a new artist," Hugo said, "because her television show is bringing her to the attention of new audiences. And we will be recording her for the under-25 audience. That's the crowd buying the records these days. Anybody who doesn't see that is being unrealistic. Della's whole temperament appeals to the under

(Continued on page 14)

The big haul

No tape configuration escapes Dubbings' net. We're the leader in sound duplication for the entertainment industry. We produce cassettes, 8 track cartridges and open reel to the tune of almost 3 billion feet of tape per year! It's done with the most modern automated duplicating, editing and packaging equipment available. As a North American Philips Company, Dubbings provides both the quality and dependability in cassette manufacture the industry has come to know. You'll get high quality and on-time delivery whether you are a large producer or small. You'll "net" better profits with the leader, too. Whether your duplicating needs are immediate or in the future, why not contact Dubbings now?

Sound thinking leads to Dubbings





DUBBINGS ELECTRONICS, INC. • 1305 SD. STRONG AVE., COPIAGUE, NEW YORK 11726 • 516 893-1000

A NORTH AMERICAN PHILIPS COMPANY

A Smash Follow-Up To "In A Moment" From

THE INTRIGUES





Assorted Music (BMI)
Time: 2:10



N-1002-A

I'M GONNA LOVE YOU

(Turner-Akines-Drayton)

THE INTRIGUES

Prod. & Arr. by MARTIN & BELL

Distributed by GOLDEN RECORDS

250 West 57 Street; New York, N.Y.; (212) 765-3350

Personal Management: Schwaid-Merenstein, 57 West 56 St, N.Y.C.

Indie Producers from A to Z at A&M

A&M Records, while having an experienced and creative resident A&R staff in its employ, has made increasingly good use of several independent record producers in the last couple of years, including some of the biggest names on either side of the Atlantic.

Since 1967, A&M's most productive independent production tie-in has been with jazz producer Creed Taylor's Creed Taylor, Inc. Taylor, who is credited with some of the most important discoveries and ideas in recent jazz (bossa nova, for example), has produced hit albums for A&M with such artists as the late Wes Montgomery, Herbie Mann, Paul Desmond, George Benson and Quincy Jones, not to mention the popular Brazilian guitarist Antonio Carlos Jobim.

Taylor's philosophy in producing is based in the belief that combining jazz with pop can be done creatively, and his performance record would indicate the validity of his conviction.

Possibly the second most productive independent producer for A&M has been England's Denny Cordell. Cordell, work-

ing out of Regal Zonophone Records (with whom A&M has a distribution tie-in), has produced the Move and Procol Harum in the past and is currently working with Joe Cocker. Cordell is one of Britain's most successful rock producers. For A&M, he has done two Cocker LPs, one Procol Harum LP and a number of singles for the Move.

Other A&M English tie-ins have allowed several other producers to work for the label. An agreement with Island Records, Ltd., combined with the Regal pact, has provided A&M with the services of such A&R persons as Jimmy Miller, who produced the Move and Spooky Tooth (in addition to his prominent associations with Traffic and the Rolling Stones on other labels); Joe Boyd, who has produced Fairport Convention (in addition to the Incredible String Band on another label); Mike Hurst, who has produced the Move in recent months; Mathew Fisher, a member of the popular Procol Harum group who produced their most recent album and plans other producing ventures in the future; Chris Blackwell,

head of Island Records, who works with Free; Chris Wright, who produces Blodwyn Pig; Johnathan Weston, with his own production firm; Muff Winwood; Tony Visconti, who has worked with Joe Cocker and Junior's Eyes; and Gus Dudgeon, who produces the Strawbs for A&M in England.

Locally, A&M has recently been working with some major producers for the first time. Phil Spector has released singles by the Checkmates, Ltd., the Ronettes and Ike and Tina Turner on the label, not to mention albums by these artists.

Taylor, Gorgoni Produce Evie

In New York, Chip Taylor and Al Gorgoni have been producing Evie Sands, recently garnering Evie her first single hit in two years with "Any Way That You Want Me." An album is soon to be released.

Popular Fifth Dimension & Johnny Rivers' producer Bones Howe has worked with new singer-composer from Floridaby-way-of-New York, Jeffrey Comanor. Several of Comanor's songs were performed in the film "Midnight Cowboy."

Van Dyke Parks, respected musician and composer, not to mention studio miracle-worker, is now working with popular contemporary singer-composer Phil Ochs on Ochs' fourth LP for the label.

Melcher Brought Equinox

Terry Melcher, offspring of Doris Day and producer of the Byrds, has brought his Equinox Productions to A&M by way of Camp Hilltop, a country-folk group based in Los Angeles.

(Continued on page 16)

THE NEWEST GROOVE IN TOWN SAM AND GEORGE GOLDNER PRESENT FIREBIRD RECORDS

CURRENT HITS

"BLOWIN' IN THE WIND"

by BRIMSTONE FR 1800

"WE GOT LOVE"
by WILL OF THE PEOPLE FR 1802

COMING SOON

KIM TAMANGO, CREWCUTS, PHASE II, HOOP'N JOHN & THE SOULFUL KIDS, C. ALEXANDER & THE NATURAL 3, AND A SENSATIONAL SMASH ALBUM TO COME FROM NATURAL GAS

FIREBIRD RECORDS

1650 BROADWAY

NEW YORK, NEW YORK

Wyld Flies Solo

NEW YORK — Independent producer Bob Wyld will be working alone after a successful business venture with Longhair Productions, out of which was created the Blues Magoos, Bunky & Jake, Kangaroo and the Magicians.

Wyld has reorganized the Blues Magoos and recorded them for ABC Records. They are currently riding the charts with "Never Goin' Back to Georgia."

Wyld also will be cutting Bunky & Jake for Polydor Records in early 1970.

The Steel Image is a 13-piece Steel Band which he has just recorded that will be released on Fontana Records the end of November in an LP.

New EV Label

A new label has been formed in Milwaukee, Wisc., EV Records. The label's first release is a Christmas novelty song, "Ev'rett (The Friendly Evergreen)," a new piece that inspired the name EV Records.

Flip side of the first single release is "Ev'rett's Tune," a contemporary country-rock instrumental.

Artists on the new "Ev'rett" release are a new group formed in Nashville, the Evergreen Singers.

Chief Executive Officer is John A. LoBuono.

Avco Embassy

(Continued from page 12)

25 crowd. She thinks like one of them. Della is popular with them because she is what she projects. She does tell it like it is. She doesn't try to be what she isn't."

Hugo, Luigi and Katzel have been readying themselves for the big January release for some time. Artists to be released in January include Liquid Smoke, who will be produced by Vinnie Testa, and Visions of Sunshine, a group which has two flutes.

Saturation Campaigns

Katzel reported that each artist, like Mercury, will be the subject of saturation campaigns. There will be heavy tiein promotions for all personal appearances. Also, label will supply distributors with tapes of all tracks of artists singles so that performers can sing live on local television shows to the accompaniment of their record.

Currently producing for the label with product due shortly, if not in January, are Howard Kane, Steve and Bill Jerome and Gary Cannon, who brought Mercury to the label. "We are also interested in hearing from all other independent producers," Luigi said. "Our door is wide open. We haven't made that many deals, but if we like product, we will—and that goes for albums and singles."

"We don't plan to release that much product," Hugo said, "and we aren't going to make big guarantees in front. We're going to put the money behind the product. It's a question of attitude. If I tell you I've got a great act long enough, you might begin to believe it, especially if the sound backs me up. We're going to treat each artist as if he's the biggest thing that's ever happened."

DUKE/PEACOCK

IS THE OLDEST NEW COMPANY IN THE WORLD

DUKE/PEACOCK IS AN ESTABLISHED "OLD" COMPANY WITH GREAT STARS LIKE:

BOBBY BLAND
O. V. WRIGHT
CARL CARLTON
PAULETTE PARKER
BUDDY LAMP
JEANETTE WILLIAMS
AL BRAGGS
THE LAMP SISTERS
EDDIE TAYLOR

THE SOUL TWINS
JOHN ROBERTS
FRANKIE LEE
EDDIE WILSON
CHARLES McCLEAN
ERNIE K. DOE
THE AUGUSTINE TWINS
THE MALIBUS
THE INSIGHTS

DUKE/PEACOCK IS AN EXCITING NEW COMPANY WITH CONSISTANT HIT MAKERS LIKE:

BOBBY BLAND
O. V. WRIGHT
CARL CARLTON
PAULETTE PARKER
BUDDY LAMP
JEANETTE WILLIAMS
AL BRAGGS
THE LAMP SISTERS
EDDIE TAYLOR

THE SOUL TWINS
JOHN ROBERTS
FRANKIE LEE
EDDIE WILSON
CHARLES McCLEAN
ERNIE K. DOE
THE AUGUSTINE TWINS
THE MALIBUS
THE INSIGHTS

DUKE/PEACOCK GROWING NEWER WITH EACH GENERATION

DUKE/PEACOCK

2809 ERASTUS ST. HOUSTON, TEXAS

World Radio History

Dunwich Productions: Always Expanding



Bill Traut, Bobby Monaco, Jim Golden

By DAN GOLDBERG

CHICAGO - The Dunwich production - publishing - management complex has made extraordinary progress in the last 12 months and in doing so has made the city of Chicago a major production center for the industry.

The partners in the concern are Bill Traut, who handles most of the producing responsibilities: Bobby Monaco, who also produces and takes care of management; and Jim Golden, who shares much of the producing action and is the business genius of the corporation.

The thing that distinguishes Dunwich, according to Traut, is "the remarkable lack of ego hassels between us." Each of the principals in Dunwich was at the head of his field before the company was formed.

Heading up the new Dunwich product is their production of RCA's Hardy Boys. The group, who exist in conjunction with the ABC television show of the same name, were created by Dunwich who beat out several competing producers to get the TV sound assignment. The concept is based on the Hardy Boys novels by F. W. Dixon. They searched the whole country for the group members, each of whom looks a little like the cartoon characters that they "portray." Dunwich handles production for the group and owns 50 percent of the management. The group's first single was "Love and Let Love."

Another Important Group

Another important Dunwich group is Crow, an underground hard rock combo who first came to Bobby Monaco's attention when he saw them win the Midwest Ballroom Operators Association band of the year award. The band had been together for five years and when Monaco

saw them he "flipped out." He now handles management and production of the group. They record for Amaret and Monaco emphasizes that Amaret President Ken Myers has "stood by the group all the way down the

The list of Dunwich acts goes on and on.

Of late, Traut has taken a special interest in "under-ground" groups although he likes to keep a foot in the Top 40 door. Among his recent projects are Aorta, a Columbia group whose next album will be called "Exceptions," and "Witchcraft," an album by Coven on Mercury. Traut was fascinated by the group because he has been a student of the occult since "the age of 10." The result is perhaps the most bizarre production he has ever come up with.

Other projects were the Nazz, on SGC, Chad Mitchell on Bell, and the Geneva Convention who are a straight Top 40 group.

One of Golden's new production efforts is with the Cryin' Shames, the Golden Horizon and the Plain Brown Wrapper. Other Dunwich connections are the management of Cadet's Rotary Connection and a new cowboy rock group called Mason Proffit.

Large Pubbery Interests

Dunwich has a large publishing interest as well. Their firms are Dunwich (ASCAP) and Yuggoth and Miscatonic (BMI). The strange names of all Traut companies come from the science fiction world of H. P. Lovecraft which was itself the name of a Traut-produced group. Traut has the unique ability to sell vast amounts of records while retaining an almost eccentric individuality about everything he does. One of his latest projects is a new publishing company under the helm of folksinger Bob Gibson. Gibson, once a bright folk star, has been absent from the record scene for a few years, but he now heads up Dunwich's pubbery Terrace (ASCAP).

The management firm of Dunwich is called Arkham Artists, Inc. Among the people there ("each of our groups has their own personal representative," explained Traut) are Bruce Brantseg who handles Crow. Ronny Sales who handles Coven and former Flock manager Jack Mandrus who handles the Rotary Connection. Arrangements for Dunwich come from Eddie Higgins and publishing is coordinated by Bob Schiff. Executive Secretary is Charlotte Caesar - she is also part owner of the corporation. Lynn Janutka is receptionist and secretary in Chicago.

Dunwich, then, is virtually indefinable except to say that it is perpetually expanding. In existence for only 16 months, it is already one of the most potent production complexes in the record business.

New Sonic Company Formed

NEW YORK - Sonie Music Company is a new production company which has been formed by two veterans of the R&B music business. Clyde Wilson, who will be chief of production and A&R, and LeRoy Kirkland, conductor and arranger on all Sonic product.

Wilson worked on many R&B hits of the past including "Who's That Knockin' " by the Genies and "Never You Mind." He is a former singer himself and was once associated with Time Music.

Kirkland has worked with virtually every major R&B artist including Chuck Willis, Ella Fitzgerald, Ruby and the Romantics, Wilson Pickett and B. B. King.

The first two releases from the company are "One Good Deed (In Your Life)" b/w "Can't Stand Another Hurt" by B. B. Butler and "Alligator Strutt" b/w "Did You Get the Message?" by Jay Morton. Morton sang with the Teardrops on Miracle.

In addition to the production company, Sonic has its own publishing company called Artistic (BMI).

A to Z at A&M

(Continued from page 14)

Finally, A&M's popular country-based group, the Flying Burrito Brothers, have made use of two independent producers in their efforts. Late '50s rock and roll singer Larry Williams worked with the group on their most recent single, "The Train Song," while former Byrds manager Jim Dickson has been at the helm of their recording sessions for their upcoming second album.

A&M's policy towards independent producers is flexible, allowing them relative autonomy with the artists they are recording. Thus far, the arrangement has satisfied the company more than sufficiently.



Hurrah for Independents Day!



Lots of Action At Kirshner

NEW YORK—"As you know," Don Kirshner, President of Kirshner Enterprises and the renamed Kirshner label, will say to you, "I don't like to talk about things while they're in the planning stages. I like to wait until things are ready and then announce them. I didn't talk about the Archies until that project was ready and now look at it."

"'Sugar, Sugar' is one of the biggest records of the year, if not the biggest, and there isn't even a group," Kirshner continued.

Indeed Kirshner has piled some new record-making accomplishments on his already big list in the past year. "Sugar, Sugar," the third release by the Archies, is nearing the three million mark. "I'm music supervisor on the record. That means I retain creative control. Jeff Barry produced the record and I want him to get the credit he deserves."

Kirshner also was given a unique honor when his Calendar label was renamed Kirshner. It's reportedly the first RCA-distributed label to bear the name of an individual.

Movie, TV Series Coming

Since Kirshner is reticent about his activities until they materialize, what can be reported is that he and his executives Herb Moelis and Bernie Lang are getting ready to go to work on a movie and a television series, both of which will have record product connected with them.

The movie is "Tomorrow," which will star Kirshner's Toomorrow group. The flick, which Kirshner co-produced with Harry Saltzman, is in the final stages and will be released in March. It was announced at a recent press conference. which revealed that Cinerama would be releasing the film, that a first single from Toomorrow is due in January and an album a month later.

Kirshner's television project is called "The Kowboys" and it's being co-produced with Ernest Pintoff, Again a fourmember group, which Kirshner has put together with his inimitable matching hand, will be the focal point. Kirshner is presently finishing the pilot, for which Jeff Barry, again working with Kirshner, has provided the music.

The only other artist on

Kirshner's Kirshner label is Teresa Graves, one of the new girls on the "Laugh-In" show. An album is being readied for release after the first of the vear.

And what about the Archies? "There has been talk," Kirshner reported, "of putting the show on at night. There's nothing definite, but certainly the success of the single can't hurt the chances."

Not much talk; lots of action.

Cap, Wilson Sign Pact

NEW YORK - Sal Iannucci, president of Capitol Records, Inc., announced that Capitol has entered into an agreement with The Wilson Organization, Inc., an independent production company.

Under the terms of the agreement, Tom Wilson, principal of the company, and his assistant. Mark Joseph, will develop new artists and produce them for Capitol. Wilson may eventually produce artists already under contract to Capitol, although his primary purpose at present is to provide new talent.

Bee Gees Postpone New Label

The Bee Gees' new record label which was to have been launched on their behalf by their manager Robert Stigwood later this month, has been postponed until the New Year.

And the label-one of the names being considered is Bee Gee Records—will be kicked off with three new singles by PP Arnold, Graham Bonnet (ex-Marbles) and Tintin.

Stigwood said this week, "We were originally working for the label to begin on Nov. 21, but this is not possible for technical reasons. However, we will have a gala launch in January."

He added, "The Bee Gees' new single will be on Polydor as before, but the one after that will probably be on the new label."

He is also hoping that two albums will be released in January at the same time. Polydor will continue to distribute disks released on the Bee Gees' company.

A Time to Act

By CHARLES GREENE

President, Etcetera Records, distributed by Atlantic Recording Corp.; Tiffany Records, distributed by Scepter Records.

Within the last two decades, we of the music world have seen many changes take place in the face of popular music. We have seen the serious musician taken more seriously in the context of his equally serious work. We have witnessed the emergence of the Super Group, the Super Star, the Million Seller and the establishment of some Grand Old Men of popular music. At the same time, however, subtle changes in the not-so-glamorous face have found their way into our

Too often there has been the Over Hype, the saturation promotional campaign in which artists are promoted far beyond a level to which they could ever perform. Rather than let down the buying public, we have hyped the "prod-' (no longer a human commodity) to the point of blind acceptance. We have exploited our artists into positions where their professional integrity is given up in favor of purchaseoriented production to feed a programmed buying audience. In short, we have allowed ourselves to impose trends on the world, which in the true artistic sense is unjust.

By manipulating the types of music released to the public, we have deprived the public (in whom we claim to be primarily interested) and ourselves as well. We are guilty of real artistic censorship. The artist has no right to express himself on the scale that might conceivably bring greater pleasure to the world, our truest market.

'Must Begin Change'

Our challenge, then, is this: To open channels for producing a higher quality product, less interested in trends, and more dedicated to introducing that element of variety in the excellence we produce. The obvious argument is that it is easier said than done. No matter how distant this goal looks. we of the music industry must begin to change things. We must begin with more efforts towards the goal of true artistic variety on a polished level. We must use more energy than ever before to give those unknown artists their chance at giving their best to a world which eagerly waits for more.

Etcetera Records and Tiffany Records will begin operation with several important thoughts in mind: That the music we are selling is music in which we firmly believe; that the promotion expended for this music will deal with the music, and not treat the artist as a faceless commodity; that the product released to the public will be of a quality and polish consistent to the best recordings made to date; that our attitude towards our artists is as talented individuals given encouragement to develop musically; and that we will release those discoveries only when they reach a quality we consider excellent enough to share with the public, who is, after all, our most important interest and concern.

'Holding to Standards'

By holding to standards, simple to understand but difficult to maintain, we will undoubtedly witness a change in the face of popular music. We will introduce new modes of musical expression on a highly polished level. We will give the consumer variety in his selection of artists of different expressions. We will set new high standards for the quality of music, and even promotion - standards that we cannot even conceive of yet.

Our standards, which we hope and know all our colleagues will adopt as their own, will change the face of music. They will change the character of music from its uncertain public image to a new, challenging and contemporary face, and that will provide even more pleasure to an even greater audience, which is growing every day.

All editorials, with their "hard road ahead" lines, seem somewhat melodramatic. Possibly the trite line fits in this case. We have our work cut out for us. We must implement change by introducing new standards and watch closely as positive change takes place. We now face the responsibility of undoing what we have done.

It is now time to do what we must do.

B ALCIVAR • STEVE BINDER • TOMMY BOYCE • JOE CASH • ZZ CASON • TOM CATALANO • QUINTON CLAUNCH COGBILL • DAN CREWE • DON CREWS • TOXEY FRI GORDON • ELLIE GREENWICH • BOBBY HART • DALE HAWKINS • BONES HOWE • RANDY IRWIN • DICK JAMES DEREK LAWRENCE • TONY McC/ MERSEY • CHIPS MOMAN • BOMINES OF THE BRIAN POTTER • ALLEN PRICE MIKE HAS LAND • BOBBY RUSSELL • DOC RESELD • MARSH ROGER SOVINE - JOHN STROL TOM CATALANO • OUINTO DON CF W ELLIE GREENWIC - BOBBY HOWE • RANDY I CHIPS MOMAN • BILL MOSS • FELIX PAPPALARD ZZ CASON • TOM CATALANO • QUINTON CLAUNCH COGBILL • DAN CREWE • DON CREWS • TOXEY FRENCH BONES HOWE • RANDY IRWIN • DICK JAMES • MARK JAMES • BILL JUSTIS • JERRY KASENETZ • JEFF KATZ • DENNIS LAM DEREK LAWRENCE • TONY McCAULY • BII MERSEY • CHIPS MOMAN • BILL MOSS • FELIX PAPPAL BRIAN POTTER • ALLEN PRICE • MIKE RASHKOW BELL RECORDS . A DIVISION OF GOLUMBIA PICTURES INDUSTRIES, INC.

A New Era for Independent Producers

By LARRY UTTAL

President, Bell Records (A Division of Columbia Pictures Industries, Inc.)

The great call in this country today is for a new era of communication. Amidst intense social, economic and political conflicts, "bring us together" is the message. As always, the one force and the one theme that everyone agrees on is music.

Even a casual glance at the singles and album charts will reveal an eclectic acceptance and tolerance in music. All styles are there: soul, country, pop, hard rock, bubblegum, easy listening, the "soft sound"all distinct and yet contributing to one another.

The whole of music, like anything else, is the sum of its parts, and the parts are extremely individualistic. This individualism, the heart of our business, is based on a combination of the artist and his material, forged and wielded by the independent producer.

Bell Records has a unique

understanding of the value of individual contributions to a successful entity because we derive our product and our strength solely from independent producers. We were the first label to rely entirely on independent producers, and the success of Bell Records (now a division of Columbia Pictures Industries), is due to a combination of creative autonomy for our independent producers and our energy in promoting and selling their product.

Eclectic Atmosphere

The eclectic atmosphere of music today is demonstrated by the many talented, individual producers who supply us with product: Tommy Cogbill and Chips Moman (the Box Tops, Merrilee Rush), Bill Medley (the Blossoms), Dan Crewe and Tom Catalano (Eddie Rambeau), Dale Hawkins (Dale Hawkins), Bones Howe (Smokestack Lightnin'), Toxey French (The Groop), Ellie Greenwich and Mike Rashkow Rock Chorale), (Definitive Kasenetz-Katz Associates (Crazy Elephant), Marshall Seahorn and Alan Toussaint (Lee Dorsey), Tony Macauley (Grapes of Wrath), Steve Rowland (Family Dogg) and many others.

The mutual respect between Bell and its independent producers has also led to our distribution of many of the most exciting and successful artist/ producer-owned labels, among them: Aquarian (Tommy Boyce and Bobby Hart), Page One (Dick James), Elf (Bobby Russell and Buzz Cason), AGP (Tommy Cogbill and Chips Moman), Goldwax (Quinton Claunch), Cyclone (Bob Mersey), Philly Groove (Stan Watson) and TA (Steve Binder and Dennis Lambert) and Show Biz (Roger Sovine).

Because our product and our strength is derived solely from independent producers, we go to great lengths to prepare the ground for that product. In addition to our regular promotion executives and staff, the executives administrative spend a great deal of time on the road, cross country, conferring with - and listening to - disk jockies, distributors and retailers.

From them we learn what is



Larry Uttal Bell Records President

current in music around the country - what is selling, what is permissible, what is experimental ---what is happening and what is going to happen.

We act as a pipeline of communication to our independent producers, supplying them with information to which they can apply their particular talents. We do this because it strength-

(Continued on page 22)

ALAN SHULMAN, V. P., IRA HOWARD, G. P. M., & BURTON LITWIN, DIR. BUS. AFFAIRS, OF



cordially invite you to double your money with

DOUBLE M PRODUCTIONS, INC.

R.S.V.P.: RALPH MURPHY & JIMMY WOODS

BELWIN/MILLS PUBLISHING CORP.

16 W. 61st St., New York, N. Y. 10023 (212) 245-1100

Jack Perricone, Music Co-Ordinator & Barnie Pollock, Co-Ordinator-Public Performances

Bare Facts on Century Music

By RON BARON

Century City Music is a case of the three R's: reading, 'rithmatic and records.

Its prexy, Norman Skolnik, confessed that while reading an issue of Record World he came across a story concerning Ivan Tors' bow into the music biz with an independent record production deal. It further stated that Tors was looking for a label tie-up. Skolnik, who has extensive experience in consumer marketing, put aside the magazine, did some mathematics and then approached Robert Solomon, President of Stockholders Equity Corporation, with hopes of forming Century City Music and Records.

The label was immediately launched to serve as another leisure activity company within the diversified SEC which already had Media Systems Corporation with divisions encompassing the educational, graphic arts and entertainment fields.

Once the label had been properly subsidized and distribution set up, Skolnik conferred with Tors over acquisition of his LP production, "The Bear Facts," by the Good Time People from the "Gentle Ben" TV show starring Dennis Weaver and entire cast. This became Century City's first release with options on all further music product from Tors.

It was quickly followed by an exciting package teaming Laurindo Almeida with Ray Brown called "Background Blues, and Greens." Now there were two albums and two people running the entire operation, the latter being Norman and Riki Corey, his production co-ordinator.

As the music complex burgeoned in signing folk singer Jim Sullivan, R&B group Jade, writer/performer Melvinia Reynolds and actor/singer Dennis Weaver, it became necessary to grow inwardly as well, so the permanent services of Jerry Dumas and Jim Pewter were attained.

Dumas A&R Head

Dumas, who had been a manager of rock acts, now serves as head of A&R for the label.

Pewter's pop music radio show is heard over the armed forces radio network throughout 29 countries. The "Jim Pewter Show" features oldies and the man himself is a walking encyclopedia on record data. Because of this a perfectly logical gradation for Century City Music was to enter the "Original Oldies but Goodies" market and thus Forever Rec-



Standing in front of high rise are principles of new label on the rise Century City Records. From left: Jim Pewter, Riki Corey, Jerry Dumas and Norman Skolnik.

ords came into being. The first package to be released end of this year will feature masters owned by Mercury Records.

The first LP, set for mid-November, is titled "Forever Records Salutes the USO Shows with 21 Jim Pewter Picks from the Past." Pewter is General Manager of Forever.

The 21 songs on the initial LP include such hits and artists from the '50s and early '60s as "Do You Want to Dance," Bobby Freeman; "Mama Didn't Lie," Jan Brandley; "Green Onions," Booker T. and the M.G.'s; "Little Darlin'," the Diamonds; and "One Summer Night," Dandleers.

Norman Skolnik also disclosed that the company will offer a budget tape line and "Creative Classics" series designed for children. All tape configurations will be handled by GRT. The label's publishing firms are Counter Point and Perry Wriggle.

Western Video Forms Label

HOLLYWOOD — Western Video Industries, Inc. (WVI), is entering the pop record field, Richard Dinsmore, VP, Sales, announces. WVI label will be Videorecords.

First album to be cut for the new label is now in production and stars Alyce King of the King Sisters, with a 33-piece orchestra conducted by Lex Azevedo. Album title is "Alyce, Oh Alyce." Western Video owns and operates Hollywood Video Center, videotape production facility.

DICK GLASSER PRODUCTIONS PRESENTS A RECORD OF HITS

VENTURES

Walk Don't Run 64 Slaughter On 10th. Avenue Diamond Head

VIC DANA

Red Roses Garden In The Rain Shangrila Bring A Little Sunshine

FREDDY CANNON

Action Dedication Song

JAMES DARREN

All

EVERLY BROTHERS

Bowling Green Love Is Strange Love Of The Common People

BECKY LAMB

Little Becky's Christmas Wish

JOHNNY SEA

Day For Decision

MARKETTS

Batman Theme

VOGUES

Turn Around Look At Me Special Angel Till Earth Angel Woman Helping Man No Not Much Moments To Remember

BOBBY HATFIELD

Only You

RONNIE DOVE

I Need You Now

GARY PUCKETT & The Union Gap

This Girl Is A Woman Now

ANDY WILLIAMS

A Woman's Way

RICHBARE MUSIC (BMI)



6430 Sunset Blvd., Suite 607, Hollywood, Calif. 90028 463-3181/463-3182

Janus: Image Of Label on the Move

By DAVE FINKLE

NEW YORK—"I'm absolutely thinking in terms of image," Mary Schlachter told Record World recently, about his approach to his new Janus Records label.

"I don't mean image in terms of country or pop or $R/B_{\ast}\ I$ mean image in the sense of a strong company behind all its product, willing to mount extensive campaigns behind its product. I mean image in terms of an aggressive force releasing meaningful product. If you have meaningful product, if you get behind it, that means that distributors will know it. There is such a profusion of product and new labels these days that the distributor is going crazy. He has to decide what new line he's going to put his best efforts behind. If you show a distributor strong product with strong backing he's going to give you time. And that means, if your product sells, the next time a Janus record arrives, he's going to take five extra minutes to look at it. And he's going to take five minutes to talk about it to his salesman. And the salesman is going to take five extra minutes hopefully right down to the consumer, who will pick an album up and say, 'Yeah, the Janus label. They put out that great record recently.' You have to think this way initially and forever."

In order to back up his philosophies, Schlachter has just released six albums—the first album release from the label—which include a Flying Machine album, containing "Smile a Little Smile for Me" and the group's next single, a Jefferson album, which includes "The Colour of My Love," a Canned Heat album, a Johnny Winter album, a Blond on Blond album and a Mike Cooper album.

'Heavy First Release'

"I'd say it is a heavy first release," Schlachter said. "I don't mean to be egotistical about it. But it's not a question of whether Janus is going to become a successful label, but when. I'm in a good position. I have exclusive rights to Pye product and therefore can release already proven records. The reasons I'm putting out Blond on Blond is that the record, with no advertising behind it, has been selling well at stores which import records from England. The same thing



Mary Schlachter

with the Mike Cooper album."

(Schlachter has the album rights to the Flying Machine and Jefferson because of special arrangements with the producers. He will have the second Jefferson single on Janus and the third Flying Machine single as well.)

In order to merchandise his first release, Schlachter has put together a press kit, including a sampler record with two sides from each of the first six albums. The press kit and accessories will all be fit into an elpee attache case with the Janus logo embossed on it.

Schlachter, proud and expectant about his first album release, said, "We've been spending the first two and a half months we've been in business just getting it together, getting together a formula for success—excitement and product."

Part of the getting it together process has included making deals with independent producers, which is a not her area from which Schlachter expects to draw his product (as of now he has no plans for signing any house A&R staff). Among the indies he's pacted are Wes Farrell, Alan Lorber and John Madara, and he noted that what they've shown him so far has been "fantastic."

First distrib meetings are currently being concluded by Schlachter and his National Sales Director, Nick Albarano. They held one big meeting in New York for Eastern distribs and then flew West to meet individually with Western distribs.

"It's exciting and challenging to have my own label," Schlachter said, in conclusion. "It's different and rewarding to be deciding on directions my own label will take."

Uttal on New Era

(Continued from page 20)

ens our independent producers
— and they are our strength.

We know that the music business is countrywide and worldwide as well as local, and that transmitting this knowledge to our producers is vitally important. The matter in which this information is given is also important - we do it in person, whenever and wherever possible. A relationship based on mutual trust and respect is best maintained face to face. Communication is the key. Essentially we are all in a form of communications and it is crucial that our own be beyond reproach.

Since our acquisition by Columbia Pictures Industries, Bell Records has become more intimate with the creative and administrative "movers" in the film and television entertainment worlds. The independent producers who supply Bell will, over the next few years, have greater access to these worlds than ever before possible.

Harmonic Relationship

This access means a new era in the harmonic relationship between Bell and our producers. The transition will not be instantaneous — major moves never are - but it is coming. We are preparing the ground for our producers in films and television just as we prepare the ground for them in records. We are meeting with - and listening to - new people. The information which we are able to give them, and the information which we will be able to bring to our producers about their role in films and televi-

sion will be of mutual benefit.
Indicative of this new era is the release of our first sound-track albums, "Bob & Carol & Ted & Alice" and "Cactus Flower." Indicative of the growing awareness of "now" music by TV and Films is the top-rated Johnny Cash series—brought to television by Screen Gems, a sister division of Columbia Pictures Industries,

We believe that the coming years will prove to be the most exciting and rewarding in the history of Bell Records — and when we say "Bell Records," we mean "independent producers."

C, P&W Drive For Interrobang

Terry Cashman, Gene Pistilli and Tommy West, the writing, performing and producing team, have launched an extensive schedule of projects for their Interrobang Productions wing.

Completed Production On Various Disks

The trio has completed production of a new side by Horatio, "I Gotta Have You." C, P & W also produced the first album for the Buchanan Brothers on the Event label following their chart singles, "Medicine Man" and "Son of a Loving Man."

C, P & W are currently promoting their single production, "A Song That Never Comes," cut by the Common Ground on Date label.

White Sets Up My Records

Skippy White, General Manager for the past 10 years of Mass. Records and Mass. Record Distributing Co., the Boston-based retail and wholesale R&B outlet, is planning to reactivate his blues and spiritual labels Bluestown and Silver Cross.

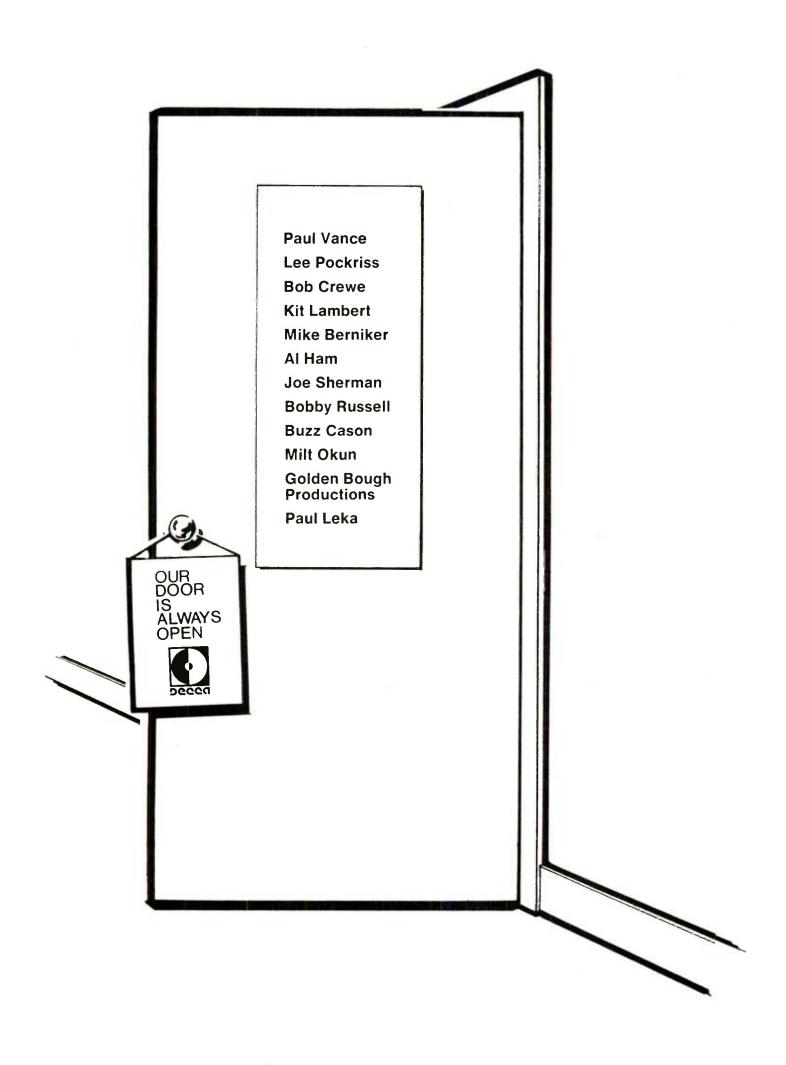
In addition, White, together with Hershel Dwellingham, who has been associated with several New Orleans labels as arranger and songwriter, is forming the My Record label. My will encompass all types of music, whereas Bluestown will release only authentic blues material, Silver Cross will concentrate strictly on spirituals and Wild Records will stay in the soul bag.

My Records, or rather My

Record, as it will be called, has a special feature in its logo. At the top of the label, the owner of each My Record will be able to put his or her name on the line put their for that purpose.

Dwellingham, President of Grass of Home Publishing Co., has just come out of the studio with what he claims are two hits, including "Young Girl" by Frank Lynch.

Skippy White, who will be handling national distribution of My Records through his Mass. Record Dist. Co., says that there are distributor openings in several markets. Call Skippy White at 617-266-1002, or write Mass. Record Dist. Co., 633 Massachusetts Ave., Boston, Mass. 02118.



SECTION II RECORD WORLD

It's All 'Sugar' For Jeff Barry

NEW YORK-Jeff Berry, who produced independently what might be the biggest single of the year—the Archies' "Sugar, Sugar" — talked recently to Record World about the obligation of the producer.

"I feel that my job as a producer-in fact, any producer's job-is to sustain an artist, to keep an artist on the charts. I don't think that a producer has to feel he has to top himself every time he brings out a record. You can't do it. I've just had a tremendous success with 'Sugar, Sugar.' I don't know if the next record with the Archies will be bigger. It probably won't be. I don't know why that record was as big as it was. It was a freak. We just went into the studio and cut something we liked and then it took off. I'd be crazy if I let the pressure of having to top it get to me. You don't have to be a genius every time out. You just have to continue an artist's

Barry, who also runs his own Steed record company, is not doing too much production independently these days. He's been doing the Archies for Don Kirshner's Kirshner (Calendar) label and has just completed the musical production and scoring for Kirshner's up-coming pilot, "The Kowboys." For Steed he's been producing Andy Kim (with whom he cowrites these days) and the Illusion. Singles from both have just been released-"Together" from the Illusion and "So Good Together" from Kim.

