



**IN HARMONY AT THE 'HUT':** Schwartz Bros. recently opened its new Harmony Hut retail outlet in the new Willowbrook shopping center in Wayne, N.J., which drew a large gathering of traders the night before the store (and the shopping center itself) opened for business. Top photo shows a wide view of the outlet, which contains 12,400 square feet of space and more than \$5000,000 worth of record and tape inventory; middle photo shows the Schwartz Bros.; bottom photo: (l. to r.): Marty Ostrow, vp of Cash Box, Jim Schwartz, Bob Kornheiser of Atlantic Records and Irv Lichtman, editor-in-chief of Cash Box.

## Yoergler To Beechwood As Coast Prof. Manager

LOS ANGELES — Beechwood Music, the publishing division of Capitol Records, has named Hal Yoergler as West Coast professional manager. In a separate move, the firm has named Jill Williams as professional manager for Borwin Music, a recent acquisition.

Yoergler, also a songwriter, emphasized that Beechwood is actively seeking new material from unknown as well as established writers. "We are a company primarily interested in musical innovation, in doing new things in new ways, with a lot of new people in addition to doing new things with old songs with new people," he commented.

Yoergler has appeared as a singer in many New York night clubs, holds a Bachelor of Arts Degree in music, a Master of Arts Degree in vocal music and was assistant professor of French at the State University of Iowa.

Miss Williams, formerly a staff writer with Borwin in New York, is believed to be the first professional 'man' in the industry, and will have full responsibility for development of new titles and writers.

## Kemper Heads Murbo's Pop A&R Department

NEW YORK — Jim Kemper has been named by the Bourne Company to head its Murbo label's pop A&R department. He replaces Jimmy Krondes, who has joined RCA's publishing operation.

Kemper, who was formerly an independent producer and a staff writer and assistant to the professional manager at Ampco Music, will look for masters and artists.

## New Cochran Firm

HOLLYWOOD — King recording artist Wayne Cochran, along with his manager, Walt Daisy, have formed an independent motion picture/TV production company, GDM Productions. The firm will handle properties for Cochran to star in, but will not be involved with the singer's club, concert and music publishing activities. Cochran is currently in Miami for a club engagement and an appearance on the Jackie Gleason Show.

# Thiele Rights To Two James Acts

NEW YORK — Bob Thiele, president of Flying Dutchman Productions, has completed arrangements with the Dick James Music interests in London for U.S. releasing rights for two British groups, the Plastic Penny, and Nite People. Both groups will be released here on FDP's Amsterdam label, with initial singles due within three weeks. The deal was finalized during a five-nation swing through Europe, from which Thiele returned last week.

Another highlight of the trip came in Baarn, Holland, where Thiele arranged with his European distributor, Philips Records, to sponsor a promotional tour of England and the

Continent, for FDP singing star, Esther Marrow. To commence January 15, the tour will bring the bright new singing sensation to the principal TV outlets of Europe. A number of personal appearances are also planned for the artist.

Thiele auditioned her first single for all his outlets in England, Holland, France, Italy, and Spain, during his business meetings in these countries.

During October, she will appear on the Allen Show (21) and at the Western Addition Community Festival, with Bill Cosby (25 and 26). On the 25th, she'll also appear at Basin Street West in San Francisco. On the 28th, she begins a one-week engagement at Shelley's Manne Hole in Los Angeles. She's also to do the Della Reese TV show during this period.

## Dunhill's Laventhal To National Sales

HOLLYWOOD — Dennis Laventhal has been upped by Dunhill Records to the post of national sales and advertising manager. According to label president Jay Lasker, Laventhal's duties as sales manager will encompass the overseeing and coordination of all sales personnel in the field, which he will begin with a review of all major market outlets in mid-October.

Laventhal had been with Dunhill less than a year as an assistant in the sales department. Prior to joining the label, Laventhal worked in promotion and sales for ABC Record and Tape Sales in Seattle.

## 3 To Capitol

HOLLYWOOD — Three new recording artists, the Eclectic Mouse, Ghael Paxton and Guitar Jr. have been added to the Capitol Records roster. The Eclectic Mouse, headed by 23-year-old Steve Forman, is one of the top groups in the Phoenix area, while Paxton and Guitar Jr. are both blues/rock artists.