Speaking of production, Barry, who has been involved tangentially with the movies, is just about to go into production of a major movie, the film version of best-seller "Naked Came a Stranger." "I bought the rights, but I don't pretend that I know enough about movies to be the producer. I will hire an associate producer and keep what you might call 'creative verification.' Actually the movie will allow me the perfect opportunity to learn about movies. I won't have to ask permission when I'm on the set to find out what I want to know.

"It's safe to assume that I'll provide the music for the movie, but I'm not about to write a song with the title 'Naked Came a Stranger.' Imagine how John Barry felt getting a call, 'Write a song called 'Gold-

Barry is currently producing



Jeff Barry

Bobby Bloom for Earth Records and a single, "Sign of the V," and an album are due.

Here's how it came about: "I had been to Gulf & Western in my talking-business clothes-a suit and a tie - and I wasn't bending. I went to visit Artie Resnick, who's about my oldest friend in the business, to give some advice on a session he was producing. Bobby was on the date, but Artie was going to sing. I listened to the charts and told Artie that they weren't right. I began to change them and suddenly I realized that what I was writing was for Bobby. I knew his voice and I think he's a natural. I told Artie that. He said, 'Okay, you produce the session. I said, 'no, no,' and the next thing I knew I was changing into work clothes to produce the session. Bobby is great. He's a star. When you hear him, you want to record him immediately."

Among Barry's other plans are expansion of his concerns. He wants to add writers and performers to his stable for record and movie production. He's also gotten into two Broadway musicals - one of which is almost finished. "When I think of Broadway, I'm old-fashioned. I think of 'Carousel' and 'My Fair Lady.' That's what Broadway should be and that's what I'm going to write."

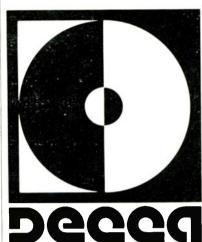
"But what I am is a songwriter and a record producer. And that's what I plan to remain," Barry said, assessing himself finally as a tradester.

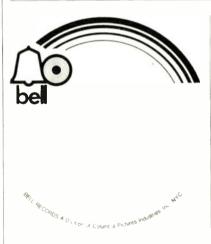
Label Logos Get Now Look



RCЛ RCЛ









Within the last year, a number of older companies have changed their logos thereby giving themselves a new label look, in an effort to match the now sound in the grooves with the now look.

Among the companies are RCA, Decca, Capitol, Bell and Audio Fidelity Records.

Hassilev Hitting On Indie Scene

Limelighter Alex Hassilev has been gaining stature as one of the busiest independent producers in Hollywood. Operating from his own home studio, he is able to give his projects kid glove attention, attending to mix downs and sweeting any hour of the day.

Furnishing product to all the majors, Alex has been selective in his artist roster. He has produced for many acts, including Hoyt Axton, Dick Rosmini and Glen Yarbrough.

His latest entry is 69-yearold Melvina Reynolds who has penned such folk classics as "Turn Around" and "It Isn't

Nice." Melvina is pacted to Centry City Records and her initial single for the label will be her own composition, "Alcatraz." Reynolds is one of those rare performer/songwriters whose tunes seem to stand the test of the time.

Alex has also signed Peter Boyd, a new poet laureate on the scene. Hassilev is prepping a unique narrative/music project with Boyd. Along with his producer chores he is also developing his Tamara Publishing Firm. A country LP on Yarbrough produced by Hassilev is a future Warner-7 Arts label

Wisner At Work

NEW YORK-Jimmy Wisner has returned to independent production and is "very happy just to be working on projects I really want to do. I always say I want to write and now I have the time to do that, too, not just talk about it."

Among Wisner's projects is an Elly Stone album for Columbia that has already been four months in production and should be ready for release in another two months. Miss Stone is the songstress who has been hailed internationally for her work in "Jacques Brel is Alive and Living in Paris." Her album will include songs with lyrics by her husband Eric Blau, who translated all the Brel songs for the acclaimed "Alive" revue.

Wisner is also writing music to complement a new book of poems by Eve Merriam called "Inner City Mother Goose," a collection of citified versions of traditional nursery rhymes. Wisner hopes eventually to turn "Inner City Mother Goose" into an off-Broadway revue or an album or possibly

Other Artists . . .

Other artists Wisner is set to produce are Sacha Distel (for Warner Brothers), Jud Strunk, the Maine humorist

, Ampex Sets Plans For New Label

By DAN GOLDBERG

NEW YORK - Ampex, once known exclusively as a name in tape, is entering the record field early in 1970. Ampex Records already has offices set up on 555 Madison Ave. under the leadership of President Larry Harris and Executive Vice-President Ed Barsky.

Harris spoke to Record World recently about his philosophy of the record business and his future plans for the label. Harris was previously Vice President in charge of business affairs at Elektra Records and before that associated with Columbia.

'We are in the business of communication," said Harris, "and our medium is the record disk." Harris explained that his first and primary interest at all times will be the artist and

his music. "It all starts and ends with the music," Harris opined. "When we listen to product the first thing we ask is 'is the artist there?'

Harris went on to discuss what kind of artists he was looking for. He wants artists whose sound is unique, who are as committed to the company as he is to them, and who have what he considers likely sales longevity. He said the philosophy of the company will run through all of its business

"We could go out and run a whole promotional campaign on an artist we had never even heard—but we're just not going to do things that way," he said. "We have a philosophy which demands total artistic integrity from our artists and this philosophy will be reflected on our part in all of our contractual

We are building a tight, closeknit family which includes the artist-the artist has to believe in what we're doing."

Impressive Names

Ampex has some pretty impressive names who have been already attracted by its philosophy. The company has made production deals with such as Gabriel Mekler and his Lizard Productions (Mekler has produced, among other things, Steppenwolf), Todd Rungryn and Band member Robbie Robertson. Artists signed with the label are Jamul, American Dream, Gil Evans and Jesse James Winchester, the latter being Robertson's contribution.

With product coming out in February, Ampex will shortly make itself known. Indications are for a thriving and progressive force in the industry.

and songwriter for Columbia. the Coronadoes for Jubilee and the Echoes on Decca.

Wisner will also continue to arrange occasionally "but only for friends." He recently arranged songs for Tommy James and the Shondells, Keem-O-Sabe, Sweetwater Junction and the Tymes.

"It's great to feel creative again," Wisner told Record Wisner told Record World, "and not just in any vague sense of doing my own thing."

Nilsson House Production Bows

Fitzgerald recorded "Open Your Window" on her new Reprise LP. Harry Nilsson wrote it. But Harry's done more than opened a window for himself, for he's recently opened doors to Nilsson House Productions.

It isn't enough that a guy could be so lucky as an artist (three hit RCA albums) or so successful a writer via "One" (Three Dog Night), "Without You" (Herb Alpert), "The Lord Must Be In New York City" (by himself). It now appears that he is recognized as a producer as well. His Nilsson House Productions has signed Bill Martin, Scotty Jackson, Nancy Priddy, Randy Marr and George Tipton. The production company has been producing these artists for the Warner-7 Arts labels.

Busy Artist

odies from rhythms derived from the office machinery, now artist in Hollywood found time to warble the title song to the forthcoming ABC/Palomar motion picture release, "Jenny." This is the second time around this year for Nilsson's voice to serenade movie titles. His big his single is the Fred Neil composition, "Everybody's Talkin'," which he sings in the flick "Midnight Cowboy."

on Dylan Thomas, "Life as a Young Man," is another project Nilsson House Productions is readying. Nilsson also just completed a new album with Randy Newman.

Nilsson, who at one time was working in a bank and admits to gaining several of his melfinds himself laughing all the way to the bank. The busiest

A television musical special

Beverly Hills Takes 'Time Out for Launch'

West Coast-based Beverly Hills Records has gone into pre-production phases of its initial LP release. Involved will be two albums, and the sales plan will be known as "Time Out for Launch."

The first album is an instrumental by Denny Vaughan, now affiliated with the Glen Campbell show as choral director. Denny was previously music coordinator of the Smothers Brothers show. His LP is titled "Aberga-Denny" and includes instrumental versions of such chart-toppers as "Abergavenny," "Romeo and Juliet" Theme. "Traces" and others. The deal with Beverly Hills Records was negotiated on behalf of Denny Vaughan by Marge and Charlie Johnson Management.

In Production

The second package in production is by Buddy Davis and Doodle Faulk and will be titled "All Equipment Guaranteed." The boys are currently appearing at the Sahara in Las Vegas; this as a result of the response to their initial Beverly Hills single release, "And Then We Fell in Love"; which also prompted appearances on the Steve Allen and Joey Bishop TV shows. The single is included in this package. On Nov. 29, Davis and Faulk will make their Los Angeles debut at the Spotlite, a new dinner restaurantclub.

Diamond Tours 10 Major Markets

Label owner Morris I. Diamond will embark on a tour of 10 major markets, presenting the sales plan to both sales and promotional personnel in the areas next week.

JAKEBIL

IS ON THE MOVE with

WILD MAN TAMER by KENNY HUSKEY

GOOD OLD COUNTRY SONG

by BILL & JULIA

GOOD GOOD YEAR

by **ELDON CLINT**

LOOK FOR

JULIA BATES TOMMY GOBEL

DWAIN BASS

Jakebill Records Inc.

208 N. Sunkist Anaheim, Calif. 92806 (714) 778-0956

Polydor: Many Leveled New Label

NEW YORK-Polydor, Inc., in the eight months since it has opened shop on the American scene, has become the source for contemporary music on many levels. Under Jerry Schoenbaum, Polydor's President, the label has established itself as a vital, progressive force.

Schoenbaum's philosophy is probably most responsible for Polydor's diversity of talent and music. "The consumer today is a young informed group, very much concerned and aware of the trends and happenings in music," says Schoenbaum. "Music now plays a very vibrant part in their life-force; current sounds, rhythms and poetry are motivating factors. The barriers are quickly coming down as music becomes less specifically identified as one type or another, and moves toward a blending of rock bases with overtones that range from Bach themes to electronic chords, folk ballads or jazz improvisations."

Schoenbaum believes that music acts as a barometer for youth's mode of dress, language, identity and that young people's musical interests are all-consuming.

"A great portion of youth's continues Schoenincome," baum, "is spent in seeking out new forms of sound. There are no rules or standards by which to predict or judge what is going to happen next. The changing face of youth forces music to change because of its increasing needs for new aural experiences."

Duplication Less Frequent

"To satisfy these needs, we are open to an extensive scope of sonic viewpoints. We have found that since today most groups compose and write their own material, duplication of viewpoint is less frequent. Each group provides its unique sound and form based on number, type and essential philosophy. Therefore, if a consumer wants a specific experience, he will radiate toward a particular group-and it is our role to provide that customer with his choice from the widest possible cornucopia of talent, producers and writers.'

To achieve this goal, Andrew J. Miele, Jr., Director of Sales and Marketing, has developed a wide network of distributors and dealers who are highly aware of their potential customers and their needs. It is Miele's function to channel

particular music into specific areas. "To build a group's instant identity," says Miele, "it is necessary to properly promote and circulate its product.'

This understanding of the market, along with constant communication with local dealers and distributors, has helped bring Polydor, Inc., to the secure position it has been developing in the American market during its young existence.

Back in April, its initial release, "Cat Mother and the All Night Newsboys," set the pace by becoming a best seller. The single from the album, "Good Old Rock and Roll," quickly became a chart success and was prominent in boosting the rock and roll revival.

Riding on "Cat Mother's" tail was Polydor's signing of a long-term contract with John Mayall. "The Turning Point" marked Mayall's switch to a new label, and also a new phase of his music. He developed a new low-volume, non-percussive blues form that was recorded "live" at the Fillmore East. Since its release, "The Turning Point" has been moving rapidly up the charts.

Another Polydor achievement is Area Code 615, a complement of 10 musicians from Nashville, who have backed up leading contemporary artists such as Buffy Ste. Marie, Bob Dylan, Ian and Sylvia and Peter, Paul and Mary. The album was produced by Elliot Mazer at Cinderella Sound, a converted garage/studio on a little country road just outside of Nashville. Mazer has also produced two albums in Polydor's most recent release — "Contemplation: (view)" by Ken Lauber and "Jake Holmes" by Jake Holmes. Both write and perform all their own material and will be on tour early in 1970.

Bridges Both Worlds

An album that bridges both the rock and jazz worlds is "Emergency!" by Tony Williams Lifetime. Carman Moore, Village Voice critic, has described Williams as "one of the three or four great drummers in the world." The double disk package is being sold for a limited period at one dollar more than the suggested list of an individual LP.

Another kind of sound produced by Polydor is the brassy, gutsy, bluesy, dynamics of Ten Wheel Drive with Genya Ravan. "Construction #1," their debut album, was introduced only three weeks ago while the

A Forward Look

Forward Records has been going in the direction its name implies since inception almost a year ago. A multi-variety roster including artists Kenny Nolan, Nelson Riddle, Michael McGinnis, and Liberace provides something for everybody.

Sal Licata, Director of Sales and Promotion, expounded on the company's policy by saying, "We don't just sit back. We work and plan every release." Label Merchandising Director Derek Church plays a major part in the plan Sal refers to, for each release is accompanied by first-rate marketing displays.

Licata revealed that there is a concerted campaign underway this minute for Forward act the Cattanooga Cats. This record act is based on the Saturday morning Hanna-Barbera cartoon show and "is as timely



From left: Record World's Ron Baron, Forward's Sal Licata, Director of Sales and Promotion; Rick Sidoti, National Promo Manager; and Derek Church, Merchandising and Ad Manager.

group was appearing at the Bitter End: it has since paved its way onto the airwaves in Dallas, New York, Philadelphia, Boston and San Francisco. "Tightrope," a cut from the album has just been released as a single to good response among djs.

Avante Garde LP

Moving into another vein, Polydor has just issued an album of works by avant garde composer Salvatore Martirano, foremost of these is "L's G.A.," the music from an anti-war, mixed-media event for "Gassed-Masked Politico, Helium Bomb, and Two Channel Tape." The work has been performed to much acclaim several times at the Electric Circus and is currently touring colleges and universities.

A special release is "Clark Terry at the Montreux Jazz Festival with the International Big Band." Nineteen musicians from 13 countries, with original arrangements by Ernie Wilkins, perform under the baton of trumpeter extraordinaire, Clark Terry, deliver all the high points



Bud Fraser President, Forward Records

and commercial as its predecessors the Hardy Boys and the Archies," relates Licata.

Excitement Over Liberace

There is also considerable excitement over Forward's acquisition of the forthcoming Liberace album. It is the soundtrack to his recent Londonfilmed series. Label's 24 distributors have already expressed ardent interest.

Prior to joining Forward, a subsidiary label within Transcontinental Entertainment Corporation, Sal had been National Sales and Promotion Manager for Tower Records.

Bud Fraser is the President of Forward Records. Fraser served in an executive capacity at Capitol Records before assuming his present duties.

of this annual festival.

From its European affiliate. Polydor, Inc., has released several albums to the American public. The first of these was 'Savage Rose" with its startling lead singer, Anisette. For easy listening it has also made available James Last's record of the music from Broadway's "Hair," and the Gunter Kallman Chorus singing "Once in a Lifetime," and other current hit cuts.

Polydor is also now scheduling LPs by the following artists for January release: the Amboy Dukes, Manfred Mann, Charlie Brown, James Last, the Clark-Boland Band, Don McLean, Andy Pratt, T-Bone Walker, Gunter Kallman and John Murtaugh.

A second album by John Mayall and his new band and a first LP by Bunky and Jake are included in the forthcoming February, 1970, release.

The recent development of new types of listening modes has made Polydor a source of leisure entertainment in many

(Continued on page 28)



OUR IMAGE AD.

This is our company's logo. It's going on everything we do.

And everything we do better be better than other producers. Because that logo is the face of me, Warren Schatz.

I've got to live with it.

We're going to have albums that set trends instead of following fads. (And set some sales records as well.)

Because we've lined up producers who do less fanciful talking and more real producing.

And writers whose material shows up on the charts as well as it does in reviews.

If that sounds to you like just a lot of words, we're backing them up with a demo LP of our writers' work that we'll be sending out to the industry. (But if you're really impatient, drop us a note. We'll make sure you get a copy the same week it's cut.)

Then you can listen and see for yourself.
Like I said, my face is the company face.
It's not going to wind up with egg all over it.

WARREN SCHATZ & CO., INC.

INDEPENDENT RECORD PRODUCTION AND AUDIO ENGINEERING CONSULTANTS

(Warren Schatz, Paul Friedberger, Nat Schnapf)

Servicing Product for: Columbia, Capitol. Decca, Atlantic, A&M, United Artists, Trans-Electronic Music Productions, Inc. (TEMPI), Avco-Embassy, Warner Bros.-Seven Arts, Reprise, Tower and other independents.

Publishing affiliates:

W.P.N. MUSIC CO., INC. (ASCAP) and SWIRL LANE MUSIC CO., INC. (BMI)

You can reach us at:

723 Seventh Avenue New York, N. Y. 10019 (212) 245 - 7640

Suite 22, 126-134 Baker Street London, W. 1, England

Infinity, Avco Embassy Deal

NEW YORK - Vinny Testa, President of Infinity, Inc., has finalized a package production deal with Avco-Embassy Record.

The first artist to be produced under the new wide-scope arrangement is Liquid Smoke. The five-piece hard rock group is composed of Vince Fersak Roger Kimbrell (guitar), (drums), Mike Archeleta (bass), Benny Ninmann (organ), and Sandy Pantaleo (lead singer). Their first single is in production for immediate release, and an album is scheduled for January release.

Pookah, Infinity's three-man progressive rock group, had its first United Artists single, "Blue and Peaceful" b/w "Merlin's Party," released last week and is already getting considerable air play. The group's album will be released in January with an extensive promotion campaign coordinated by

Other product activity by the Infinity organization includes a Zig Zag People single to be released in early November on the Decca label and a blues rock album of original material by J. F. Murphy.

Chestnut Label In Debut

The newest entry in the record sweepstakes is Chestnut Records, an exclusive country label that headquarters in Philadelphia. The president is Don White, who has amassed much valuable experience as an independent record producer, having produced sessions for release on RCA that included a top hit by the Celestrals, "Keep Your Hands Off My Baby." White also produced product for Alpha and Don-El Records, both of which were his own labels.

White personally produces all of his own product for Chestnut, the first of which has just been released on the new country label. One is a record-

ing by Les Seevers titled "Loneliness," which has just started selling in several important markets like Houston, Philadelphia, Pittsburgh, Atlanta and Nashville. Seevers is well known to country fans from his previous success on the Decca label with two releases, "Lily" and "What Kind of Magic." In addition, Chestnut is currently promoting "Sticks and Stones" by Vern Godown.

The two new releases on Chestnut were produced in Nashville by White, as will all future product. Currently, White is negotiating for a distribution arrangement with several major companies.

Swampfire Rushes Elgart Single

Ambassador Records' \$4.98 Swampfire Record line rush-released a single from Les and Larry Elgart's "Nashville Country Brass" LP due to heavy station reaction. "Pat-

ricia" b/w "Gentle on my Mind" is currently playing on WOR, WNEW, WPAT and NBC "Monitor" in New York, is on WCCO in Minneapolis (Howard Viken) and several Coast stations.



Draper Philosophy: 'Talent Begets Talent'

Guy Draper heads his own Guydra Productions, Aggressive Management and Andjun Publishing, and is also Executive VP and General Manager of the recently formed Tunesmith label in association with the Temptations and just recently announced a partnership with Dionne Warwick to be called Dionne Warwick Produc-

Recalling how many days he spent trying to convince A & R men that both the Unifics and 'Court of Love" would be hits. he comments, "It's very tough in the beginning. Everyone wants to wait and let the other guy give you a try before he believes. Then everyone jumps on the band wagon, if you're a winner But there's one encouraging and beautiful thing about our business, everyone gets a chance!"

Having attended college in an effort to obtain a law degree, his attorneys, Beldock & Kushnick, and his accountants. Epstein & Schechter, can attest that his training has not gone astray. Draper, they assure, is amply equipped to conduct contractual, financial and legal negotiations with acumen and pointedness that is rarely to be expected from one still so

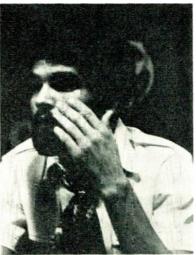
'Just Beginning'

Within the past two months he has been in the studio several times with the Temptations and Dionne Warwick working on productions to be released in the near future for their joint ventures. "I'm just beginning to find myself as a producer. Each time I go in I discover a new trick, a new gimmick, and look forward to using it in my next session."

His talent roster grows. This past month, he signed the Sherri Brewer to his management firm. Sherri is one of the leads in "Hello, Dolly" and Draper envisions "great things for her.'

Sugar and Spice will premiere the Tunesmith label in January. The Face of the Earth, another Draper act, is scheduled to record, too, on the Tunesmith label.

When asked why he is producing with "the Temps" and Dionne Warwick, when it is apparent that as a solo producer he is more than capable himself, he said, "The Temps are out-of-sight with their ideas, Dionne is both beautiful and



Guy Draper

talented. I see no reason to limit talented people. They've become successful entertainers; that's no reason for them not to branch out now. Besides, talent begets talent!"

Draper also pointed out that Tunesmith will be an album oriented company and a general label as opposed to just soul or pop or country.

Draper, who discovered and coined the name Unifics, is greatly responsible for their entrance and rise in the business, and penned their hits "Court of Love, Beginning of My End." With new writers signed to his Andjun firm, he plans to launch an all-out effort in the '70s to meet the demands material-wise for his production efforts.

(Continued on page 30)

Polydor Story

(Continued from page 26)

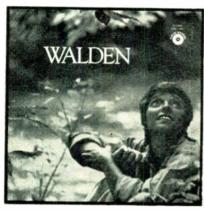
guises. Leisure listening has created a need for sound sources away from home base and includes systems which are viable and interchangeable both at home and away from home. To fulfill this need Polydor has partaken heavily in the development of eassettes, cartridges and prerecorded tape.

Polydor, via its international affiliates throughout the world. has the ability to sign an act and, through today's mass media and communication, break the act simultaneously throughout the world, just as our overseas affiliates can call on its American cousin to do the same for any of their artists they feel might have credibility and merit on the American scene. This international exchange of culture gives Polydor a broad foundation with which to work, and assures its talent the widest possible exposure.

EARTH-LINGS



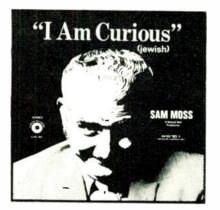
Make Believe—Wind (Life LLPS-2000) A powerful followup album to the Wind hit single, Make Believe. Wind is the sound of the 70s. Also contains the new hit "Teeny Bopper."



Walden—Lois Walden (Earth ELPS-1001) New star Lois Walden makes an exciting debut on her first Earth album. Lois is marked for stardom.



The Groupies (Earth ELPS-1000) The most controversial documentary album of the year probes beneath the veneer of the girls behind the groups. As told by the groupies themselves.



"I Am Curious" (Jewish)—Sam Moss (Earth ELPS-1003) The comedy hit of the holiday season and the New Year.

THE MOON PEOPLE...

"SWEET MAGIC"

Fragile Rock Valley (M-500)

WITH LIFE...



"TEENYBOPPER" Wind

(Life L-203) the hit followup to "Make Believe."

ON EARTH...

"SIGN OF THE V" Bobby Bloom (E-106)
"FEED ME" The Kingsmen (E-104)

Earth Records, 322 West 48th Street New York, N.Y.

Smothers, Inc., in the Pink

Smothers, Inc., is a new entertainment conglomerate designed for fresh, new talent with something valid and valuable to say and the ability to express themselves artistically.

"Many major talents go unshared and wasted because they don't get the opportunity to express themselves," said Tom Smothers regarding his newly formed complex, Smothers Inc., which houses SmoBro Records, a talent division, a production company, a music publishing division and an advertising and pr film, SmoBro Pro.

The company's first project was the distribution of the now famous "Smothers Brothers Comedy Hour" which was initially withheld and cited as the reason for the cancellation of the series. The show, complete with the controversial David Steinberg sermonette, aired as a special in over 60 markets.

To date, there have been three releases on the infant SmoBro label: a single and LP by the Sound Foundation, and a single, to be released this week, by Two Brothers, "China, Silver, and Linen" b/w "Due to the Fact," the company's first in-house production. The label, headed up by Doug Cox, is distributed by Buddah Records. Production schedules have been set for Delores Hall, who opened in the L.A. production of the rock-musical, "Hair," singing "Aquarius" and "Abby, Baby" and product should be available before the end of the year. In addition, a single release, "July, You're a Woman" b/w "That Girl of Mine," by Rabbitt, one of Los Angeles



Doug Cox, Tommy Smothers

top disk jockeys, is in the can, to be followed by an LP entitled "Holdenville to Los Angeles."

Open Door Policy

The open door policy is in effect for new songwriters in the publishing division of the corporation, headed up by former A&R Director for Mercury Records David Carroll. Carroll has been working with the Brothers Smothers since 1959 when he produced their first LP, "The Smothers Brothers at the Purple Onion." Carroll is assisted by songwriter Mike Reilly, who previously has been associated with Johnny Rivers and Jimmy Webb, and has recorded on the Uni label.

Among the Smothers' projects underway is a special to be aired on NBC in February. Timex will sponsor the hourlong show to be aired on Feb. 16. Although guests have not been announced, David Steinberg is set to be one of the show's writers. Another special, "My Brother, the Racecar Driver," a documentary on Dick's auto racing, is in the works.

Service With A Smile

NEW YORK — Many people in the music world are discovering Bob Armel's Smile Studios at 763 Eighth Ave. Aside from offering fully-equipped rock rehearsal studios to groups at reasonable rates, Bob takes an active interest in the progress of new and emerging groups by helping them find managers and independent producers.

Smile's paternalistic policies extend into the studio; a fully-equipped studio costs only slightly more at Smile than an empty room at other establishments. Since the equipment Bob provides is top-flight, groups need only bring their own guitars, cords and drumsticks when they rehearse at Smile.

Many name groups rehearse

at Smile but Bob won't list them because insuring privacy is part of Smile's policy. When a famous group plays at Smile, they are free of intrusions and distractions.

Bob's care and good sense have won him a lot of friends. These policies and a friendly atmosphere are among the reasons that producers, managers, name groups and new groups have been quick to take advantage to Smile's unique service.

New Co. in Town

John Mack and Dave Mullaney head Metro Talents, Ltd., production company formed at 320 E. 54th St., New York.

The American Way

People who go to American Studios to do their thing in Memphis aren't concerned about the unadorned atmosphere surrounding this particular recording center, which lies quietly unannounced in the shadows of Danny Thomas Boulevard. They come for one thing: to cut a hit. And they follow in the footsteps of many who have done exactly that within a studio which actually existed as a dairy at one time, having since developed into one of the major sound stages in Memphis, Tenn.

As Chips Moman states, "We're not trying to set any heroic standards over here. We've just got a funky little studio and we only want to stay busy."

Observation tells anyone that American is a complex containing its own musicians, its own engineers and its own set of standards, developed by the same two men who originally created American, namely Don Crews and Chips Moman. Moman remembers when he couldn't unlock the certain ties that bind other studios, and the times when he was broke, without work. As a result, he's always gone out of his way to

see that struggling musicians were on the work line. He has constantly provided them with jobs and a rare degree of concern, which seems to extend even beyond his company, his studio and his own personal life. He comments, "I was a musician a long time before we had American, and I've probably played with nearly every musician in town. I guess I'm on their side mostly because I feel like I'm still one of them."

He's produced such people as Dionne Warwick, Aretha Franklin, Neil Diamond and the Box Tops. "In The Ghetto" and "Suspicious Mind" by Elvis are good examples of the Moman touch, as well as such hits as "Born a Woman" and "Single Girl" by Sandy Posey; or "Eyes of a New York Woman" and "Hooked on a Feeling" by B. J. Thomas.

The actual formation of American goes back to the early '60s, with Don Crews putting it matter-of-factly by saying, "Chips and I had two common needs. He was a producer, and I had a studio. Now, we both have American." From it have stemmed their own AGP label and Press Music Publishing.

Map City Inks TK

Map City Records announces the signing of a production deal with TK productions, jointly owned by Thano Karris and Landy McNeal. The first product to be released under the new arrangement will be by a group called We the People. Their first single, produced by McNeal and Karris and penned by McNeal, is called "If We Can Fly to the Moon."

We the People consists of Willie McEachren, 20, Ed Mathews, Jr., Mary Anderson and Sherrie Morvine Graddie, 19, whose previous experience includes work with Dr. John (reaux (the Nighttripper). The group had been together for a year and a half when they were joined by Sherrie. The expanded group is just two months old.

Map City President Frank Mell said, "McNeal and Karris are the kind of producers we like to work with. We are more concerned with what people are doing than with what they have done and more impressed by product than by reputation. We feel that 'If We Can Fly to the Moon' is a record that we enjoy and that will be a big hit."

Jakebil to Anaheim

ANAHEIM, CALIF.—Jakebil Records, Inc., have moved their office from Memphis, Tenn., to Anaheim, Calif.

Bill Huskey, President of Jakebil, will operate the Anaheim office, Hank Smith and Bob Scarborough operating the office in Phoenix, Ariz.

Jakebil has signed Tommy Gobel and Dwain Bass since moving to Anaheim to recording contracts. From the Memphis area, Jakebil has Julia Bates and Eldon Clint, Jakebil also has a new star in 15-year-old Kenny Huskey, who is scoring with audiences on all her personal appearances on the West Coast.

Draper Philosophy

(Continued from page 28)

"Material without a doubt," he said, "is the backbone of the record industry, as the Motown story definitely reveals." Draper's single personal writing ambition will be to score a motion picture, but admits, "My job is to write the very best I can for the acts that are signed and encourage the writers I have to do the same. Collectively, I hope we can write a few hits."

Fox On The Move

A native of Philadelphia, Ray Fox has had a varied background in the arts, having majored in literature, drama and communications, as well as a try at law. But his first love was writing lyrics and Ray spent several years traveling and reading, preparing himself for the day when he would settle down and work as a full-time lyricist.

That day came in 1964, when he arrived in New York, armed with a bulging portfolio of songs, ready to begin the inevitable round of music publishers.

Since then, Fox compositions have been recorded by such diverse artists as Gene Pitney, Herbie Mann and Tamiko Jones, Roger Williams, Margaret Whiting, Barbara Lewis, the Banana Splits and Patti Austin. The movie that won the New York Film Critic's Award for the Best Foreign Film, "La Guerre Est Fini," had a title song whose lyrics were written by Fox. He has just completed writing lyrics for the title song of another major foreign movie.

Ray has now joined the ranks of triple-threat talents by writing, publishing and producing recordings, the first of which was called "The Face on the Cutting Room Floor," a record that has become a collector's item in underground circles.

Latest Vehicle

His latest vehicle as producer is a recording by Andrea Marcovicci, being released this week by Bell Records, with an album to follow. The song, called "In Our Time," with lyries by Ray Fox, music by Hod David, is the one that emerged from the most recent peace moratorium in New York and was introduced at a number of rallies around the city by Andrea Marcovicci, Additionally, Ray has two of his compositions featured in the current "Upstairs at the Downstairs" revue. Both songs. "Chairman of the Bored" and "Here's To Love," are under consideration for recordings.

As to the future, Fox is concentrating on more writing and more producing, including product by a discovery of Ray's, a 17-year-old composer-performer, Brian Gari. If ability and determination are criterions for success, then this is only the beginning of a long and productive career for another Philadelphia graduate, Ray Fox.

Yew Label Clicks 'In Moment'

NEW YORK — "A couple of months ago," Shy Raikin, Executive Vice President of A. A. Records, said to Record World about the new Yew label, an A. A. subsid, "I was sitting with my distributor in Philadelphia discussing the Golden Children's line and he kept being interrupted with requests to purchase a master he had. I suddenly realized that Golden was in the position to pick up a master, so I bought it. And the record just took off."

The record was "In a Moment" by the Intrigues and its success has established the Yew line. New Intrigues single, "I'm Gonna Love You," has just been released and an "In a Moment" album is to follow almost immediately.

"That's pretty good for four months work," Raikin said.

Label has also signed Phyllis Smith, who will be produced by Intrigue producers Martin and Bell for Yew, and the Village Soul Choir, who will be on the new Abbott label.

For the time being Raikin and Yew are concentrating on the artists they have. The Intrigues are touring with what Raiken calls a good "visual" act.

"The nice thing about our label," Raikin said, "is that we don't have to keep product coming out on the market constantly. We don't have to release anything unless we're really excited about it. That way we get around the real problem facing the business today-too much product. People putting product out just to have it out. That makes it tough for the distributor and the rack jobber. I know. I was a rack jobber. And I know most of the rack jobbers now. For the children's line I usually deal with them directly. But now I can call them and have them request records from distributors. That's a switch."

David Rubinson:

Fillmore, S. F. Label Chief's Main Concern: New Talent

NEW YORK — David Rubinson, who with Bill Graham, heads Columbia-distributed Fillmore Records and Atlantic-distributed San Francisco Records, was here recently checking up on what he calls his "experiment in dual distribution."

"It's working out all right," Rubinson reported.

In fact, he seemed entirely happy with the way the two-month-old company is progressing

The first Fillmore albums have been introduced successfully, they being Aum and the Elvin Bishop Group. And the first San Francisco album is just on the market, it being Cold Blood.

Rubinson, who declared that he and partner Graham were prepared to hawk (in a dovish way, one assumes) their product in every city around the country, if needs be, to kick it off, is evidently following up on that promise. Also he's lining up tours for the groups. Cold Blood, who are out of San Francisco, are making the initial promo-p.a. rounds right now.

Next from Rubinson and Graham is new group, Joy of Cooking, a Berkeley contingent, and Lamb, a four-man acoustic group.

Among the new Fillmore-San Francisco endeavors are extensive publishing plans, a house for each group recorded. "I don't think that a publisher should take money if a group writes a song and then records it themselves. If we set up publishing houses for each group, we can get some sort of equitable arrangement."

Continuing Seminars

Rubinson and Graham have also been continuing their free music seminars in San Francisco. Over the past months they have set over 90 groups up with the equivalent of \$140,000 of studio time and the results have been "incredibly diverse." Rubinson reported.

Tentatively Rubinson plans a sampler album of the best work of these novice musicians. He thinks he'll put the album out on what will be called the Guerilla label at a low price and on a non-profit basis. Funds would be funneled back into the seminar operation.

"We are going to continue looking for new artists." Rubinson said. "We do not exist to merchandise proven product. We aren't going to be signing artists who have concluded contracts with other labels. We are in business to find new talent."

Now Independent

CHARLES BUD DANT

producer-arranger

for

Pete Fountain Earl Grant Irish Rovers

<u>Producer</u> of Original Soundtrack

Albums

"Around The World In 80 Days"

"Eddie Duchin Story"

"Man With
The Golden Arm"
"Thoroughly
Modern Millie"
"Sweet Charity"

Currently Producing

Pete Fountain Sweet Rolle

CHARLES BUD DANT

1680 No. Vine St. Suite 715 Hollywood, Calif. 90028 Phone: (213) 474-5155

The Age of Aquarian Label Latest Boyce & Hart Hit

By ANDY GOBERMAN

Aquarian Records is the latest in a long line of successful endeavors undertaken by wonder boys Tommy Boyce and Bobby Hart. For five years the duo have been among the most versatile songwriters and producers (and artists) in the industry, for other labels. They were signed with A&M, and have produced for Columbia, Warner Brothers and Colgems. and now have realized one of their life-long ambitions-owning their own record label.

The label, distributed by Bell, is a division of Boyce and Hart's Aquarian Productions. and will have its own roster of artists, promotion personnel and A&R staff. Aquarian Productions is also involved in TV and motion picture development, and will handle management as well. The two will alternate presidencies. At present Bobby heads up the record end, while Tommy presides over their TV activities.

HIT R&B LYRICIST

Attention Producers and New Lahels! Successful R&B Lyricist seeks Talented Producers and New Labels to Supply R&B Music and Artists for Out Of Sight Lyrics!

Write

Record World

Box 101 200 W. 57th St. N.Y., N.Y. 10019





Boyce & Hart, Andy Goberman

The overall concept of Aquarian Productions is "to work records in conjunction with TV," for really comprehensive exposure of their artists and product. Of course, the boys record for their own label, as well as handling much of the production for their other artists. and their first single on Aquarian, "I'm Gonna Blow You a Kiss in the Wind," is just beginning to happen.

This is their first release ever, to be followed shortly by a single from Cathy Garver, of 'Family Affair" TVer. Cathy's release is a Christmas item, tying in her story of "Lem, the Orphan Reindeer" with stuffed animals bearing the title, a cartoon being distributed in theatres using the record as a soundtrack, and numerous other promotion and merchandising angles guaranteeing success for the disk.

Cathy will also be doing a national promotion tour on behalf of "Lem," beginning Nov. 27 and hitting 15 cities across the country, in addition to conarrating the CBS Thanksgiving Day parade.

The company is currently working on "an LP from a Broadway show," and is negotiating with three groups, two new and one currently established.

Boyce and Hart have been appearing regularly on TV lately, and the future promises even more exposure. Aquarian Productions is producing 12 minispecials for TV in 1970, featuring Boyce and Hart. The format will be that of a "30-minute concert," as they are hoping to have two commercials at the beginning and end of each show, leaving about 30 minutes of uninterrupted music. The boys also just wrote and orchestrated an all-original score for an ABC movie of the week, "Three's a Crowd," to be aired Dec. 2. They will also be heard singing in the soundtrack.

Belwin-Mills Inks Woods To Writer Long-Termer

NEW YORK-Alan L. Shulman, VP of Belwin-Mills Publishing Corp., announces the signing of Jim Woods to an exclusive long-term writers' agreement with Multimood Music, the Belwin-Mills B.M.I. affiliate, and as a producer with the firm's Double M production

Producer/writer/performer Woods began his music career in 1962, coming to New York (from Boston) as a freelance writer. In 1963, he signed with We Three Music, Inc., as a staff writer, and wrote for such artists as Jive Five, Clara Ward and the Magicians. He immediately attained chart success with the Jive Five's "In My Neighborhood," and the Magician's "Invitation to Cry."

Following a hitch in the U.S. Army, he rejoined We Three on a freelance basis and, during that time, produced the Garden of Eden for MGM.

Last year, he joined Kasenetz & Katz Associates and both wrote and produced for the Ohio Express. Crazy Elephant



From lett: Kalpn Murpny (standing), Jim Wood, Ira Howard, Alan L. Shulman and Jack Perricone.

and the 1910 Fruitgum Co. As a writer/producer, he scored with the Ohio Express' "Pinch Me," as well as the Crazy Elephant's "Sunshine, Red Wine" and "Gimme Some More." He is currently represented by the 1910 Fruitgum Co.'s newest success, "When We Get Married."

At Belwin-Mills, he will work closely with the firm's General Professional Manager, Ira Howard, as well as collaborating with new producer/writer/ professional manager Ralph Murphy and music co-ordinator Jack Perricone.

Audie Murphy Helms Moneta

Moneta Records, a new record and publishing company, has been established under the banner of Fipco Productions, it is announced by Audie Murphy, President.

Moneta is a wholly-owned subsidiary of Fipco Productions, which recently completed filming of its first motion picture, "A Time for Dying." Initial release is "Just a Dime" b/w "We Cry All The Way," arranged and sung by Ray Welton with lyrics by Murphy.

They just recently appeared on the "Tonight" show, and have completed a Soupy Sales TV special.

But TV and records are just part of Boyce and Hart's growing involvement in all phases of the entertainment industry. They have put together "The Boyce and Hart Show" with special guest star Zsa Zsa Gabor. and will be appearing at the Flamingo in Las Vegas starting Jan. 8.

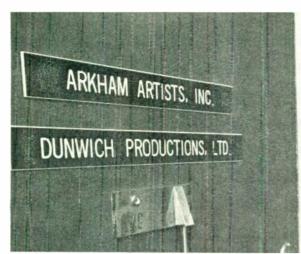
Greatest Achievement

Both Tommy and Bobby feel that the "indefinable success" of their "L.U.V. (Let Us Vote)" disk and campaign for the 18year-old vote is one of their greatest achievements. Bobby told us that because of the campaign, "13 states are legislating to make it possible to lower the voting age to 18," a testimony of the power of records to move people and communicate. All proceeds from the sale of the disk went to the organizations working for that

Both of the boys were really gassed by the reaction their show drew when they played the National Peanut Festival in Dotham, Ala. They did the Saturday show with their friend Dick Clark, and said that "The show was like the old Elvis Presley Beatle days. We were mobbed by 6,000 screaming kids," and were also made Colorels of the state, "It was like a big county fair," Tommy added.

The name Aquarian Productions is a clue to the fact that the company is based on a "today sound," which should remain successful and contemporary for at least as long as the Age of Aquarius. And that's a long time.

THROUGH THESE PORTALS HAVE PASSED SOME OF THE COUNTRY'S GREATEST ACTS... THIS







1964 -- THE RIVIERAS

1965 - EDDIE HIGGINS - WILBUR LONGMIRE - JACKIE IVORY

1966 - SHADOWS OF KNIGHT - THE FLOCK - THE CRYAN' SHAMES - THE BUCKINGHAMS

1967 — AMERICAN BREED — H. P. LOVECRAFT — WILL-O-BEES — MAUDS — MICHAEL AND THE MESSENGERS — THE FAMILY

1968 - NAZZ - ROTARY CONNECTION - THE TROLLS - THE CASTAWAYS

1969—CROW—THE HARDY BOYS—AORTA—CHAD MITCHELL
—COVEN—GENEVA CONVENTION

1970 — CROW — THE HARDY BOYS — THE CRYAN' SHAMES — SHADOWS OF KNIGHT —
AMERICAN BREED — ROTARY CONNECTION — AORTA — LOVECRAFT —
COVEN — CHAD MITCHELL — EDDIE HIGGINS — GENEVA CONVENTION — MASON
PROFFIT — THE FAMILY — BOB GIBSON — PLAIN BROWN WRAPPER —
SMOKEY — THE BRIGADE — JOHNNY KAY — MORGAN

BILL TRAUT / JIM GOLDEN / BOB MONACO



DUNWICH PRODUCTIONS, LTD. (312) 664-3632



ARKHAM ARTISTS, INC. (312) 944-0645

25 E. CHESTNUT ST. CHICAGO, ILL. 60611

Nashville Offices: TERRACE MUSIC CORP. (615) 254-1129

(615) 254-1129 805 - 16th AVE., S. NASHVILLE, TENN. Publishing Affiliates: YUGGOTH MUSIC — BMI

DUNWICH MUSIC — BMI BREED MUSIC — BMI MISKATONIC MUSIC — BMI TERRACE MUSIC — ASCAP

'The Jewish Puccini' Starts a Record Co.

By DOUG McCLELLAND

NEW YORK—That man of "La Mancha," composer Mitch Leigh, has been so active in recent months it would take an entire Record World "special" is sue to chronicle his enterprises thoroughly.

He is Chairman of the Board of the multi-faceted Music Makers Group, Inc., where Milton Herson is President. Now, under this operation, the establishment of Music Makers Records, Inc., has been announced,

headed by Leigh and VP Howard Silvers.

Chatting with Leigh last week, it was learned that the label, currently occupied in producing masters, should have its own first releases out by next spring. He hopes to kick off the new diskery with the original cast album to the musical he is now composing, "Cry for Us All," from the prize-winning off-Broadway drama, "Hogan's Goat," by William Alfred.

"Bill's a Harvard professor whose classes actually make money," Leigh laughed. "He's adapting his play and also writ-

ing the lyrics."

"It will have more music than 'Man of La Mancha,'" the composer continued. "John Reardon of the Met has been signed for the lead, and all the voices will be on an operatic level. I bought the rights originally for a movie, but I didn't think of it as a musical until I read it. I contacted Bill Alfred, who said he originally had had it in mind as a musical. 'But how do you go about it?', he asked.

"Bill's from Brooklyn—so am I—and based all the characters on Irish people he knew there. Although he set the play in the 1890s, it still looks pretty much the same today in the area he wrote about—I first planned to film it on location right there."

'Feel Tonight, Think Tomorrow'

The new show will be performed on Broadway. "I figure that if you do your work well, you should be able to reach all people—like 'La Mancha.' The idea that you must reach a select audience is only true when you don't affect people emotionally. Make them feel tonight and think tomorrow. For me, that's what theater is about: an intellectual concern after the fact. I think off-Broadway would be kind of a cop-out."

On the subject of the new record label, Leigh remarked: "It's curious and foolhardy that we haven't had it before this. My background is in records as an A&R man. It was the first thing I did when I got out of school. Then we got involved in radio and TV commercials—still are. Some of them landed on stations' 'most requested' lists. In Cleveland we were No. 3 with a commercial once.

"What we hope to do with records is take the same attitude about the public as we do on Broadway and in films: that what's good will sell. 'The sound today'—that can lose you more money than anything. We want to anticipate tomorrow's sound. Our philosophy is that the *original* thing has more potential, that 'Son of Sh-Boom' doesn't sell as well as 'Sh-Boom'."

Leigh will turn up on Music Makers Records as an artist for the first time in over a decade. He is planning to sing on an album called "The Romantic Soul of the Man of La Mancha," doing material from his show (lyrics by Joe Darion).

He recalled that "No one wanted the original cast album of 'La Mancha.' Dave Kapp at Kapp Records liked it and said 'If you can't get anyone else to do it, bring it back here.' I did." The result: a gold record and one of Kapp's biggest albums ever. "The show itself, a 'sleeper' in every way, had its problems getting on, too," Leigh pointed out. "But as our star, Richard Kiley, said, 'It was doomed to success'."

Preparing Ambitious Films

Leigh also is preparing a couple of the most ambitious feature films in years. He will produce the United Artists movie of "La Mancha" in the spring of 1971 for release in the fall of 1972. "I think it is a marvelously courageous thing that UA's David Picker has done asking me to produce and Albert Marre — who did the play—to direct: it'll be the first film for both of us. This is very courageous for a major motion picture company."

"It will be made in Hollywood," he explained further. "We need the technical prowess that Hollywood has over every place else in the world. We will



Mitch Leigh

probably build a location set near one of the mountains there, close to the studio that we rent."

No casting has been set yet, but, said Leigh, "UA will have a great deal to say in that area, and justifiably."

'Music Always Comes Last': Leigh

Leigh is already at work on a cartoon feature called "Tiger Flower" for UA, based on the best-selling book of jungle paintings by Fleur Cowles who is designing the film. Herman Raucher is doing the book and Judy Spencer the lyrics to Leigh's music. "The music always comes last in my productions," Leigh smiled.

"This will be a picture for kids of all ages. It's a proven fact that kids have more imagination than adults, and it's always irked me that writers have not taken advantage of this. Kids will accept certain things immediately, they don't have set attitudes. This will enable us to really fly with this film."

A full-scale opera also is on his agenda.

Everything considered, Mitch Leigh's appellation as "The Jewish Puccini" may not be too far-out. Maybe, even, inadequate.



Howard Silvers

From Earth To Moon

(Continued from page 9)

tions so that when we went into operation we could swing."

Earth is swinging. The first album by Wind, produced by Bo Gentry and containing the "Make Believe" hit, is shipping. A major campaign has been mounted on Lois Walden, described by Berkman as "a cross between Lana Cantrell and Hermione Gingold." Her first album, "Walden," has just been released on Earth. Alan Lorber's documentary on "The Groupies" has shown steady underground sales, and Berkman is shipping the label's first comedy album, "I Am Curious (Jewish)."

Joey Levine, who with Artie Resnick wrote and produced a dozen million-selling bubblegum hits (see separate story), is stepping out as an artist. Bo Gentry is producing a new group, Gemini, for Forward Records, while Levine & Resnick Productions is studioing the Red Lite District and Bohanna for Scepter, Gideon for Buddah and Tax for the Forward label.

Resnick and Levine are also putting the artist push on songwriter Bobby Bloom. His first single, "The Sign of The V" (written by Levine, Kris Resnick, Bloom and Jim Carroll), was produced by Jeff Barry of "Sugar Sugar" fame.

Moon Label Formed

And to keep the record straight about who's at home with bubblegum, Moon Records has been formed, utilizing the talents of Levine-Resnick Productions and the Calvert-Marzano "New York sound" studio rock band.

Overseeing the promotional drive on Earth product is Sammy Vargas, recently named National Promotion Director for Earth and its affiliate labels.

Harold Berkman, who directs the overall operations of the Earth complex, has a long and successful background in distribution, production, sales, promotion and merchandising. He has been associated with MGM Records, ABC Records and the Web IV group of record companies. Berkman also hit with his own Harbour label via Billy Shields' "I Was a Boy When You Needed a Man."

Off to a fast start in their adventure of building a talent dynasty, Levine-Resnick-Berkman and their Earth Records are frontrunners in the "new labels explosion" of 1969.

For your free sample of Intrepid Records turn on the radio.

A new label needs two things to make it big. The right sound. And heavy promotion.

We know Intrepid has the right sound.

So how about promotion? You name it, radio, print, we're into it. Why so heavy? The answer is we don't have a huge stable to support so we can throw a lot more support behind what we have. Besides that, promoting records that sell is just plain good business. (For you as well as for us.)

We mean what we say, so if you haven't already gotten your free sample of Intrepid Records, take advantage of our offer right now.



INTREPID RECORDS

1650 BROADWAY, NEW YORK, NEW YORK 10019 • (212) 581-0505

From The Mercury Record Corporation Family Of Labels
INTREPID • MERCURY • PHILIPS • SMASH • FONTANA • LIMELIGHT • BLUE ROCK • WING • PULSAR
A product of Mercury Record Productions, Inc., 35 Eest Wecker Drive, Chicago, Illinois 60601
A NORTH AMERICAN PHILIPS COMPANY

Whiz Celebrates First Birthday

HOLLYWOOD-It's a happy birthday No. 1 for Whiz Records, an offshoot of the threevear-old Double-Shot umbrella.

Just about a year ago, Whiz whizzed hot with one of its first bids, "Kid Games and Nursery Rhymes," a bubble-gum of soul by Shirley and Alfred (Brenton Wood). And now this record is exploding on the international scene.

A major chievement by the new label has been the development of the funky Senior Soul quintet. They rode the charts with the instrumental version of "It's Your Thing" and their two LPs are consistent sellers. The Real Thing, a vocal-instrumental combo, is also scoring with their new release. "Tears of Joy." They're currently on tour with ex-Ram football star Rosie Greer

Whiz was the first label to swing with a soul version of "Sugar, Sugar," dished out by Shirley, of Shirley & Lee "Let the Good Times Roll" fame..

But the big celebration centers around the Vanguards' (Continued on page 38)

Intrepid Lives Up to Name Via Many New Activities

Label Celebrates 6 Months in Biz

By DOUG McCLELLAND

NEW YORK-Intrepid Records is the perfect label to be profiled in a special issue devoted to independent producers and new labels: the diskery is celebrating six months in business and obtains product primarily via independent producers (and masters).

Intrepid is distributed by Mercury, but Intrepid President Charlie Fach hastens to add, "One of the biggest things we have going for us is that we have all the advantages of a small company—the concentrated effort behind artists and producers-and all the advantages of a big company—everyone knows they'll be paid on time."

Intrepid also has a solid track record in its short life span, with numerous expansion plans being set.

Second Sold Over 700,000 Noted Fach: "The second record we put out, 'Birthday,' by Underground Sunshine, has sold over 700,000 to date. They have a new one, too, 'Don't Shut Me Out,' and an album, 'Let There Be Light.' The group hails from Montello, Wisc., and their 'Birthday' single was a master they produced them-selves. They put it out in Wisconsin, I heard it and bought

Fach also is excited about a new single called "Love Fever" by the Leer Brothers, a duo from upstate New York. They wrote, arranged and played all the instruments on the deck, working closely with producer Bob Feldman. "Then we gave them a box of records and they went out and got it started themselves," said Fach. "They're like a latter-day Righteous Brothers in style."

"We also have a Nashville artist we're very high on," Fach continued. "His name is Dennis Linde, and he's both a songwriter and a singer. He's such a great songwriter, in fact, that he's shown several of his tunes to Roger Miller and Roger has recorded all of them-and Roger is the only artist he's shown them to. Roger's latest Smash Records single, 'Where Have All the Average People Gone,' is Dennis'. Dennis' latest single is 'Ballad of a Blood-Crazed Train Killer,' which was produced by Jerry Kennedy in Nashville."

There is also a single produced by Paul Leka, notable for his work with Peppermint Rainbow, Steam and the Lemon Pipers. It's by a Cleveland group named the Choir and the single is "We're Gonna Have a Good Time." Another new group, the Student Body, has a record out titled "When a Woman Has a Baby," which was produced by Bob O'Connor and Arnold Capitanelli. Student Body is from North Jer-

Fach went on: "We're primarily a contemporary, young artists label. Our LP releases will depend on the artist. If I have an artist I think should be on an LP, we'll do it. I won't limit it to just LPs from hit singles."

The Intrepid name was devised by Fach from the numerous U.S. warships so named through history, as well as Mr. Webster's definition of intrep-



Charles Fach

id: "bold, fearless." It is also the name of the new moon module. Some months ago, Intrepid Records put out a doublerecord set on the moonshot called "Eagle Has Landed," which was sold directly through UPI's newspapers and stations -"It was a new method of record distribution," Fach reported.

Into Management, Too

Also new for Intrepid is a management firm, Intrepid Management, which has thus far signed the Leer Brothers. Latter is further pacted to the firm's separate pubbery, Brown Trout Music (BMI), as is the group Underground Sunshine.

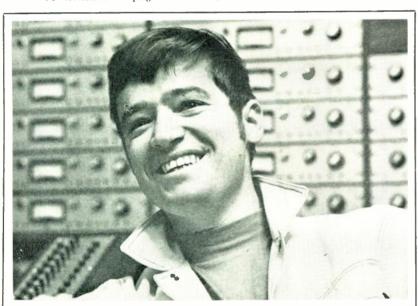
And Concert Promotion

Intrepid is getting into concert promotion, too, with an auspicious start slated for next March when they will present "An Evening with Jerry Lee Lewis" at Carnegie Hall. "It'll be a one-night, one-time show. Mercury will record it for an LP. I think that next year at convention time in Nashville, Jerry Lee Lewis will collect as many awards as Johnny Cash got this year."

Intrepid is located at 1650 Broadway, with plans to expand to larger quarters in the same building shortly. The compact staff includes, besides Fach, Don Jones, National Promotion Manager, and Dorothy Psalidas, Manager of Administration.

New Pax Label

NEW YORK-Pax Records, a new label, will be distributed via Golden Records. First release: "Tower of Babel," by Stoned Age. Dj copies may be obtained by contacting Golden Records chief Shy Raikin at 250 W. 57th St.



OUR MOST SOPHISTICATED PIECE OF EQUIPMENT*

*Audio Engineers! (6 Great Ones)



RECORD PLANT

321 West 44 Street New York City (212) 581-6505

RECORD PLANT 8456 West Third

(at La Cienega) Los Angeles, Calif. (213) 653-0240

Watch for



RECORDS

January, 1970

and then the Charts!!!

Action Speaks Louder Than Words at Kasenetz-Katz

NEW YORK—"After 43 chart records," explains Jerry Kasenetz, "there's really not much more to say."

He is speaking, of course, of Kasenetz-Katz Productions, the phenomenal bubble-gum production team who have exploded on the scene in the last few years. The team has come up with 18 chart records already in 1969. Kasenetz at this point chooses to emphasize what he calls "the fantastic contribution of some of the people who work with us."

One of those is Hy Gold who has been with the company for two years and was responsible for bringing the Shadows of Knight to the firm. Phil Schindler discovered the Crazy Elephant for K&K.

Highly emphasized by Kasenetz was the contribution of Ritchie Cordell to Kasenetz-Katz and the music scene in general. "Ritchie Cordell," said Kasenetz, "is the most underrated and greatest work producer and writer in the coun-

Dazzling Hit List

Kasenetz' enthusiasm for Cordell is backed up by a dazzling list of hits including "I Think We're Alone Now,"
"Mirage," "I Like The Way," "It's Only Love," "Somebody



Jerry Kasenetz, Jeff Katz

Cares," "Gettin' Together," "Get Out Now" and "Mony Mony," all of which were performed by Tommy James and the Shondells. He also coproduced "Crystal Blue Persuasion" by the Shondells, "Indian Giver" by the 1910 Fruitgum Company, "Special Delivery" and "The Train" by the same group and "Gimme Gimme Good Lovin'" by the Crazy Elephant.

Having proven himself time and time again, Kasenetz now wants to say little more than "Action speaks louder than words," and let it go at that.

Zipperman Forms Nouveau Riche

HOLLYWOOD-Stanley Zipperman has formed Nouveau Riche Productions, independent record production company, Thirst Music (BMI) and Nouveau Riche Music (ASCAP), two publishing houses.

Young veteran publicist Zipperman has established for himself a reputation in recording circles for discovering top talents. He is personally credited for discovering both the Association and the Strawberry Alarm Clock, bringing the thenunknown groups into his publicity-promotion firm, Hollywood Promotions. Additionally, he has personally handled publicity direction for the Yardbirds, Tommy Roe as well as independent publicity campaigns for Capitol, Mercury and White Whale labels.

Hits Zipperman has been directly involved with were the Association's "Along Comes Mary," "Cherish" and their LP "Along Comes the Association"; The Strawberry Alarm Clock's "Incense and Peppermints,"

"Tomorrow," and their first LP: Tommy Roe's "Sweet Pea" and "Hooray for Hazel"; and the Yardbirds' "Happenings Ten Years Time Ago" and their "Over Under Sideways Down" LP.

Over the past several months. Zipperman has been active producing masters for the following artists signed to his Nouveau Riche roster: Bob Pickett, artist of million-seller "Monster Mash." who will henceforth record in the country-pop vein; Byron Daugherty, singer-composer; Dave Brady, R & B Performer and former leader of Dave Brady and the Stars: Leonard Simon, Joe Simon's younger brother; Tom and Donna, former lead singers of the Wildflower Witch Family; and Rick Martins, singer-composer.

> Subscribe Now To **RECORD WORLD**

Oldham on Immediate

NEW YORK-Immediate Records is now independent, with offices in New York at 80 Central Park West under the leadership of Andrew Loog Oldham, former manager and producer of the Rolling Stones who coordinates the label.

Oldham is partners with Tony Calder whom he refers to as the George Goldner of England." Calder handles the business affairs of the label.

Oldham started the label when he was still with the Stones about four and a half years ago. At that time the concept of an independent label caused quite a start in the business. This was before the Beatles had set up their own company and made such ventures fashionable.

All acts on the label are selfcontained, emphasized Oldham. They write their own material and produce themselves. Asked if he is any longer involved in production himself, he said, "I don't really like to live in the studio any more-I like to visit and hear what other people are

The best known acts on the label are Humble Pie, a spin-off from Small Faces whose first album, "Safe As Yesterday Is." was recently released here to much critical acclaim, and the Nice, a classically oriented rock group who have a new album coming soon on Immediate. Immediate is always looking for self-contained talent both here and in England.

Forthcoming on the label is a British blues series which will feature early recordings of such as John Mavall and Eric Clapton. Also signed to the label in Europe are the Amen Corner ("A hit everywhere in the world but here") and Scott Walker.

Dunivan to Dandy

ST. LOUIS - Singer Bill Duniven has been signed to record exclusively for the newly formed Dandy label. Duniven's first release, "It's Only Make Believe," has already been shinned.

Interaction Key At Gorson

At the indie production firm of Arthur H. Gorson Productions, major attention this month is being given to work on an album by a new group, F.U.N.C.

The group is made-up of four studio musicians from New York: Herb Lovelle, Paul Harris, Hugh McCracken and Chuck Rainey. The album is being produced by Arthur Gorson but, as with most of the firm's product, everyone in the office from production assistant Barbara Norris to writers with the firms Wild Indigo Music (BMI), such as Wyatt Day, involves himself in the project.

Gorson feels that cross involvement on the part of creative people around the office produces many exciting results. New project ideas have come from work in progress; a distinctive sound is developing as a result of a group of people working together over an extended period of time; new artists are helped to grow by drawing from the energy around the office. In effect, the office becomes a self-generating creative workshop.

Hence, while Herb Lovelle is drummer with F.U.N.C., he is also a producer with the firm and an officer of the publishing company. Keyboard man Paul Harris has arranged several albums for the firm and is co-producer with Gorson of several new sides by English star Chris Farlowe soon to be released here on Polydor.

During the past year innovative albums such as "White Lightnin'" on ABC have resulted from activity within the office. This album brought together two of the country's best traditional musicians, Byard Ray and Obray Ramsey, and rock musicians such as Lovelle and Chuck Rainey. "Ars Nova" on Atlantic is another album which shows new musical forms growing out of the interaction of varied experience. Other albums produced by the Gorson office during the past year include: Tom Rush on Elektra; Len Novy for Atco; Terminal Barbershop on Atco.

Work is under way at the firm's office (146 W. 47th St., JU 6-5125) on a demo studio.

Whiz Celebrates

(Continued from page 36)

"Somebody Please," the label's top seller to date. This was a hot Indianapolis master produced by Herb Miller.

Producers Joe Hooven and Hal Winn, President and Vice-President, respectively, of Double-Shot/Whiz, will unveil more new talent in the coming months, with promotion-in-motion man Irwin Zucker (also a label veep).

Germany's Indie Explosion

By PAUL SIEGEL

BERLIN - What has been a long time coming here has finally happened: writers and publishers who couldn't place their product with the "king" A&R men at majors have gone into studios and made their own versions of their own songs. Instead of pressing on new labels as is the case stateside, they peddle their masters to majors for major distribution in the German, Austrian and Swiss territories, which all belong to one big German language market

One of Pioneers

One of the pioneers in the indie field a few years back is Horst Fuchs, prexy of Transworld Records, whose product releases on Ariola; and there is the Munich pubbery, Hans Wewerka, with his Orange label on Electrola/EMI group for distribution. Whereas the new Resonono label in Cologne with Günther Tilgert will as of Jan. 1, 1970, release in Germany on Telefunken-Decca.

And so the story goes, with successful new smaller labels such as Cornet in Cologne with distribution on EMI, and little powerhouse label Metronome in Hamburg besides their Atlantic label from stateside living off indie production and masters.

In Germany to set up an independent distribution is not only costly, but time-wasting and financial suicide to compete with the well established majors.

Successful Writer/Producer

A successful writer producer is the Kurt Feltz organization in Cologne who are tied up with various major labels and have a stable of money artists such as Peter Alexander, Gitte, etc. But American or foreign product who are not personally represented promotion-wise in Germany, even if they have a chart hit in their own country, can fall by the wayside in Germany if they don't follow through. With the German DM (money) so high on the stock exchange, the coin can be made here to help pay stateside expenses, and vacations.

The only hitch to the whole indie eruption is the lone and rare dj, as airtime is scarce to expose a new record, due to the government-owned radio station setup. So the smart thing for indies to do is to start romancing the djs here, and watch the green come in.

Tommy James, Ever Expanding

By now, that Tommy James is an artist and a producer is scarcely news. There were those months of image struggle, however, when the old "Hanky Panky" Tommy made way for the new genius Tommy image. The latter is quite a bit closer to the truth.

Tommy started producing on the "Mony Mony" album where he did three tracks. He considers that his apprenticeship in the field. "Crimson and Clover" was the big breakthrough in sound and image. What came out on that album (it was certified as a million seller, as were the two singles taken from it) had been brewing in the group's mind for months and was written when they were stranded in Iowa one weekend.

James considers the Shondells, Ronnie Rosman, Peter Lucia, Mike Vale and Eddie Gray to be indispensible aides in the music of the group. James has always been fiercely anti-establishment in his thinking and was concerned that the group was getting an image of "something that people kept in a warm box and let out once a month for recording sessions." The development of the "new

sound" was gradual, but the exposure of it was sudden and disorienting at first to many James fans. The final result, of course, were Tommy's biggest hits ever and a new image of talent and creativity which was reflected in his work.

His new album, "Cellophane Symphony," which he did with the Shondells brought him to new heights of respect in the "underground," while proving a solid seller. James is constantly in the studio working on new material, remixing, arranging or writing.

The development of the Brotherhood, Inc., showed Tommy's business growth. The Brotherhood is a communications complex which handles his musical activities in production, publishing and artist management. His goal, in addition to personal success, is to bring people together through music.

The James name has been evident on labels other than Roulette, who record all of the Shondells material. The Clique, a White Whale group, had a hit version of "Sugar on Sunday," and Tommy produced his own "Church Street Soul Revival" by the Exiles for Columbia.

Thank you all . . . Jeff Barry

JEFF BARRY ENTERPRISES, INC.

STEED RECORDS



Jeff Barry, President Tel.: (212) CI 5-0036

Joe Cal Cagno, Gen. Mgr. Tel.: (212) 895-6813

'Something New Happening Each Day at Crewe'



Bob Crewe

By DAVE FINKLE

NEW YORK—"There's something new happening everyday," Rocco Sacromone, Executive Vice President of the Crewe Group of Companies (CGC), said recently of firm activities. "Call us next week and we'll have more to tell you. It's exciting. It's the nature of the business."

What's been happening at Crewe since the company released its first product, Oliver's "Good Morning Starshine" album, has been remarkable. Not only has the album hit the charts, but one of the songs from it, "Jean," has become Crewe Records' first accredited gold disk.

Neil Galligan, Vice President of A&R, talked in more detail about Crewe activities and Bob Crewe's involvement in them. "We have Bob Crewe exclusively for the label now, but we are not thinking of Crewe Records as only an outlet for Bob Crewe productions."

He noted that Crewe is already distributing indie labels Maxwell and Challenge and that new Crewe subsidiary, Generation, is currently being launched with "Three Minutes Heavy" by the Time Keepers.

Crewe will be making independent producer deals that will be announced shortly. Right now Van McCoy, Hutch Davie and Larry Brown and Ray Bloodworth are producing non-exclusively for the company.

And, Galligan reported, one of the big Crewe promotion pushes will be for the Bob Crewe Generation, which will be re-activated and merchandised heavily.

Just signed to Crewe are Lesley Gore and the Rationals.

Set for release by Crewe in the very near future are a Mitch Ryder album, "The Heaviest Hits of Mitch Ryder," a Crewe Generation album, a Toys album and an instrumental album by Hutch Davie.

Crewe has also contracted Ben Bagley to produce four albums per year in his great musical comedy writers "Revisited" series. Four have just been released, "Alan Jay Lerner Revisited," "Vernon Duke Revisited" (both new) and repackagings of "Rodgers and Hart Revisited" and "Cole Porter Revisited."

And then there's Oliver. Label is extremely happy about the young singer's success and is announcing Copa dates (December) and Las Vegas dates (this summer sometime) for him.

Lad is taping the Tom Jones show, will also appear at MID-EM and will tour Europe for three weeks thereafter.

"We don't plan to put out too much product," Galligan said. "If you do, you have to have time to work a record. Even with Oliver. We're not taking him for granted. We will continue to take the time to take care of him and foster his growth. We will stagger our releases so that our full complement of field men can work the records. We want to be that rare kind of musical animal that has a young, clean line. When the records go out, they sell. That's what really keeps your distributors happy—when they see a line selling.

Vito Samela, Vice President and General Manager of CGC, told Record World that he is slowly lining up foreign distribution which he will announce shortly. "We're a small independent that is gearing itself to think like a major. Sometimes when you become as successful as fast as we have, you have to think in large terms even before you're ready to. But we're gearing ourself for great

growth and that's important to know.

Tied Up in Production

In the meantime, company topper Crewe is keeping himself tied up in production, which is (the feeling prevails) the way it should and must be. Evidently, Crewe will continue to produce for other labels artists with whom he had agreements before the establishment of CGC, but all new artists will appear on the Crewe label or one of its subsidiaries.

Larry Maxwell will make all the Maxwell deals and Joe Johnson and Dave Burgess will keep charge of their Challenge label. They will repackage some of their old product and will also be looking actively for new product. So far Challenge albums by the Preachers, the Peanut Butter Conspiracy and Golden Leaves are on the market.

Perceptive New Labels

Perception Records and Today Records, although new record labels, have been a long time dream of Terry Philips, President of Perception Ventures, Inc. The record labels are part of the P.V.I. entertainment complex, which is a public company.

The company personnel also includes Jimmy Curtiss, VP in charge of Creative Operations; Boo Frazier, Vice-President in charge of Marketing Operations; Maurice Irby, Jr., Creative Director of Rhythm and Blues Activities; Marcia Hillman, General Professional Manager and Publicity Coordinator; and Luella Johnson, Assistant to the President.

Roster artists are Dizzy Gillespie, J. C., Otis Smith, Jeannie Brittan, Mame and Duke, the Daily Mirror and Richard Weyler

The philosophy of the labels is a simple one: quality instead of quantity. There will be a minimum of product, but the product will be strong. To quote Terry Philips: "We intend to release only tested product. We will try singles in one or two markets and if they don't show reactions, we don't release them nationally. We want people to know that when we release something, it's heavy."

As far as artists are concerned, that, too, is quality and not quantity. Frazier stresses that the company wants artists that can go "across the board." As he puts it, "I've seen too

many artists with one hit come and go. We want artists we can build; ones that we can concentrate on developing completely."

In addition to the company's own production work, they have negotiated independent production deals with Stan Watson and Jamo Thomas, Bobby Martin and Tommy Bell and Don Covay. Watson and Thomas will produce Mr. Jamo for PVI's Today label. The first release by Mr. Jamo, "Shake What You Brought with You,' has already been recorded and is scheduled for release after the first of the year. Martin and Bell will produce the Odds and Ends, a singing group from Philadelphia, for the Today label. Covay has been signed to produce a new female vocalist, Margaret Williams, also to be released on the Today Records label.

The Perception label has already released its first two singles: "Soul Kiss" by Dizzy Gillespie and "Johnny Get Your Gun" by J. C.

The P.V.I. family feels that the marketing background of its executives, Perception and Today Records will have an additional edge in developing and merchandising their product. They also believe that through the wholly-owned P.V.I. subsidiary, the Afro-American Insight Corp. (A.A.I.C.), they will be able to help market product on campuses and in black communities.

Jason, Ltd., Formed

Jay "Buck" Munger, former National Promotion Director for Sunn Musical Equipment, announces the formation of his own company, Jason, Ltd., in Hollywood.

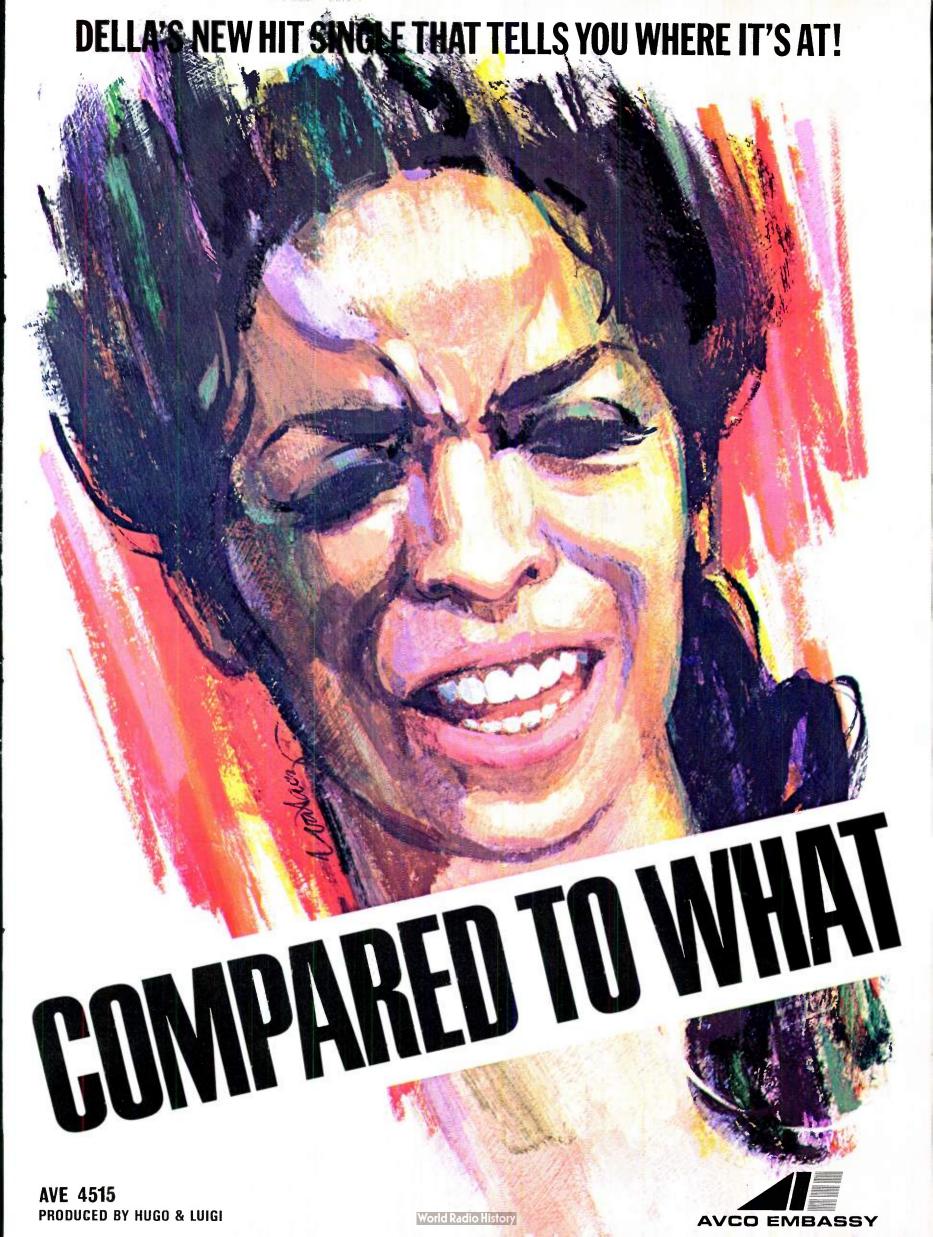
While at Sunn, Munger obtained product endorsements from the Cream, Jimi Hendrix, the Who, Righteous Brothers, Steppenwolf, Buffalo Springfield and Buddy Miles, among others.

In Many Areas

Jason, Ltd. will operate in the areas of record production, personal management, music publishing, advertising and marketing/promotion consultation for musical manufacturers. The company will also be affiliated with Concert-One-Stop, a road manager and equipment rental service. Sheila Bernson, formerly with the Sunn promotion staff, will serve as Vice President / General Manager. Buddy Palmer will direct publishing activities in addition to assisting Munger in advertising and marketing consultation areas

Munger has just completed the firm's first album production, "Wrinkle," scheduled for January release on Liberty Records. Among the artists Munger will manage is Howard Roberts, guitarist and Capitol artist.