## Lou Christie Inks With HLI

NASHVILLE — Pop singer Lou Christie has inked an exclusive booking contract with the Nashville/Hollywood based Hubert Long Agency, an affiliate of Hubert Long International.

Negotiations were handled by Walt Davis, Long's newly-named West Coast representative. Bookings on the Buddah artist will be channeled through Davis on the West Coast and Chuck Neese in Nashville.

He first scored on the charts in 1963 with "Lightnin' Strikes." He has continued with hits and is currently high on the charts with his Buddah recording, "I'm Gonna Make You Mine." Christie and his song writing partner Twyla Herbert, have written all of his hits, including "Two Faces Have I," "The Gypsy Cried," "Since I Don't Have You," "Rhapsody In the Rain," and the two previously mentioned.

Christie's signing with the Long Agency created excitement within the firm. The inking makes him one of the first top Pop acts to affiliate with a Country-oriented agency.

## Alvarado To Foster

HOLLYWOOD — Reb Foster Associates has added Tim Alvarado as production coordinator. Alvarado was formerly an independent record producer for Van Dyke Parks, Danny Hutton and Chuck Negron. Alvarado will report directly to Foster.

## RCA To Release Two New Disks

NEW YORK — RCA Records is planning to release, in the very immediate future, recordings by two artists. From the LP "Harry" by Harry Nilsson, who is #7 on the charts with his single "Everybody's Talkin'," will be "Maybe" and "I Guess The Lord Must Be In New York City."

Also being released is the single by Rouvaun which contains "Soul Of A Singer" and "On Days Like These." Both sides are included on his album, "On Days Like These," which is scheduled for release in November.

## 'Lone Ranger' Album Cleared For Airplay

NEW YORK — Having concluded negotiations with the Wrather Corporation, Decca Records has cleared its "Adventures Of The Lone Ranger" LP for airplay. Released by Decca in September, the LP was originally marked "not to be used for public performance, broadcasting, or television," at the request of the Wrather Corporation, which owns the rights to the series which is still being aired in certain markets. According to Tony Martell, vice president of marketing for Decca, the label had received an overwhelming number of requests from program directors and deejays to play excerpts from the album. "Now that the Wrather Corporation has consented to lift the previous public performance restrictions," said Martell, "We will be servicing stations with this entertaining album immediately."

The Lone Ranger LP is the third in Decca's nostalgia series which originated one year ago with an album of voice tracks from W.C. Fields films, which went on to become a chart item. In August, 1969, Decca released the second album in the series, featuring original voice tracks from films by the Marx Brothers.

## Gibson Now With Gersham & Swaney

HOLLYWOOD — Bob Gibson has just joined the west coast public relations and advertising company of Gersham & Swaney as a partner. Gersham, Swaney & Gibson will continue to concentrate on providing publicity, promotion and advertising services for its music clients, who include The Band, David Ackles, The Union Gap, John Stewart, The Youngbloods, Lonnie Mack, and The Byrds, among many others.

The expansion of the office will allow the company to branch-out into youth-oriented films and the television areas soon. A New York office is planned by the end of November.

Gibson had previously been with the Hanson-Schwam publicity office, and Regehr Public Relations.

## Peer Southern Sets Two Big Productions

NEW YORK — Jimmy Jenner, director of talent and production for Peer Southern, and Lucky Carle, P-S professional manager, announced that Peer Southern's major talent development program has paid off as their contract signings hit a peak. The program which began nine months ago, involved the rebuilding of P-S's New York studios and spreading the word that P-S was looking for new, young, creative producers, artists and managers. Peer Southern also added to its promo depts. on both coasts.

This program has brought together the recording artists and producers, and thus far has produced 15 releases. The two newest projects of the P-S program are January Thyme, who have recorded an LP, "The First Time," which is being released on Stax/Volt. The album is scheduled for release next week. Another artist, Mike Millius, is having his album released on Uni. The title is "Desperado." Both LP's were recorded in the P-S studios.