Currently, Jason, Ltd., represents Benson Electronics (amplifiers) in advertising and marketing areas.



Indie Producers Come On Strong at Lib/UA

There is a continuing awareness of the vast amount of creative production talents available to established labels willing to work with them at Liberty/UA. Some of the company's recent hits attest to its recognition of producers who can come up with the right material for the right artist at the right time.

Working closely with the company's A&R administrators and division managers, producers not affiliated with the firm's internal staff have accounted for numerous hits. Outstanding have been the succession of singles and albums on Soul City by the Fifth Dimension who are produced by Bones Howe. Vikki Carr's current single was produced by Bob Crewe and Keem-O-Sabe by the Electric Indian was a Len Barry production, to mention but a few

VME Productions accounted for Imperial's recent smash with Jackie De Shannon and also her present chart recording of "Love Will Find a Way." Dennis Yost and the Classics IV long have been guided by the production reins of Buddy Buie in Atlanta and from Memphis, Chips Moman has produced Bobby Womack along with several other artists.

Solid State and Blue Note have turned up much outstanding product with artists like Thad Jones-Mel Lewis, Jimmy McGriff, Brother Jack McDuff, Little Junior Parker, Jeremy Steig and others through the efforts of veteran producers Sonny Lester, Richard Carpenter, Lew Futterman and others.

The underground excitement caused by Traffic prior to its breakup came via Jimmy Miller of Island Records in England and set the course for UA's present involvement with acts in this vein such as Boffalongo and Omnibus who are produced by Eric and Steve Nathanson's Music Asylum; Vinny Testa, Productions-Pookah: Infinity for Reid Whitelaw, David Hess, Eric Stevens' Brilliant Sun Productions and other young, energetic and highly creative people.

Acutely Aware

The company, too, is acutely aware of the trend expressed by many artists to govern their own recording destiny by actively producing their own disks. Gary Lewis' last session

was helmed by himself and Bobby Goldsboro long has taken a hand in producing many of his own records. "This Magic Moment," a million seller for Jay and the Americans, was evolved from their own JATA production company and served as the forerunner of their emergence as producers of other acts for the UA label as well as turning out their own records.

Artists who have had a direct hand in their recordings or who have entered a studio with a producer in whom they have great confidence are more prone to turn out superior product, the company feels—and by their very closeness to the product usually are anxious to actively participate in the promotion and merchandising of their records.

A further benefit of the company's utilization of diverse production talents lies in the wide range of abilities available to place a new and unaffiliated artist with. The company has seen the approach and methods of numerous producers and is able to choose from among them when it finds a fresh new talent needing the right kind of influence in the studio to best bring out its potential.

Tons of Fun Heavy New Enterprise

John Antoon's Tons of Fun Enterprises is off to an excellent start, and will undoubtedly continue along those lines. Antoon is the guiding light behind Tons of Fun. In fact, he is Tons of Fun.

Antoon started out doing local sales for the Liberty branch in Cleveland, and worked into promotion from there. He did local promotion out of Cleveland for about six months, during which time he was responsible for breaking the "lost hit" "Spooky," by the Classics IV. He spread the record all over the midwest, and when it came through as a national smash, he was rewarded with a trip to Hawaii. This led to the National Promotion gig with Imperial which John held for a year and a half.

During his tenure as Imperial's national man, he brought in many hits by the Classics IV, brought Albert Collins to the label and struck gold with the Johnny Winter LP released on Imperial. Johnny Rivers' "Realization" LP became his first gold album, and John started the Imperial 100 Club, which he feels was the first promotion incentive plan of its kind. Regional promotion men received gold certificates and cash awards for their work in break-

ing records.

In May of last year, John left his slot at Imperial because of "differences in philosophy." He heard a demo written and produced by Thomas and Richard Frost, and "heard tremendous potential as artists and writers." So with Thomas and Richard Frost as his first signees, he opened Tons of Fun Enterprises. And with their first single, "She's Got Love," the brothers had a hit, and Tons of Fun was on the way.

"Tons of Fun is involved in management, publishing, promotion and production," John explained, "and at this point, Thomas and Richard Frost are our first and only artists." They have been signed with Imperial records, with staff producer Ted Glasser handling production. The duo are ready with a new single, "With Me My Love," and are working on an LP, entitled "Visualize."

Frank Slay, Jr., of Claridge Music administrates the publishing division, Tons of Fun Publishing Company (ASCAP). The publishing arm should see plenty of action from the many tunes Thomas and Richard Frost have written.

Future plans include a record from Tony Clark, who had a top 10 hit four years ago with "The Entertainer." The disk will be co-produced by Antoon and Dennis Ganim, who will then lease it for national distribution. "This is the way I'll work all my deals from now on," Antoon says. "There'll be no more exclusive artist deals." This is because as an independent production company, John's grand concept is that "Tons of Fun will become a producers alliance"

"We want to minimize the hassles of producing for creative people. We are small, but we're fast," is another way he describes his operation.

John feels that it takes courage to start from scratch on an enterprise like Tons of Fun, and says that - "Our biggest problems are first, money, and second, wading through mountains of material to find the right artist and song unique and good enough to make it."

However, it seems that he has been admirably successful in picking the right artists and material his first time at bat. Thomas and Richard Frost are prolific writers and with one hit under their belts, their career looks like a long-lasting and successful one. The same is true of Tons of Fun.

Lamplight's Total Concept

A unique production concept is under way at Los Angeles based Lamplight Productions.

Under the supervision of company heads Wally Amos and Mark Wildey, Lamplight combines three companies in one. The mother company, Lamplight, serves as the parent organization for Mudlark Music Company (BMI), the publishing wing, and Wally Amos and Company, which handles management for their artists.

According to Lamplight head Wildey, "The company's goal is to offer the artist the greatest possible freedom under the most positive creative conditions. By producing, managing and publishing the artist and his material, many conflicting areas of production are eliminated."

"The independent production company gives you more artistic control and enables you to work closer with the acts," he continued.

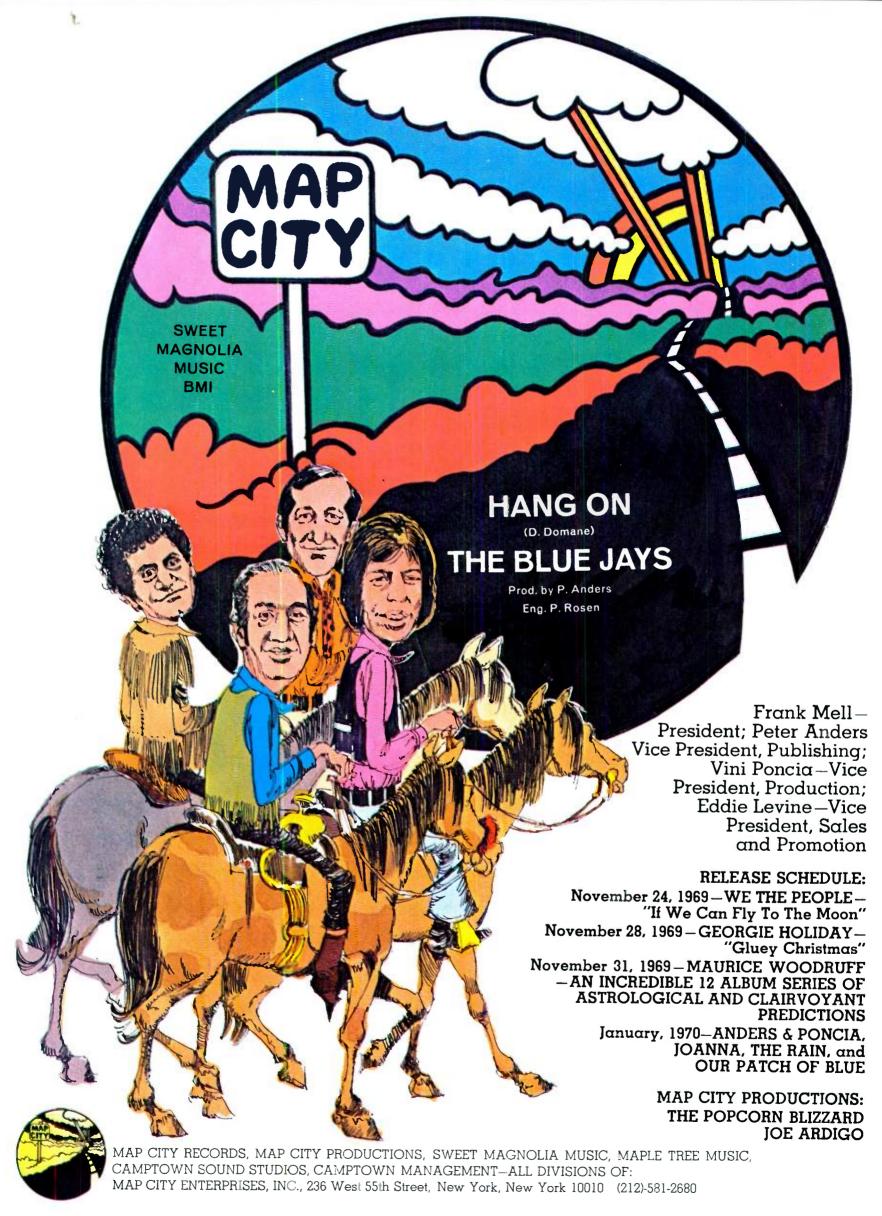
At Lamplight under the "total" concept, there is no communication breakdown. Lamplight is developing many young and talented new artists such as the People, Mitchell/St. Nicklaus, Tayla Ferro and the People Tree.

Example of Value

An example of the "value" system at Lamplight is apparent with their group, the People. Each member has another job aside from that of performer. For instance, one is in charge of rehearsals, another is treasurer, the drummer is also road manager, ets. This enables their young artists to learn the value of time, money and professionalism.



Wally Amos, Mark Wildey





The Only Comprehensive List Of

Independent Record Producers

United **States**

A Square Productions (Hugh "Jeep" Holland) 521 N. Division Ann Arbor, Mich. 48104 (313) 761-0053

ALA Productions (John Ashley) 663 Fifth Ave. New York, N.Y. 10022 (212) EL 5-5633

AOK Productions (Tommy Allsup, W. G. Maxwell) P.O. Box 6406 Odessa, Texas

(915) 362-1512 **Action Productions** Greenwood, South Carolina

Adams-Ethridge Productions P.O. Box 434 Galveston, Texas 77550 (713) SO 3-8344

Lou Adler 9038 Rangely Los Angeles, C (213) 656-1440 Calif.

Dom Aiello Productions 8629 - 14th Ave. Brooklyn, N.Y. 11228 (212) 236-2197

Aks & Associates (Ken Keene) P.O. Box 1339 St. Louis, Mo. 63198 (314) UN 9-2240

Albert Productions (Glyn Johns) London, England

Albam Productions 90 Morningside Drive New York, N.Y. 10027 (212) 866-1234

All Spice Productions (Irving Spice, Max Ellen, David Spinozza, Al Del Monte) 161 West 54th St. New York, N.Y. 10019 (212) 647-6191

c/o Sambo Sound Studios 9912 Taylorsville Rd. Louisville, Ky. 40299 (502) 267-5466

Alouette Productions (Kelli Ross-Artie Wayne) 1619 Broadway New York, New York

(212) 246-7134 **Amos Productions** (213) 462-1295 6565 Sunset Blvd.

Hollywood, Calif. Jimmy Bowen, Tom Thacker

Anex Productions 210 Gordon St. Jackson, Tenn. 38301

Anro Productions (Anita Kerr, Rod McKuen) 3701 Cody Road Sherman Oaks, California (213) 783-5933

53 E. 10th St. New York, N.Y. 10003 (212) 982-7750

Argon Productions (Clyde Otis) 1697 Broadway New York, New York (212) 581-4490

Ashmar Productions (Leon Ashley, Don Tweedy, Margle Singleton) 812 16th Avenue South Nashville, Tennessee (615) 256-8444

Audie Ashworth 806 16th Avenue S. Nashville, Tenn. (615) 244-2424

Audio Grabaciones, S.A. (Hector Cadena R.) Vicente Ferrar 322 Monterrey, Mexico

Association 9000 Sunset Blvd. Los Angeles, Calif.

Athens of the South Prod. (Benny Joy) 815 16th Avenue South Nashville, Tenn. (615) 255-6535

A-V Research Corp. 601 Kennedy Boulevard North Bergen, N. J. (201) 864-1210 (Robert Strauss, Nick Quesado, Julie

Avenger Productions (Joey Napoleon) 202 Conover St. Brooklyn, New York 11231 (212) 522-0525

B & B Artist Production P.O. Box 5702 2223 Dart St. Columbia, S.C. 29205 (803) 252-0138/254-0136

BB&D Productions (Billy Barberis, Bobby Weinstein, Danny Secunda) 152 East 54 St. New York, N.Y. (212) 759-1734

R&C Productions c/o Tangerine 54th & 6th Ave.

B&G Artist-Production (B. Brown, J. Goodwin) 3835 Pearl St. Columbia, S. C. 252-0138

BT Productions 2227 5th Ave. Seattle, Wash. 98121

B-W Music, Inc. P.O. Box 337 Wooster, Ohio 44691 (216) 262-3571

Richard Babeuf Productions (Richard Babeuf) 1650 Broadway, Suite 1200 N.Y., N.Y. 10019 (212) 765-2727

Bacharach-David (Burt Bacharach c/o Fred Ahlert 156 West 48th Street New York, N. Y.

Baja Productions (Jan Cox) 4 Broad Street S.W. Atlanta, Ga. 30303 (404) 525-3726

Barclay Records 1650 Broadway

Barr-Costa Productions, Inc. 850 Seventh Avenue New York, New York (212) 581-5120

Jeff Barry Enterprises 300 E. 74th St. N.Y.C. (212) 249-3472

Tommy Bee Productions, Inc. P.O. Box 8207 Albuquerque, New Mexico 87108 (505) 268-9969

Dan Bellock-Carl Bonafede c/o Maryon Music 6207 No. Lundy Ave. Chicago, Illinois (312) SP 4-3631

Mike Berniker 15 E. 48th St. PL 8-7635

Herb Bernstein Enterprises 39 West 55th St. New York, New York (212) 765-2290

Bestway sub. of Ultra-Sound Co. Inc. 6725 Sunset Blvd. Hollywood, Calif. 90028 (213) 467-1422

Beverly Prod. (Dan Green) 185 W. Houston St. New York, New York 10014 212-691-2759

Big Yellow Productions, Inc. 63 Main St. Maynard, Mass.

Binder/Howe Productions (Bones Howe) 8833 Sunset Blvd. Los Angeles, Calif. 90069 (213) 657-8330

Bizarre Inc. 933-5966 5455 Wilshire Blvd. Herb Cohen, Frank Zappa

Blackbird Co. (Bob Massey) 3325 Mayda Drive Mesquite, Tex. (214) BR 9-2973

Lindy Blaskey 657-1534 929 Larabee St., Suite #12 L.A., Calif. 90069

Bodnar Prod. Merrifield, V.A. (703) 560-1941

Bomar Productions ("Bucky" Buchman) 1815 Guilford Ave. Baltimore, Md. 21202 (301) 727-6420

Carl Bonafede-Don Belloc-Lou Douglas Chicago, Illinois

Sonny Bono c/o DeCarlo-Kresky Ent. 8560 Sunset Blvd. Los Angeles, Calif. (213) 657-6050

Boogie Records 273-5410 9118 Sunset Blvd. Hollywood, Calif. Skip Taylor, Canned Heat

Boyce & Hart (Tommy Boyce, Bobby Hart) c/o Screen-Gems, Columbia Music 7033 Sunset Blvd. Hollywood, Calif. (213) 469-8371

Bravamado Enterprises Ltd. (Raiph Affoumado) 1674 Broadway New York, New York (212) LT 1-6277

Briggsville Taylortown (Jimmy Briggs) P.O. Box 53 Ansonia Station N.Y., N.Y. 10023

Bright Tunes Productions c/o Seymour Barash, Atty. 1 Hansen Place Brooklyn, New York (212) St 9-8585

Doug Brown c/o Bill Sharpley Detroit Sound Music Co. 2120 Ewald Circle, Suite 23 Detroit, Michigan

James Brown Productions 850 Seventh Avenue New York, New York (212) 581-9180

Larry Brown-Roy Bloodworth c/o GC 1841 Broadway

Mike Brown 1650 Broadway, Rm. 405 New York, New York (212) 247-7690

Brompton Productions (Marcus Tybalt, Lord Tim Hudson) 8255 Sunset Blvd. Hollywood, Calif. (213) 654-4160

Burland Records (Camile E. Hodges) 975 Prospect Avenue Bronx, New York (212) KI 2-4646

C & M Womack c/o G. Scheck 161 W. 54 St. N.Y.C.

Cab Records P.O. Box 620 New York, New York (212) KI 2-4646

Gil Cabot Enterprises P.O. Box 7229 Tampa, California Joseph Cain Assoc.

Cain Associates 105 West 55th St. (212) CI 6-6043

Caia Enterprises, Inc. (Bruce Lustig) 39 West 55th St. New York, N.Y. 10019 (212) 586-0560

Cameron/Canuso Productions (Scott A. Cameron) 4106 Commercial Ave. Omaha, Nebr. 68110 (402) 455-6404

Camille, Burland, Cab Records (Camille E. Hodges) 975 Prospect Avenue

(212) KI 2-4646 **Canaltown Records** 239 E. Main Palmyra, N.Y. 14522

Canopy 9255 Sunset Blvd. Los Angeles, Calif.

(Continued on page 46)

(Continued from page 45)

Canopy Prod. Cr. 8-1130 449 S. Beverly Drive B. H., Calif. Jim Webb, Robert Webb, Phil Tenetsky

Cardinal Records (Frances J. Keffer) 107 Belvidere Ave. Columbus, Ohio (614) 274-9206

Frank Cariola 245 E. 30th St. New York, N.Y. 10016 (212) JU 2-6730

Johnny Carlton Enterprises Canton Road Plaza Marietta, Ga. 30060

Richard E. Carney Music Corp. Box 834 Greenwood Lake, New York (914) GR 7-3233

Carousel Productions, Inc. (Wm. L. Overman) 241 E. Ohio St., Ste. 312 Indianapolis, Indiana (317) 632-1127

Don Carroll 925 Cherokee Trail Smyrna, Ga.

1031 Bay Ridge Ave. Brooklyn, N.Y. 11219 (212) 236-0858

Cashman-Pistilli-West 40 West 55th St. N.Y.C.

Dick Castle-Tim Gayle Productions 6376 Yucca St., Ste. 200 Hollywood, Calif. 90028

Castor-Pruitt Productions 470 Lenox Ave. New York, N.Y. 10037 (212) 585-1000

Don Carroll 1270 Tacoma Dr. N.W. Atlanta, Ga.

Felix Cavaliere c/o Sid Bernstein 665 5th Avenue New York City

Caution Enterprises (Ken Keene) P. O. Box 4124 Memphis, Tenn. 38104

Celebrities Unlimited 408 Olive St. St. Louis, Mo.

Cenci-Hakim 1601 Fifth Ave. Pittsburgh, Pa. (412) 391-3973

Central States Productions

445 N. Oliver Wichita, Kansas 67208 (316) 682-7481 Century City Music Corp. (Norman Skolnik)

1801 Ave. of the Stars Suite 1000 Los Angeles, Calif. 90067 (213) 553-3037

Char-Mac Ltd. (W. O. McSwain) 508 E. 4th St. Charlotte, N. C. 28202 (704) 332-4165

Chart Records 806 16th Avenue S. Nashville, Tenn. (615) 244-5133

Chartbuster Productions 1203 28th N.W. Washington, D.C. (202) 337-7015

Cherokee Enterprises (Jim Whitlock)

1024 West 11th St. Pomona, Calif. 91766 (714) 629-7758 Chicory Productions HO 9-8149 6362 Hollywood Hollywood, Calif. Frank Slay

Chivalry Productions (J. S. Leach) 1800 Beacon D-2 Saginaw, Mich. 48602 (517) 799-6165

Chris Productions 1650 Broadway, Suite 1409 New York, N.Y. (212) 582-8759

3923 Walnut St. Philadelphia, Pa. (215) 382-2941

Roy Cicala-Lori Burton Demar Productions 211 East 53rd Street New York, New York

Circle Six Corn New York City 9157 Sunset Blvd. Hollywood, Calif.

Clask Enterprises, Ltd. (C. Keith, Jr.) Marlborough, N.H. 03455 (603) 876-4400

Quinton Claunch & Rudolph Russell 2445 Chelsea Ave. Memphis, Tenn. (901) 275-1760

Jack Clements P.O. Box 1333 Nashville, Tenn.

Cochran-Mangum Inc. (Ron Cochran-Charles Wood, H. Paul Jeffers, Arch Lustberg) 730 Fifth Avenue New York, N. Y.

Tommy Cogbill & Chips Moman 827 Thomas St. Memphis, Tenn.

Coltrane Recording Corp. (Alice Coltrane) Deer Park, N.Y. (516) JU 6-7171

Colwell (Rudell Colwell) 3465 Longfellow Bldg. 301 Detroit, Mich. 48206 (313) 898-6002

Commodore Records (Phil Bernard) 10810 Carvel Lane Houston, Texas 77072 (713) 498-7029

Community Productions Suite 104a 156 N. Franklin Hempstead, N.Y. (Shadow Morton)

Concentric 148 East 53 St.

Concerthouse Productions (Peter Paul, Lew

162 West 56th Street New York, New York (212) 246-2302

Coral Rock Productions (Wes Farrell) 39 West 55th St. New York, N.Y. (212) 582-6175

c/o The Richmond Organization 10 Columbus Circle (212) 765-8998

Cosils Productions (Bill Cosby, Roy Silvers) 9424 Dayton Way Beverly Hills, Calif. (213) 274-8071

Don Costa Productions 8961 Sunset Blvd. Hollywood, Calif. (213) 273-5684

345 West 58th St. New York, New York (212) 581-8133

Creative Artists (Johnathan K. Solak) 6 Van Ness Rd. Binghamton, N.Y. 13905 (607) 717-3909

Bob Crewe 1841 Broadway

Cristy (G. G. Hardin) 900 4th St. SW Albuquerque, N.M. (505) 247-8484

Yodar Critch & Gary Zelky 118 So. Weatherly Dr., #105 Los Angeles, Calif.

Critique Records 15 Center Street Bath, Maine (207) 443-3437

Crocked Foxx Prod. P.O. Box 39 Baton Rouge, Louisiana Guy Belello, Ray Roy

Steve Cropper 926 E. McLemore St. Memphis, Tenn.

Cutlass Productions (Pete Lengsfelder) 68 Egmont St. Brookline, Mass. (617) 277-1848

Joe Cuoghi-Ray Harris 306 Poplar St. Memphis, Tenn

Daylight Productions 1650 Broadway New York, New York

DCP International 653-1351 L.A., Calif. Don Costa, Rick Ward

Dacapo Productions (Don Walker, Harold Hastings, Arnold Goland)
200 West 57th St.
New York, New York
(212) 265-7626

Miki Dallon 10 St. George St.

Hanover Square London W1, England

Dan Dalton 6357 Selma Ave. Hollywood, Calif.

Dana-Reisdorfe P.O. Box G Beverly Hills, California

Dantroy Productions, Inc. (Eddie Jason) 415 East 52nd Street N.Y.C. 10022 (212) 688-5235

13640 Pembroke Detroit, Michigan

Dawn Productions (Joey Welz) Box 522 Salisbury, Md.

Delta Records 321 Robinhood Road Greenville, S.C. (805) 235-0071

"Little" Jimmy Dempsey Productions ("Little" Jimmy Dempsey) 2520 Jonesboro Rd. Atlanta, Georgia 30315 (404) 622-8445

Desert Sound Productions (Gleman-Barrett) 1321 East Washington Phoenix, Arizona (602) 254-0125

Dennis-Maher-Amato for ABQ 401 S. 3rd Las Vegas, Nevada **Destry Record Productions**

225 Federal Sq. Bldg. Grand Rapids, Mich. 49502 (616) 459-3067

Discorama New York International Productions
157 West 57th St. N.Y.C. 10019

Distinct Records c/o Kay-May Prod. 231 Myrtle Ave. Irvington, N.J. 07111 (201) 399-0118

Dixie Records (Fred Henley) 905 No. Magnolia Picayune, Miss. 39466 (601) 798-3430

Dolarde (Larry Ray) c/o Record Merchandising 2580 West Pico Blvd. Los Angeles, Calif. (213) 385-9161

Bob Dorough 265 West 20th Street New York, N.Y. Scharf c/o Bob Dorough

Double M. Productions c/o Mills Music 1790 Broadway New York, New York (212) 245-1100

Chip Douglas 657-8606 8833 Sunset Blvd. Hollywood, Calif.

c/o William Morris Agency 1350 Avenue of Americas New York, New York (212) 586-5100 1629 K Street N.W. Washington, D.C. 20001 (202) 296-7976

Duane Records & Luanda Music BM1 (Pub.) (Clara Thompson)
P.O. Box 6174
Albany, Calif. 92706
415-524-4939

Dunwich Productions (312) 664-3632 25 E. Chestnut St. Chicago, Illinois Bill Traut, Jim Golden, Skeet Bushor, Bob Monaco, Eddie Higgins, Bob Schiff

Eastern Vibrations Inc. (Roy Norman) 20 Strong Place Brooklyn, N.Y. 11231 (212) 834-9759; 834-9757

Earthquake Productions 6605 Hollywood Blvd. Hollywood, Calif. 90028 (213) 462-9989

Edicones Musicals Falcao (Wilson Fernandes Falcao) R. Octavio Correia 202/102 Rio de Janeiro, G.B., Brazil ZC 82 (Continued on page 47)

(Continued from page 46)

Carl Edmonson 4615 Bellview St. Cincinnati, Ohio (513) 891-2616

Elan Associates, Ltd. 200 West 57th St. N.Y.C. 10019 (212) CI 7-6040

The Electric Renaissance (Don Litwin)
7201 East Aracoma Drive
Cincinnati, Ohio
(513) 351-2052

Enith International Productions 1549 N. Vine St. Hollywood, Calif. HO 2-2848

Epstein Producers Suite 222, 800 Navarro St. San Antonio, Texas 78205

ESI Productions 274-0277 9034 Sunset Blvd. L.A., Calif. George Church the third, Ed Forsyth

Euphoric Enterprises Inc. (Rick Shorter, Barry Lane) 485 West 22nd St. New York, N.Y.

Factory East (Joe (Bingo) Tinari) 241st Street White Plains Rd. Bronx, N.Y. 10470 (212) 325-9762, 325-9729

Fair Ones Inc. P.O. Box 661 Mill Valley, Calif. 94941 (415) 346-8056

Fat Pony Productions (Mike Weesner, Fred Carter) 110 Belle Meade Blvd. Nashville, Tenn. (615) 292-4772

Fame Productions (Rick Hall) c/o Fame Recording Studios 603 E. Avalon Muscle Shoals, Alabama

Feldman-Goldstein-Gottehrer 146 W. 54th Street New York City

Hy Fenster Productions (Hy Fenster) 340 West 57th St. New York, N. Y. (212) 765-5387

Bob Finiz 9814 Hardy Road Philadelphia, Pa. (215) OR 6-3626 1619 B'way N.Y.C. (Joe Butler)

Fink-Pinewood Records Inc. 2732 Beachmont Ave. Norfolk, Virginia 23504 (703) 627-0957

Guy Finley 272-3938 622 N. Foothill Beverly Hills, Calif.

Albert Fisher Production Group 41 W. 72 St. N.Y.C. 10023 362-8694

Robert Fitzpatrick Corp. 9000 Sunset Blvd. Los Angeles, Calif.

Flash Productions (Burhl "Jody" Sanders) 1020 Nottingham Angleton, Texas (813) TI 9-6783 Flick City Records 463-5107 6565 Sunset Blvd. Hollywood, Calif. Dave Rolnick, Jerry Fine

Flip Disks Productions (Kenneth Wilk) P.O. Box 483 Flushing, N.Y. 11352 (212) 793-0545

Stone Flower c/o Sylvester Stone 700 Urbana St. San Francisco, Calif.

Flying Dutchman Productions (Bob Thiele) 65 W. 55th St. N.Y.C.

Foundation, Great Montana (Chip Douglas) 6922 Hollywood Blvd. Hollywood, Calif.

Frolic Records 4513 Venetian Way Dayton, Ohio 45439

Charles Fox 1697 Broadway New Yorkway, N. Y. 10019 (212) 471-2210

Charles Fuller Prod P.O. Box 10513 2722 So. MacDill Tampa, Florida 33609 (813) 839-5471

Robert J. Fulton, Milton Brown 1307 Derry St. Harrisburg, Pa. (717) 233-5895

Funtown Productions 1650 Broadway Suite 701

Suite 701 (212) 586-9875 Cathy Fürniss

680 Beach St. San Francisco, Calif. 94199

G & H Productions (David Gilbert- Ted Hechtman)121-08 235 **St.**Rosedale, N.Y. 11422
(212) 525-3720

GRT Records (213) 278-7380 9000 Sunset Blvd. L.A., Calif. 90069 Alan Mink

Gulf Pacific Industries 8961 Sunset Boulevard Los Angeles, Calif. 90069

GWP Productions 210 East 53 St. N.Y.C.

Phil Gaber Record Prod. 7141 Rutland St. Philadelphia, Pa. 19149

Gamble-Huff Prod. (Kenny Gamble-Leon Huff) 1650 Broadway New York, N.Y. (212) 757-2750 250 So. Broad St. Philadelphia, Pa. (215) Kl 5-6490

Garrett Productions, Inc. 6922 Hollywood Blvd. Los Angeles, Calif. (213) 466-1641

Tim Gayle 6376 Yucca St. Los Angeles, Calif.

Gernhard Enterprises (Phil Gernhard) 6747 First Avenue So. St. Petersburg, Fla. (813) 345-9189 Geld-Udell Productions, Inc. (Gary Geld, Peter Udell) 200 West 57th St. New York, N.Y. 10019 (212) CO 5-2628

Giant Enterprises (Joe Armstead-Mike Terry) 8144 S. Cottage Grove Ave. Chicago, III. 60619

Glaser Productions, Inc. (Chuck Glaser) 801 16th Ave., So. Nashville, Tenn. (615) 244-5133

Dick Glasser 6760 Hill Park Drive Los Angeles, California

Glissando Productions 39 West 55th St. New York, New York

H. Goldberg Enterprises (H. Goldberg) 96 Eaton St. Providence, R.I. 02908 (401) 421-3520, 723-3530

Golden Age Productions HO 9-0878 1610 North Argyle Ave., Hollywood Anthony Difrenza

Golden/Ebb-Tide Records P.O. Box 2544
Baton Rouge, La. **70802** (504) 665-8423

Golden Bough Productions (Richard Duane, Bill and Ann Phillips) 888 Eighth Avenue New York, New York (212) 765-2342

Golden State Productions 665 Harrison Street San Francisco (415) 781-6306 Leo Kueka, Larry Goldberg

Goldmont Music, Inc. U. William MoInturff) 726 16th Avenue, South Nashville, Tenn. 37203 615-254-3725

Jerry Goldstein c/o Mason & Co. 369 Lexington Ave. New York City (212) TR 7-4545

Good Music Promo Walton Rd. Palmyra, New York 14522

Marc Gordon Productions, Inc. 1022 N. Palm Avenue Los Angeles, California 90069 (213) 659-0055

Arthur H. Gorson, Inc. 850 7th Ave. New York City (212) JU 6-5124

Governors Avenue Record Co. (R. D. Donaldson) Box 656 Dover, Delaware 19901 (302) 734-7042

Charles R. Grean 120 East Hartsdale Ave. Hartsdale, New York (914) 472-4359

Great Saint Prod. 465-0219 6777 Hollywood, Suite 512 Hollywood, Calif. Eric Seyton, Joseph Gregg

Stan Green-Neil Galligan 240 West 54th St. New York, New York

Greengrass Productions 273-8016 9220 Sunset Blvd. Los Angeles, Calif. 90069 Ed Cobb Gregg-Yale Inc. 9255 Sunset Blvd. Los Angeles, Calif. 90069 (213) 273-8573

Bobby Gregory Records 816 17th Ave. So. Nashville, Tenn. 37203 (615) 242-4119

Ellie Greenwich-Mike Rashkow 1414 Ave. of the Americas N.Y.C.

Grief-Garris Management (George Grief) 8467 Beverly Blvd. Los Angeles, Calif. (213) 653-4780

Gross-Freda 408 Tanforan Rd. Cherry Hill, N.J. Toxey French Productions

11441 Decente Dr. Studio City, Caif. 91604 Albert B. Grossman & Milt

Albert B. Grossman & Milt Okun 75 East 55th Street New York, New York (212) PL 2-8715

Guardian Productions (Julie Rifkind) 201 West 54th St. New York, New York '212) 581-5398

James William Guercio 151 El Camino Dr. Beverly Hills, Calif. Guilford Records 1815 Guilford Ave.

Baltimore, Md.

Gulf Pacific Productions
651-2151
8447 Wilshire Blvd., Penthouse
Beverly Hills, Calif.
Walt Anders, Mickey Shapiro, Steve Zax,
Don Altfeld

Guydra Productions
c/o William Morris Agency
1350 Avenue of Americas
(212) 586-5100
1629 K Street N.W.
Washington, D.C.
(202) 296-7976
1828 South Cloverdale
Los Angeles, Calif.
(213) WE 3-1551

GWP Productions
150 E. 52 St.
New York, New York

H. B. Productions (H. B. Barnum) 1239 N. Highland Ave. Hollywood, Calif. 90028 (213) 466-6129

HRP Records
2847¹/₂ W. Pico Blvd.
Los Angeles, Calif.
(213) 737-2888
Najeeb Hadefy
c/o Liberty Records
6920 Sunset Blvd.

Hollywood, Calif. (213) HO 1-9141 Shelley Haims 2033 Dorchester N. Troy, Mich. 48084 (313) 646-6693

Troy, Mich. 48084 (313) 646-6693 Haffkine-Oslander Productions 1650 Broadway Suite 1002

Hal-A-Jac Music Corp. (W. J. Crunk) 407 Saundres Ferry Road Hendersonville, Tenn. (615) 824-8801

Rick Hall P.O. Box 2238 603 E. Avalon Muscle Shoals, Alabama

Al Ham Productions (Al Ham) 90 Morningside Drive New York, N.Y. 10027 (212) 866-1234 (Continued on page 48)

SECTION II

RECORD WORLD

(Continued from page 47)

Jay Hamilton Prod. (Jay Hamilton) 16361/2 West 67th St. Los Angeles, Calif. (213) 653-0047

Hampstead Heath Productions (Jay Senter, Ed Kramer) 40 Park Ave.

Hankbee Music (Henry Boye) 1619 Broadway—Rm. 503 New York, N.Y. 10019 (212) PL 7-2695

Happenings Inc. 2104 Lake Ave. Baltimore, Md. 21218

Tony Harris 463-4181 c/o Vance Music Corp. 6922 Hollywood Blvd. Hollywood, Calif.

Ebb K. Harrison Sr. P.O. Box #2544 Baton Rouge, La. 70821 (504) 664-3739

The Hashberry Group (Hank Schwartz, Pres.) 38 East 57th Street New York, N. Y. (212) 759-6641

Dave Hassinger c/o Warner Bros./7 Arts 4000 Warner Blvd. Burbank, Calif. (213) HO 9-1251

Dale Hawkins 311 So. Akard Dallas, Texas (214) 747-5883

Lee Haziewood 278-4960 (LHI Records) 9000 Sunset Blvd., Suite 1010 L.A., Calif. Gil Bogos

Leon Haywood 2426½ Lucerne St. Los Angeles, Calif.

Dick Heard 806 16th Ave. Nashville, Tenn. (615) 255-8180

Heather Productions (Paul Leka) 110 W. 57th St. N Y C

James B. Hebel Enterprises (James B. Hebel)
1248 W. Addison St. Chicago, III.

Jim Hilton c/o ATM 9000 Sunset Boulevard Los Angeles, California

Scott & Vivian Holtzman c/o Mickey Shapiro 8447 Wilshire Blvd. Hollywood, Calif.

Hooks (Jerry Hooks) 254 E. 29 St. Los Angeles, Calif.

Hooven-Winn Prod. 8255 Sunset Blvd. Hollywood, Calif. (213) 656-7710

Willie Hoskins Productions 4721 Telegraph Ave. Oakland, Calif. 94609

Hot Line Music Journal Records (Curtis Rodgers) 440 Franklin S.E. Grand Rapids, Mich. 49507 (616) 452-5485 Howard-Smith Prod. (Tash Howard, Dave Smith)

1697 Broadway New York, New York (212) 765-4444

Bones Howe—c/o Mr. Bones Prod. 8833 Sunset Blvd. Los Angeles, Calif. 90069 (213) 657-8330

Mike Hurst London, England

Hush Records (Garrie E. Thompson) 382 Clarence Ave. Sunnyvale, Calif. (408) 739-6133

Hype Record Productions 224 Paone Ave. Toledo, Ohio 43605 (419) 726-7296

Icka-Delick-Music Records Corp. P.O. Box C Chicago Ridge, III. 60415

Ivanhoe Record Corp. (Ivanhoe A. Bryan) 146 Bristol Street Brooklyn, N.Y. (212) 756-1934

IYB Records (Lou Stallman, Bob Schwartz) 333 East 70th St. New York, New York '212) YU 8-2873

IMC Productions Inc. 6430 Sunset Blvd. Hollywood 28, Calif. Lenny Poncher, Bill Loeb, Neely Plumb (213) 461-2855

Infinite Sound Productions (Steven Duboff) 425 East 63 St. New York, N.Y. 10021 (212) 832-9694

Interrobang Productions (Cashman, Pistilli & West) 40 W. 55th St. New York City (212) 757-7160

Interstate Productions (David Ames) P.O. Box 603 Claremont, Calif. 91711

Quin Ivy & Marlin Breene c/o Norala Recording Corp. 101 East 2nd Street Sheffield, Alabama (205) 383-2673

3 J's Production 529 East 89th Place Chicago, Illinois

J. R. Enterprises 2127 Chickering Rd. Nashville, Tenn.

Jason, Ltd. 6515 Sunset Blvd. Hollywood, Calif. 90028 (Jay Munger)

Jack Music (Jack Clement) 802 18th Avenue South Nashville, Tennessee (615) 242-5685

Eddie Jason Productions, Inc. (Eddie Jason) 1650 Broadway New York, New York (212) 581-1530

Jata Enterprises 1619 Broadway N.Y.C. Jaysina Productions (Morty Jay, Sandy Sina, Larry Foster) 143 West 51st St.

New York, New York (212) 582-2630 Jed Record Productions (John E. Denny) 815 16th Avenue South Nashville, Tenn.

Jerden Productions (Jerry Dennon) 971 Thomas St. Seattle, Washington 98109 (206) MA 20470

Jerjimhan Records (Jerry Yates) 268 N. Saginaw St. Pontiac, Michigan (313) 334-4700

JHP Productions (Jay Harris) New York, N.Y.

Glyn John 40 Martin Machat 1501 Broadway N.Y.C. (212) LO 3-3185

David Jones Enterprises 222 N. Canon Drive Beverly Hills, Calif. (213) 278-3535

Morgan Jones (R. L. Jones) 27 Denmark St. London W.C. 2, England 01-836-1186

William "Sandy" Johnson Music Co. 8140 So. Morgan Chicago, III. 60620 (312) 846-0276

Just Productions (Lorraine Chandler) 6097 Whitewood St. Detroit, Mich. (313) 894-3231

Bill Justis 1018 Dunleer Dr. Los Angeles, Calif.

JRP Records (James Ruff) P.O. Box 1284 Aurora, III. 60507 (312) 898-5112

K-Ark Record Co. (John Capps) 728 16th Avenue South Nashville, Tenn. (615) 255-1995

Kaleidoscope Music (David L. Speer) Box 5325 Hamden, Conn. 06514 (203) 777-0282

Kama-Sutra Productions Inc. (Phil Steinberg, Artie Ripp) 1650 Broadway

1650 Broadway New York, New York (212) 765-3320

Karric Productions (Ray Whitley) c/o Master Sound Studios 1224 Fernwood Circle N.E. Atlanta, Georgia (404) 237-2312

Kasenetz-Katz Associates 200 West 57 St. N.Y.C.

Kashe Co. (Lee E. Wells) 1697 Broadway, Suite 1209 N.Y., N.Y. 10019 (212) 586-4150-1

Kay-May Productions (Vic Kaply) 231 Myrtle Avenue Irvington, New Jersey (201) 374-5940 Ken Keene & Associates P.O. Box 1339 St. Louis, Mo. 63188 (314) 436-4281

Anita Kerr Ent. 783-5933 3701 Cody Road Sherman Oaks, Calif. Mr. Grob

Stan Kesler 827 Thomas Street Memphis, Tennessee

Buddy Killen 905 16th Avenue South Nashville, Tenn. (615) 254-3359

King Biscuit Productions (Roger Huyke) 319 North 85th Seattle, Washington 98103

King-Goffin Enterprises (Carol King-Jerry Goffin)

c/o Atlantic Records 1841 Broadway New York, New York (212) PL 7-6306

King Henry Productions 1851 Lehigh St. Easton, Pa. 18042 (215) 258-4461

Kitten Records, Inc. 253 Emerald Drive Bricktown, N.J. 08723 (201) 477-7700

Aaron Kline 763 East 56th St. Brooklyn, N.Y. 11234 (212) CH 1-7651

K L Productions (Monte Kay, Jack Lewis) 200 West 57th St. Room 810 New York, N.Y. 10019

Koppelman/Rubin 466-4571 7033 Sunset Blvd. Hollywood, Calif. Bruce Wendell, Joe Wissert

LHI Productions (Lee Hazelwood)
9000 Sunset Blvd.
Hollywood, Calif.
(213) 278-4960
c/o Martin Machat
1501 Broadway
New York, N. Y.
(212) LO 3-3185

Dee Lark (Lefty Pritchett) P.O. Box 134 Oak Grove, Ky. 42262 (502) 798-5855

Larrick Productions (Marvin Hughes) 806 16th Ave. So. Nashville, Tenn. (615) 255-8497

La Vere-Levy Enterprises (Frank La Vere, Harvey Levy) 127 N. Dearborn Street Suite 1133 Chicago, III. (312) 332-6248

Law U Books & Records (Don Rico) 6365 Selma Ave. Hollywood, Calif. 90028 (213) HO 7-5005

Le Shea Productions (Michael S. Stone) 72 Loyola Drive Ormond Beach, Fla. 32074 (904) 677-5486

Roosevelt Lee 1653 Jonathan Ave. Cincinnati, Ohio 45207 (513) 751-0820

(513) 751-0820 Leiber-Stoller (Jerry Leiber, Mike Stoller) 1619 Broadway New York, New York

(6 4: 1 40

(Continued on page 49)

(Continued from page 48)

Levine-Resnick Productions (Joe Levine, Arthur Resnick)

1619 Broadway New York, New York (212) 247-6532

Lewis-Weiner Productions (Stuart Weiner,

Mike Lewis)
1619 Broadway
New York, N.Y. 10019
(212) CO 5-4753

Mark Lindsay 9125 Sunset Blvd. Hollywood, Calif.

Lissaver Music Companies (Robert Lissauer, Geoffrey Lissauer)
157 West 57th St. New York, New York (212) 245-2828

Longhair Productions (Bob Wyld, Art Pol-

hemus)
200 West 57th St.
New York, New York
(212) 765-3331

Alan Lorber Productions 15 West 72nd Street New York, N.Y. 10023

Lord Tim Productions 8255 Sunset Blvd. Hollywood, Calif. (213) 654-6160

Los Memphis Productions 1253 North Gardner Hollywood, Calif. (213) 877-8170

Bill Lowery P.O. 9687 N. Atlanta. Ga. (Bill Lowery, Buddy Buie)

Loxx Music (Charles Stewart) 1705 West 7th St. Ft. Worth, Texas (817) ED 6-9021

M.S.A. (Saul Menick) 143 Kennedy St., N.W. #11 Washington, D.C. 20011 (202) RA 3-4216

Gordon Martineau Associates, Inc. 888 8th Ave. New York City (212) 765-1382

MG Productions 2131 S. Michigan Ave. Chicago, III.

MG Productions (Jim Golden-Bob Monaco) 2131 South Michigan Ave. Chicago, Illinois (312) 326-1181

MB/Downeast Records (Richard Simon) 8 East 48th St. New York, N.Y. (212) MU 8-2847

MWC (Music World Creations) (Mel Shaw) 120 Albertus Avenue Toronto 12, Canada (416) 489-3742

Maad Records (Donald J. Madison) 2371/2 Belgrade Ave. North Mankato, Minn. 56001 (507) 387-1251

John Madara Productions 250 So. Broad St. Philadelphia, Pa. (215) PE 5-3234

c/o Cameo Records 65 West 54th St. New York, New York (212) 245-7010

M. A. Mangum Inc. (Charles Wood. Arch Lustberg)
730 Fifth Avenue Suite 1001 A

New York, N. Y.

Mangus Productions 657-5552 8814 Sunset Blvd. 8814 Sunset Divo. Hollywood, Calif. Kevin Deveridge, Eric Burdon & The Animals

Robert P. Marcucci Enterprises 8611 Sunset Blvd. Hollywood, Calif. (213) OL 2-2780

Marlin Productions (Bradley Shapiro-Steve Alaimo) 495 S.E. 10th Street Hialeah, Florida (305) 888-1635

Martin-Hensche 327 N. Beverly Dr. Beverly Hills, Calif.

Marzano-Calvert Productions 322 West 48th St. New York, N.Y. 10036

Jesse Mason Productions (Bonnie Smith) 11425 San Pablo Ave. El Cerrito, Calif. 94530 (415) 527-1932

Jesse Mason-Willie Hutch 8350 Wilshire Blvd. Los Angeles, Calif.

Mass Media Prod. Inc. 111 NE 2nd Ave. Rm. 1300 Miami, Fla. 33132 (305) 379-0189, 373-2895

Marvel Productions (Cy Coleman) 161 West 54th St. New York, New York (212) 757-9547

Curtis Mayfield 8543 Stoney Island Avenue Chicago, III.

Elliot F. Mazer Productions (Elliot Mazer) 160 West End Avenue New York, New York (212) 724-0421

Van McCoy Music, Inc. 1619 Broadway New York City

McCullough Productions, Inc. Suite 600 1447 Peachtree Street, N.E. Atlanta, Georgia 30309 (404) 892-3927

John E. McDonald-Bob Folk 520 Main St. Waltham, Massachusetts 02154 (617) 8'14-0226

Joe McHugh 39 Steps Cottage Hillside Rd. Atlantic Highlands, N.J. 07716 (201) 872-0011

Bill Medley-Barry Mann 1521 S. Grand Santa Ana, Calif.

Gabriel Mekler Lizard Prod. 1826 Canyon Blvd. Hollywood, Calif.

Terry Melcher 466-7547 250 N. Canon Beverly Hills, Calif.

Memnon Amusement Co. (Chris Kroman) P.O. Box 84 Glen Cove, N.Y. 11542 (516) 676-6753

Lewis Merenstein (c/o Inherit Productions) 57 W. 56 St. N.Y.C.

Bob Mersey 6290 Sunset Blvd. Hollywood, Calif. 1501 Broadway

Metrobeat Productions (Michael Jann) P.O. Box 755 Minneapolis, Minn. 55440 (612) 788-9122

Jerry Meyers-Alan Klein 875 Main Street Buffalo, New York

Mia Productions 1697 Broadway

Harry Middlebrooks 5020 Tujunga Blvd. No. Hollywood, Calif. (213) 766-6271

Alain Milhaud Libertad 24 Madrid 4 Spain

Mark E. Miller 9308 Cherry Hill Rd. College Park, Md. 20740 (301) 345-1203

Miller-Martin Productions (Ed Miller-Trade Martin)

255 West 36th St. New York, New York '212) 563-3460

Mira Productions (Randall Wood) 9025 Sunset Blvd Hollywood, Calif. (213) 278-1125

Miracle Records 170-30 130 Ave. New York, Jamaica, New York 11434 (212) 723-8776

Willie Mitchell 306 Poplar St. Memphis, Tenn. 539 W. 25 St., N.Y.C.

Hy Mizrahi Productions, Inc. 8733 Sunset Blvd. Hollywood, Calif.

Mobile Fidelity Productions (Brad Miller, Don Ralke)

P.O. Box 336, Burbank, Calif. (213) 848-5367

Chips Moman-Dan Penn c/o American Sound Studios 3957 Stell Street Memphis, Tenn. (901) 526-3935

Mondo Productions 175 Lexington Ave. New York, N.Y. Brian Chalmers

5371 West Pico Blvd. Los Angeles, Calif. 91505 (213) 936-5116

Bob Montgomery & Bobby Goldsboro 809 17th Ave. So. Nashville, Tenn.

Monticana Record Productions (Dave Leonard) 2955 Fendall St.

Montreal, Quebec, Canada (514) 739-8935

806 16th Avenue South Nashville, Tenn. (615) 244-1945

Scotty Moore c/o Music City Records 821 19th Avenue South Nashville, Tenn. (615) 255-7315

More Music Productions North Hollywood, Calif. 91609

Shadow Morton Productions c/o Phantom Music, Inc. 1841 Broadway New York, New York (212) 757-2042

Mother Dog Productions (Mike Weesner, Norbert Putnam, Bobby Bond) 110 Belle Mead Blvd. Nashville, Tenn. (615) 292-4442

Mountain High Productions 2541 Monroe Ave. Rochester, N.Y. Jim Alaimo

Mounted Records (Billy Ver Planck) 888 Eighth Avenue New York, New York 10019 (212) JU 2-4572

Mr. Bones Productions 8833 Sunset Blvd. L.A., Calif. 90069 (213) 657-8330

Danny Moore-Richard Delvy Robbins 7033 Sunset Blvd. Los Angeles, Calif.

Don Murphy Music Int. Box 282 Booneville, Miss. (601) 728-6913

Jerry Murray (Jerryo) 1830 South Karlov Chicago, Illinois 762-0265

Music Enterprises, Inc. (Huey Meaux) P.O. Box 206 Winnie, Texas (713) CY 6-2903

Music Industries HO 5-0082 1513 N. Cahuenga Hollywood, Calif. Jack Millman, Ralph Morris

Jim Musil 6202 E. Pinchot Avenue Scottsdale, Arizona 85251

654 3/4 North Sweetzer Ave. Los Angeles, Calif. (213) 653-0047

Mylin Productions (Artle Kornfeld) c/o Akbestal Music 888 Eighth Avenue New York, New York (212) 245-2660

(Continued on page 50)

(Continued from page 49)

NML Productions (Neil Levensen,

Andy Miller) 159 W. 53rd St. New York, N. Y. (212) 765-3244

National Record Co., Ltd. 1123 N. Eutaw St. Baltimore, Md. 21201

(301) 685-5566

New Beat Records Lt. 300 W. 55th St. N.Y.C.

New Rhythm Prod. Inc. (Bryan Forbes) 385 Grand St. New York, N.Y. (212) 336-5190

Nilsson House Productions Hollywood, Calif.

Nimrod Records & Publishing Co.

(Monroe A. Horn) 9043 Woodward Detroit, Mich. 48204 313-873-9824

North Beach Productions (Tom Donahue) 50 Green Street

San Francisco (415) 434-2837

North Shore Music 605 E. Ash St. Goldsboro, N.C.

Nouveau Riche Productions (Stan Zipperman)

1111 N. Larrabee Hollywood, Calif. 90069 464-5161

Nouvart (George Franciosa, Sr.) 202 Kent St. Rochester, N.Y. 14608

Numbus 9 (Jack Richardson) 131 Hazelton Ave. Toronto, Canada

Milton T. Okun, Inc. 142 East 34th St. New York, N.Y. 10016 (212) 683-5953

The Organization of Robert L. Holladay 719 17th Ave. South Nashville, Tenn. 37203 (615) 244-1750

Orpheum Productions, Inc. 235 West 46th St. New York, N.Y.

Our Productions 6290 Sunset Blvd. Hollywood, Calif. (213) 463-3118

Outasite Productions (Mike Oberman) 8037 13th St. Silver Spring, Md. 20910 (301) 588-1124

Andy Pace Productions 302 Convent Ave. N.Y.C. 10031 (212) 286-9796

Larry Page Page One 6175 New Oxford St. London W 1, England

Pam Pam Music (Robert Friedman) 3480 Fenton Avenue Bronx, New York (212) 654-7267

Panorama Records, Endeavor Records 30064 Annapolis Circle Inkster, Mich. 48141 (313) 721-6134

Papa Don Productions (Don Schroeder) 3520 Menendez Drive Pensacola, Florida (904) 438-4059

Felix Pappalardi 106 McDougal St. N.Y.C.

Bobby Paris (213) 654-8617 8358 Sunset Blvd. L.A., Calif. 90069

Pat Patterson 1166 East Hargett St. Raleigh, North Carolina (919) 832-9244

Gary Paxton Enterprises 6305 Yucca St. (213) 466-0741 Hollywood, Calif.

Pearce Record Corp. (John Pearson) 16400 E. Truman, Rm. 202 Independence, Mo. 64050 (816) 254-9100

Dan Penn 2870 Baskin Memphis, Tenn.

Performing Artists Mgmnt. (George W. Lias) 16 East Broad St. Columbus, Ohio (614) 228-6345

E. Overton Perkins Entertainment Assoc. (E. Overton Perkins) 3101 Lakeshore Drive Baton Rouge, La. (504) 344-9597

A. Mike Perry-Joe Armstead Prods. 5622 S. Maryland Avenue Chicago, Illinois

Norman Petty P.O. Box 926 Clovis, N.M.

Pineywood Productions (Ellie Greenwich) 315 W. 57th Street New York, N.Y.

Pinwheel Music Corp. 1650 Broadway New York City 241 E. Ohio St Indianapolis, Ind.

Pioneer Records (Gary Rubin) 20014 James Couzens Detroit, Michigan 48235 (313) 341-5868

The Pocket Production Co. 629 West Milwaukee Detroit, Michigan

Otis Pollard 1650 Broadway New York, New York (212) JU 6-0240

Pomegranate Productions (Joseph Porter) 6430 Sunset Blvd. Suite 1521 Los Angeles, California 90028

President Records 135 W, 50 St. N.Y.C.

President Rec. Ltd. 25 Denmark St. London, England

The Jesse G. Principato Org. (J. G. Principato) 1650 Broadway N.Y., N.Y. 10019 (212) 585-9875

167 Mount Royal Avenue East Montreal, Quebec, Canada (514) 844-5332

Progressive Media 300 W. 55th St. New York City

Protone Records (James Welton) 6114 Santa Monica Blvd. Hollywood, Calif. 90038 (213) 462-6058

Radio Yestervear Box H Croton on Hudson, N.Y. 10520 (914) 737-0274

322 West 48th Street New York, New York

Rampage Records (James B. Hebel) 6030 North Nagle Avenue Chicago, Illinois (312) 935-0020

RanD Productions (John Rhys, Don Dominguez) 7970 Mortenview Drive Taylor, Michigan 48180 (313) 291-9052

Teddy Randazzo Productions 18 E. 17th St. New York, New York (212) 757-7630

Rasputin Productions (Tom Wilson) 361 Waverly Ave. Brooklyn, N.Y. 789-6300

Raydan Productions 276-6295 9000 Sunset Blvd., Suite 412 LA Calif Danielle Mauroy, Raymond Katz

Real Good Productions (Bill & Steve Jerome) 1697 Broadway New York, New York (212) 765-3561

Recotape (James Welton) 2843 Effie Hollywood, California

Box 5572 Amarillo, Tex. 79107

Rencor 3 County Squire Dr. Cromwell, Conn.

Rene Productions (Joe Rene) 161 West 54th Street New York, N.Y. 10019 (212) 247-6191

Rendezvous Records (Edward R. Marcus) 134 South 20th St. Philadelphia, Pa. 19103 (215) LO 7-9424

Renvello Productions (Joe Renda) 317 Central Avenue White Plains, New York (914) 761-1661

Righteous Brothers c/o Jerry Perenchio 9000 Sunset Blvd. Hollywood, Calif. (213) 273-6700

Righteous Productions 278-7825 9155 Sunset Blvd. L.A., Calif. 90069 Bobby Hatfield, Guy McElwaine

Jerry Riopelle 6117 Glen Holly Hollywood, Calif. (213) 464-6210

Ridon Productions, Ltd. (Rick Keefer) 5124 N.E. 34th Avenue Portland, Oregon 97211 (503) 287-1539

Johnny Rivers-Marc Gordon 8923 Sunset Blvd Los Angeles, Calif.

Risi Enterprises (Nick Risi) 3163 Poplar Drive Lynwood, Calif. 90262 213-631-7591

Robbins Productions 271-6101 9255 Sunset Blvd. L.A., Calif. Dick Delvy

The Robin Corp. 124 Dudley St. Boston, Mass. 02119 (617) HI 5-5600

Sylvia Robinson-L. Roberts 106 W. Palisades Ave. Englewood, N.J.

Rock Revival Productions P.O. Box 1339 St. Louis, Mo. 63188

Richard Roger Productions 678 Massachusetts Avenue Cambridge, Mass. 02139 (617) 876-1111

Rollins Records (Bird Rollins) 389 South Orange Ave. Newark, N.J. 07103 (201) 621-8356

Brian Rose Productions 3884 Franklin Ave. Los Angeles, Calif. 90027 (213) 662-3121

Mort Ross-Doug Riley 31 Prince Arthur Ave. Toronto, Canada

Jerry Ross Productions 1855 Broadway N.Y.C.

Ru-Me-Da Productions 250 W. 57th St. N.Y.C. (212) 757-7550

Archie Russell-Leo Austell-Hillary Johnson 1449 S. Michigan Avenue Chicago, Illinois

Russell-Cason Productions (Buzz Cason, Bobby Russell, Mac Gayden) 812 17th Avenue South Nashville, Tennessee (615) 255-0624

San Donna Productions (Walter Gollender, Frank Ladagona) 2865 Kennedy Blvd. Jersey City, N. J. 1201) 792-4242

Sanders & Williams Phoenix Sound (Ray Sanders & Billy Williams) 6110 N. 7th St. Phoenix, Ariz. 85014

Sanfris Record Co., Inc. (Santa Friscia) 1674 Broadway, Suite 309 New York, N.Y. 10019 (212) JU 2-5799

Santaville Record Co. (LeRoy Lambert) Box 6146 Salt Lake City, Utah (801) 882-3757

Sandpiper Music Co. (James Ruff) P.O. Box 1284 Aurora, Illinois (312) 898-2630

San-Su Enterprises (A. R. Toussaint-M. E. Sehorn)
1211 St. Phillip St.
New Orleans, La.
(504) 524-3262

(Continued on page 51)

(Continued from page 50)

Steven C. Sargeant 350 E. 52nd St. New York, New York

Sata Fortas Attractions, Ltd. (David Lucas) 7 W. 46th St.

Jessica Savitch c/o J. W. Associates 1265 Calkins Rd. Pittsford, N. Y. (716) 334-8100

Tupper Saussy-Don Gant-Bob Wellensky c/o Hickory Records 2510 Fraklin Road Nashville

John Schroeder c/o Pye Records Great Cumberland Pl. London, England

Bob Schwaid (Schwaid-Merenstein) 50 Barrow Street New York, New York (212) CH 2-6844

Scorpion Productions (Michael Adler) 6720 N. Broad St. Philadelphia, Pa. 19126 (215) 924-0224

Scott Cedar Ridge Productions, Inc. (Bobby Scott) 1619 Broadway New York, N.Y. 10019 (212) 586-2940

Sentar Records 1448 S. Michigan Ave. Chicago, III.

Ser Productions (Skip Lane, Ernie Freeman) 6000 Sunset Blvd. Hollywood, Calif. (213) 463-3249

Robin Seymour Ent. 18311 W. Ten Mile Rd. Southfield, Mich. (313) 357-5652

Shane Recording Productions (Smokey Stover) P.O. Box 592 Smyrna, Ga. 30080

Steve Shannon, D. J. (Stephen R. Hatch) 199 Roosevelt Rd. Rochester, N.Y. 14618 (716) 442-9806

Shea Management P.O. Box 19007 Cincinnati, Ohio 45219

Dick Sherman Zorch Records Ely, Iowa (319) 848-2260

Sherrel-Cross 1827 S. Michigan Ave. Chicago, III.

Garry Sherman—Stanley Kahan Assoc. 1650 Broadway New York, New York (212) EN 215802

Shiptown/How Big (Noah Biggs & Ida Randall) 726 Church St. Norfolk, Va. 23510 (703) 627-0895

(703) 627-0895

Mort Shuman 344 West 72nd Street New York, New York Sidewalk Productions, Inc. (Mike Curb) 9000 Sunset Blvd. Hollywood, Calif. (213) 278-4295

Sidrian Productions 18292 Wyoming Detroit, Mich. (313) 864-1485

Silicon Enterprises (Llaird Summers) 218 Tulane Street Garland, Texas (214) 278-3079

John Simon 33 Perry Street New York, New York (212) WA 9-0243

Simon & Garfunkel c/o Mort Lewis 75 East 55 St. N.Y.C.

Shelby Singleton Productions 817 16th Ave. So. Nashville, Tenn. (615) 291-2003

Singin' T (Joe Allison) 11126 Sunshine Terrace Studio City, Calif.

Sire Productions (Richard Gottehrer) 146 West 54th Street New York, New York (212) 247-0911

Frank Slay-Bill Holmes c/o Claridge Music, Inc. 6362 Hollywood Blvd. (213) HO 99-8149

Major Bill Smith Box 11152 Fort Worth, Texas (817) PE 8-8843

Fred Smith 7400 Fountain Ave. Los Angeles, Calif. (213) 876-2550

Mike Smith c/o Peter Walsh 6 South Hampton Place, London W.C. 1, England

Dave Snyder Grand Rapids, Mich.

Joe South & Bill Lowery P.O. Box 9687 Atlanta, Ga.

So Great A Sound Production (Ned Schlanger) 292 Brompton Road Garden City, New York (516) IV 6-1457 1240 Walsh Street Coral Gables, Fla.

So. & So. Company & Associates (Glenn N. Souders) P.O. Box 314 Kingsport, Tenn. 37662 (615) 245-8312

Solid Soul Prod. (Anthony Luke) 3282 E. 119th Cleveland, Ohio 44120 (216) 752-1904

Hal Souders c/o J. W. Associates 1265 Calkins Rd. Pittsford, N. Y. (716) 334-8100

Soulin' Records (Isaac Bolden) 1812 Constantinople St. New Orleans, La. (504) 899-8083

Soulville Records (Horace Parks, James Frazier)
Talents Unlimited Prod. 1640 Broadway Gary, Indiana 46407 (219) 882-9001 Sound/City Productions
Don & Jerry
(Don Griffin & Jerry Strickland)

3316 Line Ave. Shreveport, La. 71104 (318) 861-0569

Sound City Recording Corp. (James L. Exum) 210 Gordon Street Jackson, Tennessee (901) 427-3367

Sound Track Records P.O. Box 12276 Fort Worth, Texas 76116

Space Record Productions 2037 Alvarado Drive, N.E. Albuquerque, New Mexico 87110

Spangel Record Productions
(A. C. Goodall & P. Johnson)
2726 114th Street
Toledo, Ohio
(419) 726-7296

Phil Spector 9130 Sunset Blvd. Hollywood, California

Irv Spice Productions 16I W. 54th St. New York, New York (212) 647-6191

Spontaneous Record Co. (George Nardello) 451 South Broadway Camden, New Jersey (609) 365-1010

Spy Publisher Co. (Willie Lee) 928 East Hyde Park Blvd. Chicago, Illinois (312) 924-0856

Stage Coach 2925 Cadillac Tower Detroit, Mich.

Stan & Bell 261 S. 52nd Street Philadelphia, Pa.

Peter Steinmann Prod., Inc. 1650 Broadway New York, N. Y. (212) 249-3869

Charles F. Steinmetz & Company (Charles F. Steinmetz) P.O. Box 5469 Baltimore, Md. 21204

Geoff Stephens c/o Meteor Music Publishing Co. 8 Denmark Street London W.C. 2, England

Charles Stewart 1705 West 7th St. Fort Worth, Texas (817) 336-9021

Robert Stigwood (See NEMS) c/o Atlantic Records 1841 Broadway New York, New York (212) PL 7-6306

Stone Flower (Sly Stone, Dave Kapralik) 700 Urbano San Francisco, Calif.

Stonehenge Productions (Joe McHugh, Dave Griffiths, Steve Sargeant) 39 Steps Cottage Hillside Rd. Atlantic Highlands, N.J. 07716 (201) 872-0011

Studio B Productions c/o Dan Nielson 244 Grant Ashland, Oregon

Sundi Records, Inc. 2223 So. Dale Mabry Hwy. Tampa, Florida 33609 (813) 253-5397 Super K Prod. (Jerry Kasenetz, Steve Hakins) 200 West 57th St. New York, N.Y. (212) 765-5721

Suron Productions, Inc. 850 7th Ave. N.Y.C.

Sylvia Records (Al Sears-Jesse Stone) 234 West 55th St. New York, New York (212) PL 7-5190

T Records (T. Miranda) 161 West 36th St. New York, N.Y.

TBF Productions (Bob Gaudio) c/o Martin Machat 1501 Broadway New York, New York (212) LO 3-3185

T & E Associates (Tom De Cillis-Ed Lelpzig) 23 Ozone Avenue Cedar Grove, N. J. (201) 239-7761

Take-4 Productions (Andrew Pope) 91-02 Sutphin Blvd. Jamaica, N.Y. 11435

Take Six Productions 463-5107 6565 Sunset Blvd. Jerry Fine, Paul Politi, Dave Rolnick

Talents Unlimited Productions 208 East Wisconsin Ave. Milwaukee, Wisc. 53202 (414) 272-1114

Tall T Productions 516 5th Ave. New York, N. Y. (212) YU 6-6655

Talleyrand Productions (Neil Diamond, Jeff Barry, Ellie Greenwich) 200 West 57th Street New York, New York

Shel Talmy Productions
c/o Martin Machat
1501 Broadway
New York, New York
(212) LO 3-3185
c/o Orbit Universal Music Co.
10 Albert Gate Court
124 Knightsbridge
London S.W. 1, England

Tameli Productions Inc. 1697 Broadway—Suite 906 New York, N.Y. 10019 (212) PL 7-9198

Tangerine Records 2107 W. Washington Blvd. Los Angeles, Calif.

Tanridge Productions (Paul Tannen) 161 West 54th St. New York, New York (212) 586-2677

Taylor-Gorgoni (Chip Taylor, Al Gorgoni) c/o Blackwood Music 1650 Broadway New York, New York (212) LT 1-9690

Teentone Recordings (William G. Courtney) 695 McKay Ave. Windsor, Ontario, Canada (519) 253-5647

10th Street Productions 53 E. 10th St. New York, New York

Telesonic Productions, (A Division of Clask Enterprises) (Richard H. Costello) 24 Pearl St. Keene, N.H. 03431 (603) 352-1457

 $(Continued\ on\ page\ 52)$

(Continued from page 51)

Bill Temple P.O. Box 12276 Fort Worth, Texas 76116

James Testa 10104 Plymouth Garfield Hts, Ohio

The Production (Larry Goldberg-Leo Kolka) 665 Harrison San Francisco, Calif. (415) 781-6306

The Rascals
444 Madison Avenue
New York, New York

Johnny Thompson Productions (Johnny Thompson) 222 East Garvey Monterey Park, Calif. (213) 280-8783

Thor Records (Donald Thorson) 2204 No. Lawer Chicago, Illinois (312) 889-2287

Til-Ford Records (Kelly "Bud" T. Chowning, Jr.) R.R. #2 Cave Hill Lane Lexington, Ky. 40504 (606) 254-2283

The Tokens 1697 Broadway New York, New York (212) CI 6-5650

Tons Of Fun Enterprises (John Antoon) 6362 Hollywood Blvd., Suite 319 Hollywood, Calif. 90028

Top Note Productions (Howard Guyton, Cornell Brown, Al Brown, Curtis Cheatham)

c/o Teddy Randazzo 18 E. 17th St. N.Y.C.

Top Sound Recording (Tommy Senna) c/o Music Guide Pub. Co. 6268 Jericho Turnpike Commack, L. I., N. Y. (516) 872-3157

Torch Productions 6290 Sunset Boulevard Hollywood, California 90028 (213) 469-1156

Trans-Love Energies (John Sinclair) 1510 Hill Ann Arbor, Mich. 48104 (313) 769-2017

Tra-San Productions (George Kerr) 66 Telford St. East Orange, New Jersey (201) 245-6460

Troops-Cory Productions c/o Mercury 35 East Wacker Dr. Chicago, III. (312) 532-5788

Turk Productions 850 - 7th Ave. N.Y.C.

(212) 757-9120

Don Tweedy Productions 722 17th Ave. S. Nashville, Tenn.

722 17th Ave. S. Nashville, Tenn. (615) 244-0560

Trella Productions 2146 S. Broad Street Philadelphia, Pa. 19145 HO 7-9800

Trend (Tom Hodges) 1231 A Collier Rd. N.W. Atlanta, Ga. 30318 (404) 351-7357 Tri-Co Productions (Ron Farber) 25 Cleveland Terrace West Orange, New Jersey 07052 (201) 731-3559

Tri-Fal Productions 255-0744 Los Angeles, Calif. Larry Goldberg

Trident Productions (Frank Werber) 916 Kearney St. San Francisco, Calif. (415) 392-8250

Trod Nossel Productions, Inc. (Thomas J. Cavalier) 10 George St. Wallingford, Conn. 06492 (203) 265-0010, 269-4465

Tuska Records (David A. Williamson) P.O. Box 3106 Atlanta, Ga. 30302 (404) 524-9677

United Producers Group 1650 Broadway New York, N. Y. (212) 765-3090

United Recordings & Productions (Robert L. Grove/Ernest Winfrey) 5012 1st Ave. No. Birmingham, Ala. 35212 (205) 595-0757

Valcruz (Mike McGuire) 1410 Second Street Livingston, Calif. 95334 (209) 394-7829

Van Alden Productions (Milt Rogers, Bob Ross)

6263 Leland Way Hollywood, Calif.

Vance/Pockriss Prodctions (Paul Vance, Lee Pockriss) 160 W. 73rd St. New York, New York (212) 581-0030

Teddy Vann Productions (Teddy Vann) 1619 Broadway New York, New York (212) 245-9677

Variety Recording (Warren Smith) 225 West 46th St. New York, N.Y. 10036 (212) CO 5-9051

Vee-Jay Productions Elk City, Oklahoma

Jimmy Velvet Productions P.O. Box 4045 Huntsville, Alabama (205) 881-8364

Vintage Productions (Rich Sargent) 875 Main St. Buffalo, N.Y. (716) 883-1872

VIP Productions Hollywood, Calif.

WG Record Production P.O. Box 732 66 Elmwood Ave. Holyoke, Mass. 01040 (413) 536-1793

WPN Music Co., Inc. (Warren Shatz) 10 Swirl Lane Levittown, N. Y. (212) Cl 5-7640

Waikiki Records 3508 Greenville Ave. Dallas, Texas 75206 (214) 823-8843

Mr. Walters Prods. Inc. (W. A. Walters) 6011 N.W. 7th Ave. Miami, Fla. (305) 751-6521 Wan-Dell Music Co. 1384 De Kalb Pike Rd. #3 Norristown, Pa. (215) 277-1153

Warhurst Music Limited 1510 - 6th Street S.W. Calgary 3, Alberta, Canada (403) 266-8691

Way Out West Productions (Jesse Mason, Jr.) 3244 Telegraph Ave., Suite A Oakland, California (415) 658-9277

Morton O. Wax & Assoc. 1650 Broadway—200 West 51 St. New York, N.Y. (212) 247-2159

Webb & Hiram 467 Algonquin St. Detroit, Mich.

Wednesday Child Prod. 466-6296 6515 Sunset Blvd., Suite 301 Hollywood, Calif. Iackie Mills

El Bouble-V Productions Inc. (Larry Weiss) 104-20 Queens Blvd. Forest Hills, N.Y. 11375 (212) 275-0610

Westward Ho Productions (Brendan J. Lyttle) P.O. Box 937 Calgary, 2, Alberta, Canada (403) 272-0362

Jeff Wheat c/o J. W. Associates 1265 Calkins Rd. Pittsford, N. Y. (716) 334-8100

Whitelaw-Carl Productions Inc. (Reid Whitelaw-Billy Carl) 224 W. 49th St., Suite 1402 New York, N.Y. 10019

Ray Whitely P.O. Box 9687 Atlanta, Ga.

Whiteway Productions, Inc. (Eddle White) 101 W. 55th Street 1E New York, N.Y. 10019 (212) PL 7-4317

Wilbee Music Co. 160 Wood St. Wilkes-Barre, Pa. 18702 (717) 824-2632

David Wilkes Music Inc. (David Wilkes) 300 W. 55th St. New York, N.Y.

Andre Williams 6741 S. Cornell Chicago, III.

Audrey Williams 812 Sixteenth Avenue South Nashville, Tennessee (615) 244-2288

Don Williams 656-1364 8440 Sunset, Apt. 305 L.A., Calif.

Murry Wilson 9042 La Alba Whittier, Calif. (213) 697-4655

Tom Wilson 361 Waverly Ave. Brooklyn, N.Y. Marty Wilson Prod. Inc. (Marty Wilson) 185 West End Avenue New York, New York 10023 (212) EN 2-9812

Winchester Records (Jim McCoy) Box 574 Winchester, Va. 22601

Win-loh Productions (Libby Holden, Stan Irwin) 11905 Riverside Drive North Hollywood, Calif. (213) 985-0191

Jimmy Wisner 888 Eighth Avenue New York, New York (212) 765-4680

Pearl Woods 100 West 85th Street New York, New York

World Showplace Music, Inc. 324 S. Beverly Dr. Beverly Hills, Calif. (213) 274-9822

World United Productions 550 Grand Street Pittsburgh, Pa. (412) 471-6060

Charles Wright 6321 Gilday Drive Los Angeles, Calif.

Charles Wright-Fred Smith 4219 Normal Street Los Angeles, California

Wright Productions (Ken Wright) 4123 No. 44th Street Milwaukee, Wis. 53216 (414) 873-8308

Richard "Popcorn" Wylie 3044 Taylor Avenue Detroit, Michigan (313) 898-6242

Gregg Yale Productions c/o Leonard Stogel Assoc. 888 Eighth Avenue New York, New York (212) 586-6390

Yameta Productions c/o Sea-Lark Ent., Inc. 25 West 56th Street New York, N. Y. (212) JU 2-8810

Young Sound, Inc. (Bucky Wilken) 806 16th Avenue South Nashville, Tenn. (615) 254-6171

Bob Yorey Enterprises (Bob Yorey) 200 West 57th St. New York, New York (212) JU 2-7575

York-Pala Productions (Brian Stone, Charles Greene) 7715 Sunset Blvd. Hollywood, Calif. (213) 876-1360

Zagar & Evans c/o Mgt. 3 Ltd. 136 E. 55 St.

Zax-Altfeld & Associates, Inc. 3308 Mandeville Canyon Road Los Angeles, Calif. (213) 476-5883

Stan Zipperman 273-0020 9000 Sunset L.A., Calif.

Lou Zito 888 8th Ave. N.Y.C.

(Continued on page 53)

England

(Continued from page 52)

A.I.R. (London) Ltd. 108 Park Street, London W. 1. (01) 493 4131 George Martin, John Burgess, Ron Richards, Peter Sullivan

Apple Records 3, Savile Row, London W. 1. (01) 734 8232 Peter Asher

Beacon Records 331/333 High Road, London N.W. 10 (01) 459 2333 Milton Samuel

Chapter One 138 Charing Cross Road, London W.C. 2. (OI) TEM 9351 Les Reed

Chasmark (Music) Ltd. 21, Hertford Street, London W. 1. (01) 493 9688 Chas Mills, Mark Wirtz

Derek Lawrence Productions 13/14 Golden Square. London W.1. (01) 734 2285 Derek Lawrence

Ember Records Suite 4, Carlton Tower Place, Sloane St., London S.W. 1. (01) 245 9339 Jeff Kruger

Finito Productions 60 Castellain Road Maida Vale, London W. 9. (OI) LOR 0534 Tony Palmer-Adrian Rudge

Tony Hatch c/o Pye Records AVT House Great Cumberland Place London W 1, England

Immediate Records 63/69 New Oxford St., London W.C. 1. (01) 240 3377 Andrew Loog Oldham
Cable address: Immedcard WC1

Island Records 157 Oxford Street. London W. 1. (01) 734 6220 Chris Blackwell, Jimmy Miller

Intune Productions "Mill Hilton"
13 Sunnyfield,
Mill Hill, N.W. 6.
(01) 959 1411 Mitch Murray

Terry King Associates Panton House 25, Haymarket London, W.S.1, England

Baron Lambert (Kit Lambert-Chris Stamp) 58 Old Compton Street London 1, England

Landsdowne Productions Lansdowne House, Lansdowne Road, London W. 1. (01) 727 0041 **Dennis Preston**

Derek Lawrence 8 Linthorp Road **New Barnet** Hurtz, England

Major Minor Records 58/59 Gt. Marlborough Street, London W. T. Philip Solomon

M G M Records 2 Dean Street, London W. 1. (01) 734 8321 Richard Swainson

M C A Records 139 Piccadilly, London W. 1. (01) 629 7211 Mike Leander

Jimmy Miller London, England

Mickie Most 101 Dean Street London, England

Mitch Murray 66 Redington Rd., Apt. 2 London N.W.3, England

NEMS Enterprises Sutherland House Argyle Street London W.1, England

New Breed Productions Dunbarton House, 68 Oxforl St., London W. 1. (01) 580 6266 Tony Visconti, Denny Cordell

Norman Newell Productions 66 Montagu Mansions, London W. 1. (01) 935 4133 Norman Newell

Paragon 17/19 Stratford Place, London W. 1. (OI) 240 3377 Giorgio Gomelsky

President Records 25 Denmark Street, London W.C. 2. (OI) COV 3026 Eddie Kassner

Page One Records James House, 71/75 New Oxford St., London W.C. 1. (OI) TEM 4864 Larry Page

Rak Records 157 Oxford Street, London W. 1. (01) Mickie Most

Jack Richardson c/o Nimbus 9 Bahamas Ltd. P.O. Box 566 Freeport. Grand Bahamas

S N B Productions South Street, London W. 1 (01) 499 1553 Simon Napier Bell

Saga Records 326 Kensal Road, London W. 10 (01) 523 6651

Robert Stigwood 67 Brook Street London, England

Spark Records 8, Denmark Street, London W.C. 2. (OI) TEM 4524 Freddie Poser

Toast Records 58/59 Gt. Marlborough Street, London W. 1. (OI) 437 5803 Vicky Wickham

Double 'R' Productions 23 Old Burlington St., London W. 1. (01) 734 9942 Steve Rowlands

Witch Season Productions 83 Charlotte St., London W. 1 (01) 636 9436 Joe Boyd

Screen Gems Columbia 19/23 Wells Street, London W. 1. (Oi) LAN 2090 Jack McGraw

Roy Singer London, England

Tarantula Records (Denny Cardell) 51 Green St. London W 1, England

Peter Townshend London, England

Track Records 58 Old Compton St., London W. (OI) GER 9506 Kit Lambert

Mike Vernon Blue Horizon London, England

Germany

Franz Abraham Tauentzienstr. 16 1 Berlin 30 Heinz Alisch Am Hirschprung 43 1 Berlin-Dahlem Ralf Arnie Wrangel Str. 5 2 Hamburg 20 Friedl Berlipp Alsdorfer Str. 19 Cologne-Braunsfeld Gunter Birner Pariser Str. 51 1 Rerlin 15 Martin Bottcher Via Totone 20 CH 6911 Campione, Lugano Hans Blum 506 Untergrundemich Post Immerkennel Hans Beierlein Konigin Str. 121 8 Munchen 23 Rudolf Bohnen

Klenze Str. 65 8 Munich 5 Hans Bradtke Huninger Str. 48 1 Berlin-Dahlem Christian Bruhn

Irmgard Str. 11 Munich, Solln Hans G. Brunner-Schwer 773 Villingen-Schwarzwald Postfach 69 Karl Bette

Sonnenstr 20 Munich 15 Jochen Brauer Dachalierstrasse 21 8 Munich 21

A. Bennefeld Schopenhauer Str. 23 1 Berlin 38 Boris Brown

806 Dachau Aug. Pfaltzstr. 24a Andreas Budde Grieg Str. 29 1 Berlin 33

Dr. Harold Classen Admiral Scheer Strasse 18 43 Essen Max Colpet Mittenwalder Str. 14

Munich 55 H. Curcius West Berlin Werner Cyprus Nordheusser 17 Hamburg 36 Otto Demler

Warburgstr. 22 2 Hamburg 36 V. D. Dovemuhle Nordstr. 17a Cologne-Nippes Horst Dempwolff Wilbrechtstr. 37 8 Munich-Solln

Walter Dobschinski Skirenweg 3 1 Berlin 9 Cedric Dumont

Novarastr. 2 Basel, Switzerland Kurt Feltz Drususgasse 7, 11 5 Cologne

Martin Fouque Wilmersdorfer Str. 94 1 Berlin 12

Gerhard Froboess Kudowastr. 21 1 Berlin 33 **Horst Fuchs** Bornicker Str. 39a 1 Berlin 20

Gustav Gerdes Gertruden Str. 31 Cologne

Heinz Gietz Sonnenweg 9 5026 Forsbach Bei Cologne Karl Golgowski

Alsterblick 39 2 Hamburg Gunter Geyer Hamburg 13 Johnsallee 23

Hohestr. 133 Cologne Gerd Hammerling Damaschka Str. 7 1 Berlin 31 Gunter Hampel Wiesbadener Str. 45 1 Berlin-Wilmersdorf Horst Hartmann Am Alten Brau Haus 1 5055 Porz-Zundorf Dave Hildinger Im Dol 69

1 Berlin 33 Willy Hoffmann Fredericia Str. 5 1 Berlin 19 Heinz Horst Henning

Am Waldsaum 6251 Hangen/Meilungen Erwin Halletz Peter Jordan Str. 181 Vienna Hans Hee

Korn Str. 109, Bremen Jurgen Hermann X Berlin 116, Nalepa Strasse 18-50 Gunter Henne

Wittelsbacher Str. 18 1 Berlin-Wilmersdorf Peter Igelhoff Reiherweg 2, Munich 59 Alfred H. Jacob

Leopoldstr. 52a Munich E. Jung Mittlerer Flurweg 50 655 Bad Kreuznach Barbara Kist

Ulhorner Str. 7, 3 Hannover-Kleefeld Peter Kirsten

Morikestr. 32, 7 Stuttgart 1 Heinz Korn Drususgasse 7-11, 5 Cologne (Cont'd on page 54)

PLATO PRODUCTIONS

COMPLETE PRODUCTION SERVICES

Writing/Arranging/Recording/Manufacturing

RECORDS ACCEPTED BY:

A&M/Bomar/Columbia/Guilford London/MGM/Scepter

Ron Bollon and Plato Phone: (301) 679-4117

Germany

(Continued from page 53)

Wilton Kullmann Wasser Str. 8, 655 Bad Kreuznach Wolfgang Kaehne Reichstagufer 4-5 X 108, Berlin Heinz Liechti 8 Rue De Hesse, Geneva H. Maris Lietzenburger Str. 90 1 Berlin 15 Henry Mayer Waldschmidt Str. 15a 8162 Neuhaus-Schiersee Peter Meisel Wittelsbacher Str. 18 1 Berlin Thomas Meisel Wittelsbacher Str. 18 1 Berlin Peter Michel Friedberger Str. 23 27 6 Frankfurt 1 Peter Mosser Via Pancaldi-Mola Ascona Gerhard Mendelson Nymphenburger Str. 139 8 Munich 2 Charly Niessen
Am Herrnberg 22,
Prien am Chiemsee
Gunter M. Noris
Meister Johann Str. 4, Meister Jonain Str. 4, 5 Cologne Charly Nova Hamburger Str. 49, 2057 Reinbek bei Hamburg Claus Ogermann Otto Str. 9, 8 Munich 2 Fred Oldorp Am Pichelsee 17-18. Berlin 20 Lotar Olias Rathenaustr. 25, 2 Hamburg 39 Rudolf Petry Lidenstr. 19, 5 Cologne Rudy Piesker Schiller Str. 8

1 Berlin 37 Eckhart Rahn Felitzschstr. 1 8 Munich Klaus Lorenzon Lidingovagen 50 Stockholm-Hamburgh Walter Richter
Pohl Strasse 58
1 Berlin 30
Heinrich Riethmueller Boelckestr. 35 1 Berlin 42 Jerry Van Rooyen Bismarckstr, 65 1 Berlin 39 Werner Scharfenberger Dachauer Strasse 16 8 Munich Hans Arno Simon Zigeunerweg 45, 8104 Grainau Paul Siegel Tauentzien Str. 16 1 Berlin 30 Jurgen Schmidt Fischerstiege 9/4 Wien, Vienna Hans Seltman Douglas Str. 9, 1 Berlin 33 Ralph Maria Jr. Siegel Am Biederstein 7 8 Munich 23 Rudy Slezak Korner Str. 13 2 Hamburg 19 Mal Sondock Josef Raps Str. 1, 8 Munich 23 Felix Stahl Rothenbaumchaussee 191 2 Hamburg 13 Bobby Schmidt Stadelmannweg 1, 2 Hamburg 68 Horst Hartmann Am Alten Brau Haus 1, 5055 Porz-Zundorf Wolfgang Schmidt Hamburg 13, Werder Str. 44

Munich 54
Willi Stanke Erlenweg 23, Hamburg-Wedel Heinz Stenzel Helbing Str. 26 2 Hamburg 70 Ernst Stumvoll Stromstr. 47 4 3 Vienna 20 Peter Thomas Rotwandstr. 7 8022 Grunwald, Munich Gunter Tilgert 6251 Dehrn/Limburg. Brucken Strasse 2 Hans Wewerka Franz Josef Str. 2 8 Munich 13 Dr. Unger Libanon Str. 3, 7 Stuttgart Werner Weitze Biederstein 7, Munchen 23 (Munich) Erich Werner
Drususgasse 7-11,
5 Cologne Fred Weyrich Ohlstedter Str. 55 2 Hamburg 66
Gertrud Wollny
Bayerischer Str. 9, 1 Eerlin West 15 Gerhard Winkler Lassenstr. 4 1 Berlin 33 Jack White Zerbsterstr. 72, 1 Berlin 45 Horst Winter Wahringerstr. 162/20 Wien 18 (Vienna) Helmut Zacharias Casa La Campanella, Ascona
Dieter Zimmermann

Bingener Str. 48

CIP CANTANTI Corso Europa 5, Milano Tel. 792212 Label Credits: RCA/DET DE BELLIS GIANCARLO Via Cassia Antica II, Roma Label Credits: RCA DI BARI ROMANO Via Pasteur 70 Roma Eur Tel. 595786 Label Credits: DECCA DISCHI ITALIA F.P.4. Di ALDO PAGANI Galleria del Corso 2, Milano Tel. 705005 Label Credits: CARISCH GALLO GIGI

Galleria del Corso 4, Milano Tel. 799447 Label Credits: CBS ITALIANA GARIBOLDI & CERUTTI
Galleria del Corso 4, Milano
Label Credits: CBS ITALIANA

LUMBROSO BOB Corso Europa 22 Milano Tel. 799515 Label Credits: DECCA DISCHI ITALIA / FRAGOLA BLU / NU-MERO UNO

MARTINELLI ALBERTO Piazzetta Pattari 2, Milano Tel. 898909 Label Credits: Meazzi / PHONO-GRAM/EMI ITALIANA PAOLI GINO Piazzetta Pattari 2, Milano Label Credits: DURIUM/RCA POLITO ENRICO Via Vincenzo Bonucci 18 Roma Label Credits: CGD RENO TEDDY Ariccia
Tel. 931147
Label Credits: RICORDI
REVERBERI GIAMPIERO Via Zara 7/11 Genova Tel. 361119 Label Credits: EMI ITALIANA/
BELLDISC
REVERBERI GIANFRANCO Via Sabratta 76, Roma Label Credits: BELLDISC RICORDI NANNI Corso di Porta Romana 10 Milano Tel. 653413 Label Credits: RCA TESTA ALBERTO Galleria del Corso 2 Milano Label Credits: DURIUM/CETRA

France

VALETTE, Michel

BAXTER, Francis "Présence", 33 rue du Frg St-Martin (X°) NOR 89-05 BERNARD, Raymond "Soprodis", 9 rue d'Artois (VIII°) POI 52-37 BERTRET, Guy "Prod. du Moulin", 18 Av. de la Bourdon-nais (VII°) INV 88-81

BOURGEOIS, Denis "Bagatelle", 10 rue Washington (VIII°) ALM 17-99

BORRUSO, Fernand "Saravah", 29 Av. de Friedland (VIII°) ELY 66-03 BRUNET, Bernard

24, rue de Longchamps (XVI°) KLE 04-32 et 19-35 CANETTI, Jacques "Majestic", 252 Fg-St-Honoré, VIII° CAR 60-24

DEFFES, Claude "Prosadis" 14, av. Hoche (VIII°) MAC 45-00

DREYFUS, Francis "Labrador", 9 Square Moncey (IX°) PIG 39-90

HABBEY, Bertrand de
"Rideau Rouge", 24 rue de Longchamps
(16°) KLE 19-35

LEGRAND, Marcelle 252, Fg-St-Honoré (VIII°) MAC 50-16 LUYPAERTS, Guy 16, rue Paul Féval (XVIII°) MON 52-79

MABILLE, Jacques 55-bis rue de Ponthieu (VIII°) BAL 41-10 & ELY 63-46

MARBOT, Rolf
"Méridian", 5, rue Lincoln (VIII°) ELY 06-22
MARCHAL, Henri
"Sunny-Music", 7-bis av. Paul Valéry (XVI°)
POI 50-95

"Alleluia", 10, rue St-Florentin (ler) RIC 44-34

"Totale", 120 Champs Elysées, (VIII°) ELY 12-07-08-09 MOULOUDJI, Marcel MOSHE-NAIM

61, rue de Provence (IX°) TRI 48-76 POU-DUBOIS J. M.

22, rue Charcot (XIII°) JUS 33-33 RIBERT, Pierre 'Métropolitaines'', 3. rue Rossini (IX°) TAI

83-94 et 86-19 R O C Lionel "Prod. Asparagus", 3 rue Rodier (IX°) TRU

62-36 SAADA, Norbert

"La Compagnie", 11 rue Magdebourg (XVI°)

TOURNIER, Gérard 67, rue de Provence (IXº) TRI 19-41

GRUYER, Nicole "Fleche" 122 Bd Exelmans, Paris XVI DE SENNEVILLE, Paul & MARBOT, Raif MAKBUI, KAIT
27 Bd Raspail BAB 17-04
ROBINSON, Jacques &
CHATENAIN, George
"Studio CBE" ORN 73-90
ALBERTINI, Jean ALBERTINI, Jean
BAG 01-56
LANDAY, Christian
"Labyrinth" 32, Rue D'Alleray, Paris XV
VAV 54-84
DELANCRAY, Michel
"Mia Simil" 604 27-08
EBRARD, Claude
17 Rue Monsigny, Paris II 17 Rue Monsigny, Paris II PRIOU, Jean-Claude 34 Rue des Belles-Feuilles, Paris XVI POISSON BAL 69-60 DUBOIS "Apostrophe" Fidelio Strasbourg
SIBER, Adolph
"AS" 1' rue Felicien-David, Paris XVI
GEORGAKARAKOS, Jean "BYG" 29 ave Friedland, Paris VIII ELY 66-03 PAGNOL, Marcel "CMF" 16 sq de L'Avenue Foch, Paris XVI VAMPARYS, Jean 95 Rue de la Boetie, Paris VIII

"La Colombe", 4 rue de la Colombe (IV°) MED 37-08

"Decibe!"
BERTRAND 102, rue de la Boetie, Paris VIII

LOURY "Erato" 60 Paris IX 60 rue de la Chaussée D'Antin,

ORFINO Rue des Freres Leiris, 78 Triel TOURET, Michel 1, Rue Cunny 92 Colombes

GARZAN "Marignan" 18 rue Mazagran, Paris XX MISSIR, Leo "Riviera" 20, Rue D'Ermenonville, 92

Neuilly
LEMARCQ, Francis

18, Ave Dumesnil, St. Maure
HOFFMAN, Henry
"Albatros" 43 rue Fessart, Boulogne 92
HERAULT

HERAULI
"Homere" 3, Cité Magenta, Paris XX
TACQUET, René
"Magellan" 12 rue Magellan, Paris VIII
SLEDGE, Julien
"12 Supply 15 Supply 15 Supply 15 Supply 16 S

'JS Records' 55, Rue Henri Richaume, 78 Montesson

MARAIS, Serge 'Jag'' 10 bis rue Schlumberger, Marne la Coquette

Italy

Dr. Stein

BARDOTTI SERGIO

Via Nomentana, Roma Label Credits: CETRA/RIFI/RCA

BACCELLI CORRADO Via Savani 20 Modena Label Credits: EMI ITALIANA

BORRONI ELIO Corso Europa 12, Milano Tel. 795353/85 Label Credits: AMICO/CASA BIANCA/DET BONCOMPAGNI GIANDOMENICO

Uhland Str. 83,

Klaus Wusthoff 1 Berlin-Nikolassee

An der Rehwiese 15a

1 Berlin 31

Via Nemea 21, Roma Tel. 322654 Label Credits: RCA
CARRARESI FLAVIO Via Donizetti 21, Milano Tel. 705853 Label Credits: MIURA CASELLATO

Corso Lodi Milano Tel 5392553 Label Credits: SIF

MEMNON PRODUCTIONS



a division of MEMNON LTD.

> Memnon Talent Memnon Music (ASCAP) VIMP Publishing (BMI)

MEMNON

CHRIS KROMAN (516) 676-6753

P.O. Box 84 Glen Cove, L.I., N.Y. 11542

SGP Productions Outlook A-OK

If ever a company took three big giant steps in less than three months, it would have to be SGP Productions, the record production and publishing complex headed by Joe Saraceno, Mike Gordon and Ron Gold-

In less than 90 days the company has placed more than 40 songs from its Marathon (BMI) and MZG (ASCAP) companies with various producers and acts in Los Angeles. Plus, recorded a dozen artists for other labels including Kenny Nolan and Kerry Hatch (Forward, the label through which SGP will distribute most of its product), Peggy Larey (MGM), Majority of One (Uni), Sweet Progress (Amos), Summer Winds (Metromedia), the Aquarians (Uni) and Mothers Puppets (Warners).

Cut Same Tunes

In addition, Sweet Progress has also written (through Marathon) several songs for the film "Bob & Carol & Ted & Alice." The group has recorded the same tunes and Amos will release.

In forming the company, Sar-(Continued on page 56)

W.P.N. Credo: Quality **Not Quantity**

LEVITTOWN, N.Y. - Three years ago three men, Warren Schatz, Paul Friedberger and Nat Schnapf, decided to start a publishing-production company dedicated to the ideal of presenting quality, not quantity. That firm, W.P.N. Music Co., Inc., has quietly acquired 40 recorded copyrights and an equal amount of new material, to be recorded within the month, and material still not on acetate

The creative head of W.P.N. Music is Warren Schatz who at 24 is a 12-year veteran of the record business. He has been involved with every aspect of the business from being a delivery boy at Associated Recording to audio engineering to promotion and was even the owner of a small but successful record company at age 15. When W.P.N. was started, he was working a full day as an engineer and working long hours into the night to get the product finished. Warren kept up this schedule for two years, then had to leave engineering to focus on production. For the last year he has been in the studio day and night getting all

his material recorded and cutting a few masters.

He credits George Lee at Warner Brothers as the first person to really believe in him. Warren went from producing middle-of-the-road artists like Adam Wade to underground and hard rock albums with artists like Wilkinson Tri-Cycle for Columbia's Date label (produced with Stephen Schlaks).

With the work for Warner Brothers and Columbia, W.P.N. introduced Warren Schatz & Co., Inc., to separate the publishing from the production. The company has just released an album on Atlantic called "Banchee." The LP, out just two weeks, is showing very well and looks like a successful effort. Warren and independent producer Schlaks produced both albums and are now working on new product by the two groups plus additional projects that will be announced soon.

Production Deal with TEMPI

Schatz will be producing two artists for Rachael Elkind and Walter Carlos Trans-Electronic Music Productions, Inc. They are responsible for the RIAA



Warren Schatz, Paul Friedberger, Nat Schnarf.

gold album "Switched on Bach." Warrens typically modest comment was, "Im really quite honored that Rachael and Walter chose me out of all the fine record producers available today.' The first artist to be recorded is a budding novelist, screenwriter and composer, Ben Schlossberg. Warren and TEM-PI are now talking about an album that he will write, arrange, engineer, produce and sing on.

Other newly signed arfists and writers include a group called Oracle and a young girl, Eli Romney. A trip to London will include time to record two more new groups, Staunton Filrin and the North Ireland Blues Band. The bulk of W.P.N. activity in Europe is handled by Cyril Shane.

(Continued on page 56)

#1 FOR THE HOLIDAYS



START WITH #1



SELL WITH #1

BAYN JOHNSON CHRISTMAS TEDDY BEAR"

Produced by Raydar Productions, Inc. Distributed by Associated Industries, 256 Fifth Ave., Pittsburgh, Pa. Contact: Bill Lawrence Tel: (412) 471-3484

Glasser Expands Production, Publishing

Dick Glasser had a modest introduction to the music business. At the age of 19 his first tune, "Angels in the Sky," sold more than one million copies.

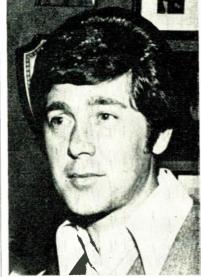
Today, Glasser is still turning out million sellers in his role as record producer for Andy Williams, the Union Gap, Mason Williams and the Vogues.

There are many reasons for Glasser's success, of course. But primarily it's because of two factors: long hours of hard work and the fact that Glasser spends time analyzing the trends of music.

Example: On Glasser's biggest hit, "This Girl's a Woman Now," for Gary Puckett and the Union Gap, he found the song at 2 a.m. as he was going through a stack of tape. Glasser feels it's up to the producer to "marry" the song to the proper artist and when he heard "This Girl" he immedately thought of Puckett

Similarly, when Dick heard "Turn Around, Look At Me" he at once thought of the Vogues. Both "This Girl" and "Turn Around" sold well in excess of a million copies each.

Example: It's Glasser's con-



Dick Glasser

tention that music trends come and go in cycles with the order of events following each other. That is, if music with a folk-country sound follows music with a latin influence today, the same thing will occur in about 10 years.

What's Next?

What's next on the music schedule? Glasser looks for a resurgence in girl singers, a continuation of the folk-country western trend and a slight emphasis on classics being adapted to pops.

Born Dec. 8, 1933, in Canton, Ohio, Dick was the third of 11 children and the oldest of five boys. After graduation he put in a hitch with the Navy—anything to escape the possibility of a life in the coal mines.

Shortly after being discharged, Glasser tried his hand at songwriting and put "Angels" on paper. He cut a demo in a church using the organ as accompaniment. A local dj got behind it and sent it to a friend in Cleveland. It hit well there, but really took off when it was cut by the Crew Cuts and later Tony Martin.

Glasser's writing credits began popping up such on "I'm in Love with You," a Pat Boone hit; "I Will," a smash for Dean Martin. These and his other songs recorded by the Kingston Trio, Buddy Greco, Gene McDaniels, Bobby Vee, Jimmy Darren, Walter Brennen, Johnny Cash, Chet Atkins and Glen Campbell have sold more than 12 million copies.

Moved into Production

By 1961 Glasser had moved into production. He joined Liberty Records as General Manager of its publishing subsidiary, Metric Music, and within 2½ years Metric became the eighth most active publisher in the country.

In 1964, Glasser moved to Liberty's subsidiary Dalton Records as manager and in 18 months produced hits for Vic Dana ("Red Roses for a Blue Lady") and the Ventures ("Walk Don't Run"), among them.

Warner Brothers Records enticed Glasser away in 1965 as Director of A&R. There Dick produced successes for Freddie Cannon, the Everly Brothers, the Marketts, Jimmy Darren and Anita Kerr—her "A Man and a Woman" won a Grammy.

Glasser now has had his own production company for some 20 months, with Richbare, a BMI publisher subsidiary. He's also establishing an ASCAP arm, Jude Music.

Those 20 months have seen 12 chart records come out of Dick Glasser Productions including all of the Vogues, Bobby Hatfield's "Only You"; "This Girl's a Woman Now" for the Union Gap; "I Need You Now" for Ronnie Dove and Andy Williams' new hot single, "A Woman's Way."

While Glasser is constantly on the lookout for a song for an artist, he's quick to turn down a production if he feels there would be conflict with

SGP Outlook

(Continued from page 55)

aceno resigned from Liberty Records, where he was staff producer for more than four years and the man responsible for the success of such groups as the Ventures, Sunshine Company and T-Bones. Gordon, a veteran writer/producer, was a member of the Marketts. He wrote "Surfer Stomp" with Saraceno in 1961. He also wrote "Outer Limits" and became a writer for Metric Music in 1965. Gordon established Michael Gordon Productions, which is now part of SGP, in early 1969.

Management Experience

Goldstein, the third member of the group, is the man with the management experience and know-how. He's spent the past seven years in various management capacities and will handle all of the various clients for SGP.

W.P.N. Credo

(Continued from page 55)

A record label is also being formed to record American contemporary composers like Charles Ives. Samuel Barber, Robert Keyes Clarke, Robert Norval Langworthy, John Watts and Elliot Schwartz, to name a few. A deal is being concluded with Composer's Theater, Inc., a young concert group, to supply artists like Leonid Hambro, Alvin Brehm, Jerome Bunke and William Masselos for special projects. Warren plans to record a series of 12 concert albums the first

Talks have already begun with both American and British companies to distribute the series.

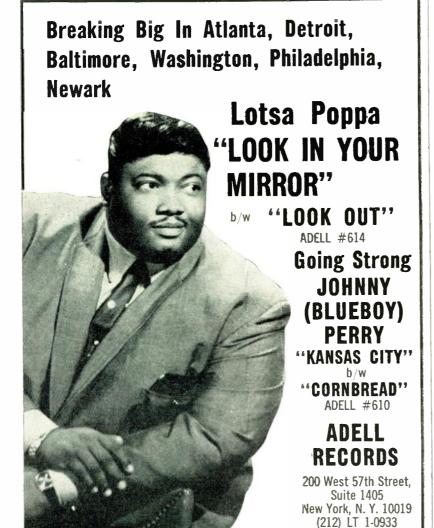
another artist.

Ampex Agreement

Glasser has recently entered into an agreement with Ampex Tape to produce six albums a year for three years, with distribution being handled by Uni Records. The first two of these disks will appear in January: one by Pat Shannon and the second a unique brass concept featuring Glasser himself as an artist.

Dick is also working on a firm deal to establish his own label—tentatively slated to be called Glass Records.

"I listen to everything all the time," he said. "You never know when you're going to run across another 'This Girl's a Woman Now' or 'Red Roses.'"



The Howe Of It

A classic marriage of independent enterprise and corporate support is that of the Fifth Dimension and Soul City Records, distributed by World Pacific Records.

It began back in 1966 when Johnny Rivers, occupied with several new projects, asked an independent engineer named Bones Howe to produce a thenunknown vocal group called the Fifth Dimension. Through Rivers, Howe's group was brought to the attention of World Pacific Records. Convinced of their potential, the company put a heavy promotional and merchandising effort behind the singers and created a campaign that included movable light displays and giant 4' x 5' wall posters for retail outlets.

The Fifth Dimension is today internationally famous and has just added their latest album to a list of million sellers. Their current single, "Wedding Bell Blues," reached the number one position in the charts.

Howe, successful with several other recording projects during this period, has had an en-

(Continued on page 58)

Seattle's Jerden Music, Inc.: Business World-Wide



Jerry Dennon

Jerden Music, Inc., is the corporate entity that oversees a multi-faceted music operation based in Seattle, Wash. Jerden's owner and President is Jerry Dennon, who decided in 1962 to headquarter in Seattle rather than Hollywood, also is active in distribution via being General Manager for Transcontinental Distributing Corporation's Seattle operation.

Jerden Music just announced the semi-reactivation of its own Jerden label, which was retired two years ago after being distributed via ABC.

First release on the "new" Jerden are "Picking Up Pebbles" by Matt Flinders, a record produced in Australia by Ron Tudor Productions and released there on the Astor label. Second issue coming on Jerden is "Where Has Christmas Gone?" by Stefan Arngrim, costar of ABC-TV's series, "Land of the Giants." This product was produced by Kim Fowley and arranged by Jimmie Has-

"Jerden as a label will have only a limited amount of releases," says Dennon, "as we are primarily an independent production company relying on other labels to handle our distribution." Among current production deals that Jerden Music, Inc., has included the Bards on Parrot, Danny O'Keefe on Atlantic, the Springfield Rifle on Burdette, Jeff Afdem & the Springfield Flute on Burdette and Bill Osborne on R.P.R.

Jerden Music just arranged for a master that they have been pre-testing in the Northwest to be released via Irwin Gar's Pulsar label. The record is "Near My Soul" by Jim Brady & the Sonics and is currently in the top 20 throughout

immediate production on the deck. Deal for the group calls for a guaranteed amount of releases.

Jerden's active in music publishing via four firms, and has many exclusive writer's signed. In addition to Jerden-produced artists being published by the house firm, other writers include the New Yorkers on Decca and Moses Lake on Together.

Record Artist Management is the company that houses the Jerden management arm. Heading R.A.M. is Steve Montgomery as General Manager. Steve took over the reins at R.A.M. this year after leaving Concerts West. Among acts signed to R.A.M. are the Springfield Rifle, Jeff Afdem & the Springfield Flute, the Crome Syrcus, Bluebird, Giant Peach and the Coachmen.

Into Commercial Field

Another area of production that Jerden moved into this past year is the commercial field. One of the Jerden-produced commercials, for regional department chain "Nordstrom-Best," won top honors in the Tenth Annual Radio & Tele-

(Continued on page 58)

PAUL VANCE & LEE POCKRISS

We're back together . . . and already on the charts!

"TRACY" The Cuff Links "SHE LETS HER HAIR DOWN (Early In The Morning)"

Gene Pitney



The Tokens BUDDAH



"JENNIFER TOMPKINS" **Street People**



"WHEN JULIE **COMES AROUND"** The Cuff Links



VANPOK RECORDING CORP. / MOONBEAM PUBLISHING CORP. (ASCAP) / VANLEE PUBLISHING CORP. (ASCAP) / BIKINI MUSIC CORP. (ASCAP) / EMILY MUSIC CORP. (ASCAP)

VANCE/POCKRISS PRODUCTIONS

101 West 55th Street, New York, N. Y. 10019

The Key Word Is People

"The key word is 'people.' It was with this one word in mind that People Records was founded. People write, sing, play, hum, whistle, dance, live and remember with music — and records by People are by people for people to sing, hum, whistle, live, dance and remember."

Such is the credo of People Records.

People Enterprises includes the record label plus two music publishing firms (People Music, Inc. — BMI and Populous Music, Inc. — ASCAP) and a management office (People Management).

The organization maintains offices in New York (65 West 55th St.) and on the West Coast (6430 Sunset Blvd., Hollywood).

The people of People include Normand Kurtz, President, former general counsel and head of the international division of Roulette Records. In private practice since 1968, Kurtz represents some of the most successful names in the recorded entertainment industry.

Heading up People's creative wing is Executive Vice President Mickey Stevenson, one of the foremost producers and composers in the industry. From 1959 to 1968, Stevenson was Vice President in charge of creative control for Tamla-Motown Records. He was instrumental in developing the careers of such artists as Stevie Wonder, Marvin Gaye, the Marvelettes, Martha & the Vandellas and Jimmy Ruffin via the

FOR 1970 It's

mustachio

PRODUCTION / PUBLISHING 6543/4 North Sweetzer Avenue Los Angeles, California 90048

(213) 653-0047



Bob Edson, Mickey Stevenson, Normand Kurtz, Jerry Fine, Susan Jacoby and Joe Daigle.

writing and producing of such smash hits as "What Becomes of the Broken Hearted," "Uptight," "Pride and Joy," "Nothing's Too Good for My Baby," "Beechwood 4-5789," "Hitchhike" and "Dancing in the Streets." Many of these hits have been re-recorded by such artists as the Rolling Stones, the Mamas & the Papas, Bill Cosby and Percy Sledge.

Jerry Fine, Vice President of sales-promotion and marketing, is a 14-year music business veteran. Beginning as a performer, Fine moved to stints at Records, Inc., and Disc Distributors, then opened his own Disc Promotions, Inc. From 1967 to 1969 Fine was Project Coordinator and then Executive Vice President of the Take Six Organization and its Adam Sean publishing and Flick City Records divisions.

Bob Edson, National Sales and Promotion Manager, was formerly Program Director at WINX in Washington, D.C. Among the national smashes which first "broke" at the station are "Na Na Hey Hey Kiss Him Goodbye" (Steam), "Little Red Riding Hood" (Sam the Sham), "Make Believe" (Wind) and "Walk Away Renee" (Left Banke). Edson — who penned the People preamble—was also involved in all phases of operation at WSMB-FM in Maryland.

"We formed People Records because we believe that the music business can't be run from the 27th floor of a skyscraper you have to be out on the street to get your market reactions and to spot your music trends," says Kurtz.

Carefully Selected Product

"Our policy is to release carefully selected product. We look on the distributor as an ally; we're depending on him for his expertise in his market. By maintaining solid communications with our distributors we can knowledgeably issue our product and knowledgeably promote it and exploit it. We can also keep up with music trends and spot the new ones coming. The same applies to broadcasting. We're not going to look on radio as a servant but as a partner.'

First product from the label - Kim Weston's "Danger! Heartbreak Dead Ahead" and the Everyday People's "Are You Goin' Wrong"-have already received strong radio response in the two weeks since their release. Kurtz credits the response to Mickey's genius in the studio, as well as his ability to organize talent, to find the right producer and the best writer and the best artist and put them all together. We have Jerry's knowledge of promotion and merchandising and marketing and sales. And we have Bob's understanding of how it feels to be on the receiving end of the program director's

The label's recent acquisition by StoreScope TV, Inc., specialists in television programming and advertising for retailers, "will give us the power to put our knowledge of music into new methods of marketing and merchandising - specifically television — to reach the youth market. There've been a lot of acquisitions in the music industry lately, but very few of them have resulted in the record company taking advantage of the services available to them on the part of the parent company. We're going to utilize StoreScope.

"If you'll pardon the pun, they're our kind of people."

Pendulum Swinging

It's called Pendulum and, yes, it does swing.

Behind it is one of the real get-out-and-do-it producers in the industry, Harley Hatcher. Six months ago Hatcher, who was one of the key men involved in the success of Sidewalk Productions, the production company which was sold to TIC for \$3.5 million in late 1968, formed his own company.

Called Harley Hatcher Enterprises, it became a budding voung conglomerate in just a matter of months with record production, motion picture, TV production, management and publishing wings under its umbrella. Pendulum was one (the first) label to be formed. There are two others on the drawing boards but, at present, Hatcher is putting all his efforts into the newly formed label. One single, "Is It Better to Have Loved and Lost," by Paul Wibier and the Nightriders was recently released (distribution is through Foward Records).

Hatcher's musical activities go far beyond Pendulum. For instance, he's just completed (and released, through Mercury) his first soundtrack, "Satan's Sadists."

(Continued on page 59)

Jerden Music

(Continued from page 57)

vision Commercial Festival held in New York.

"I'm looking forward to 1970 as the year the world will discover two people whom I believe are truly 'super-talents,' namely Jeff Afdem and Danny O'Keefe. Jeff is a multi-talented guy who plays all instruments, writes, arranges, you-name it, he does it. Danny is one of the best writers on the scene today and is being produced by Ahmet Ertegun for his debut album on Atlantic. I would compare him to a Dylan," Dennon comments.

The Howe of It

(Continued from page 57)

joyable relationship with World Pacific which prompted him to sign a new group with them. His latest effort involves a Brazilian rock aggregation called the Carnival.

Although Carnival is only months old, they have to their credit a twice held-over engagement in Las Vegas and have appeared on Johnny Carson's "Tonight" show twice within a two-week period. The group recently came East to tape their first major prime time network television appearance for "Kraft Music Hall," airing Dec. 17. Their initial World Pacific LP, produced by Howe, is enjoying brisk airplay and sales.

WE'VE HAD A BABY AND IT'S A GIRL!!

Watch for our first release & first hit

"Young Girl" by Frank Lynch

My Record (2101)

Nationally distributed by Mass. Record Dist. Co., 633 Mass. Ave., Boston, Mass. DJ'S & Dist's contact Skippy White (617) 266-1002

Amos Pioneers In TV, Too

Amos Productions, already producing product, recording under its own label and leasing its technical skill, is spearheading an effort to place recording engineers in other entertainment

Pendulum

(Continued from page 58)

On tape are four additional soundtracks which Hatcher will score and have released this year. Soundtracks are one of the keys to Hatcher's success. He worked on more than 40 as Vice President of Sidewalk. Included among those were such best-sellers as "Wild Angels," "Wild in the Streets," "Three in the Attic" and "Killers Three."

When Sidewalk was sold, Hatcher was elected President of the company, a position he held until forming his own company in May, 1969.

Whereas Hatcher was primarily involved in soundtracks with Sidewalk, his own company now gives him an opportunity to branch out and expand into the producing and writing of material for both soundtracks and pop/rock oriented acts.

soundtracks and pop rock oriented acts.

media. The immediate goal is to bring to TV the quality sound of recording industry standards.

The firm is youthful (led by 31-year-old Amos president Jimmy Bowen and Vice-President Tom Thacker), rich in its own recording artists (most recent signee: Frankie Avalon) and very likely the record industry's first and only freelance engineering company.

Earlier this month NBC's Andy Williams show hired Amos engineering to mix prerecorded music for Williams and his guests when they are working production setups. A mos engineer Mic Lietz records in a studio of his own choice every Thursday, mixing and miking while Mike Post, an Amos producer (Grammy Award winner for "Classical Gas"), suggests how best to blend taped and live music.

Such utilization of a record industry engineer for TV is a wedge in the direction of applying quality sound to live musical shows unable to obtain the standards of a recording studio.

The first application of industry techniques to TV was heard

on the Oct. 25 Williams Show.

Amos has been awesomely active in flapping together its multiple offense. Some of the major artists Amos engineering has recorded include: Dean Martin, Frank Sinatra, Sammy Davis, Jr., the Turtles, Nancy Sinatra, Mamas and the Papas, Frankie Laine, Peggy Lee, Kenny Rogers and the First Edition, Glen Campbell, the Association, Elvis Presley, Mason Williams and the Beach Boys.

Currently Producing . . .

In addition to its engineering arm, which represents three engineers, the 1½-year-old Amos Production Company is currently producing Dean Martin, Sammy Davis, Jr., Glenn Yarbrough, Frankie Laine, Kenny Rogers & the First Edition, Leslie Uggams, among others. The firm's own label includes Bing Crosby, Lee Dresser, Frankie Avalon, Johnny Tillotson, Mel Carter, and new artists such as Lola Falana and Longbranch Pennywhistle.

In addition to signing new artists for its label, Amos Records also purchases outside masters and material "We are constantly pursuing untapped talent to add to the quality of artistry on

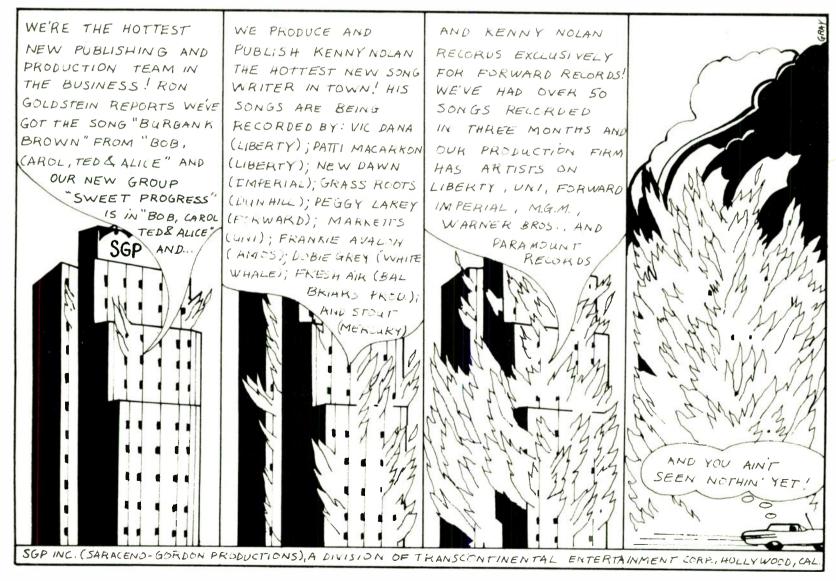
Amos Records," notes Jimmy Rowen

Bowen, who built his recording enterprises on such successes as Frank Sinatra's "Strangers in the Night," Sammy Davis, Jr.'s "I've Gotta Be Me" and Dean Martin's "Everybody Loves Somebody," has produced product whose total sales is more than \$14 million in singles and \$81/2 million in albums over the past four years. Between October, 1968, and April, 1969, the company doubled its output, and the tremendous volume resulted in the creation of Amos Records earlier this year.

It's a long and wealthy way from the garage in Clovis, New Mexico, when Bowen and some West Texas State College chums recorded "Party Doll" and "I'm Stickin' with You." But even that session was a money-maker; the two songs became one of the top rock-hillbilly hits of 1957.

Century Inks Weaver

HOLLYWOOD—Century City Music Corp. has signed Dennis Weaver to a recording contract. Actor is scheduled to cut an album for the label next month





Straight Up with Straight

LOS ANGELES — With its third LP release just reaching the market and after seven months of life, Straight Records is on the way to proving its newly evolved formula for record manufacturing and sales.

With today's mass of new product appearing on a daily basis, Straight, formed as a subsidiary of Bizarre Inc., a venture undertaken by Frank Zappa, Herb Cohen and Neil Reshen, has already established three new artists and three steadily selling LPs. The company is now releasing four new LPs bringing its catalog to nine items.

This success pattern is credited by the company to its operational concepts in the areas of selecting and recording artists and designing promotional aids. The key in the sales area is its ideas in planning and implementing programs combining all elements including the record itself, promotion, publicity, advertising, visual merchandising aids, personal contact on all local as well as national levels and honesty.

The label is operated on a day-to-day basis by a corps of five executives in the areas of sales, promotion and publicity with product supervision falling directly under the attention of Frank Zappa who has been so instrumental in the revolution of pop music. Business manager Reshen and VP Cohen represent the label within the industry in regard to its business dealings with other labels, talent managers, international dealings, etc.

All Under 30

The five-man exec staff, all under 30, is comprised of Bud Hayden, Director of Sales and Promotion; Rick Bolsom, Director of Public Relations; National Promotion Director Allan McDougall; West Coast Publicity Chief Jon Gordon



STRAIGHT STAFF; front, Bud Hayden, Allan McDougall; back, John Williams, Rick Bolsom.

and Art Director John Williams.

The Straight staff calls their company Renaissance Records with one eye to the present and another to the future.

Straight's concept of presenting unusual but interesting artists is carried over into the sales and promotional techniques used by the staff to sell these artists. Hayden emphasizes that "Our people are chosen for their ability to present this concept as it becomes fact in our records."

Whereas most often new independents gear to the singles or specialty LP area in order to establish themselves, Straight is LP-oriented in the area of progressive product including straight rock, bizarre underground, comedy and social commentary.

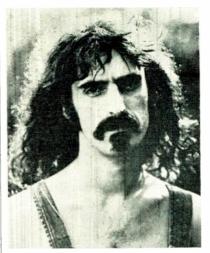
It is the structure of the company that allows this unusual approach to be used.

The executive staff works under the principles of total internal communication; freedom of opinion; acceptance of ideas and guaranteed execution of plans and promises.

At this moment, Straight's first blitz operation is taking place in the Washington area. An exceptional sales pattern affecting the label's Captain Beefheart "Trout Mask Replica LP" was reported by the company's distributor in the City, Schwartz Brothers. The LP was outselling other items in the Straight release which were themselves performing according to projected patterns. This despite the fact that the Beefheart LP was not getting as much air-time in that city as other Straight product.

A program for testing the Beefheart market in Washington was devised by Sales Manager Hayden and with the coordination of the promotion and p.r. departments Straight arranged for a special two-hour show on the music of Captain Beefheart over station WHFS-FM Bethesda, Md. This included the Straight double LP as well as previously available Beefheart product (via Blue Thumb Records' Don Graham) and a lengthy interview with the Captain included in the anthology. The airtime was supported by paid advertising in the Washington underground paper Quicksilver Times along with the promotion of the new LP as a subscription incentive in the paper.

Schwartz Brothers created in-store advertising supporting the promotion and the Wash-



Frank Zappa

ington area press was reserviced with new and timely publicity material on Beefheart and his unique approach to music. Sales manager Hayden projects that the promotion could well quadruple the already substantial sales of the set in the Capitol area.

Since its debut with one single and one LP (Alice Cooper's "Pretties for You"), Straight has issued two additional LPs, "Trout Mask Replica" by Captain Beefheart and his Magic Band, and "Farewell Aldebaran," by Judy Henske and Jerry Yester. Following these were two new LPs, "Lord Buckley" and the original soundtrack from "Naked Angels."

Scheduled in November are two LPs featuring Jeff Simmons, who composed the score for "Naked Angels," in his debut set; Penrod in their first outing and the G.T.O.'s first album.

November at Straight is also Tim Buckley month, with all stops being pulled out for his "Blue Afternoon" LP.

Straight will continue in the '70s the plans laid down during the past year. A second Captain Beefheart and a second Alice 'Cooper album are already scheduled for early in the year. Several additional LPs of a unique nature are being promised for release during the first quarter of 1970.

Ver-Lou Formed In New York

NEW YORK — Ver-Lou Productions has been formed here with Lou Lawrence as one of the principals.

First group from the firm is Crossroads, who fuse rock and classical music. Lawrence is negotiating a contract for the group currently.

Crossroads has a booking at the Fillmore East coming up, which was commandeered by Sol

Ver-Lou is at 330 W. 45th St.

1969

WE THANK

And we thank these great producers!

Buddy Buie Steve Barri Joe South

Who gave us these great hits! And we thank these fantastic artists!

STORMY
TRACES
EVERYDAY WITH YOU GIRL
CHANGE OF HEART
MIDNIGHT

DIZZY
HEATHER HONEY
JACK & JILL
JAM-UP & JELLY TIGHT

HUSH CHERRY HILL PARK

GAMES PEOPLE PLAY
DON'T IT MAKE YOU WANT TO GO HOME

FANTASTIC NEW SINGLE:

WALK A MILE IN MY SHOES

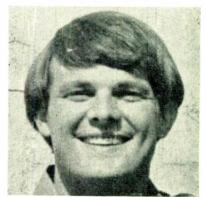


P.O. BOX 9687, ATLANTA, GEORGIA

YOU!



DENNIS YOST and THE CLASSICS IV Imperial



TOMMY ROE



BILLY JOE ROYAL Columbia



JOE SOUTH Capitol

Gary Usher, Curt Boettcher, Keith Olsen. They've come a long way — Together — in just six months of operation.

The three opened Together Records on the premise that the label would always be a quality, not quantity, oriented company. And today that policy is more alive than ever. To administrate the label's affairs, Program Director Dick Moreland left KRLA to join Together as General Manager.

Thus far, the producers have turned out three albums. The first, "Preflyte," is currently on the charts. "Blue Marble," by Sagittarius (Gary's studio "scratching post") and "The Banjo Album," by Doug Dillard, were released this month.

"Preflyte," an album containing early Byrd recordings, was the first volume in the label's Archive Series, a prestigious line which will contain quality performances, recorded in the past, by some of the finest musicians and groups to ever come out of the country.

In January, Together will present five additions to the Archive series, including Volume I in a Los Angeles anthology; Volume I in a San Francisco anthology; and a Chicago anthology album. Part of that San Francisco anthology will be a 17-minute cut of the first

A Long Way-Together

"acid test" ever held. Recorded at the Matrix, the tape features the Grateful Dead and the comments from the people who happened to be there on that September, 1965, evening. Usher spent close to six months putting the project together. Together will also introduce two other Archive LPs; a 15-year-old Lord Buckley album and "The Hillmen," by Chris Hillman.

January will also mark the introduction of Together's "Together With . . .," a series of talk albums featuring some of the country's (and the world's) most prominent philosophers and writers.

1970 will also bring the first LP entry from Moses Lake, a rock group which was signed to the label earlier this year and is being produced by Boettcher and Olsen.

Double LP by Cox

And, one of the label's premiere packages will be a double-LP to mark the introduction of singer/guitarist Danny Cox. Cox made his West Coast debut several weeks go at the Troubadour.

Sandy Salisbury, the label's first artist, will also make a January appearance with his

first album, topping-off the eight LPs scheduled for release.

January will see eight albums from the label, the largest release in its brief history and 1970 will also be the beginning of some other ambitious projects. The three who spent almost seven months putting together the eight albums, will spend a considerable amount of time working on "Together With . . ." and the Archive series.

There are no set goals as to the amount of product which will be released by the label during the year. "When it's ready," Usher says, "we'll put it out. We won't sacrifice any quality for the sake of just getting an album out there."

Together's studios, designed from the floor up by Keith Olsen, are now completed and in operation in West Los Angeles. Olsen is also deeply involved in the building of Creatronics, an electronics company that is

(Continued on page 64)



The four men who make Together Records go discuss upcoming plans for the six-month-old label. From left are (urt Boettcher, Keith Olsen, Gary Usher and Dick Moreland.

"No matter who you are, or where you live...if you like country music, you have a Country Heart."



COUNTRY HEARTS MUSIC 943½ N. LA CIENEGA LOS ANGELES, CALIF. 90069 (213) 659-1750

COUNTRY HEARTS RECORDS IS A DIVISION OF COUNTRY HEARTS, INC. GRANT W. GIBBS, PRESIDENT

A GIANT IS GROWING



"UNIQUENESS"



"PROFESSIONALISM"



AR 800-A

SANTA CLAUSE IS COMIN' TO TOWN

MAH NÁ MAH NÁ

WOLA THE . THE WEST SERVICES

MAH NA MAH NA IS BACK TO DO HIS THING AND YOURS TOO!

NATIONALLY DIST. BY ARIEL RECORDS

MIKE DUCKMAN AND STAN VINCENT

NEW RELEASES

ARE YOU
GETTING ANY SUNSHINE?
(Lou Christie & Twyle)
LOU CHRISTIE
Prod. by Stan Vincent & Mike Duckman
for Progressive Media, Inc.



Five Arts, Kama Sutra BMI Time: 2:35 rr. & Cond by Stan Vincent

BDA 149 (BUD 5306) NOT FOR SALE

"FLIP IT"

ANOTHER MEDIA NV. RELEASE

300 W. 55th, N.Y.C. 765-3658

MUSIC AND FILM
FOR THE
ENTIRE
ENTERTAINMENT
INDUSTRY

"QUALITY"



"DEPENDABILITY"

Radius Productions Formed

NEW YORK — A total concept in record productions has been set up under the banner of Radius Production, a subsidiary of Vincent A. Fusco Management. Radius will offer major labels the services of their producers, a 15-piece complete orchestra, studio facilities one hour from New York and a staff of engineers who have worked with some of the top recording artists.

As part of the total plan, Radius has under contract producers including Paul Hoffert, Skip Prokop and Robert Hodge, to name a few.

Hoffert was formerly Head Arranger with the Canadian Broadcasting Company. He won an award at the Cannes/Venice International Film Festival for scoring "The Offering" and "Winter Keep Us Warm" for Columbia Pictures. He is presently involved in the pop-rock underground music scene and is currently preparing his fifth album for a major label.

Prokop, leader of Lighthouse, a 13-piece rock orchestra from Toronto, was formerly leader of another rock group, "The Paupers," and has co-produced several albums with Hoffert. He is responsible for many of the new techniques and innovations found on these albums.

Catfish Leader

Hodge, another producer, is leader of the Epic recording artists, Catfish. His credentials include several albums for leading artists including Catfish's latest album, "Get Down."

Vincent Fusco, a Public Accountant and formerly administrator of Albert Grossman's office, will serve as Executive Producer and Chief Operating Officer of Radius.

Together Records

(Continued from page 62)

offering electronic sound equipment for the professional audio market. The sound company, which has developed four products for the recording and broadcast industries. Aside from a dual limiter, line amplifier and 15-place active graphic equalizer, Olsen is also completing the design on "the industry's most modern 24-track machine ever built for industry use."



COMPLETE RECORDING FACILITIES

RATES - 24 HRS/7 DAYS A WEEK

MONO THRU 8 TRACK \$25 hr 16 Track . . . (Block) \$50 hr

OVERDUBBING

ECHO

SELSYNC

EDITING/MIXING

.... SAME AS
STUDIO RATES

HAMMOND B/3, GRAND PIANO, LUDWIG DRUMS . . . available at no charge ★ AMPEX AND SCULLY EQUIPMENT ★

18434 Taphan Street, Tarzana, Calif. (213) 342 - 5570/345 - 7446

Listen for LOVE'S new BLUE THUMB release, "OUT HERE" recorded out here

Rich Inheritance

Bob Schwaid's thing is management; Lew Merenstein's is production and merchandising. Their joint thing is Inherit Productions at 57 West 56th St. which takes care of production, management and publishing. Their combination has proved to be unbeatable and is a growing proposition.

Bob's background is in publishing. He managed Joy Music, and later, at Sam Fox Music, did much to insure the success of the "Man of La Mancha" score. A few years ago, he got into management via Miriam Makeba, who is still handled by Schwaid-Merenstein.

Lew Merenstein engineered records for Herbie Mann, Thelonious Monk and many others. His start in producing carried him up to the Vice-Presidency of Ambassador Records.

It was natural that Schwaid and Merenstein should join forces to add more depth to each other's operations. Some of Inherit's most recent acts produced by Lew Merenstein are Miriam Makeba on Reprise; Van Morrison, Warner Brothers; Spencer Davis, Columbia; and John Cale, also Columbia. Also produced by Lew are Turley Richards, Warner Brothers: the Crackers, Vanguard; and Allan Scott on Capitol.

Lew produced the Spencer Davis group in London and is fast building an international reputation for Inherit and himself. Inherit's biggest single this year has been Vic Venus' "Moonflight," which hit the top 30 and sold over 400,000. Inherit has just signed an agreement to produce for Polydor.

Reps London Walsh Office

Inherit's management activities include representation of the London office of Peter Walsh. In the U.S. they handle the Tremelos, the Marmalade and the Move. Bob is handling Turley Richards, who is now touring with Laura Nyro and the Fifth Dimension. Another big act is the Intrigues, whose "In a Moment" went top 20. Their current is "I'm Gonna Love You" for Yew Records. Miriam Makeba, with whom it all started for Bob, just finished a smash return engagement at Philharmonic Hall. S-M also represents the Marquee Dolan Agency for the U.S. with the Flying Machine and the Easybeats.

Inherit is now using outside producers: John Cale, who produced the Stooges, and Artie Wayne, who has just produced two new singles.

It is clear that Inherit Productions, Bob Schwaid and Lew Merenstein have blazed quite a remarkable trail of achievement. What is more extraordinary is the perfect matching of managing and producing talent which Inherit represents.

Memnon Branches Out

GLEN COVE, N.Y. — Chris Kroman (also known as Chris Purzycki), President of Memnon, Ltd., is branching beyond the use of local talent.



Chris Kroman

Product already has been released on Unwanted Children on the Murbo label plus Wazoo. Additionally, Kroman has been selected to write words and music to the play "What in the World is Wrong," scheduled to run in Brooklyn for previews and then move to mid-Manhattan. Play was written by Frank Lee Wilde, who also plays a leading role. The score is published by Memnon (ASCAP).

Donna Sands

Nine-year-old Donna Sands has been signed for recording and management. No label has been set. Donna has appeared in TV's "The Doctors," "Hullabaloo" and in the movies, "Night They Raided Minsky's," "Mirage" and "Sunday in New York."

Memnon, Ltd., will be the American representative of the firm Rufus Manning Associates of England and vice versa. First artist is due from England in early 1970, with product on the Mercury label.

Phillip K. Greene has been appointed legal counsel for Memnon, Ltd., and its divisions, Memnon Productions, etc.

We're the Biggest producers—

We produce profits for dealers & distributors

check on us call...



SUPER STEREO 8 TAPES CASSETTES OPEN REEL TAPES

NORTH AMERICAN LEISURE 1776 Broadway, New York, N.Y. 10019 (212) 265-3340

THE SOUNDS THAT SELL!

"ALL THE WAY" RUBY ANDREWS

Zodiac 1016

"POPCORN BOO-GA-LOO Part 1"

JERRY-0

BG-104

"LET IT ALL HANG OUT" BOBBY RUSH

Salem 1008

"60 MINUTE TEASER" BILL CODAY

Crajon 48202

"RIGHT TRACK" DENISE LA SALLE

Parka 2301

"ONE MOMENT" SHERYL SWOPE

Duo 7456

"TOO HOT TO HOLD" BIG ELLA

Salem 1009

DJ's write for free samples.

Distributed nationally by

SUMMIT DISTRIBUTORS, INC.

7447 North Linder Ave Skokie, Illinois 60076 Tel: (312) 677-1624

The Commonwealth Touch

Len Sachs, VP and General Manager of Commonwealth United Records, states that the label, formed in July of this year, has already become firmly established.

"I feel strongly that this is due to the success of Maxine Brown's single, 'We'll Cry Together', and the subsequent album of the same name," Sachs commented. Both single and album were produced by Charles Koppelman, Don Rubin and Bob Finiz.

Commonwealth United Records is not, however, a one artist label—nor is it restricted to one form of music. In a recent announcement Sachs revealed a tie-in with Commonwealth United Pictures that would result in Commonwealth United Records releasing soundtrack albums for a number of new pictures. The initial soundtrack will be "The Magic Christian," which stars Peter Sellers and Ringo Star, with the title tune scored by Paul McCartney.

To point up further diversification, Sachs announced that Commonwealth United Records would distribute Bob Darin's

Direction Records, with first single product just released. Balladeer Lenny Welch, Cissy Drinkard (lead singer for the Sweet Inspirations), folk singer Jay Boltin and the Harlem Children's Chorus (with LP entitled "Christmas Time With The Harlem Children's Chorus") have also been recently released.

Ampex Tape Deal

A tape deal was concluded in August with Ampex, covering rights in the U.S., Canada and several other countries. Commonwealth United Records also has signed a soul-pop, folk singer, Milt Matthews.

Gary Bonner has been signed, too, and is in the process of writing and recording some very heavy releases. He has written smashes with Alan Gordon such as "Happy Together" and "She'd Rather Be With You" for the Turtles. Pop-rock singers Joe Salter and Bob Cotter also have been pacted. Their first single: "Simple Song of Freedom." Rosalie, a female folk singer of unique quality, has been signed, as have Billy and Charles, talented writer-performers.

The WINRO Records Story

"You're more likely to find creative people thumbing a ride on Sunset Boulevard than anywhere else," maintains WINRO Records' Bob Silvers.

Silvers, who heads the Winters/Rosen label subsidiary, along with Don Randi, should know what he is talking about. Four months ago when WINRO was just being formed, David Winters picked up a hitchhiker on Sunset Boulevard in Los Angeles. The young man doing the thumbing turned out to be one of the most talented songwriters and singers Winters had ever heard.

Today, Christopher Kingsley is not only recording an album for release by WINRO but he's also written the theme song for the Barbara McNair show and has appeared on it twice this season already.

"Talent," says Randi, "is all over in this business. There are more gifted people walking the streets of Los Angeles today than ever before. L. A. has turned into the greatest talent 'pool' in the music industry."

The label has also signed Big Foot and Tomorrow, two local rock bands. Big Foot, who write all their material, have just had their first LP ("Big Foot," which is being distributed by

Forward Records) released.

Silver says, "We'll spend the next three months developing writers for Burda (BMI) and Debro (ASCAP) Music Companies. Naturally, many of the writers we'll be seeing will have singing ability and those will be the kind we'll be thinking about for acts."

Completing LPs

Randi and Silvers are working with Tomorrow and Big Foot in completing their first LPs. In the meantime, Big Foot is beginning to roll. They'll be appearing in-concert (at the Forum) with Creedence Clearwater and after that it will be a national promo tour that will cover 12 cities in 15 days.

BOBBY SMITH PRODUCTIONS

3035 Millerfield Road Macon, Georgia (404) 743-9337



Farrell's Total Complex

The Wes Farrell Organization, headed by Farrell himself, has been a resounding success in the less than three years of existence.

At 28, Farrell helms a "total" music complex organized "to meet the complete requirements of those who utilize contemporary pop music in any commercial capacity," under the umbrella firm he created.

At Farrell's disposal are the exclusive services of some 30 commercially successful composers and lyricists, who write chart record material as well as radio and TV commercials, a number of top arrangers and producers, as well as a complete staff of pros in every endeavor from promotion, publicity, and creative development to artist management.

In May, Farrell and Herb Bernstein, head of Jillbern Music, jointly announced that a partnership agreement had been negotiated placing Jill-(BMI) and Ellbern (ASCAP) under the aegis of The Wes Farrell Organization. 250 song titles accrued to that company via the agreement.

Bernstein, well known as a writer, producer, arranger and publisher, brought with him a golden lode of writing talent. Among these writers are Toni Wine and Irwin Levine, who enjoyed chart action with "Black Pearl" by the Checkmates, Ltd., with Sonny Charles, and the Ronettes hit "You Came, You Saw, You Conquered," both of which were co-authored and produced by Phil Spector. Toni Wine penned "Groovy Kind of Love," Irwin Levine was responsible for "This Diamond Ring," and Bernstein authored the Mitch Ryder charter, "Breakout." Also under contract to Jillbern/Ellbern is young composer Miles Chase.

As producer-arranger Bernstein has worked with such performers as Dusty Springfield, the Four Seasons, the Happenings, Lanie Kazan, Connie Francis and Julie Budd.

The Jillbern/Ellbern agreement created a combined catalog of some 500 song titles. Top writers included in Pocket Full of Tunes are: Tony Romeo, composer of the million-seller "Indian Lake" for the

Cowsills; "Welcome Me Love," by the Brooklyn Bridge and "Happy" by Paul Anka; Paul Tartachny, John Wright and Wayne Ulaky of the Beacon Street Union: Larry and Denny Lardin: as well as members of Elephant's Memory, Michael Shapiro, Stan Bronstein, Richard Sussman and Richard Frank; and Michael Appel.

Two of the songs from the Elephant's Memory LP, "Crossroad of the Stepping Stones" and "Jungle Gym At The Zoo," are part of the soundtrack of the Dustin Hoffman film, "Midnight Cowboy."

Formed Commercial Group

In May, Farrell also formed Commercial Management Group, a subsidiary production "especially designed to meet the growing demands of the advertising industry for product identification through the use of provocative contemporary music."

The efficacy of Commercial Management became readily apparent, with Farrell's new company completing production of the background score to four TV commercials for the Association of Full Service Banks. This was accomplished last October.

Electronic Realm

Said Steve Bedell, Director of Farrell's Commercial Division: "The scores (of the TV spots for the Association of Full Service Banks) are more in the realm of electronic music than actual songs, and were produced for our organization by Fred Weinberg, a remarkable sound engineer with tremendous imagination."

In July, Farrell opened a west coast operational branch in Los Angeles, appointing Jules Chester as VP in charge of the west coast operations.

Whitsett Named

JACKSON, MISS.—Producer Bob McRee has announced the appointment of Tim Whitsett as general manager of Mississippi Artists Corp. Whitsett assumes the duties of product management, promotion and artist relations for M.A.C.'s Bob McRee & Staff Productions.

The Organization of Robert L. Holladay

720 17th Avenue South, Nashville, Tennessee 37203

"A Department Store of Promotion" (615) 244-1750

Independently covering the Southeast Brenda Hunt Chris Kelly Roger Schutt George Cooper III Bob Holladay

Indie Producers Kaplan, Cullen Look to Future in Film

One of the pet predictions of industry seers is that independent producers will branch out from their recorded activities into scoring, composing and producing for films. Cited are the indie producers' natural ambitions to expand and the film studios' anxiety about attracting young customers to theaters via the "now" music.

But the prediction has a long way to go towards fulfillment. Few producers have actually gotten into films, and then only after long track records and months of negotations.

A notable exception is Kaplan-Cullen Associates, Ltd. Headed by Artie Kaplan and Bob Cullen, the production-publishing firm produced the soundtrack, including five featured songs, for Wayne Newton's first major screen appearduction of "80 Steps to Jonah." ance in the MPI-El Tigre Production of "80 Steps to Jonah."

Starring Newton as a migratory worker who becomes the "eyes" of several blind children at a California ranch, the film co-stars Jo Van Fleet. Mickey Rooney, Sal Mineo and Keenan Wynn.

Kaplan-Cullen, who produce Newton on records, are blunt about their objectives: "For us. it's films and television. We love making records and we'll continue to make records but we believe in sight and sound. There's a great challenge in writing and scoring and producing music for films and television. The sound must complement the sight. The sound has to be influential but not overpowering. It has to flow with the visual aspect and yet stand apart. It can't dominate and it can't be lost, either. It's a tremendous challenge. It's a whole new book of rules, and the producer who wants to go upward and onward will have to learn these rules and be able to master them."

Says Kaplan: "It's obvious from the tremendous acceptance of tape and the prediction of sight-and-sound cartridges to come that an independent producer can't confine himself to records alone any more. Even if he's hotter than hot, if he's got five million-sellers in a row—that kind of accomplishment, great as it is, won't be enough. It'll be a vehicle for producers to move into TV and films, but if they don't understand the 'language' of sight and sound, they won't be able

to use their talents outside of the studio."

Happening Now

Says Cullen: "You can see it happening now. The film companies have been buying up record labels as fast as they can get them. Artists' voices are being heard in films, but it's the same old 'John and Mary go to the discothèque' scene. That's not enough. When a company buys another company they have some purpose for it, and film companies have a purpose for buying record companies and their artists and, really, the producers who produce the artists. We think we know what the purpose is and we're preparing for it. We're very excited about Wayne's film and we think we did a good job. But we also think we can do better and we're excited about that, too."

Successful Music Contractor

Kaplan, former Professional manager in the music department (publishing area) of Screen Gems, is one of the most successful music contractors in New York, having played on recording sessions for Jay & the Americans, Barbra Streisand, Robert Goulet and Jerry Vale. His accomplishments as a musician (baritone sax) have received national recognition.

Bob Cullen's producing credits include the Youngbloods ("Get Together"), Paul Anka, Wayne Newton, Crystal Mansion, Auto Salvage, Len Barry and others. A former staff producer for RCA, Cullen worked prior to that at the Cameo/ Parkway and Mercury labels. Cullen has also acted as musical producer for TV specials starring Wayne Newton and Paul Anka.

One of Kaplan-Cullen's Associates first moves was to establish a West Coast office under the stewardship of John Mahan. In New York, they have just moved to larger quarters at 1619 Broadway.

"Things are just beginning to happen for us. In the next six months we expect great things to happen," says Kaplan. "Just like in the movies."

> Subscribe Now To RECORD WORLD

```
-<u>] I'to or ë</u>'to; 2 ë'to or g'to,
third vowel of the Greek alpha.
N 88
        English long c.
                         < Phon. hoh.
);;;;;...
      é"ta"gère", l 8"ta"38r"; 2 g"tä"zhí
3 70-
        with shelves; a what-not. \ \ (<\ \mathbb{F}
9010
      etal., abbr. (L.) 271 alibi (and eli
 800
      et cet'er-a
* 800
       rec'ords related 22. and 22.
 etem, (leen; 2 čéh, v.
ect.
             f corrosive fluid; also,
icem
        pointed instrument. II.
ing. (< G.<sup>p</sup> älzen, corrode.
St in
        process of engraving in
needle on a plate covered witl
*** X ...
        the parts thus exposed are subje
rð is
        2. An impression from an etcher
800w
      e-ter'mal, l 1-tür'nəl; 2 e-ter'x
ginning nor end of existence:
        lasting; timeless; immutable
MOY.
        etermity. [< L. or
w-ter/mait: e-term/|: e-ter/m
Syn: deathless, endless, eon
10deless, immortal, imperishab
never-falling,
                          perennial, pe
```

Charles Greene 7700 Sunset Boulevard, Suite 201, Hollywood, California 90046 Distributed by Atlantic Recording Corporation

Ampex' Hall: It's The Indie Producer's Biz

CHICAGO — In addition to launching record labels, and actually as an extension of the philosophy behind their new record labels, Ampex is making a variety of deals with independent producers.

Don Hall, Ampex President, sketched in the company attitudes for Record World recently.

"The business is changing," Hall said. "It is really the independent producer's business. Talented guys want to start their own companies and they need the backing. We are anxious to help them get started on their own. And, of course, we profit by getting the tape rights. Each deal we make is different because each of the people we deal with has a different objective. Some of the independent producers decide to start their own labels. Others don't. We distribute some of the labels and others have their own distributors."

Right now Ampex has deals with Jimmy Bowen of Amos, Lee Hazlewood of LHI, Wally Roker of Canyon, Bob Thiele of Flying Dutchman Records and Bob Mersey of Cyclone Records, among others.

One of the independent producers Hall has signed is Gulf Pacific Industries, which is producing 21 groups for 10 record companies right now. Ampex has exclusive tape rights to all product under a threeyear, 36-album contract.

The company is independently producing three acts for Uni, Fun and Games, Fever Tree and New Phoenix; two for Atlantic, Black Pearl and Nick Lampe: two for Atco, the Children and Fusion; two for White Whale, Triste Janero and the Clique: two for Cinema. Sound Investment and Frank Davis Foundation; and one each for Columbia (Diane Colby), Buddah (Countdown Five), Itco (Sarah Stark), Avco Embassy (Royce Jones) and Hour Glass (Aquarian Age).

Mickey Shapiro, partner in Gulf Pacific, is looking to place five other acts with labels—Jan & Dean, Lyle Waggoner, the Michael, Baker St. Boys and Liquid Blue.

SaVette: New Faces, New Voices for the '70s

Barry White of SaVette Productions has announced a newly intensified hunt for talent in the American ghettos. Purpose is to fulfill the R&B-oriented production company's slogan, "New Faces, New Voices for the '70s."

Tabbed for immediate scrutiny are Chicago, the New York-Newark area, Washington, D.C., San Francisco-Oakland, Cleveland and Detroit.

White said the search, thus far concentrated primarily in the Southern California area. has emerged with "a rich contribution to the recording industry." Through backing from Transcontinental Entertainment Corp., White is producing product for TEC's Forward Records with eight new acts signed from the ghetto areas. The artists include James Shannon, Cindy Wilson and Tommy Andrews, Johnny May Hoyle, the Four Sights, Loran Davis, Trixie Robinson and Julio Perez Jr. First release will be Miss Hoyle's "Where Can I Turn To?"

White, who formed SaVette in 1967, said, "When we make a contract with an act we will build his morale and help raise his standard of living. We won't just record him and then let him wander away forgotten. I think that mistake has been made so many times in the past, creating disillusionments and frustrations.

"We're going to utilize our people in every possible way through not only recordings,



Barry White, left, President of Sa Vette Productions, discusses the news in Record World with Frank Wilson, SaVette A&R man,

but in concert performances and in TEC's future ventures into motion pictures and television."

White describes the arrangement with TEC as "a groovy setup," completely autonomous.

White first entered the R&B producing field five years ago with Jackie Lee on "The Duck," following this with A&R duties for Mustang Records and Felice Taylor and Viola Wills. His SaVette productions have been released by Liberty, Okeh, Ranwood and Kent. Among his hits are Miss Taylor's hit R&B tune, "I Feel Love Comin' On."

White is joined in his ghetto program by producer Frank Wilson, Cornell Harrell, Sa-Vette Vice President Elbert Denny, Treasurer Charles Kendrick, Public Relations Director Blanchard Montgomery and Executive Secretary Johnny Mae Stevenson.

CRITIQUE MUSIC PRODUCTIONS

Setting the pace for today's hits



CRITIQUE RECORDS CORP.

15 Center St., Bath, Maine 04530 Tel: (207) 443-3437

Van Alden Productions Set

HOLLYWOOD—Milt Rogers, veteran arranger, composer and producer, has left Dot Records to set up a production company with Bob Ross, Van Alden Productions at 6263 Leland Way.

Rogers has already finished his first production, "Peppermint Park," featuring Shay Dennis for Beverly Hills Records. His next venture will be to arrange and co-produce with Ray Ruff a group formerly called Our Marianne for Happy Tiger Records. Recently, Rogers wrote, arranged and produced a hit single with "The Four Leaves" for CBS Sony in Japan which climbed to #21 and sold approximately 200,000.

In addition to producing, Rogers will arrange and compose on a free-lance basis. During his 13 years at Dot, his biggest hits as an arranger were: Pat Boone's "Don't Forbid Me" and "April Love"; Gale Storm's "Ivory Tower"; and Wink Martindale's "Deck of Cards." Rogers has done a great deal of arranging for Billy Vaughn and wrote "The Jimtown Road" with Vaughn, which made the easy listening chart with the Mills Brothers single.

Mountain High In Rochester

Jim Alaimo, of the Mojo, announces the formation of Mountain High Productions at 2541 Monroe Ave., Rochester, N. Y.

Mountain High will produce New York State talent for release by major record labels. The company will also include management and music publishing divisions.



Charles Greene

7700 Sunset Boulevard, Suite 201, Hollywood, California 90046

Distributed by Scepter Records

SECTION II

RECORD WORLD

Cyclone Takes Off

Cyclone Records is eight months young as a company, and released their first record about five weeks ago. If strong product and good promotion are what's needed to get a new label off the ground, Cyclone should be flying high in a matter of months.

Robert Mersey and Chuck Gregory are the principals in the company, with Bob handling most of the producing, while "Chuck does everything else."

"Actually, we all do sort of everything," Bob explained. He added that "Our concept is to build a major label, covering underground, pop, easy listening, R&B and Country and Western.'

So far Cyclone has signed about 18 artists, and has released records by Christian Adams, Maurice Long, the California Rock Choir, Barbara Perry, L.A. Jones and an LP from guitarist extraordinaire Buddy Fite. Christian Adams' "Mr. Soul Brother" is currently shaping up as a sizable R&B hit, as is Maurice Long's "I Don't Love You Anymore.

The California Rock Choir is actually the West Coast cast of "Hair," and should be stirring action pop-wise with their stirring "Ain't No Mountain High Enough.'

Buddy Fite is an overpowering talent," Bob Mersey mentioned. Barbara Perry's "What's a Mother For" is also shaping up into a C&W smash.

Lavne Special Projects Dir.

Chuck Gregory explained that "We start promoting a record as soon as it's recorded, and we have Skip Layne handling promotion. His title is Director of Special Projects, but he's marvelous and can do anything." Chuck added: "We don't want our records catalogued. We promote everything like a pop record."

Chuck is also very excited about a new artist they have just signed named Clay Christopher. Mersey shares his enthusiasm for this fellow, saving, "He's the best sort of pop singer today. He's today's quality.'

Cyclone is also building their own studios in Los Angeles, where they have bought a building on the corner of McCadden and Lexington. The studio should be in operation by early 1970, by which time Cyclone will surely be a major new force in the music business.

Costa, A Creative Force

Don Costa Productions, Inc., is, in essence, the man himself -Don Costa-who is the well known "name," the organizer and the major creative force behind the organization.

Costa, over the past dozen years or so, has been responsible for arranging and producing recordings by almost every top singer in the business, Mathis, Gormé, Lawrence, Anka, Sinatra, Streisand, Kazan, Damone, Page, Goulet and so on. Artists currently being recorded by Costa for various labels are Eydie Gormé and Steve Lawrence for RCA; Robert Goulet and Patti Page for Columbia; Paul Anka for RCA; Cathy Carlson for ABC; Dick Jensen for Command/Probe; and Frank Sinatra for Warner Bros./Reprise.

Costa's recordings Frank Sinatra for Warner Brothers/Reprise have made musical history recently with hits such as "Cycles," "Rain In My Heart" and the hit, "My Way," which has since been recorded by 22 other artists to date.

Not limited to records, Costa's talents have recently been turned to television. Arranging and conducting the

"Sinatra" special aired Nov. 5, Costa was also much in evidence on the show. This was the second Sinatra special in succession for which Costa acted as musical director. A television movie, "Three's a Crowd," completed recording two weeks ago, scored by Costa and also including original musical by him. The picture stars Larry Hagman, E. J. Peaker and Jessica Walter and was done for Screen Gems. Another Screen Gems project is the projected Connie Stevens show, for which Costa is composing the music and will be musical director.

Third Medium: Movies

A third entertainment medium to feature the Costa touch is motion pictures. His music was heard in "The Ballad of Josie." starring Doris Day; "Rough Night in Jericho"; and "The Impossible Years."

Current records heard on the airwayes as the result of Don Costa Productions are "The Drifter" by Steve Lawrence: "Tonight I'll Say a Prayer" by Eydie Gormé; "Jealous Feeling" by Dick Jensen; "I Never Needed Anybody" by Cathy Carlson; and soon-to-be-re-leased is "One Night" by Robert Goulet.



Smile Studios is the original equipped and specifically designed Rock Rehearsal Studio in New York City. We make available studios equipped with Drums, Organ, Amplifiers, Mikes and P. A. System. Studios rent from \$6.00 to \$8.00 per hour.

Groups need only to bring their Guitars, Cords and Drumsticks for rehearsals.

SMILE STUDIOS, LTD. For further information, call Bob Armel. 763 Eighth Ave. (47th St.) New York, N. Y. 10036 (212) 246-9431

INHERIT PRODUCTIONS A Division of SCHWAID-MERENSTEIN

MIRIAM MAKEBA



SPENCER DAVIS



VAN MORRISON



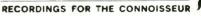
WARNER BROS. - SEVEN ARTS RECORDS, INC.

*THE STOOGES



THE CRACKERS

VANGUARD





ALLAN SCOTT



BARRY GOLDBERG



1650 BROADWAY, N.Y.C. 10019

JOHN CALE



TURLEY RICHARDS



WARNER BROS. - SEVEN ARTS RECORDS, INC.

Produced by Lewis Merenstein

For INHERIT PRODUCTIONS a division of SCHWAID-MERENSTEIN

* Produced by John Cale for INHERIT PRODUCTIONS 57 West 56th Street, New York, N. Y. (212) 582-3570

Turtles Form Blimp Label, Production Co.

The Turtles have expanded into their own company, Blimp, Inc., consisting of Blimp Productions and Blimp Records. The Turtles will continue to record for White Whale Records, but they will be produced by Bob Harris and John Beck, both under contract to Blimp Productions.

"We are primarily interested in Blimp Productions right now as opposed to Blimp Records. We want to have more than just a distribution deal set up for Blimp Records before we go full speed ahead," says Howard Kaylan of the Turtles.

Blimp Productions has signed singer-songwriter Judee Sill, writer of the Turtles' current release "Lady O," producers John Beck and Bob Harris and the group The Leaves of "Hey fame, "We have three Judee Sill songs in the can done by the Leaves and we will be making a deal for their release soon, but it won't be with White Whale," explains Howard.

As far as signing people to their company, the Turtles are searching with an open mind. 'While we are on the road or at home we listen to tapes or see different artists. We are talking to several groups right now to sign them. Blimp feels that the artist is king. We want to make our artist 100% satis-

Your Town Label Bows

NEW YORK - A new company has entered the marketing race. Your Town Records.

Your Town is excited about one of their first releases by the Johnson Brothers (Fred and Bob) entitled "Waiting for a Call."

Plans in the process of being firmed call for the signing of a female vocalist, Amber Smith. New releases by already signed | deals to be signed shortly.

acts are planned, by Cortez & the Entertainers, Elijah & the Prophets and Rosalyn Lawrence.

Your Town is very involved with the live performances of their acts who are aided by the new team of writers Sy Coley, Stephen McCrary and Fred Johnson. The company expects national record distribution

A PUBLIC **ANNOUNCEMENT!**

Public Records is now associated with Ampex Stereo tapes. Who will release all of Public Records artists:

Jae Judy Kay

Linda Foreman

Johnny Roberts

Cindy Tipping

Gene Rockwell

Rick Doughtery

Joe Bethancourt 111

Volume Publishing (ASCAP)

Neo-Note Music

Joe Koistra, Chairman of Board; Jim Pettinotti, Pres.: Mitchell Tableporter, Alb co-ordinator



Records—6565 Sunset Blvd.—Hollywood—Calif—90028 (213) 464-9205

.......

Jet Age **Record Plant**

By very nature of the term. the independent producer must be a mover. He must maintain the same pace as the talent he records and the companies he works for. Pinning a group down to a recording session and tying them up for weeks of studio time when they're hot and have personal appearances set across country can be frustrating as well as expensive business, and shifting studio work from coast to coast has been a major hassel for countless groups.

The Record Plant Recording Studio, run by young engineers who have spent their lives on the music scene, and aware of the problems, developed a solution. They created twin recording studios, one in L.A., the other in New York. An indie producer can take his group into the New York studio, cut half an album, then fly out with the group for a series of TV guest shots or concerts in L.A. and continue working with them at a console he knows inside out, in a studio where the group is at home.

The Record Plant goes further than this. They will fly their engineers across the country with the indie producer to be sure he gets the same sound and feel to his product. They have even worked out an elaborate coast-to-coast, door-to-door messenger system to prevent delay and the possibility of loss of valuable tapes.

This creative attitude and knowledge of the industry has kept the Record Plant busy night and day since inception over a year and a half ago.

Smith Forms Music Firms

Herbie Smith, singer and songwriter, announces the formation of Herbie Smith Music of 1030 Brown St., Dayton,

The business properties organized under the heading of Herbie Smith Music include: Astral 7 Records, Astral 7 Publishing (BMI), Herbie Smith Talent Office and the Smith Boys (musicans working P.A. and recording dates).

Astral 7 Records have a first country release in the mails, by Herbie Smith, "This Ain't No Threat" b/w "Downtown Knoxville" (Astral 7 1001).

Country Hearts Set Up in L.A.

LOS ANGELES - Country Hearts Music, a new disk firm and publishing-production company, has been formed as a division of the Grant Gibbs Management Corp.

The company's first single, "My Side of the Bed" by Donna Fargo, was released last week on the Country Hearts label. This will be followed with "Tears of Joy" by Jerry Dallas, recorded at Merle Haggard's studio in Bakersfield, Calif. Haggard, a long-time friend of Dallas, records for Capitol Rec-

Miss Rusty Nail will serve as General Manager of Country Hearts Publishing. Formerly of Pine Ridge, Ark., Rusty has written songs for Flatt & Scruggs, Rose Maddox, Skeeter Davis, Lefty Frizzell and Whity Knight. She will be screening tapes and developing new writers.

Gibbs, who spent four years with MGM Records promoting such country artists as Hank Williams, Jr., the Stonemans, Sheb Wooley and Tompall & the Glaser Brothers, said that Country Hearts will focus on artist relations and special record service to country radio stations.



Jerry Dallas, Grant Gibbs, Merle Haggard

Happy Session For Farrell, Anka



Wes Farrell, President of the Wes Farrell ()rganization, shares his enthusiasm with RCA Records' Paul Anka upon completion of Anka's new album, "Life Goes On," which Farrell produced in Los Angeles. Hit single from the album is "Happy," penned by Tony Romeo, contract writer to Farrell's Pocket Full of Tunes publishing firm.

Twelve months ago, Kenny Myers opened the doors to Amaret Records and with that opening introduced the recording industry to one of the most unusual independent labels in the country.

Myers' philosophy was simple: all acts signed by the label would have to have management, agency affiliation and the ability to follow-up a hit record with an act that could perform creditably in-concert or on-stage in clubs. "The trouble," Myers said, "with many acts is that they're one-shot. They have a hit, come out with another song that sounds similar and that's it. They can't perform on-stage or in-concert because they've never taken the



Kenny Myers (left) and Dave Fox of Amaret Records are all smiles as they examine sales reports for their current chart act, Crow. Myers is Amaret's President, Fox Sales and Promo Manager.

Amaret: The Label With a Difference

time to develop an act."

Myers' philosophy has paid off. Crow, the first act he signed from the Midwest, has proven to be a success for the label with a hit single ("Evil Woman") and album currently on the charts. The group, which has agency and management affiliation, made its first West Coast appearance several months ago. They'll ba back in mid-December to record their second Amaret album as well as some TV guest shots.

Much of the credit for Crow's success belongs to Amaret's newly-appointed (two months ago) Promotion and Sales Director, Dave Fox. Fox, a 14-year sales/promo exec in the industry, has brought an extensive amount of knowledge with him. It was Fox' initial work on the Crow single that helped to break the record into the national hit it is today.

While Crow is making much noise nationally, it is only one side of Amaret's success and plans. Johnny Cymbal, writer and producer of such hits as "Cinnamon" and "Mary in the Morning," has just become an

Amaret artist. New Life, a California-based rock group, has their first soundtrack album, "Sidehackers," on the way out. And, of course, there's Amaret's newest find, the legendary Mrs. Miller. Her first single will be out in time for Christmas and Myers feels that "I Gotta Be Me," her first effort for the label, will "surprise a great many people."

Years of Experience

Amaret's rapid strides are really not surprising. It's a result of years of experience that began in 1951 when Myers joined Mercury Records as Publicity Director. During his 15year tenure with the Midwest-based label, Myers' ability for spotting creative talent became quite evident. He was instrumental in the development of the careers of such artists as Sarah Vaughan, Dinah Washington, Vic Damone, Patti Page and the Smothers Brothers. In addition, he also played a key part in setting up various marketing divisions within the young company.

In 1961 he became Mercury's

VP and Marketing Director. Challenge, however, beckoned and in 1966 Myers left and headed West (California) to become Director of Corporate Planning for Dot Records. The following year he launched Acta (Dot's subsidiary) and with it a succession of hits (including the million-selling "Bend Me, Shape Me") by the American Breed, Peppermint Trolley Co. and the Other Half.

Two years later Myers was ready to start his own label—

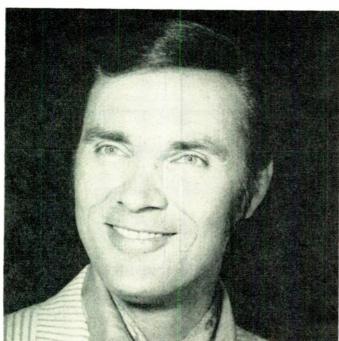
Critique Signing



Critique Records officials smile approval as Gary Meister (seated) signs with the new Maine-based firm. Gary's latest single, "Love Me Today," was also written and produced by the Critique artist. From left: VP Gene Rittall, Doug Mattor, Promotion Manager, and Carl Strube, President.

HITTING FOR HERBIE SMITH!

"THIS AIN'T NO THREAT"



b/w

"DOWNTOWN KNOXVILLE"

(Astral 7 1001)



1030 Brown Street, Dayton, Ohio 45409

Phone: (513) 223-2853

533

TA Trumps With Winning Team

By RON BARON

Combine tinsel with wax and you get a pretty candle or better yet Talent Associates, an entertainment complex which involves records and film production.

First it was the silents, then the talkies, now it's the singles, for Steve Binder, prexy of the TA label, revealed plans to Record World that all of the artists signed to TA Records will be filmed in an interview. The technique used will be camera on the subject with an off-stage voice asking the questions. This innovation serves as a promo film for the recording artist as well as exposure on film.

This is just one of the new projects at the company which specializes in creativity, inventiveness and ultra contemporary marketing. The screen test will apply to artists now signed to the diskery, the Original Caste, Eden Kane, Seals and Crofts, the Country Store and Lance Legault.

The label established less than five months ago has alalready had a charted single "One Tin Soldier" by the Original Caste. The tune and production is credited to the bombastic A&R chiefs of TA, Dennis Lambert and Brian Potter.

Past Careers

Lambert's past careers include A & R responsibilities with Mercury Records and an association with Don Costa and Teddy Randazzo. As a producer he has worked with Lorraine Ellison, Jerry Butler, the Reflections and the Nashville Teens. It was while producing one of his acts in England that he became acquainted with producer-writer Brian Potter. Shortly thereafter Brian joined Dennis as a producing/writing combo for Talent Associates. Prior to this Lambert sold out his portion of Fling Publishing which contained his own tunes, "I Dig You Baby' and "Do the Freddy," while Potter sold his pubbery Zipcode containing 200 of his own songs.

Stan Bly, West Coast head of Bell Records (distributors for TA Records), says of Lambert/Potter, "They are the finest young producers around." Commenting on the entire label Bly contends, "By this time next year TA Records will be acknowledged as a major." Binder is the decision-maker and creative policy-setter. It was the ingenious Steve who started in a studio mailroom and rose to stature as a film producer, joining the Daniel Melnick-David Susskind-Leonard Stern complex. Among his achievements are TV specials with Petula Clark and Elvis Presley. He is currently working on the special and projected series, "Harper Valley PTA," "America or Bust' and "In His Own Time."

Jeannie C. Riley performs her six-million seller title tune in "Harper Valley PTA." Binder explains that the sequence unites music with comedy vignette. The special to air in February will also be an NBC series.

Will Explore Attitudes

"America or Bust" will explore the people, places and social attitudes set against fruited plains and purple mountains. It will be filmed as a special and projected series. The sound track will be on TA Records with all special material written by Lambert and Potter.

"In His Own Time" will be the story of a young songwriter's struggle to find himself in today's world using music as inner thought dialogue. This package will also have a TA Records tie-in.

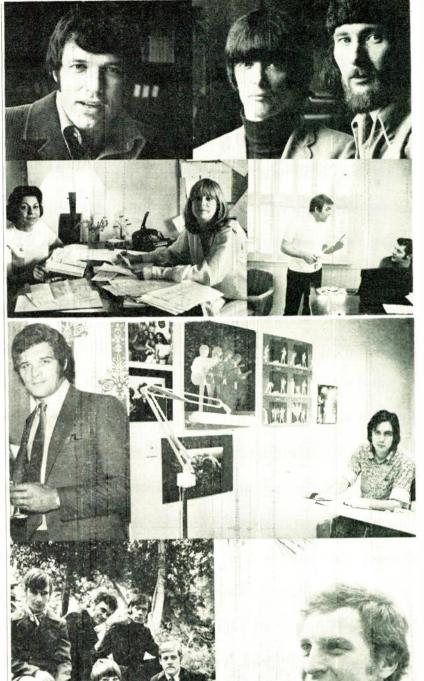
4 Singles, 2 LPs

To date TA Records has released four singles and two LPs. Singles have been by artists Dennis Lambert, Original Caste, Seals and Crofts and the Country Store. The albums: Seals and Crofts and singer Lance Legault. The Country Store's new single, "To Love You," was shipped last week.

Newest TA artist is Eden Kane, British entertainer credited with many European chart records. His U.S. debut will be in TA's January release along with the follow-up single for the Original Caste.

The label's publishing firms are Harem and Cents and Pence, which include Lampert/Potter, Pet Clark and Mama Cass material

(Continued on page 78)



Steve Binder, President of TA Records; Seals and Crofts; Cory Cowin, label's Production Coordinator and gal Friday Kendal; TA A&R heads Brian Potter and Dennis Lambert; writr-performer Eden Kane; Art Director Wayne Kimbal; the Original Caste; singer Lance Legault.

Revolver Label Goes Off in U.S.

Derek Lawrence, one of England's top indie producers, has formed Revolver Records in the states, distributed through Bell Records. Screen Gems-Columbia Music will handle all U.S. and Canadian publishing.

Lawrence, whose major disk success here has been via Deep Purple, will debut the label with releases by English artists. "Good Times" by Black Claw will bow on Revolver in early December, to be followed by artists Tony Wilson and Deep Feelings. Another Lawrence production, "That's All Right Mama" by Albert Lee. will be released Nov. 28 on Bell.

Lawrence is readying an LP featuring some of England's heaviest rock musicians whose roots are in original rock. The group is tentatively to be (Continued on page 78)



whistle, dance, live and remember with music – Records from people are by people for people to sing, hum, whistle, live and remember.



people records

65 WEST 55TH STREET ☐ NEW YORK, NEW YORK 10019 ☐ TEL: (212) 581-2416 6430 SUNSET BOULEVARD ☐ HOLLYWOOD, CALIFORNIA 90028 ☐ TEL: (213) 461-4135

PEOPLE RECORDS OF CANADA LTD. ☐ 1230 MONTEE DE LIESSE ☐ MONTREAL 384, QUEBEC, CANADA (514) 336-3110 CABLE: STRAITAHED ☐ TELEX: 423265

AN AFFILIATE OF STORESCOPE T.V. INC.



A record company in the Northwest, producing product for the World . . .

> JEFF AFDEM & THE SPRINGFIELD FLUTE

> > Burdette Records

STEFAN ARNGRIM

(Star of TV's "Land of the Giants") Jerden Records

> THE BARDS **Parrot Records**

BLUEBIRD Label Pending

JIM BRADY & SONICS **Pulsar Records**

> **CROME SYRCUS** Label Pending

MATT FLINDERS

(Via Astor of Australia) Jerden Records

DANNY O'KEEFE Atlantic Records

BILL OSBORNE R.P.R. Records

SPRINGFIELD RIFLE **Burdette Records**

Proprietor:

Jerry Dennon



971 Thomas Street Seattle, Wash. 98109 (206) MA 2-0470

Atlantic: A Growing Reputation For Hot New Labels

Over the years Atlantic Records has built a solid reputation for acquiring hot new labels for national distribution. During 1969 Atlantic enhanced its reputation with the conclusion of three major deals for distribution of important new labels: San Francisco, Stone Flower and Track Records.

San Francisco Records is the new label started by Bill Graham and David Rubinson. Atlantic President Ahmet Ertegun made the arrangements for the distribution deal with his longtime friend Bill Graham, with the help of Brian Rohan, San Francisco attorney. First act to be issued on San Francisco is the S.F. group Cold Blood, who have already built a solid following in their home town.

Owned by Stone, Kapralik

Stone Flower Records is owned jointly by Sly Stone and manager David Kapralik. Sly Stone will produce new talent for the label, both singles and albums. First releases on Stone Flower are expected by the beginning of 1970.

Track Records is the successful English label owned by Chris Stamp, Kit Lambert and Pete Kameron. Its first album release here. "The Crazy World of Arthur Brown," was a smash seller, while Arthur Brown's single, "Fire," was a million seller. This year Thunderclap Newman's "Something in the Air" turned into a smash on Track in this country after hitting the No. 1 slot in England.

Own Distribution

Atlantic, Atco and Cotillion Records all have distribution arrangements of their own. Atlantic has handled Dial records for years, on which label Joe Tex has risen to world-wide fame. Atco has handled Karen and Carla Records, and Cotillion Records distributes Dakar Records of Chicago.

The line-up of labels distributed by Atco include Karen, Carla, Alston, SGC, D'Oro, Blue and Atco subsidiary Vortex. Vortex, originally to be Atco's jazz line, has developed into an avante garde contemporary label boasting such artists as Steve Marcus, Keith Jarrett, Chick Correa, Joe Zawinul, Sonny Sharrock and others.

Cotillion Records became a line to contend with shortly after its inception. Within six months Cotillion had distributed a million selling single on the Dakar label. The record, "Can I Change My Mind," by Tyrone Davis, helped establish Cotillion,

Dakar and Davis.

Since then Cotillion has had strong sellers with Freddie King, Otis Rush, Danny Kalb and Stefan Grossman, Brook Benton, Louis Johnson, the Dynamics and others. Now Cotillion is slated to distribute Embryo Records, a label formed by Atlantic's best-selling flutist, Herbie Mann. Mann will A&R and produce for the label with initial releases set for early

Peer Southern

The Independent Producer And the Publisher

Director of Talent and Production for Peer Southern Publishers Jimmy Ienner has been working closely with a large number of young independent producers since the inception of the major Southern talent search over a year ago.

To help them get their material together, and to ultimately place the cream of this material in production deals with major labels, Ienner had a small studio rebuilt in Southern's New York headquarters. Four track with dynamic sound, the studio has become an experimental proving ground, and is in constant use.

One of the reasons behind the studio is, obviously, the timesaving element. A group can walk into Ienner's office with a rough master or tape, and, if he digs their sound, he can shoot them into the studio. Sometimes he works with them personally, sometimes calling on an indie producer he feels right for them. Peer Southern has become a home for many young indies, and Ienner has built a stable of them who work with him on a first refusal basis. The studio enables Ienner to bring record companies presentable demo-masters and in some cases the actual finished product.

A second plus factor in the Southern internal studio and open door policy to new talent is the positive word of mouth spreading across the country at a rapid pace, and the number and quality of new people coming to him.

Income Increased With Reactivation

Ienner reports Peer Southern income, both financial and product-wise, has increased substantially with their reactivated interest in the pop market. Thus far four singles and two LPs have been completed in their new studios and placed with major companies. This figure is just a fraction of the amount of product resulting from this program. Some 25 single releases by major artists on top labels including Uni, Stax, UA, Atlantic, A&M, MGM, Mercury, Scepter, Columbia, RCA, Avco Embassy and Buddah are out now or set for release by no later than February.

TA Trumps

(Continued from page 76)

Also part of the TA team are production coordinator Cory Corwin, a creative veteran and asset in the music industry who has served with RCA and Paramount/Dot. She also was Professional Manager of the entire Randy Sparks music catalogue. Wayne Kimbal is TA's Art Director. Again, because Talent Associates is an entertainment conglomerate. Wayne, who has done graphics for Imperial and Soul City, finds his talents getting further use in designing film titles.

Revolver Label

(Continued from page 76) known as Blackberry Jam.

Lawrence's disk history started about the same time as the British invasion. "Telestar" by the Tornadoes and "Have I the Right" by the Honeycombs were two of his early hits. Presently, besides forming Revol-Lawrence's production company has the Hot Chocolate Band's "Give Peace a Chance" on Apple which will be released this month.

Lawrence has also formed Hey Look Management to represent his acts in the U.S. All inquiries regarding product or management should be directed to his American representative, Elaine Corlett in Los Angeles (213-826-7362).

Viking Sets Sail

Goldsboro, Montgomery, La Patin Helm New Diskery

NEW YORK — Bobby Goldsboro, Bob Montgomery and Nat La Patin, the heavies of new Viking Records, arrived at Record World recently to meet the press as their label is getting underway. Along with them came Hal Charm of Pickwick International Presentations, the company distributing the new diskery.

"I travel around a good deal," Goldsboro explained, "and I see a lot of great young talent that needs some outlet. That's why Bob and I decided to form this new company, to expose new talent."

Goldsboro and Montgomery have been partners for a long time at UA, where Bobby will continue recording with Bob producing. And so they are used to each other, admire each other and are happy to be working together on other projects — such as the whole Viking line for which both will be producing.

"We don't plan to put out too much product," Montgomery said. "We know what we can do and we plan to do it. We think we can cut hit records and that's what we'll try to do."

"We're starting out as a major label," Goldsboro said, "and in no way is this a hobby."

First Release in January

Charm explained that Viking would be getting out approximately two singles a month and also a regular supply of albums. The first major album release is in the planning stages now with January as a target month for completion.

The first singles from Viking, already on the market, are Larry Henley's "My God and I" and Freada Wallace's "Let Me Be Your Baby." (Goldsboro wrote the Wallace release.)

Due almost immediately is a single by Bittersweet, "Workingman's Prayer/I Believe."



From left: Hal Charm, Bobby Goldsboro, Bob Austin, Bob Montgomery and Nat La Patin.

Albums should follow on all these artists along, in January, with an album by the Camelot Strings, which will be devoted to the Bobby Goldsboro songbook.

Montgomery noted that he and Goldsboro are looking to make their pubberies, Bobby Goldsboro Music and House of Gold, highly active.

"We are also looking to make independent deals," Montgomery noted. "And you can say we can be contacted through Hal Charm."

By the way, Goldsboro is the President of Viking, Montgomery the Executive Vice President and La Patin the National Promotion Director.

Most Viking product will be cut in Nashville, although all hands agree that label will be involved in pop, country and R/B product. But, of course, Nashville is just the right place to produce in any of those bags.



MIO MUSIC COMPANY, LTD.

represented world wide by

CHAPPELL & CO.

185 WEST END AVE. • NEW YORK, N.Y. 10023 • 212/362-9812

Yellow Bird Flying High

In July, 1969, a new record company was formed in Redwood City, Calif., Yellow Bird. Its purpose, Country & Western music. Publishing for Yellow Bird is done through Woodside (BMI). To date, almost all of the recordings have been done in Nashville, Tenn. Arrangements were done by Jim Hall.

Earl Miles, President of the label, has built up a stable of four recording artists: Bob Avery, Linda Rae, Boyd Wood, and Bobby Wyld. The latest release is Wyld's Christmas recording of "Sparky" b/w "The Christmas Bunny." Both songs are new and in addition, Yellow Bird is releasing a children's album titled "The Story of Sparky" which was written by Wyld and narrated by Tom Carrol (Beeper the Clown).

Plans for Characters

Yellow Bird intends to exploit the characters of Sparky and the Christmas Bunny in other areas such as toys and storybooks, some of which are already underway. Bobby has also had released on Yellow Bird,

"The Sounds of Love" b/w "Memories (I Once Knew)".

Large Following

Boyd Wood has built a large fan club in Northern California. Boyd to date has had single releases of "On Trial" b/w "I'll Always Be Blue" and "Old Ugly" b/w "Living So Wrong." (Both were on the Canary label.) A new release is planned for Boyd in the near future.

Bob Avery, a vocalist, is the regular bass player in Boyd Wood's band, "The Tall Timbers." Bob's recording of "Face in the Bar Room" b/w "Clowns" is to be released shortly.

First Single

Linda Rae, 18, will be recording her first single in less than a month. Miss Rae received her contract with Yellow Bird as winner of an 11-state talent contest. She is now handled by Smiley Miles, brother of Yellow Bird President Earl Miles.

Yellow Bird's staff includes Norman Matson in charge of Administrative Affairs, Mike Moran in charge of Marketing and Advertising and Joe Brown as Director of Public Relations.

Whitelaw & Carl Build Foundation of Quality

NEW YORK — Whitelaw & Carl Productions is a new company establishing itself via a determined effort to adhere to its long-range goals. It is headed by Reid Whitelaw and Billy Carl, who have growing reputations as producers-writers-arrangers, initially with successes by the 1910 Fruitgum Co., Jay & the Americans, Rick Nelson, etc.

Whitelaw & Carl Productions began in March of this year. It has various production commitments as its core. The first of these include the Peoples Choice, signed to Philips Records, recently represented with a strong regional hit, "Lost & Found." The group has a new "Just Look What release. You've Done," and initial reaction is favorable. The Peoples Choice is the first of a fourartist agreement that W&C maintains with the Mercury Organization.

Whitelaw & Carl also hold an extensive production agreement with Liberty-UA, Inc., initiated with a UA LP by a New Jersey-based group called Marshmallow Way, which has been selling well since its release and recently has received significant sales abroad. The group's new U.S. release, "Good Day," is already receiving strong radio and consumer response.

Recent Agreements

Most recent agreements include the signing of the Golden Gate, a nine-piece ensemble, to the Audio Fidelity label. This marks a creative turning point in that the project enabled W&C to become involved in a whole sphere of music. The LP, "Year One," has met with encouraging response. Whitelaw & Carl have recently concluded their first production assignment for Avco-Embassy Records initially represented with a new single release, "Mind Reader," by the Eefrom Zeefrom Mixture.

Approaching the new year, Reid Whitelaw and Billy Carl look to unveil three new artists under their Mercury pact. January and February will present the first recorded product by three new groups: Yellow Brick Road, the Silver Footsteps and Soul System. Also crucial to their development is their own label. They are presently holding talks with several firms regarding an autonomous label. "We already have the creative control which we need, but our own label will extend such control right through distribution



Reid Whitelaw, Billy Carl

and sales. This added benefit is essential." they state.

Special concentration on key phases of the Whitelaw & Carl operation is a factor in future growth. Areas of publishing, artist management and development and visual media have been selected. The music publishing wings of the W&C operation, Magic Fleet Music, Inc. (BMI), and Yellow Forest Music (ASCAP) are building a strong stable of writers with such signings as 18-year-old Richard Bell from Philadelphia, represented with many new recorded compositions in the new W&C releases. Bell is presently forming his own three-piece group which Whitelaw & Carl will produce.

Mickey and Pat Carroll have been signed as writer-artists with planned exploitation set for them. In addition, most of the W&C groups write and are making a major contribution in this area. The Whitelaw & Carl music companies will be personally represented at MIDEM, in Cannes, this coming January. W&C point to future aims with regard to soundtracks, television and motion pictures. TV discussions have already begun and many of the label deals Whitelaw & Carl make in the future will relate to this area.

"Control is management, and management is control," the team added. Many of the groups W&C produce are managed within their operation. Robert Adamo handles the majority of management activities for this important aspect of the W&C companies. Steve Stark of Miami Beach, Fla., is assisting W&C management with regard to Southern-signed acts.

In closing, Carl said: "Conception, execution and in-studio supervision are vital to Reid and myself." Whitelaw summarized: "In this business it's easy for one to get so wrapped up in the struggle that he for-

(Continued on page 82)

Move Up, Move Out, Move on



Your Town Records
proudly presents an
exciting new smash
"Waiting For
A Call"
by The
Johnson
Brothers

Jacomil P.O. Box 1134, N.Y., N.Y. 212 866-5000



Going Over Big With Public

Public Records is a growing young West Coast company started 10 months ago by Joe Koistra and Jim Pettinotti. The two were partners in a management firm started three years ago. They managed (among others), the Other Half and Hunger, two groups working in the rock idiom.

"We've been around almost a year now, and people are getting to know us," says Koistra. The label has been steadily growing since inception, and boasts a roster of strong talent, particularly in the country field where Johnny Roberts, Jae Judy Kay and Gene Rockwell have successfully established themselves.

Joe is particularly excited about an instrumentalist they have signed, slated for an album release after the first of the year. Joe Bethancourt III plays all stringed instruments, and should stir attention with his forthcoming "String Concert Album," on which he will demonstrate his talent on an amazing variety of instruments.

Linda Foreman is currently working on an album with indie producer James Horton, and is making a name for herself in the R&B/pop fields. Her album is slated for release after the first of the year.

"We plan on making lots of noise after the first of the year," Joe commented. That's when they'll also he releasing an album by a new pop/rock group called Summer, featuring Cindy Tipping and Rick Dougherty. Both Cindy and Rick will be recording as single artists, in addition to working with the

Other plans include an album from 12-year-old Peter Robbins. better known as the voice of Charlie Brown, Public has also been working very closely with Ampex, who handles their tapes for domestic and foreign distri-

Mitch Tableporter ably heads up Public Records' publishing divisions, Volume Music (ASCAP), and Neo Note (BMI). Joe also mentioned the fact that they have been receiving letters from "all over the U.S. and Europe," requesting their product and inquiring about the company, "For a new label, we're one of the fastest growing," says Joe. And it looks like Public Records will keep doing

ARTHUR H. GORSON PRODUCTIONS wild Indigo Alusia HERB LOVELLE, ASSOCIATES Ars Nova, Atlantic; Tom Rush, Elektra; White Lightnin', ABC; Len Novy, ATCO Chris Farlowe, Polydor; F.U.N.C. Golden Earrings, Polydor; **Terminal Barbersop, ATCO** The Indians, Elektra **Barbara Norris, Production Assistant** 146 W. 47th St., New York 10036 JU 6-5124, 5

Hits the Heather Way

Paul Leka Leads Production Company to Success

By BOB MERLIS

Paul Leka, guiding light of Heather Productions, keeps proving he knows just how to make hits. Paul shuns the publicity spotlight, preferring that his productions speak for him. With his string of successes, that's a lot of talking.

Before forming Heather Productions and its publishing companies, Little Heather Music (BMI) and Big Heather Music (ASCAP), Paul scored his first big success as producer, writer and arranger of "Green Tambourine" by the Lemon Pipers. He was also responsible for two subsequent Lemon Piper hits, "Jelly Jungle" and "Rice is Nice." Typically, Paul refuses to take credit for the hits and likes to think of them as a team effort. The "team" included Shelly Pinz, lyric writer, and Bob Reno, who ran Kama Sutra's publishing companies.

For Heather he personally produces, writes and arranges Steam, currently riding high with "Na Na Hey Hey Kiss Him Goodbye" (Fontana). Paul is in the process of preparing Steam's first album. He has also produced the new single by Steam's lead singer Garrett Scott, "Sweet Laura Lee" (Mercury), "Will You Be Staying After Sunday" and "Wake Me Up in the Morning Michael," both by the Peppermint Rainbow (Decca). Heather staffer Gary DeCarlo produced a song of the Woodstock festival called "Going to Bethel" by Route 17

Other Heather acts include the East Orange Express (Atlantic), the Apollos (Colossus). Stoney Brook People (Columbia) and the Wellington Arrangement, whose new Decca release is "Jezamine."

Now Producing . . .

Paul is now also producing Family Affair, Yazoo Freud and Sunny Gale and expects to announce labels for these acts shortly. Heather Productions also includes Joe Messina, who is producing the Rocking Horse People (Mercury), Colleen (Mercury), the Chains, Ches Bonetrees (Mercury) and the Golden Nectar Good Time Band, a jug band that Paul is very high on. Dale Frasheur produces Choir (Intrepid) and Taste of Grey (Mercury) for Heather.



Paul Leka

Paul is a self-taught arranger who credits much of his ability to a book on arranging that he keeps on his desk and leafs through before every session.

While publicity is of little concern to him, the establishment of a definitive, recognizable "Paul Leka Sound" is something to which he attaches great importance.

To establish his "Sound," Paul tries to make his acts sound better than anyone else car. He is somewhat like a football coach who urges his players to run just a little faster than their top speed.

Gold for Oliver's 'Jean' on Crewe



AT PRESENTATION: above, the presentation of a gold record to Crewe star Oliver (at right) for his single of "Jean." Ed Sullivan is shown presenting the gold disk, with Crewe Group Exec VP Rocco Sacramone standing by.

Whitelaw. Carl

(Continued from page 80)

gets that for which he is struggling. With Billy and myself, our corporate goal, with its firm quality base, rather than immediate industry pressures, is foremost."